STARTUP PROJECTS
NUMBER OF SUPPORTED STARTUP PROJECTS (CUMULATED)

<table>
<thead>
<tr>
<th>Year</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>16</td>
</tr>
<tr>
<td>2008</td>
<td>53</td>
</tr>
<tr>
<td>2009</td>
<td>100</td>
</tr>
<tr>
<td>2010</td>
<td>151</td>
</tr>
<tr>
<td>2011</td>
<td>203</td>
</tr>
<tr>
<td>2012</td>
<td>251</td>
</tr>
<tr>
<td>2013</td>
<td>298</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>
<td>2007</td>
<td>2.000.000</td>
</tr>
<tr>
<td>2008</td>
<td>15.000.000</td>
</tr>
<tr>
<td>2009</td>
<td>30.000.000</td>
</tr>
<tr>
<td>2010</td>
<td>103.000.000</td>
</tr>
<tr>
<td>2011</td>
<td>210.000.000</td>
</tr>
<tr>
<td>2012</td>
<td>365.000.000</td>
</tr>
<tr>
<td>2013</td>
<td>464.000.000</td>
</tr>
</tbody>
</table>

JOBS CREATED
NUMBER OF NEW JOBS (CUMULATED IN FULLTIME EQUIVALENTS)

<table>
<thead>
<tr>
<th>Year</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>23</td>
</tr>
<tr>
<td>2008</td>
<td>133</td>
</tr>
<tr>
<td>2009</td>
<td>313</td>
</tr>
<tr>
<td>2010</td>
<td>937</td>
</tr>
<tr>
<td>2011</td>
<td>1.421</td>
</tr>
<tr>
<td>2012</td>
<td>2.006</td>
</tr>
<tr>
<td>2013</td>
<td>2.433</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.

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 public investors, entrepreneurs and startup experts.

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

IMPACT ON A GLOBAL SCALE

The 298 supported projects since 2007 converted into 224 incorporated companies so far. In total they raised CHF 464 million and created 2,433 qualified jobs in different high-tech sectors. 60 of them even made it to the TOP 100 Startups of Switzerland. With this, venture kick already has a strong impact on a national level. But now, more and more of the supported venture kick startups grow a global business and attract leading international investors. Some of them are even up to make the world a better place. With their innovations they address global challenges like saving the lives of millions of tuberculosis victims or cancer patients, revolutionizing the drug development or solving the global CO2-problem. Read more in this annual report.
VENTURE KICK WAS THE STARTING POINT FOR MANY SUCCESSFUL SWISS STARTUPS:

HOUSETRIP – ONE OF EUROPE’S FASTEST-GROWING STARTUPS: HouseTrip.com was co-founded by Arnaud and Junjun Bertrand in 2009, raised more than CHF 60 million and is now one of World’s largest holiday rental booking websites. Michael van Swaaij, former chief executive of Skype and European head of eBay, has taken up the chairmanship at HouseTrip. The so called “industry legend” built up eBay Europe and led Skype to success. HouseTrip was Nr. 1 in the TOP 100 Swiss Startups and has more than 300,000 listings in over 15,000 destinations worldwide.

SAFETY APP UEPA! WINS UN WORLD SUMMIT AWARD: venture kick winner Uepaa! Swiss Alpine Technology has been recognized as one of the world’s most innovative e-content products at the UN-based World Summit Award in Sri Lanka. Uepaa!, launched in summer 2013, turns a smartphone into an alpine tracking, alerting and rescue device using a disruptive wireless phone-to-phone communication technology developed at the ETH Zurich.

3D MICROTISSUES FROM INSPERO FUNDED BY EUROSTARS: InSphero, a spin-off from ETH Zurich and the University of Zurich, has been awarded funding for a large Eurostars project to develop a high-throughput compatible screening platform for the study of drug-induced liver injury. InSphero is the leading supplier of organotypic, biological in vitro 3D microtissues for highly predictive drug testing. The Zurich-based company counts all of the top fifteen global pharmaceutical and biotech companies as customers.

VIRTAMED WON THE SWISS ECONOMIC AWARD: VirtaMed received the Swiss Economic Award. In 2008 CEO and founder Stefan Tuchschmid was the first to be awarded for the maximum amount of CHF 130,000 in seed funding from venture kick. Looking back he says: “This seed funding enabled us to take a research project and build a growing company with 23 employees out of it.” VirtaMed has developed virtual reality simulators that provide training for a variety of diagnostic and therapeutic endoscopic interventions.

CHF 550,000 FUNDING FOR 5 VENTURE KICKERS: The former venture kick-winners Calcisco, Saman-Tree Technologies and Swiss Litho have each been awarded CHF 150,000 from Winterthur Heuberger Jungunternehmerpreis 2013. Calcisco has developed a unique blood test to measure calcification propensity in blood. Saman-Tree Technologies is working on an endoscopic microscope that will enable doctors to gain histo-pathological insights into living tissue. And SwissLitho has brought a novel nanofabrication technology to the market: the NanoFrazor. Furthermore the venture kickers Monolitix and UrbanFarmers won CHF 50,000 each.
VirtaMed CEO Stefan Tuchschmid, Winner of the Swiss Economic Award; ©SEF 2013
IMPACT ANALYSIS

**2007–2013: 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 compromised 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 174 sessions in total and been presented with 578 entrepreneurial projects. The selected startup projects received pre-seed capital as well as hands-on coaching during 161 kickers camps.

