The year 2016 was very successful for Venture Kick regarding the performance of the supported startups: 3,881 jobs created and CHF 1,347,000,000 raised by our startups are way more than we ever dreamed of, when we started the program in 2007. With new funding rounds happening in the first days of January we set course for new all-time highs to be celebrated at our 10 years anniversary on November 29th, 2017.

Preparing ourselves for the next decade we are looking for strong partnerships that enable us to bring Venture Kick to the next level and grow our impact further by increasing the number of startup projects that can benefit from our support.

It is for us a key milestone and we are honoured that Venture Kick was selected as a core initiative of the digitalswitzerland program to strengthen the Swiss startup ecosystem. We contribute to the overall aim of digitalswitzerland to position Switzerland as a leading innovation hub in the world. Digital revolution and technological change will influence all industry sectors and disruptive innovations from startups will be key for our country. Two members of digitalswitzerland already joined Venture Kick as new partners. Stefan Schöbi, Director Engagement Migros, who made the first step in November: “The ongoing digitalization is a real opportunity for Switzerland, which doesn’t have a lot of raw materials in its soil. The startup teams of Venture Kick are definitely among Switzerland’s most innovative brains. We are very happy to bring an effective contribution for the encouragement of new commercial ideas”.

Swisscom, a key player in Switzerland’s innovation and Startup Ecosystem joined Venture Kick as partner in December. Roger Wüthrich-Hasenböhler, Head of Digital Business: “Corporates need to reinvent themselves to stay winners in the digitization age. The startups supported by Venture Kick contribute significantly to the innovative drive of Switzerland and also feel like a rejuvenating bath for us.” The partnership with digitalswitzerland offers global visibility by having its umbrella brand as addition to the strong and established Venture Kick brand.

Not only Swiss corporates partnered with Venture Kick in 2016. We are proud to be partner of ESA BIC, the new Business Incubation Centre of the European Space Agency in Switzerland, supporting startups in the field of space technologies and applications. With this the innovations of Swiss startups will not only conquer the globe, but also space.

Startups in Switzerland are definitely on the rise. And we keep kicking in our 10th year of operation to make sure that more future stars of the global economy are born here in Switzerland.

On behalf of the Venture Kick Strategy Board

Dr. Pascale Vonmont
GROWING IMPACT

STARTUPS KICKED
NUMBER OF SUPPORTED STARTUP PROJECTS (CUMULATED)

<table>
<thead>
<tr>
<th>Year</th>
<th>Number</th>
</tr>
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<tbody>
<tr>
<td>2016</td>
<td>463</td>
</tr>
<tr>
<td>2015</td>
<td>403</td>
</tr>
<tr>
<td>2014</td>
<td>350</td>
</tr>
<tr>
<td>2013</td>
<td>298</td>
</tr>
<tr>
<td>2012</td>
<td>251</td>
</tr>
<tr>
<td>2011</td>
<td>203</td>
</tr>
<tr>
<td>2010</td>
<td>151</td>
</tr>
<tr>
<td>2009</td>
<td>100</td>
</tr>
<tr>
<td>2008</td>
<td>53</td>
</tr>
<tr>
<td>2007</td>
<td>16</td>
</tr>
</tbody>
</table>

MONEY RAISED
FINANCING VOLUME ATTRACTED (CUMULATED IN CHF)

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
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<td>1,347,000,000</td>
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<tr>
<td>2015</td>
<td>896,000,000</td>
</tr>
<tr>
<td>2014</td>
<td>602,000,000</td>
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<tr>
<td>2013</td>
<td>464,000,000</td>
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<td>365,000,000</td>
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<tr>
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<td>210,000,000</td>
</tr>
<tr>
<td>2010</td>
<td>103,000,000</td>
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<tr>
<td>2009</td>
<td>30,000,000</td>
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<td>2008</td>
<td>15,000,000</td>
</tr>
<tr>
<td>2007</td>
<td>2,000,000</td>
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</table>

JOBS CREATED
NUMBER OF ACTIVE NEW JOBS (CUMULATED IN FULL TIME EQUIVALENTS)

<table>
<thead>
<tr>
<th>Year</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
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<td>3,881</td>
</tr>
<tr>
<td>2015</td>
<td>3,434</td>
</tr>
<tr>
<td>2014</td>
<td>3,038</td>
</tr>
<tr>
<td>2013</td>
<td>2,433</td>
</tr>
<tr>
<td>2012</td>
<td>2,006</td>
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<td>2011</td>
<td>1,421</td>
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<tr>
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<td>2009</td>
<td>313</td>
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<tr>
<td>2008</td>
<td>133</td>
</tr>
<tr>
<td>2007</td>
<td>23</td>
</tr>
</tbody>
</table>
Venture Kick was launched on June 12th, 2007, in order to close the gap in the Swiss innovation chain. It is based on the premise that many worldclass research projects pursued at Swiss universities can not be turned into promising business cases. The step from academia to market often fails due to a lack of business know-how, as well as insufficient access to pre-seed capital. Yet, both are required to explore market potential and structure a strong business case in order to attract investors.

Venture Kick aims at the early identification, structuring and promotion of promising business ideas with a clear three fold vision: to double the number of spin-offs at Swiss universities, to cut the time-to-market by half and to increase the attractiveness of the supported startup companies for professional investors. Venture Kick is working in close collaboration with all Swiss universities and relevant organizations in the field of high-tech entrepreneurship.

**OUR MISSION**

**KICKING SWISS INNOVATION TO GLOBAL MARKETS**

**UNIQUE APPROACH TO STARTUP FINANCING**

Venture Kick combines financing for early stage entrepreneurs in 3 stages with a focused business training and the access to a powerful network of investors. The beneficiaries of Venture Kick are selected by a pool of highly qualified jury members comprising private and institutional investors, startup experts and industry representatives.

The full support of CHF 130,000 is offered as a “founder friendly” equity participation in the company. All financial returns into the Venture Kick fund will be used to support more promising spin-offs in the future.

**IMPACT ON A GLOBAL SCALE**

The 463 supported projects since 2007 converted into 303 incorporated companies so far. In total they raised CHF 1,347,000,000 and created 3,881 qualified jobs in all high-tech sectors. 54 of them were listed in the 2016 TOP100 Startups of Switzerland. With this, Venture Kick already has a strong impact on a national level. Today, more and more of the supported Venture Kick startups grow a global business and attract leading international investors. With their innovations, they address global challenges such as food safety, cancer, data speed and climate change.
Every year, Venture Kick selects and supports more than 50 high potential entrepreneurs by offering them a structured entrepreneurial path towards building a winning new venture. Presenting in front of experts at each stage to obtain the funding, getting “kicking feedback” and learning about execution in building a startup during the kickers camp are at the core of the Venture Kick experience. On top, the startups benefit from the exchange with other venture kickers and the access to a broad network of experienced entrepreneurs and investors.

Beyond the very important financial support which can go up to CHF 130,000 in pre-seed capital, entrepreneurs benefit from a critical push and orientation to help them reach their maximum potential during a competitive and timely driven process (Venture Kick takes place over a period of approximately 9 months and at each stage only 50% of the presented projects are eligible for support). This unique experience is an instrumental part for building solid foundation ensuring long-term success.