No less than 60 venture kick supported startups were listed among Switzerland’s 2013 TOP 100 Startup ranking [startup.ch], 9 even made it to the TOP 10.

Out of the 298 spin-off projects, supported with a cumulated CHF 11.52 million, to date 224 have incorporated their companies. They have raised over CHF 464 million in additional financing [own funds, business angel/VC’s investments, loans, CTI projects, grants and awards] and created 2,433 jobs.

The average age of incorporated companies is currently 34 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.

**→ 1.390 APPLICATIONS**

received from more than 20 Swiss universities

**→ 578 CANDIDATES**

presented at 174 jury sessions

**→ 298 STARTUP PROJECTS**

supported with CHF 11.52 million in pre-seed capital

**→ 224 NEW STARTUPS**

have incorporated their companies

**→ 2.433 NEW JOBS**

FTEs (Full-Time-Equivalents) have been created

**→ CHF 464 MILLION**

in financing volume has been raised by the supported startups

**→ CHF 40**

have been raised on average on top of each CHF 1 of seed money granted by venture kick
HIGH SURVIVAL RATE AND 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 100 supported projects in the timeframe of 2007–2009, only 23 disappeared. Out of this 23, only 11 were actually incorporated companies, 12 already stopped at project stage.

Looking at the jobs created per active project, the numbers show on average a doubling of jobs every second year. The population of 2007–2009 created 17 jobs per company generally, where the ones of 2010–2011 have a company size of 8 employees.

The data also shows, that the jury does a good job in selecting the best projects. From the 58 projects that were supported with the maximum amount of CHF 130,000, only 3 stopped and the remaining 55 startups created 16 jobs on average. Whereas from the 160 projects that only received CHF 10,000, 131 are still active and created generally 7 workplaces each.
INVESTORS PREFER VENTURE KICK STARTUPS

Although it is a tough challenge for startups to get funded by investors, venture kick startups obviously find access to funds.

They were able to raise CHF 464 million in total from different sources, whereas equity investments with cumulated CHF 300 million from Business Angels and Venture Capitalists represent by far the primary source.

Looking at the money raised per active project, numbers are quite low in the first two years, but then are growing very fast in the following years.

The population of 2007 – 2009 raised CHF 3.81 million per company, whereas the ones of 2010 – 2011 generated CHF 1.54 million generally.

Like the success in creating jobs, the jury also does a good job in choosing the most promising projects. The 56 active projects that were supported with the maximum amount of CHF 130.000, raised with CHF 3.45 million three times as much as the 131 active projects that got only CHF 10.000 in cash support.
THE GLOBAL IMPACT OF VENTURE KICKERS

CLIMEWORKS – Extracting CO₂ from ambient air
BIOVERSYS – Saving millions of lives
SENSEFLY – 3D-modelling of the globe
INSPHERO – Revolutionizing drug testing
KANDOU BUS – Saving nuclear power plants
SWISSLEG – Making amputees walk again
The systems made by Climeworks extract CO$_2$ from ambient air at a low process heat of 80–100 °C. Using green energy, the extracted gas can be used to produce synthetic fuels that are carbon-neutral and do not compete with food production for agricultural crop-land. In addition, the extracted CO$_2$ can be marketed to the food and beverage industry, where it is used for packing fresh food and for carbonation.

“When fuels are burned, CO$_2$ and H$_2$O are the main combustion byproducts. The combustion reaction can be reversed with available industrial technology, and electrical energy can be stored by producing synthetic fuels using CO$_2$ and water as the only inputs. This technology, referred to as Power-to-Gas or Power-to-Liquids, is considered as one of very few viable options for seasonal energy storage that can be deployed on a large scale.”

Climeworks started as a spin-off company of the Professorship of Renewable Energy Carriers (PREC) at ETH Zurich, which has been researching CO$_2$ capture from air for more than a decade. Under the supervision of PREC professor Aldo Steinfeld, Christoph Gebald and Jan Wurzbacher conducted their masters’ and PhD research on CO$_2$ capture from air. They founded Climeworks based on the results of this research.

Since their venture kick experience, the startup has grown its team from the two founders to a total of nine employees. More than CHF 3 million has been raised, and an initial demonstration plant has been tested. “venture kick means to strive for the best, constantly stretching and challenging yourself and makes you act rather than react,” says Gebald.

A prototype has been in operation at the company’s facilities at the Technopark in Zurich since December 2012. “The data is slightly better than we expected,” says Wurzbacher. Now the ETH spin-off is making plans with pilot customers like the automotive brand Audi for its first industrial scale systems. Furthermore Climeworks was selected from 2,600 submissions as a finalist for the USD 25 million Virgin Earth Challenge launched by Richard Branson.