Venture Kick financial support is a combination of grants and adaptive equity participation supporting founders in their first stage. Stage 1 (CHF 10,000) and stage 2 (CHF 20,000) are granted à fonds perdu, with a moral pledge of giving back the amount received or more to support future Venture Kick projects in case of success.

At stage 3 (CHF 100,000), Venture Kick Foundation adopts an adaptive equity participation model, using the valuation obtained at first priced round of CHF 500,000 or more at a valuation higher than CHF 1.3 million.

All proceeds from the subsequent shares’ sale are exclusively reinvested into the support of the next generation of promising entrepreneurs.

The main objective of the support model is to strengthen and clarify Venture Kick’s philanthropic and entrepreneurial philosophy: the subsequent success of supported startups directly benefits future generations of entrepreneurs and thus society. At the same time, the model contributes to the long term success of Venture Kick, helping to secure the support of many more innovative projects at Swiss universities.
A UNIQUE ENTREPRENEURIAL AND PHILANTHROPIC MODEL TO SUPPORT STARTUPS

“I could really take profit of the direct learnings from Venture Kick’s experts. Moreover, I became aware of what investors want to know and how to present it, such as how we are different from our competitors.”

Sabrina Badir, CEO of Pregnolia

“Our market and customer focus is the result of Venture Kick, and it has helped us to build one of the fastest growing biotech companies and a global leader in the field of 3D Cell Culture.”

Jan Lichtenberg, CEO of InSphero
VENTURE KICKERS
HIGHLIGHTS 2016

VENTURE KICK: THE STARTING POINT FOR MANY SUCCESSFUL SWISS STARTUPS

**VENTURE KICK: THE STARTING POINT FOR MANY SUCCESSFUL SWISS STARTUPS**

G-THERAPEUTICS raises 36 million: In April 2016, the 2014 Venture Kick startup G-Therapeutics secured funding of EUR 36 million to further develop a therapy combining a spinal cord implant with over ground support training, with the aim to help people with spinal-cord injuries to walk again. The research behind G-Therapeutics, carried at EPFL since more than a decade, enabled paralyzed rats to walk again in 2012. More recently, non-human primates could walk again too, using an innovative brain-spinal interface. The first clinical tests on patients have already started at the University Hospital of Lausanne (CHUV).

MINDMAZE becomes Venture Kick’s first unicorn: Early 2016, the 2010 Venture Kick startup MindMaze closed a USD 100 million seed investment led by Hinduja Group for a valuation of more than USD 1 billion, and became the first “Venture Kick unicorn” in the history of the initiative. The EPFL spin-off won additional international recognition end October 2016, as its CEO Tej Tadi received the “Emerging Entrepreneur” Award by the “EY Entrepreneur of the Year” competition.

FACESSHIFT acquired by Apple: After the rumor grew until late 2015, the acquisition of the 2013 Venture Kick winner Faceshift by Apple was finally confirmed by TechCrunch. The startup developed a technology to create animated avatars and other figures that capture a person’s facial expressions in real time. Faceshift’s technology was for example used in the latest Star Wars movie.

AVA raises USD 10 million to boost women’s chances to conceive: The 2015 Venture Kick winner will use the funds to further develop its connected fertility bracelet, scale up production to meet consumer demand, and advance the company’s research and objective to enhance women’s health. In 2015, Ava had opened an office in San Francisco. It is now in a phase of expansion into international markets including European countries. In 2016, Ava also moved from rank No. 94 to rank No. 6 in the TOP100 Swiss Startups ranking.

FLYABILITY raises USD 4.3 million to build safer drones: The 2015 Venture Kick winner Flyability has proven that drones are able to reach inaccessible places which are too dangerous or costly to be accessed by humans. In July 2016, the NCCR Robotics spin-off secured USD 4.3 million to ramp up production, meet the growing demand in target and new markets such as search & rescue and security, and prepare for the future. In September, Flyability was also elected 4th best Swiss startup by the TOP100 Swiss Startups Award.
The 2014 Venture Kick winner Selfnation crafts quality custom-made jeans which are tailored to fit your own body. The startup opened its creative headquarters in Berlin in 2015 and started delivering in Germany. It is now among the TOP 20 best Swiss startups.
INSPHERO contributes to reducing the use of animal testing in research: Early October 2016, InSphero, the leading supplier of easy-to-use solutions for production, culture, and assessment of organotypic 3D cell culture models, met with members of the United States House of Representatives to discuss advances in in vitro technologies which help to reduce the use of animals in research. A month later, the 2009 Venture Kick finalist won the Global 3Rs Award, which recognizes significant innovative contributions toward the advancement of ethical science through the 3Rs of animal research: refinement, replacement, or reduction of animal use.

PB&B raises CHF 2 million and meets US investors: The 2014 Venture Kick winner PB&B secured a 2 million round in April 2016 to further develop a new generation of fillers and anti-aging medicine for plastic surgeons and dermatologists. In June 2016, PB&B met several US investors in Boston with the venture leaders in Life Sciences. After running pre-clinical studies in collaboration with scientists and doctors from EPFL and the University Hospital of Geneva (HUG), PB&B plans to launch a first clinical study in 2017.

NANOLIVE receives the financial support from Swisscom: Early October 2016, the inventor of the 3D Cell Explorer microscope Nanolive received CHF 500,000 from Swisscom. The news came after the 2013 Venture Kick Alumnus had taken part in the Swisscom Startup Challenge, a one-week long mentoring program in Silicon Valley, with three other venture kickers: Advanon, Fashwell and Xsensio. A few months later, Nanolive won the ICT Awards 2016. It just launched a Fair sharing program providing access to science and living cells to schools.

INTENTO wins the Swiss Medtech Award: At the Swiss Medtech Day in Bern in June 2016, the EPFL and nccr robotics spin-off and 2016 Venture Kick winner Intento won the prestigious CTI Swiss Medtech Award, presented by President Johann N. Schneider-Ammann, in front of an audience of around 600 delegates. Intento develops a user-friendly neuromuscular stimulation device to help paralyzed stroke patients recover motor functions. The startup’s innovation was also well received in Boston in June 2016 with the venture leaders in Life Sciences.

SENSEFLY among Switzerland’s flag bearers of the European Business Awards (EBA): EBA is Europe’s largest business competition to celebrate the most innovative businesses from the participating European nations. Out of 33,000 submitted businesses in total, 636 national champions from 34 countries received this great international recognition. Among them is senseFly, who was nominated Switzerland’s national champion with two other startups.

DEPSYS secures CHF 3 million to unleash the use of new energy sources: In June 2016, the 2013 Venture Kick startup DEPSys raised 3 million in Series A to further develop GridEye, a network optimization platform which measures, monitors and controls the low-voltage grid for an efficient integration of renewable energy sources at decentralized injection points. The solution will help grid operators to efficiently manage the increasing amount of renewable energy without investing in the grid itself.