Climeworks has launched a second financing round to commission an industrial CO$_2$ capture plant that can generate 1,000 tons of CO$_2$ per year. It will be operational in early 2015 and the extracted CO$_2$ will be available for sale to customers.
The antibiotic resistance of pathogens is a ticking time bomb, one that biochemists Marc Gitzinger and Marcel Tigges want to defuse. “By reactivating existing antibiotics to treat multi-drug resistant bacteria, we will help overcome this major unmet medical need and thus help many patients around the world,” explains Gitzinger, co-founder of BioVersys.

Molecular “switches” known as transcription factors are very often triggering the initiation of the molecular processes to read or translate the information that lies in the genome of an organism. Scientists in the ETH department of Biosystems Science and Engineering in Basel have been researching these switches for years. In 2008 two young postgraduate students, Gitzinger and Tigges, began speculating as to whether these transcription factors might also play a role in enabling pathogens to resist antibiotics. Their work led to the development of “transcriptional regulator inhibiting compounds,” or TRICs, that disrupt the work of transcription factors that enable resistance. With this Gitzinger and Tigges founded BioVersys, generated CHF 2.5 million in seed money and found a home for their lab in the Technologiepark Basel.

An increasing number of bacterial strains are becoming resistant to every approved antibiotic. In the USA, these “superbugs” are responsible for as many as 100,000 deaths every year. In Europe, roughly three million hospital infections kill approximately 50,000 people annually. If all goes as planned, a promising TRIC candidate will be tested on humans for the first time in 2016. In order to fund this continuing development, Gitzinger and Tigges concluded a second investment round this summer that brought in a high seven-figure sum from Business Angels.

“venture kick was the first seed capital we received in the company; without this we would not have been able to get off the ground and get our first results. Saying this really means that BioVersys would probably not exist without venture kick.”

bioversys.com, venture kick 2009
senseFly is an EPFL spin-off that develops and produces autonomous ultra-light flying drones and related software solutions. The technology behind senseFly originated in 2001. When a team of robotic researchers at EPFL began investigating flying insects’ control and navigation strategies, this research led to the development of a highly functional autopilot that used smart control strategies similar to those found in flies and bees. Jean-Christophe Zufferey founded senseFly in late 2009 as a spin-off from this research. “Allowing people to 3D-map their environment themselves quickly and easily, as often as changes occur, enables them to increase their awareness of their surroundings, make better decisions, and reduce their impact on the environment. senseFly mini-drones are enabling this paradigm shift from expensive satellites or aerial photogrammetry methods to do-it-yourself mapping. In addition, senseFly mini-drones are fully autonomous, weigh less than 1 kg and are electrically powered. They are safe, silent and easy to use,” explains Zufferey.

Since venture kick, the startup has been able to create a digital model of the Matterhorn with 20 cm resolution in three dimensions. The company successfully met its main challenge: to demonstrate the mapping capabilities of mini drones at a very high altitude and in mountainous terrain, where 3D flight planning is essential, all while coping with the turbulence typically encountered in mountainous environments.

“The three steps of venture kick were like a series of traffic lights that needed to turn green in sequence in order to keep us confident that our project had a chance to succeed.”

With the latest-generation image reconstruction software, currently included with all senseFly products, 3D geographical data can be obtained within minutes of landing.

Thanks to smooth technology transfer from lab to startup, senseFly is now producing and selling hundreds of mini-drones for civil applications around the world, in fields such as surveying, mining, precision agriculture, land management and humanitarian aid. The company has quickly become recognized within the industry as a major player and is now a member of the French group Parrot.

With the latest-generation image reconstruction software, currently included with all senseFly products, 3D geographical data can be obtained within minutes of landing.

sensefly.com, venture kick 2010

ventures kick played the role of a reality check at a time when we had no revenue and were always hesitating to keep the venture going. The three steps of venture kick were like a series of traffic lights that needed to turn green in sequence in order to keep us confident that our project had a chance to succeed. What is striking is how the three steps allowed us to grow our business plan to a point that is still currently valid,” says Zufferey.

Project demands such as mapping significant portions of a refugee camp, a crop field, a motorway construction site or a mining field may span areas of ten square kilometers or more. Designing for this wide range of applications requires a suitable tradeoff between global platform weight, efficient propulsion and aerodynamic design.

senseFly’s expansion is continuing, in 2013 turnover was quadrupled and the company now has 50 employees.
Professional aerial mapping with senseFly drones.
InSphero microtissues enable new possibilities in drug testing.
Testing drugs on conventional tissue samples yields little useful information, because the samples consist of just a single layer of cells and only vaguely resemble human organs. InSphero has developed a technology for the automated production of the three-dimensional cancer tumors and micro-organs that behave similarly to mature organs. "InSphero’s 3D microtissues enable companies to address diseases in novel ways for better and safer drugs," says InSphero CEO Jan Lichtenberg.

"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 in the country.”

InSphero’s mission is to develop integrated solutions for customers, providing an efficient, easy-to-implement method for replacing current technologies by more predictive, reliable and organotypic 3D cell-based assays. The company is also dedicated to educating the academic and industrial community about the options for replacing existing drug-testing strategies – including animal testing – by these more advanced methods.

The startup entered the market the hard way. "We wanted to get the big pharmaceutical companies on board first, since they are potentially our largest customers," explains Lichtenberg. Decision-making processes in large companies are complex and drawn-out. But now that strategy has paid off, says Lichtenberg: "The pharmaceutical companies have realized the benefits of our microtissue." In recent months, InSphero has accelerated its activity.

The company, headquartered in Zurich, with subsidiaries in the U.S. and in Germany, currently counts all of the top fifteen global pharmaceutical and biotech companies as customers. The company, a spin-off of ETH Zurich and the University of Zurich, has been recognized for its scientific and commercial achievements with a number of national and international awards.

Since venture kick, the largely automated production operations have been ramped up, the product portfolio has been expanded to include other types of microtissues, new employees have been hired and a new office opened in the U.S.

The next milestones for InSphero are to expand in Asia, as well as into new markets, such as personalized medicine.
Kandou Bus’ mission is to lower the power consumption and increase the speed of electronic devices through the use of innovative coding technologies. Electronic devices use a massive amount of energy, and this tendency is increasing. Data centers alone are responsible for over 2% of the annual electricity use in the U.S. As social media and e-commerce continue their rapid expansion, increasing numbers of servers are needed to maintain their operations, so this power consumption is bound to increase in the next few years. More than a quarter of this power is used by links between the various chips in a server. Kandou Bus’ technology has the potential to reduce this power use by a factor of four or more, leading to savings of 30 billion kWh/year in the U.S. alone, roughly the capacity of three nuclear power plants.

Data centers are not the only power hogs. On a smaller scale, cellular phones and mobile devices are also power-hungry, and they always seem to run out of power when it’s most inconvenient for the user. Kandou Bus’ links have the potential to reduce the total power use in these devices by 20% or more, while at the same time making them faster.

venture kick provided us a form of discipline that has been our companion ever since.”

The founders were looking for a new way to communicate over DSL lines, as part of a research project directed by EPFL professor Amin Shokrollahi. They discovered, by “accident,” that tools used by theoretical computer scientists could potentially be used to modify the way data is communicated between chips in an electronic device. Using these tools, more data could be sent at lower cost – and Kandou Bus was born. And the startup, which now numbers 30 employees, has made major achievements since venture kick.

“Aside from providing crucial funding at an early stage, venture kick’s monthly reporting helped us to formulate clear goals and execute them. In doing so, venture kick provided us a form of discipline that has been our companion ever since,” says Shokrollahi.

In February 2012, Kandou Bus raised USD 10 million from private investors to build up a top-notch team that includes circuit engineers, algorithm experts, IP consultants, managers, and sales staff in North America and in Asia. The startup built a prototype chip showcasing their technology and their ability to run chip-to-chip links at very high speeds and very low power. Kandou Bus is launching a Series-B fundraising campaign to expand their team into the U.S. and establish a U.S. branch. “venture kick is a perfect instrument to foster innovation at an early stage and to make an idea grow into a full-fledged business,” says Shokrollahi.
SwissLeg was created in September 2012 by Paulo Gonçalves, Mohammad Ismail and Roberto Agosta. Ismail, an experienced and successful ortho-prosthetist, invented the SwissLeg technology, but didn’t have the managerial experience to commercialize it. As he approached the end of the master’s program, he asked Gonçalves for managerial support.

SwissLeg was created to meet the needs of amputees in the developing world with affordable, high-mobility prosthetic legs. “Our team believes that walking is a basic human right that should be affordable to everyone, everywhere. With SwissLeg, we aspire to not only restore people’s mobility, but also to restore people’s dignity, and in the process restore their smiles and happiness,” explains Paulo Gonçalves, SwissLeg co-founder.

“We started with a good idea. venture kick helped us improve and transform it into a social business.”

The startup, based in Lugano, strives to bring the cost of high mobility prosthetics down to the price of a good pair of shoes. Applying an innovative prosthetic design and a simple manufacturing process using inexpensive and readily available materials, SwissLeg can produce and sell comfortably fitted, advanced mobility, below-knee (BK) prosthetic legs at the affordable price of CHF 500. Since venture kick, SwissLeg has reached major milestones.

“venture kick really gave us the critical initial boost, not only financially but also operationally. We started with a good idea. venture kick helped us improve and transform it into a social business,” says Gonçalves.