ABILITY merges with medica Medizintechnik: In December 2016, the 2010 Venture Kick startup Ability Switzerland bundled its forces with medica Medizintechnik, with the objective to become the world’s largest provider in the field of device-supported neurological rehabilitation. Both companies have specialized in therapy solutions to facilitate the recovery of walking functions, and they have already worked together to create a new concept that speeds up the process. The merger creates one company with 130 employees and a sales network in more than 70 countries.
The 2016 Venture Kick winner and nccr robotics spin-off Intento developed a wearable solution for the rehabilitation of stroke patients.
2,499 APPLICATIONS received from more than 20 Swiss universities

905 CANDIDATES presented at 275 jury sessions

463 STARTUP PROJECTS supported with CHF 18,650,000 in pre-seed capital

303 NEW STARTUPS have incorporated their companies

3,881 NEW JOBS (FTEs) (Full-Time-Equivalents) have been created

CHF 1,347,000,000 in financing volume has been invested in the supported startups

CHF 72 have been invested on average on top of each CHF 1 of seed money granted by Venture Kick

2007 – 2016:
VENTURE KICK’S ACHIEVEMENTS AT A GLANCE

Launched in 2007 Venture Kick has been providing Swiss university based spin-off projects with pre-seed capital, coaching and access to professional investors. Selected members from a jury pool of the 100+ leading startup experts in Switzerland evaluate and support 16 spin-off projects during three sessions every month.

Since the program’s inception, various juries have held 275 sessions in total and been presented with 905 entrepreneurial projects. The selected startup projects received not only pre-seed capital, but also introductions to investors and hands-on coaching during 279 kickers camps.

No less than 54 Venture Kick supported startups were listed among Switzerland’s 2016 TOP100 Startup ranking (startup.ch), 7 even made it to the TOP10 and 2 venture kickers were on the podium.

Out of the 463 spin-off projects, supported with a cumulated CHF 18,650,000, to date 303 have incorporated their companies. By December 2016 more than CHF 1,347,000,000 have been invested in the supported startups (awards; grants; equity investments from founders, business angel, venture capitalists or corporate investors; loans; equity transactions and exits). The startups created 3,881 jobs.

The average age of incorporated companies is currently 52 months. The incorporation takes place typically 5 months after the first successful presentation. Hence the numbers of incorporated companies, money raised and jobs created are growing steadily.
HIGH SURVIVAL RATE AND STRONG GROWTH

All startup statistics show, that after five years at least 50% of the startup projects turn inactive. The Venture Kick population shows a much higher survival rate. From 151 supported projects in the timeframe of 2007 – 2010, only 41 disappeared. Out of these 41, only 22 were actually incorporated companies, 19 already stopped at project stage.

Looking at the jobs created, the Venture Kick startups start growing strong after year 4 of incorporation. This goes in line with the fact, that most of the startups still need to get their technologies market ready in the first years and onboard investors to hire additional staff. The population of companies starting in 2007 – 2010 created 20 jobs on average and keeps hiring.

The data also shows that the jury does a good job in selecting the best projects. From the 96 projects which were supported since 2007 with the maximum amount of CHF 130,000, only 6 stopped and the remaining 90 startups created 19 jobs on average. Whereas from the 242 projects that only received CHF 10,000, 191 are still active and have generally created 6 workplaces each.
VENTURE KICK STARTUPS ATTRACT GROWING AMOUNTS OF MONEY

Although it is a tough challenge for startups to get funded by investors, successful Venture Kick startups obviously are able to attract funds.

CHF 1,347,000,000 from different sources were invested in Venture Kick startups, whereas equity investments with cumulated CHF 860,000,000 from Business Angels and Venture Capitalists represent by far the primary source.

Looking at the money invested per active project, numbers are with an average of CHF 754,000 low in the first three years, but then grow strongly in the following years.

The Venture Kick startups of 2007 – 2010 got CHF 7,713,000 per company, whereas the ones of 2011 – 2013 already account for total money invested of CHF 2,907,000 on average.

The jury does a good job in identifying and choosing the future high flyers: The total amount of money invested in the 96 startups that were supported with the maximum amount of CHF 130,000 [stage 3] represents CHF 544,161,000. With CHF 5,962,000 per startup, this is close to four times as much as the average investment for a winner of stage 1.

TOTAL MONEY INVESTED 2007 – 2016

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</tr>
</thead>
<tbody>
<tr>
<td>SUPPORT STAGE:</td>
<td>CHF 130,000</td>
<td>CHF 30,000</td>
<td>CHF 10,000</td>
<td></td>
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EQUITY INVESTMENTS
RISING STARS OF VENTURE KICK

QUALYSENSE – Guarantee Food Safety by Robot Inspection
AMAL THERAPEUTICS – Fight Cancer with Novel Vaccines
KANDOU BUS – Power the Digital Revolution at Chip Level
CLIMEWORKS – Save the Planet from Climate Change
With a team of 28, QualySense already counts offices in Zurich and Chicago.
As an innovative player in the field of soft commodities worldwide, QualySense developed a breakthrough technology that will change the quality paradigms of the agricultural commodities worldwide, improve excellence and reduce waste of food globally. Their product, the QSorter Explorer, is a sophisticated high speed single-kernel robot which analyzes and sorts each grain individually at a lightning speed, based on physical and compositional properties. The QSorter was developed along with world-known food industry leaders and partners such as the United States Department of Agriculture, EMPA and Agroscope. Combining Machine Vision and Near-Infrared spectroscopy, it is the result of outstanding R&D in the field of sensing, mechatronics, biochemistry, data processing and life sciences.

Founded in 2010, QualySense targets customers such as inspection agencies, traders, food processors, breeders or seed producers worldwide. The technology allows them to increase the overall quality and safety of products, minimize wastage, and develop premium and super premium products. QualySense’ strategy is to win a major customer in each market segment that they target: quality inspection, processing monitoring and research and development. It already counts leading companies in the world as their clients, such as General Mills, Pepsico and Grain Millers, which use the QSorter to automatically inspect samples of raw material during processing.

New properties for new business opportunities

Even if QualySense manages to increase output to a very high degree – the QSorter can process a few tons of grains per hour – it still has to guarantee the same level of quality. The aim of QualySense now is to enable visual quality criteria to be checked off with the QSorter, as well as biochemical properties such as protein content, fungal infestation and even gluten. The contamination of cereals with gluten is a hot topic in the industry right now. In the US for example, 40% of the population attaches importance to gluten-free products, and the trend is growing in Europe. This is strategically important for the major food producers and represents a business opportunity for QualySense. Breakfast cereal producers can use the QSorter to guarantee that its products are gluten-free, and leaders in the gluten-free industry have already tested and adopted it.

“Without the help of Venture Kick, we would not be at the point where we are today. The program has accelerated our development in a massive way.”

Self-sourced and investors funds to become a key player

The financial resources required to further develop the QSorter have already been sourced, partially thanks to a major development order for a food company, “a multi-million deal”, says CEO Francesco Dell’Endice. Between 2014 and 2015, QualySense was also able to raise CHF 3.4 million in total to become a key player in its domain and expand internationally. Now the company is raising a significantly larger amount in order to grow even faster.

With a team of 28, QualySense already counts offices in Zurich and Chicago. It was part of the venture leaders program in China in 2016 to meet potential investors and partners. Until September 2016, the company was ranked in the TOP10 of the TOP100 Swiss Startups (startups older than 5 years have to leave their place to the next generation of talented startups in the ranking). QualySense is now on the way to revolutionize an entire industry. In 2017, it plans to install a pilot multi-ton sorting capacity device into the food development plant of an industry leader. This will enable them to produce a premium quality product as well as partner with a soft commodity trader, with the objective to upgrade the quality and increase the value of the traded goods.

qualysense.com, Venture Kick 2009
In 2012, Amal Therapeutics was founded based on nothing more than an idea, a technology platform to develop and progress therapeutic vaccines in oncology. Four years later, initial promising results from preclinical experiments have been published, for example in Cancer Research, one of the most highly cited cancer journal in the world. “We are now planning to carry out our first clinical trial on patients for an initial agent against intestinal cancer,” explains Amal founder and CEO Madiha Derouazi. The speed at which the company has managed this is all down to the team, 5 people in total, says Derouazi emphatically. “I have a dream team full of top specialists,” she states. The fact that they work together well is not a coincidence. During job interviews for example, the CEO makes sure that applicants have the chance to speak to the entire team.

“Venture Kick was really the starting point of my entrepreneurial career. Thanks to its great advisors and experts!”

Tackle various types of cancer

Amal’s goal is to modulate the immune system to fight cancer. The company developed a vaccine technology platform, namely “KISIMA”, which they also describe as the “Swiss army knife of therapeutic cancer vaccines”. The first element of the platform is a cell penetrating peptide derived from a virus which acts as a vector to deliver the vaccine. The second element is another peptide, which plays the role of an adjuvant. The third and last element is the “MAD” or Multi-Antigenic Domain, which allows to tailor KISIMA for various cancer indications by adding specific and appropriate antigens. “One key strength of our platform is that we can activate killer cells and helper cells recognizing various cancer cells within an heterogeneous tumor mass,” explains Madiha Derouazi. The technology is able to generate potent long lasting anti-tumor immunity and avoid tumor immune escape, and it can tackle various types of cancer. The approach is protected by a strong patent portfolio containing 8 patent families, with two patents already granted in the US.

Become a leading innovator in immunotherapy

In March 2016, Amal raised CHF 3 million in a Series A to progress the preclinical development of its lead intestinal cancer vaccine and to further develop its technology platform for therapeutic tumor vaccination. The spin-off of the University of Geneva and the 2012 Venture Kick startup is now in a position to make rapid progress and continue to develop its pipeline in other cancer indications. In addition, a drug intended to combat brain tumors is in the pipeline. In 2016, Amal gained further recognition by jumping from rank 98 to rank 8 of the TOP100 Swiss Startups Award. Amal is now preparing its Series B, to allow a start of clinical trials in 2018.

amattherapeutics.com, Venture Kick 2012
Amal Therapeutics’ vaccine technology is able to generate potent long-lasting anti-tumor immunity.
KANDOU BUS

POWER THE DIGITAL REVOLUTION AT CHIP LEVEL

Kandou Bus will open a new office in Silicon Valley and double its team to meet customers’ demand.

The growing digitalization of our society has made our lives connected and, in many aspects, easier. However, the digital revolution also implies that the total amount of data processed in the world is doubling every two years or so. Electronic devices such as mobile phones, laptops, satellites, servers or self-driving vehicles have to cope with twice as much data, at more speed. As such, the electronics industry has not yet taken the path to overcome the situation, and it might need a little push from innovative minds to enter the digital era.

The 2011 Venture Kick winner Kandou Bus could be the right player for the industry: its pioneering “Glasswing” technology provides a disruptive push to chips, an essential hardware component to process data. In particular, Kandou enhances the communication (or signaling) between chips, to help them cope with larger amounts of data, in a quicker way, and with less energy. The key lies in a simpler design of chips compared to the industry standards. Glasswing can increase the chip’s yield by five [today, only 10% of the produced high-end chips are usable], reduce the design process and the time to market, and help manufacture cheaper and smaller chips. “Our technology can help the industry save USD 1 to 2 billion per year, compared to today’s standardized, monolithic systems”, explains Amin Shokrollahi, Kandou’s founder and CEO. The company already counts a big player in the semiconductors industry, Marvel, as a customer. When needed, Kandou can also work on tailored designs for its clients. If things go well, Kandou could well become a leader in a world market worth USD 300 billion per year.

"Much more than money, Venture Kick has been a substantial help in the initial phases of our company. It forced us to focus on objectives and improvements, and not only improve research."

Identify the future direction of the industry

In five years, Kandou was able to gain huge credibility in the electronics industry. Now the demand is actually higher than what the team of 23 can handle. “Our strategy since the beginning has been to identify the direction in which the industry is going, file patents, then license our solutions”, explains Amin Shokrollahi. In total, Kandou filed an impressive number of patents [170 in 65 different families, out of which more than 60 are already issued]. Kandou could also prove its research-based findings by presenting papers at renowned conferences, such as DesignCon and ISSCC, where it won Best Paper Awards in 2015 and in 2016.

In July 2016, Kandou completed a USD 15 million investment round to expand research and accelerate its development. This will help Amin Shokrollahi and his team to start a Silicon Valley office in 2017, and grow its R&D sites in the UK and in Switzerland. The team will also double and a new “seasoned CEO” will be appointed in the US. In the long term, Kandou’s goal is to become a product company. There, it can hope to see its revenues grow to tens of billions US dollars per year, compared to 500 million a year in the IP business.
What if CO$_2$ could become an actor of change, rather than a threat for the environment? As the Paris Agreement on climate change came into force in November 2016, leaders and scientists worldwide are pursuing a tough target to keeping global warming below 2° C. This is where the 2010 Venture Kick winner Climeworks could make a difference, thanks to its efficient solutions for capturing CO$_2$ from ambient air. It developed a CO$_2$ capture technology (“Direct Air Capture”, DAC), based on a cyclic capture-regeneration process, and a novel filter. It allows a significant emissions reduction through the production of low-carbon fuels and eventually enabling negative emissions when combined with a permanent carbon storage solution. Climeworks’ co-founders, Christoph Gebald and Jan Wurzbacher, have set themselves an ambitious goal: capturing one percent of global CO$_2$ emissions by 2025.

Several commercial applications for their technology

Climeworks’ products have several commercial applications: in the short-term, the company targets large merchant markets by selling air-captured CO$_2$ to customers like greenhouse operators or the beverage industry, which currently receive their CO$_2$ primarily as an industrial waste product and often from the combustion of fossil fuels. In 2016, Climeworks was mandated for a EUR 1 million “Eurostars” project with the leading company Union Engineering, with the aim to develop an onsite plant for delivery of beverage grade CO$_2$ to bottling companies. In the mid-term, Climeworks seeks to close the carbon cycle by providing atmospheric CO$_2$ for the production of low-carbon fuels. This enables large-scale storage of renewable energies as well as to address CO$_2$ emissions that are otherwise hard to capture, such as those from the past or mobile sources. This is the reason why Climeworks is in a close partnership with carmaker Audi since 2013. In the long-term and in combination with storage technology, the direct capture of CO$_2$ is one of only few technologies with the potential to capture and permanently remove several gigatons of atmospheric CO$_2$ per year. The usage of so-called Negative Emission Technologies (NET) is considered necessary in more than 85% of climate scenarios defined by the Intergovernmental Panel on Climate Change (IPCC) to the 2° C global warming target.