SwissLeg has signed a formal contract with the Syrian Refugee Committee to treat refugee amputees in Jordan. Currently, the company is being registered in Iraq to start rehabilitation work with the International Organization for Migration (IOM) in the region. In the future, the company plans to increase production capability in Jordan, boost operations in Iraq, establish operations in Syria and Ghana, set up a packaging and shipment operation in Switzerland and train more qualified ortho-prosthetists.
32. CombaGroup SA, combagroup.com
CombaGroup implements a new way of growing lettuce
START VENTURE KICK SUPPORT 03/2012

33. Mabimmune Diagnostics AG, mabimmune.com
Mabimmune aims to prevent myocardial infarction
START VENTURE KICK SUPPORT 12/2011

34. Compliant Concept AG, compliant-concept.ch
Compliant System offers a new solution for the therapy and prevention of pressure ulcers
START VENTURE KICK SUPPORT 21/06/2011

36. Typesafe Switzerland Sàrl, typesafe.com
Scala is an innovative programming language
START VENTURE KICK SUPPORT 07/2010

37. YouRehab AG, yourehab.com
Low-cost devices and entertaining gaming software to enable natal surgery
START VENTURE KICK SUPPORT 21/06/2011

38. Newscron SA, newscron.com
The new generation of news aggregator a unique semantic text analysis engine
START VENTURE KICK SUPPORT 06/2009

39. ActLight SA, act-light.com
ActLight is developing new “smart” solar cell for portable electronic devices
START VENTURE KICK SUPPORT 12/2008

45. MindMaze SA, mindmaze.ch
Interactive rehabilitation method for stroke patients
START VENTURE KICK SUPPORT 2/2010

46. Stemergie Biotechnology SA, stemergie.com
Stemergie Biotechnology SA targets the roots of cancer in developing treatments
START VENTURE KICK SUPPORT 24/02/2008

48. Zurich Instruments AG, zhinst.com
New generation of digital lock-in amplifiers that replace its analog precursors
START VENTURE KICK SUPPORT 23/02/2008

50. SwissLitho AG, swisslitho.com
A novel technology for nanofabrication is to be brought to the market
START VENTURE KICK SUPPORT 21/06/2008

51. SwissLeg Sagl, swissleg.com
SwissLeg is a low-cost, high-performance artificial leg
START VENTURE KICK SUPPORT 08/2009

52. Quanteq AG, quanteq.com
Novel stent technologies to address and overcome clinical shortcomings
START VENTURE KICK SUPPORT 20/09/2009

54. Koring GmbH, koring.com
Novel implantable ring to prevent parastomal hernia in abdominal surgery
START VENTURE KICK SUPPORT 27/01/2011

55. greenTEG AG, greenteg.com
Novel method to harvest energy from otherwise untapped energy resources
START VENTURE KICK SUPPORT 24/02/2009

56. CAScination AG, cascination.com
Computer assisted soft tissue surgery
START VENTURE KICK SUPPORT 06/2009

62. Designergy SA, designergy.ch
Building construction material that implements both solar energy exploitation and energy saving functions
START VENTURE KICK SUPPORT 10/2007

63. Searchbox SA, searchbox.com
Semantic engine software
START VENTURE KICK SUPPORT 24/02/2008

64. Winterthur Instruments AG, winterthurinstruments.ch
Measurement system for fast non-contact and non-destructive testing of industrial coatings
START VENTURE KICK SUPPORT 10/2007

66. Optotune AG, optotune.com
Inexpensive scalable precisely focus tunable lenses based on electro active polymer actuators
START VENTURE KICK SUPPORT 08/2007

68. Attolight SA, attolight.com
Ultrafast spectroscopy for Nanophotonics
START VENTURE KICK SUPPORT 10/2007

73. THELKIN AG, thelkin.com
Characterization of orthopaedic implants and other medical device
START VENTURE KICK SUPPORT 09/2010

74. flatev AG, flatev.com
Automatic flatbread machines using a unique prepa-ration system based on fresh dough capsules
START VENTURE KICK SUPPORT 12/2007

75. DistalMotion SA, distalmotion.com
Development and commercialization of a new surgical device that will enable a new generation of minimally invasive surgery in the abdominal cavity
START VENTURE KICK SUPPORT 15/2007

76. Andrew Alliance AG, andrewalliance.com
Andrew Alliance focuses on introducing a novel technology in the liquid handling arena: benchtop androids
START VENTURE KICK SUPPORT 02/2011

78. EverdreamSoft SA, everdreamsoft.com
Simple, ergonomic and innovative products to a public that values mobility
START VENTURE KICK SUPPORT 02/2010

79. Celeroton AG, celeroton.com
Ultra-highspeed electrical drive systems for renewable energy generation and medical surgical instruments
START VENTURE KICK SUPPORT 10/2007

81. Geosatis SA, geo-satis.com
Geosatis SA develops an electronic monitoring bracelet with high security standards for offender monitoring
START VENTURE KICK SUPPORT 07/2012

82. UrbanFarmers AG, urbanfarmers.ch
UrbanFarmers builds, owns and operates urban farms on city rooftops and vacant urban areas to provide organic, healthy and local food to its communities
START VENTURE KICK SUPPORT 05/2011

84. PicXL4D AG, picxl4d.com
PicXL4D has developed a unique technology to automatically combine numerous images from mobile cameras and to create 2D and 3D environment models in near real-time
START VENTURE KICK SUPPORT 09/2011

87. upicto GmbH, upicto.com
upicto developed innovative video processing for automatic summarization and event detection
START VENTURE KICK SUPPORT 15/2010

96. Uepaa AG, uepaa.ch
Uepaa Swiss Alpine Technology turns your mobile phone into a life saving device even in areas without GSM coverage
START VENTURE KICK SUPPORT 01/2011