Great recognition at the 2016 Climate Change conference

Today, Climeworks has demonstrated the commercial applications of its technology and is collaborating with various consortia from industry and research in Europe. In August 2016, Climeworks opened its 100% subsidiary Climeworks Deutschland GmbH in Dresden. Important international recognition came mid-November 2016, as Climeworks presented its technology at the COP22 Conference in Marrakech to senior delegates of the United Nations Framework Convention on Climate Change as well as to experts of the 196 states part of COP22.

climeworks.com, Venture Kick 2010
54 VENTURE KICKERS MADE IT TO THE TOP100 IN 2016

<table>
<thead>
<tr>
<th>No.</th>
<th>Company Name</th>
<th>Website</th>
<th>Description</th>
<th>Start Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>L.E.S.S. SA Light Efficient System SA</td>
<td>less-optics.com</td>
<td>New technology based on nano-structures waveguides</td>
<td>30/08/2011</td>
</tr>
<tr>
<td>2.</td>
<td>Bcomp AG</td>
<td>bcomp.com</td>
<td>Natural fibre composites products</td>
<td>07/12/2010</td>
</tr>
<tr>
<td>3.</td>
<td>Flyability SA</td>
<td>flyability.com</td>
<td>Flyability is developing Gimball, a game-changing flying robot which can be flown indoors and in complex environments</td>
<td>08/04/2014</td>
</tr>
<tr>
<td>4.</td>
<td>Ava AG</td>
<td>avawomen.com</td>
<td>Ava crafts a natural and reliable technology that helps couples have a child</td>
<td>11/11/2014</td>
</tr>
<tr>
<td>5.</td>
<td>Amal Therapeutics SA</td>
<td>amaltherapeutics.com</td>
<td>Its mission is to develop and progress novel therapeutic cancer vaccines with a proprietary family of vectors</td>
<td>05/03/2013</td>
</tr>
<tr>
<td>6.</td>
<td>MindMaze SA</td>
<td>mindmaze.ch</td>
<td>Interactive rehabilitation method for stroke patients</td>
<td>25/05/2010</td>
</tr>
<tr>
<td>8.</td>
<td>Uepaa AG</td>
<td>uepaa.ch</td>
<td>Detecting and connecting people in the same vicinity without the use of an internet connection or GPS positioning data</td>
<td>01/03/2011</td>
</tr>
<tr>
<td>9.</td>
<td>Gamaya SA</td>
<td>gamaya.com</td>
<td>The imagery and analysis system of Gamaya analyses the data and provides targeted indications to farmers about the needs in terms of water, fertilizers or chemicals</td>
<td>14/01/2014</td>
</tr>
<tr>
<td>10.</td>
<td>Lunaphore Technologies SA</td>
<td>lunaphore.ch</td>
<td>Development of an innovative tumor analysis and classification platform with the potential to be a disruptive alternative to classical immunohistochemistry</td>
<td>22/06/2010</td>
</tr>
<tr>
<td>11.</td>
<td>PIQUR Therapeutics AG</td>
<td>piqur.com</td>
<td>PIQUR focuses on the discovery and development of innovative and small molecule therapeutics for the treatment of cancer and inflammatory disease</td>
<td>08/14/2010</td>
</tr>
<tr>
<td>12.</td>
<td>G-Therapeutics SA</td>
<td>gtherapeutics.com</td>
<td>G-Therapeutics develops an implantable spinal stimulation system and robot-assisted training to rehabilitate spinal-cord-injured individuals</td>
<td>16/05/2011</td>
</tr>
<tr>
<td>13.</td>
<td>RealLook AG [Selfnation]</td>
<td>selfnation.ch</td>
<td>SelfNation offers perfect fitting clothes online thanks to a novel visualization and production technology</td>
<td>24/09/2011</td>
</tr>
<tr>
<td>14.</td>
<td>Pregnolia AG</td>
<td>pregnolia.com</td>
<td>Solving the problem of preterm birth assessment</td>
<td>28/02/2012</td>
</tr>
<tr>
<td>15.</td>
<td>Advanon AG</td>
<td>advanon.com</td>
<td>Enabling SMEs to prefinance their outstanding invoices easily, quickly and transparently</td>
<td>21/06/2011</td>
</tr>
<tr>
<td>16.</td>
<td>Teralytics AG</td>
<td>teralytics.ch</td>
<td>Big Data Apps for cost-efficient and scalable analysis of large amounts of data</td>
<td>03/06/2014</td>
</tr>
<tr>
<td>17.</td>
<td>SWISSst12 SA</td>
<td>swissst12.ch</td>
<td>Development and commercialisation of additive manufacturing based Radio-Frequency antenna, waveguide and filter products</td>
<td>09/03/2013</td>
</tr>
<tr>
<td>18.</td>
<td>Nanolive SA</td>
<td>nanolive.ch</td>
<td>A worldwide and unique technology to “see” the activity inside of a living cell in 3D</td>
<td>03/06/2014</td>
</tr>
<tr>
<td>Venture</td>
<td>Launch Date</td>
<td>Description</td>
<td></td>
<td></td>
</tr>
<tr>
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<tr>
<td>Beekeeper AG</td>
<td>01/07/2011</td>
<td>A platform that facilitates communication between companies and employees</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Versantis AG</td>
<td>02/03/2011</td>
<td>Development of versatile antidotes, capable of removing diverse toxic agents from the organism and save patients from metabolic, medicine, and drug overdoses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>DistalMotion SA</td>
<td>05/03/2013</td>
<td>Development and commercialization of a new surgical device that will enable a new generation of minimally invasive surgery in the abdominal cavity</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Combagroup SA</td>
<td>01/03/2011</td>
<td>Combagroup implements a new way of growing lettuce</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fastree 3D SA</td>
<td>03/09/2013</td>
<td>Fastree 3D sensors enables a &quot;virtual safety belt&quot; around driver assisted cars and autonomous robots by offering 3D imaging technology</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Intento SA</td>
<td>05/07/2011</td>
<td>A user-friendly neuromuscular stimulation device to help paralyzed stroke patients recover motor function</td>
<td></td>
<td></td>
</tr>
<tr>
<td>DEPsys Sàrl</td>
<td>06/11/2012</td>
<td>DEPsys offers a “real time” management tool for the electricity distribution system operators</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Inositec AG</td>
<td>07/12/2010</td>
<td>A technology platform to facilitate the development of drugs</td>
<td></td>
<td></td>
</tr>
<tr>
<td>xorlab AG</td>
<td>09/11/2010</td>
<td>Defeat sophisticated cyber-attacks beyond conventional and easy to break solutions</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PharmaBiome AG</td>
<td>03/04/2012</td>
<td>A scalable, controllable and efficient alternative to microbiota therapy</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Geosatis AG</td>
<td>04/05/2012</td>
<td>Geosatis develops an electronic monitoring bracelet with high security standards for offenders’ monitoring</td>
<td></td>
<td></td>
</tr>
<tr>
<td>TwentyGreen</td>
<td>05/04/2011</td>
<td>A new probiotic feed supplement for sustainable animal farming</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ActLight SA</td>
<td>06/10/2013</td>
<td>ActLight is developing new “smart” solar cell for portable electronic devices</td>
<td></td>
<td></td>
</tr>
<tr>
<td>UrbanFarmers AG</td>
<td>07/02/2012</td>
<td>UrbanFarmers builds, owns and operates urban farms on city rooftops and vacant urban areas to provide organic, healthy and local food to communities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Calciscon AG</td>
<td>08/05/2012</td>
<td>Calciscon develops the very first and only diagnostic blood test for the determination of calcification risk and propensity in serum</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Aerotainment Labs SA</td>
<td>09/05/2013</td>
<td>A patented flying machine for new and innovative ways to interact with audiences</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NOFEA AG</td>
<td>09/12/2013</td>
<td>A nanotechnological platform technology that protects enzymes and enables them to be enhanced with new properties</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ScanTrust SA</td>
<td>10/11/2015</td>
<td>A unique authentication technology to protect documents and products against counterfeiting</td>
<td></td>
<td></td>
</tr>
<tr>
<td>flatex AG</td>
<td>11/01/2016</td>
<td>Automatic flatbread machines using a unique preparation system based on fresh dough capsules</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ZuriMED Technologies AG</td>
<td>11/01/2011</td>
<td>A revolutionary device for surgical knee ligament reconstruction</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CashSentinel SA</td>
<td>13/01/2013</td>
<td>An innovative payment solution, which is at the crossroad of escrow agents and mobile wallets, to be used initially in used-vehicles transactions</td>
<td></td>
<td></td>
</tr>
<tr>
<td>strong.codes SA</td>
<td>15/01/2014</td>
<td>Make software piracy more difficult</td>
<td></td>
<td></td>
</tr>
<tr>
<td>recapp IT AG</td>
<td>16/01/2014</td>
<td>The app to recap allows to easily recap in-person conversations through a cloud-based service that leverages speech and language technologies</td>
<td></td>
<td></td>
</tr>
<tr>
<td>noonee AG</td>
<td>17/01/2015</td>
<td>Using a low-cost approach, noonee offers a lightweight and energy efficient technology that can be worn around the legs, providing the convenience to sit when wanted as well as to walk</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fashwell AG</td>
<td>18/01/2013</td>
<td>High-tech solutions at the service of fashion lovers</td>
<td></td>
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</tr>
<tr>
<td>Younergy Solar SA</td>
<td>23/05/2013</td>
<td>Affordable solar electricity with no upfront investment</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Scope Media AG</td>
<td>24/05/2013</td>
<td>A news platform curated by experts</td>
<td></td>
<td></td>
</tr>
<tr>
<td>eSMART Technologies Sàrl</td>
<td>25/06/2013</td>
<td>Smart and connected solutions for buildings</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kandou Bus SA</td>
<td>01/07/2011</td>
<td>Improve communication between chips inside electronic systems, thereby facilitating faster data transfers and lower energy consumption</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CellSpring AG</td>
<td>02/07/2014</td>
<td>The next level in 3D cell culture</td>
<td></td>
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</tr>
<tr>
<td>RAW Labs SA</td>
<td>03/04/2014</td>
<td>Analyze raw data in place, simply and efficiently</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PBB &amp; PA</td>
<td>04/04/2014</td>
<td>A new generation of fillers and anti-aging medicine for plastic surgeons and dermatologists</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Designergy SA</td>
<td>05/04/2015</td>
<td>Development of an innovative building construction material that implements both solar energy exploitation and energy saving functions in a single element</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
In 2016, a total of 386 projects applied to the Venture Kick program. This represents a 5.5% growth compared to 2015. The number of submissions is on average around 32 per month. Approximately 55% came from the German part of Switzerland, and 41% from the French part. 68% of the supported projects originate from the Swiss Federal Institutes of Technology of Zurich and Lausanne. The remaining projects are distributed among 10 different universities, indicating that Venture Kick is well implanted on a national level.