99. PumpTire AG, pumptire.com
The first self-pressurizing bicycle tires and inner tubes
START VENTURE KICK SUPPORT 08/2012
The cash support from venture kick of up to CHF 130,000 is provided in three stages. At each stage only 50% of the presented projects are eligible for support. In addition venture kick supported projects benefit from 2-days "kickers camps" after each stage with hands-on coaching to build and grow their business. The entrepreneurs are also offered a privileged access to the venture kick network with personal introductions to investors and industry.
A UNIQUE ENTREPRENEURIAL AND PHILANTHROPIST MODEL TO SUPPORT STARTUPS

As of January 1st 2013 venture kick has adopted a new support model including equity participation at the third and final stage. All proceeds from the subsequent shares’ sale will be exclusively re-invested into the support of the next generation of promising entrepreneurs. This new model aims at strengthening the philanthropic and entrepreneurial approach of venture kick, where supported startups will be contributing part of their success to the next generation.

The winners of stage 1 (brilliant business idea) and stage 2 (solid business case) will continue to receive CHF 10,000, respectively CHF 20,000 à fonds perdu, with a moral pledge of giving back to support new venture kick projects in case of success.

The new participation model is applied at the final stage only, where beneficiaries can receive an additional CHF 100,000. The ownership level will be based on a valuation obtained at a qualifying round set for an investment of CHF 500,000 or more at a valuation higher than CHF 1.3 million. If within 3 months before the stage 3 presentation date, the company has closed such a financing round, venture kick will adopt this valuation. If no such financing round has taken place, venture kick will receive 10% of the company, and will adapt its ownership to the valuation obtained at the first qualifying round during the 24 months after the presentation date at the final stage.

The main objective of this support model is to strengthen and clarify venture kick’s philanthropic and entrepreneurial philosophy where it is made natural to supported startups that their success will directly benefit future generations of entrepreneurs and thus society.

At the same time, the new model should contribute to the long term success of venture kick, helping to secure the support of many more innovative projects at Swiss universities.
In 2013 a total of 279 projects applied to the venture kick program. The number of submissions is usually around 24 per month. Approximately 60% came from the German part of Switzerland, and 40% from the French part.

54% of the supported projects originate from the Swiss Federal Institutes of Technology of Zurich and Lausanne. The remaining projects are distributed among 20 different universities, indicating that venture kick is well implanted on a national level.

The analysis of submissions by sector shows that all hightech disciplines are represented. However, most projects can be counted in the "Information & Communication Technologies", the largest sector in 2013 followed by Consumer Products, Biotech, Medtech, Electronic / Mechanics and Cleantech sectors. The remaining submissions are difficult to assign to a specific sector due to their diversity and interdisciplinary character.
APPLICATIONS

PER UNIVERSITY

- ZFH, ZHW, FHNW, FHO, HTW, FHZ: 15%
- EPFL: 15%
- HES-SO: 20%
- Uni GE, LS, FR: 12%
- Uni SG, BS, BE: 15%
- Uni Zurich: 8%

PER SECTOR

- Others: 9%
- Medtech: 6%
- Consumer Products: 17%
- Electronics/Mechanics: 5%
- Micro/Nano Technology: 3%
- CleanTech: 5%
- Biotech: 8%
- Internet: 11%
- Mobile: 4%
- Software: 32%

SUPPORTED PROJECTS

PER UNIVERSITY

- ZFH, ZHW, FHNW, FHO, HTW, FHZ: 9%
- Uni GE, LS, FR: 6%
- Uni SG, BS, BE: 11%
- Uni Zurich: 26%
- EPFL: 15%

PER SECTOR

- Consumer Products: 5%
- Medtech: 15%
- Electronics/Mechanics: 11%
- Micro/Nano Technology: 6%
- CleanTech: 11%
- Biotech: 11%
- Internet: 6%
- Mobile: 12%
- Software: 23%
SUPPORTED PROJECTS
2013

BIOTECH (11%)
Biodegradable microspheres for nonsurgical aesthetic and regenerative procedures.
Uni Genève, Aho Anthony, PB&B SA

Development of fully human monoclonal antibody-based therapeutics and companion diagnostics for infection prevention.
Uni Zürich, Brokopp Chad, Mabimmune Diagnostics AG

A unique technology enabling to see the activity inside of a living cell in 3D.
EPF Lausanne, Cotte Yann, Nanolive SA

A small hand-held device that supports on-farm quality assessment of bovine colostrum.
HSLU Hochschule Luzern, Koller Adrian, kofatec AG

CONSUMER PRODUCTS (5%)
E-learning platform teaching to play musical instruments.
Uni Zürich, Barkow-Oesterreicher Simon, Uberchord Engineering

Tailor-made humanized mice as models for studying infectious and non-infectious diseases.
Uni Genève, Neil Patrick, TransCure Biosciences Holding SA

Development of naturally occurring bile acid as functional food.
ETH Zürich, Wolfrum Christian, Glycemicon AG

ELECTRONICS, MECHANICS (11%)
3D imagers for robotic and automotive vision.
EPF Lausanne, Charbon Edoardo, Fastree 3D

Development of power electronic systems with intelligent grid inverter technology.
HEIG-VD Haute Ecole d’Ingénierie et de Gestion, De Vos Michael, DEPsys Sàrl

Energy- & resource measurement, analysis and optimization of machine tools and production equipment.
ETH Zürich, Gontarz Adam, SIGMAtools GmbH

SMART CHARGING SOLUTIONS — PROVIDING GREEN ELECTRICITY TO ELECTRIC VEHICLES
EPF Lausanne, Rose Luca, HydroMonitoring

INTERNET (12%)
Engaging customers through mobile games and social challenges.
EPF Lausanne, almaguer Sergio, POWZY

Farmer network on an integrated farm management platform.
Uni St. Gallen, Fröhlich Peter, AgriCircle GmbH

Big Data-driven decision support.
HEIG-VD Haute Ecole d’Ingénierie et de Gestion, Gauthier Thomas, Market Access Companion

Combining fashion design with an innovative technology for customized and computer-optimized cuts.
ETH Zürich, Guggenbühl Andreas, RealLook AG

Monetizing digital content by sharing product links.
Uni St. Gallen, Salzmann Franz, VeloLock Ltd.

MEDTECH (15%)
Active thermography for skin cancer diagnostic.
ZHAW, Bonmarin Mathias, Dermolockin
Restoring functional motor control in spinal cord injury patients.
EPF Lausanne, Delattre Vincent, G-Therapeutics

Test to evaluate the upper limb motor function in patients suffering from a neurological injury.
ETH Zürich, Fluet Marie-Christine, ReHaptix GmbH

Developing low-cost, high-performance artificial limbs.
Universität della Svizzera italiana, Goncalves Paulo, SwissLeg Sàrl

Offering wearable ergonomic leg assistive devices.
ETH Zürich, Gunura Keith, NooNee

Novel sensors for detecting defects in medical syringes.
ETH Zürich, Hayes Alexander Mark, Strenser Systems

Novel, implantable ring to prevent parastomal hernia in abdominal surgery.
Uni Basel, Kirchhoff Philipp, Koring GmbH

Turning standard smartphones into medical devices for point-of-care testing.
EPF Lausanne, Queval Arthur, ubiquitab SA

Developing and manufacturing patient specific implant solutions.
FHNW Fachhochschule Nordwestschweiz, Schumacher Ralp, MIMEDIS AG

System to measure UV-radiation in daily life.
ETH Zürich, Welten Samuel, Bitsplitters GmbH

MOBILE [6 %]

A tool for shared flats to simplify the organization.
ETH Zürich, El Bay Malik, Livxp

Revolutionizing the ordering experience in the food and beverage service establishments.
EPF Lausanne, Milošević Zarko, Kiss Menu

A marketplace that enables short-term rent of private and corporate parking spots through a mobile phone app.
Uni Zürich, Samsudeen Jasmin, Parking Solutions GmbH (Parkit)

A unique gamified charitable e-commerce checkout.
HEIG-VD Haute École d’Ingénierie et de Gestion, Grandjean Jérémy, Cherry Checkout

A cloud-based service that records, archives, analyses and reviews meetings.
EPF Lausanne, Imseng David, ReMeeting

A games design and development studio.
Uni Genève, Karagiannis Manios, Karios Games

A multi-platform software to assist ice hockey coaches.
ZHdK, Kostovic Filip, KoHo Sports

Video processing technology for automatic summarization and event detection.
ETH Zürich, Nater Fabian, upicto GmbH

Customized data object storage solutions.
EPF Lausanne, Papaioannou Thanasis, Scalendo

A unique authentication technology to protect documents and products against counterfeiting.
EPF Lausanne, Picard Justin, ScanTrust

Turning complex data into valuable information.
ETH Zürich, Polzer Georg, Teralytics AG

A cutting-edge speech technology to automatically add emotions to any human or synthesized voice.
EPF Lausanne, Saheer Lakshmi, Geneemo

Technology for facial expression recognition to enact virtual characters in real-time.
EPF Lausanne, Weise Thibaut, faceshift AG

SOFTWARE (23 %)

Managing the entire household administrative environment.
EPF Lausanne, Celovic Dino, Red Tape

Measuring translation quality automatically.
He-Arc Haut école arc, Chaudhry Benjamin, Module Language Automation Sàrl

Proximity-based access control for vehicles.
ETH Zürich, Danev Boris, 3db Access AG

An artificial intelligent online shopping assistant for appareal and accessories.
ETH Zürich, Dantone Matthias, FASHWELL

Developing an innovative mobile payment solution.
IMD Lausanne, Garg Julie, Cash-Sentinel SA

MICRO-, NANOTECHNOLOGY (6 %)

Developing advanced aerosol particle detectors.
Uni Genève, Alfonino Svettana, Plair

Printing at the nanoscale.
ETH Zürich, Galliker Patrick, Scrona

Technology to bring additive-free, holographic-like effects on 3D products.
Uni Basel, Savu Veronica, Morphotonix