The analysis of applications by sector shows that all high-tech disciplines are represented. 54% of the applications represent information & communication technologies (software, mobile and internet sectors). Life sciences (biotech and medtech sectors) are represented with 11% of the applications. Only one out of twenty is a cleantech project, but with growing trend.

Looking at the supported projects, we count 30% in information & communication technologies (software, mobile and internet sectors) and 31% in life sciences (biotech and medtech sectors). 25% of the supported startups are from electronics, mechanics and materials, chemicals technologies, and 9% are cleantech projects. This proves the high quality of applications in the high-tech sectors.
APPLICATIONS
PER UNIVERSITY

20% ETH ZURICH
14% EPF LAUSANNE
12% ZFH, HSLU, FHNW, FHO, FHB, SUPSI
13% UNI GE, LS, FR, NE
10% UNI SG, BS, RE, LU
7% UNI ZURICH
6% HES SO
5% OTHERS

PER SECTOR

42% INTERNET/MOBILE
17% OTHERS
13% MEDTECH
12% SOFTWARE
9% BIOTECH
8% MEDTECH
4% ELECTRONICS/MACHINICS
3% CLEANTECH
3% OTHERS
1% MICRO/NAND TECHNOLOGY
1% MATERIALS, CHEMICALS

Supported Projects
PER UNIVERSITY

22% EPF LAUSANNE
8% UNI ZURICH
5% UNI SG, BS, BE
5% UNI GE, LS, FR, NE
4% UNI SG, BS, RE, LU
5% OTHERS
9% ZFH, HSLU, FHNW, FHO, FHB, SUPSI

PER SECTOR

16% MEDTECH
15% CLEANTECH
9% BIOTECH
19% SOFTWARE
11% INTERNET/MOBILE
20% ELECTRONICS/MACHINICS
5% OTHERS
5% MATERIALS, CHEMICALS

BIOTECH

Keeping honey bees healthy.
ETH Zurich, Pascal Brunner, Vatorex AG

A compact standalone system for mice that monitors and controls vital physiological parameters.
ETH Zurich, Marc Zünd, Vigilitech AG

PharmaBiome will make microbiota therapy the new standard for the treatment of intestinal diseases.
ETH Zurich, Tomas de Wouters, PharmaBiome AG

InterAx is developing a technology platform for discovery of novel GPCR-targeting medicines.
ETH Zurich, Martin Östermaier, InterAx Biotech AG

Making cyanide visible.
Uni Zurich, Benedikt Kirchgässler, CyanoGuard

Changing the paradigm of manufacturing tablets.
ETH Zurich, Meryem Gonzalez Celeiro, Enzian Pharmaceutics

Personalized cancer vaccines.
ETH Zurich, Franz-Josef Obermair, Epthera

Every cell counts.
ETH Zurich, Urs Frey, MaxWell BioSystems

The fine art of composting.
ZHdK, Nikolai Räber, WormUp

Robust DNA-based tracers, easy to identify and quantify, and able to measure temperature, light, pH, and oxidants.
ETH Zurich, Michela Puddu, Haelixa GmbH

A new benchmark technology for the characterization of nanoparticles for cancer treatment.
Uni Fribourg, Christoph Geers, NanoLockin

Novel antifungals for human diseases.
Uni Basel, Philipp Knoecht, Selmod GmbH

Innovative targeted therapies for acute T cell-mediated inflammatory diseases.
Uni Zurich, Yann Dean, DermAbiotech Sàrl

Addressing the shortage of donor organ supply.
ETH Zurich, Gerald Schwank, Prometheus

CLEANTECH

Disruptive innovation in optics for solar energy.
EPF Lausanne, Laurent Coulot, Insoolite Sàrl

Solar electricity with no upfront cost.
HEPIA, Gérald Destheux, Esunergy Solar SA

Wastewater treatment, allowing separation of inorganic salts and valorization of organic wastes.
EPF Lausanne, Frederic Juillard, TreaTech Sàrl

Virtual combustion and emission sensors.
ETH Zurich, Christophe Barro, Vir2sense GmbH

Empowering electric mobility through a network of smart, cloud based charging points.
Uni St. Gallen, Paolo Lupoli, Chargeee

A solution that enables company producing wastes and byproducts to reduce costs.
ETH Zurich, Morgan Altman, Resource Tide

Cost-effective electrical energy storage for future smart grid.
PSI Paul Scherrer Institut, Lukas Bonorand, SMT Energy Technologies

ELECTRONICS, MECHANICS

Shaping light.
EPF Lausanne, Romain Testuz, Rayform SA

Fun and interactive flying solutions.
ETH Zurich, Daniel Meier, Aerotainment Labs GmbH

Revolutionising the way we interact with sports.
EPF Lausanne, Wiktor Stefan Bounée, Technis

A wearable powermeter.
ETH Zurich, Ulgac Ergénan, Magnes AG

Robots to preserve life.
EPF Lausanne, Thomas Estier, ROVENSO SA

Creating a completely new experience in the luxury watch industry.
ZHAW, Mark Schwarz, VAULTGmbH

Combining thermal vision and augmented reality for firemen.
EPF Lausanne, Martin Bosch, Vizir

Designing robust automotive electronic systems.
EPF Lausanne, Pietro Buccella, PN Solutions

A new high-tech self-service wardrobe system.
ETH Zurich, Carlo Loderer, ATANA Engineering GmbH

Making cameras intelligent.
ETH Zurich, Nikos Karistoglou, SeerVision

Fast fabrication of complex plastic parts.
ETH Zurich, Oliver Schlatter, INJEX

A smart radio controller to interface with every kind of drone in a more ergonomic way.
EPF Lausanne, Thibaut Paschal, MotionPilot

Creative robotics and powerful apps for age 5 and up.
Kickstart Accelerator, Peter Spence, Tio

Metal hydride hydrogen storage.
EPF Lausanne, Claudio Ruch, GRZ Technologies

A small and connected device to assess the users personal skin condition and age.
ZHAW, Patrick von Schulthess, opus néo

Simply smart up your office.
HSLU - Hochschule Luzern, Stefan Landolt, thingdust

Digital workout tracking in gyms and fitness centers.
ZHAW, Alex von Siebenthal, Axonic

INTERNET, MOBILE

An affordable and easy-to-install SaaS personalization layer for all online shops.
EPF Lausanne, Christopher Burger, TasteHit

A fast, usable and secure 2FA mechanism.
ETH Zurich, Claudio Martorino, Sound-Proof

Smart stethoscopes.
Uni Genève, Pierre Starkov, StethoMD

15 messages to show who you really are.
Uni Lausanne, Alexandre Poccard, Blurred

Revolutionising the process of air travel compensation.
ETH Zurich, Simon Schmid, TravelerFirst by Smartorus

A filter to detect unwanted or negative content.
ETH Zurich, Maurice Gonzenbach, 100 Celsius AI
SUPPORTED PROJECTS 2016

VIRTUAL ATMS: an app to enable consumers to withdraw cash from any merchant.
ETH Zurich, Sebastian Bürgel, SONECT

The first platform that allows to easily find fair travel spots.
EPF Lausanne, Alexandre Koo, the fair traveller

MATERIALS, CHEMICALS
An automated design to construction pipeline based on a groundbreaking 3d printing technology.
ETH Zurich, Mike Kadivar, “Zero”

Automated cartridge-based synthesis of chemical structures.
ETH Zurich, Benedikt Wanner, Syimple Chem

Customized extraction of biomass components within just a few hours.
EPF Lausanne, Georgios Savoglidis, Embion Technologies

A new and innovative measuring device that can measure the thickness of sealing layers used widely in the construction sector.
ZHAW, Alexander Bleuler, Coachchecker

MEDTECH
Wearable solutions for the rehabilitation of paralyzed stroke patients.
EPF Lausanne, Andrea Maesani, Intonto SA

Informed pregnancy care.
ETH Zurich, Sabrina Badir, Pregnolia AG

Anti-fibrotic solutions for soft tissue repair.
ETH Zurich, Simone Bottan, HYLOMORPH AG

Revolutionizing blood purification.
ETH Zurich, Lukas Langenegger, hemoTUNE AG

A unique solution which enables amputees to feel from lost legs again.
EPF Lausanne, Francesco Pettrini, SensArs Neuroprosthetics Sàrl

Patient-specific 3D simulations allowing more accurate, economical and efficient interventions in orthopedic surgeries.
ZHAW, Dominic Muller, Numerical Based Medical Intervention

Test reducing use of antibiotics through rapid diagnostics of infection’s source.
Uni Zurich, Fangjian Lin, IMMUNAS

Simple, fast and customizable protein quantification.
ETH Zurich, Marco Habegger, ImmuProbe GmbH

First implantable system for chronic lymphedema treatment.
EPF Lausanne, Marco Pisano, Lymphatica

A fully encrypted, secure platform for instant medical team & patient communication.
IFA, Marc Bornträger, Komed Health

A technology to build up implants inside the body.
EPF Lausanne, Andreas Schmocker, Lumigbo

SOFTWARE
Understanding collective human behaviour.
EPF Lausanne, Alberto Hernando, STiAR SA

Detecting and preventing sophisticated cyber-attacks.
ETH Zurich, Antonino Barrecci, xortab AG

Protecting software against reverse-engineering.
HEIG-VD – Haute Ecole d’Ingénierie et de Gestion, Johan Wehrli, strong.codes SA

The only secure, privacy-aware platform for analysis of tapping patterns on mobile devices.
Uni Zurich, Arko Ghosh, QuantActions

Cost savings in the pharmaceutical supply chain by combining sensor devices with Blockchain technology.
ETH Zurich, Andreas Knecht, Midum.io

The art of communication.
ETH Zurich, Jan Ruegg, CatchEye

Get your driver’s license for half of the price.
Uni Zurich, Lionel Kuster, drivrrr

Data empowers teachers.
ETH Zurich, Jost Joller, Taskbase

Swiss equestrian analysis.
CREA INSEE, David Deillon, Alogo Analysis SA

Advanced smartphone authentication of tracing marks.
EPF Lausanne, Romain Rossier, Advanced smartphone authentication of tracing marks

Re-thinking boarding and enlarging passenger comfort.
ETH Zurich, Daniel Frick, DDynaBoard

A 3D interactive game-based software which can fit as a course into school extra-curricular activities.
Univ Genève, Omar Saker, Brix

A unique product development tool to significantly accelerate innovation & design of chemical compounds and processes.
ETH Zurich, Monte Haag, SCINE

The 1st diversity & inclusion management software.
HEIG-FR – Haute école de Gestion, Zoran Bjelic, included

Bio-inspired deep learning technology and dynamic vision sensor.
ETH Zurich, Hongjie Liu, Inibrain

A big data security software, which allows companies to trace down and mitigate web-related data breaches.
ETH Zurich, David Gugelmann, Exeon Analytics GmbH

A simple, fast, and cost effective software based on machine learning algorithms over the Internet
HEIG-VD – Haute Ecole d’Ingénierie et de Gestion, Oliver Liechti, AVALIA Systems

OTHERS
Introducing a new bee hive to increase bee colony survivability.
SUPSI – Scuola universitaria professionale della Svizzera italiana, Gianmario Riganti, Beehelpfull
## FINANCES

### DIRECT STARTUP PROJECT CONTRIBUTION

<table>
<thead>
<tr>
<th>Cash Support for Startups</th>
<th>Actual 2016</th>
<th>Budget 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>CASH SUPPORT FOR STARTUPS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grants of CHF 10,000</td>
<td>600,000</td>
<td>640,000</td>
</tr>
<tr>
<td>Grants of CHF 20,000</td>
<td>640,000</td>
<td>660,000</td>
</tr>
<tr>
<td>Investments of CHF 100,000</td>
<td>1,400,000</td>
<td>1,700,000</td>
</tr>
</tbody>
</table>

### INDIRECT STARTUP PROJECT CONTRIBUTION

<table>
<thead>
<tr>
<th>Business Development Support for Startups</th>
<th>Actual 2016</th>
<th>Budget 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSINESS DEVELOPMENT SUPPORT FOR STARTUPS</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- Review of approx. 400 project applications and feedback to the candidates
- Connecting with investors and supporters within the jury pool and 37 jury sessions in 2016, resp. 40 in 2017
- Personal introductions to industry and Pilot Customers
- Individual coaching supported by 45 Kickers Camps and Kickers Briefings in 2016, resp. 47 in 2017
- Written feedbacks and pitch videos; Monthly reporting process; Startup Hotline
- Press releases and articles for startups for national and international visibility
- Promotion of startup portraits in multiple channels: startupticker.ch, Handelszeitung, startup.ch, startwerk.ch etc.
- Business software, checklists and templates

### ADMINISTRATIVE COSTS

<table>
<thead>
<tr>
<th>Program Management</th>
<th>Actual 2016</th>
<th>Budget 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>PROGRAM MANAGEMENT</td>
<td></td>
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</tr>
</tbody>
</table>

- Planing/Team Management/Reporting
- Promotion at all Swiss Universities/Partnerships
- Management Startup Portfolio/Paybacks/Donors
- IT Management/CRM/Website
- Strategy Board/Revision/Accounting

<table>
<thead>
<tr>
<th>VAT (8%)</th>
<th>122,320</th>
<th>131,200</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL</td>
<td>4,291,320</td>
<td>4,771,200</td>
</tr>
</tbody>
</table>

TOTAL

28
VENTURE KICK IS A PHILANTHROPIC INITIATIVE OF A PRIVATE CONSORTIUM

Turning scientific innovation into entrepreneurial activity and job creation is the basis of societal and economical prosperity. In the very early stages, startups bear very high risks that are neither carried by public money nor by private investors. Supporting seed stage startups fills a crucial gap and is therefore purely philanthropic.

LEGAL STRUCTURE
Venture Kick was selected as a program line of digitalswitzerland’s venture and growth program. digitalswitzerland is structured as an association and a foundation. The digitalswitzerland foundation as well as its independent foundation fund Venture Kick are hosted by “Fondation des Fondateurs” (FdF). As an umbrella foundation, FdF is monitored by the Swiss Federal Supervisory Board of Foundations.

PURPOSE
Venture Kick aims at promoting entrepreneurship at Swiss universities and kicking-off science-based, highly innovative startups. Too often, excellent research ideas are not transferred to the market. Venture Kick helps these great ideas to get funded at the early stage of their development.

GOVERNING BODIES
BOARD OF TRUSTEES OF DIGITALSWITZERLAND FOUNDATION
The board of trustees is responsible for the overall strategy of digitalswitzerland. Members of the executive committee can be found on digitalswitzerland.com.

BOARD OF TRUSTEES OF FONDATEURS FONDATION
The board of trustees controls the business activities of Venture Kick based on a detailed annual reporting. Members of the board of trustees: Dr. Dr. iur et phil. Thomas Sprecher, President; Dr. phil. Philipp Egger, Vice president; Evelyn S. Braun, Member. The board of trustees has delegated all strategic and managerial competences of Venture Kick to the strategy board.

STRATEGY BOARD OF VENTURE KICK
The strategy board defines the medium and long-term objectives and orientation of Venture Kick. It is composed of representatives of the supporting partners and successful entrepreneurs. Members of the strategy board: Dr. sc. nat. Pascale Vonmont, representing Gebert Rüf Stiftung, delegate; Dr. iur. Suzanne Schenk, representing Ernst Göhner Stiftung; Dr. Igor Fisch, Selexis SA.

POOL OF EXPERTS
The jury members evaluating the start-up projects during the jury sessions are all proven and successful investors and business experts. The composition of the jury varies from session to session. The pool of experts can be found at venturekick.ch under “Jury”.

MANAGEMENT OF VENTURE KICK
The strategy board has commissioned the operational management mandate to Institut für Jungunternehmen. The managing directors, Beat Schillig (head of the German-speaking part of Switzerland) and Jordi Montserrat (head of the French-speaking part of Switzerland) have built the program from scratch. They share the responsibility for managing Venture Kick.

OPERATING TEAM
STARTUP SUPPORT: Salome Aggeler, Patrick Biro, Caroline Graf, Philip Hassler, Stefan Steiner
PROMOTION/COMMUNICATION: Tsering Ngorkhangsar, Lara Rossi
IT/ADMINISTRATION: Roger Hammel, Raphael Huber, Daniel Niklaus.
Ava raised USD 10 million in 2016 to further develop its connected fertility bracelet and advance research to enhance women’s health. The 2015 Venture Kick winner is now in a phase of expansion into international markets. As such, it opened an office in San Francisco in 2015 and met Chinese investors in 2016.
The achieved results and the very positive feedbacks from experts, universities and spin-offs strongly motivate the initiators to further develop the support program.

For 2017 the following figures are planned:

- **420 APPLICATIONS**
- **224 PROJECT**
  - presented in 40 jury sessions
  - (128 stage 1 / 64 stage 2 / 32 stage 3)
- **114 PROJECTS**
  - funded (64 at CHF 10,000 / 33 at CHF 20,000 / 17 at CHF 100,000)
- **CHF 3,000,000**
  - in seed funding for startup projects
- **38 KICKERS CAMPS**
  - 2-day workshops in small groups
- **9 KICKERS BRIEFINGS**
  - Workshops at Swiss universities

The major challenge is to secure sustainable funding for Venture Kick for the coming years. In addition to the existing commitments of the donating foundations, CHF 4 million are needed until 2020, in order to valorize the existing innovation potential of Swiss universities and to make the vision of doubling the number of spin-offs in Switzerland a reality.

To bridge this financing gap, foundations and private individuals with an entrepreneurial background are invited to join the successful initiative as donors.

Venture Kick aims at achieving the following goals, expressed as cumulated figures by the end of 2020:

- **500**
  - active high-tech companies
- **10,000**
  - high-quality and sustainable jobs
- **CHF 2,000,000,000**
  - financing volume invested in these companies
3,000,000

TO KICK 114 STARTUPS IN 2017 AND BRING SWISS SCIENCE TO GLOBAL MARKETS.

Each month, 8 scientists get the chance to present their startup project to a jury. The four most promising receive CHF 10,000 and qualify for the second round held three months later, where the two best teams receive another CHF 20,000. In the third and final round, the winner gets seed funding of CHF 100,000.

Since 2007, 463 spin-off projects from 20+ Swiss universities have received CHF 18,650,000 in pre-seed funding resulting in 303 incorporated companies with 3,881 jobs. The startups attracted investments of CHF 1,347,000,000 by December 2016.

The private initiative Venture Kick is financed by:

venturekick.ch