Developing wearable display technology for see-through augmented reality in unobtrusive conventional eyewear.
EPF Lausanne, Tremblay Eric, Composyl Light Labs
## FINANCES

### DIRECT STARTUP PROJECT CONTRIBUTION

#### CASH SUPPORT FOR START-UPS

<table>
<thead>
<tr>
<th>Budget 2013</th>
<th>Budget 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHF 2,130,000</td>
<td>CHF 2,240,000</td>
</tr>
</tbody>
</table>

| Grants of CHF 10,000 | 470,000 | 520,000 |
| Grants of CHF 20,000 | 460,000 | 520,000 |
| Grants of CHF 100,000 (since January 2013 investments) | 1,200,000 | 1,200,000 |

### INDIRECT STARTUP PROJECT CONTRIBUTION

#### BUSINESS DEVELOPMENT SUPPORT FOR STARTUPS

<table>
<thead>
<tr>
<th>Budget 2013</th>
<th>Budget 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHF 1,074,705</td>
<td>CHF 1,100,000</td>
</tr>
</tbody>
</table>

- Review of approx. 300 project applications and feedback to the candidates
- Connecting with investors and supporters within the jury pool and 32 jury sessions per year
- Personal introductions to industry and pilot customers
- Individual coaching supported by 31 Kickers Camps and 6 Kickers Briefings
- 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: Handelszeitung, startup.ch, startwerk.ch, startupticker.ch etc.
- Business software, checklists and templates

### ADMINISTRATIVE COSTS

#### PROGRAM MANAGEMENT

<table>
<thead>
<tr>
<th>Budget 2013</th>
<th>Budget 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHF 289,156</td>
<td>CHF 299,125</td>
</tr>
</tbody>
</table>

- Acquisition of further donors/foundations
- Promotion at all Swiss universities/partnerships
- Communication/IT management
- Strategy board/reporting/administration

#### VAT (8%)

<table>
<thead>
<tr>
<th>Budget 2013</th>
<th>Budget 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHF 109,109</td>
<td>CHF 111,930</td>
</tr>
</tbody>
</table>

#### TOTAL

<table>
<thead>
<tr>
<th>Budget 2013</th>
<th>Budget 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHF 3,602,970</td>
<td>CHF 3,751,055</td>
</tr>
</tbody>
</table>
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 is a sub-fund of the umbrella foundation “Fondation des Fondateurs” [FdF, fondateurs.ch], a non-profit, tax-exempt foundation supervised by the Swiss Federal Supervisory Board for Foundations.

PURPOSE
The fund’s objectives are to promote entrepreneurship and support spin-offs from Swiss universities: a major potential for innovative ideas exists at Swiss universities which is all too often not transferred to the market. venture kick aims to help these innovative ideas prevail at the early stage of their development.

ORGANIZATION/GOVERNING BODIES
BOARD OF TRUSTEES OF FONDATION DES FONDATEURS
The FdF board of trustees has delegated all strategic and managerial competencies of venture kick to the strategy board. The FdF board controls the business activities of venture kick based on a detailed annual reporting. FdF members of the board of trustees: Dr. jur. Thomas Sprecher, President; Dr. phil. Philipp Egger, Vice-president; Evelyn S. Braun, Member.

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 foundations and successful entrepreneurs. The representatives of the foundations always compose the majority of the strategy board and select the additional members. Members of the strategy board: Dr. Pascale Vonmont, representing Gebert Rüf Stiftung, delegate; Dr. Roger Schmid, representing ERNST GÖHNER STIFTUNG and OPO-Stiftung; Dr. Igor Fisch, Selexis SA.

POOL OF EXPERTS
The jury members evaluating the projects during the jury sessions are all selected from the pool of qualified technology and business experts. The composition of the jury may vary from session to session. The list of experts can be found at venturekick.ch under “Jury”.

MANAGEMENT OF VENTURE KICK
The strategy board has commissioned the operational management mandate to the Institut für Jungunternehmen, St. Gallen. Two managing directors, Beat Schillig [head of the German-speaking part of Switzerland] and Jordi Montserrat [head of the French-speaking part of Switzerland] share the responsibility for managing venture kick.

STAFF
Startup support: Flavio Agosti, Derek Barras, Dr. Pius Küng, André Brühlmann, Philipp Winteler, Jonathan Youmard, Philip Hassler; Promotion/Communication: Karin Rechsteiner, Tina Lohfing, Mélanie Mojon; IT/Ad- ministration: Daniel Niklaus, Roger Hammel, Raphael Huber.
HouseTrip – One of Europe’s fastest-growing startups
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 2014 the following figures are planned:

→ 6 KICKERS BRIEFINGS
   Workshop at Swiss universities

→ 250+ APPLICATIONS

→ 180 PROJECTS
   presented in 32 jury sessions
   (104 venture pitch / 52 venture case / 24 venture kick)

→ 90 PROJECTS
   funded (52 at CHF 10.000 / 26 at CHF 20.000 / 12 at CHF 100.000)

→ CHF 2.240.000
   in financial support

→ 31 KICKERS CAMPS
   2-day workshops in small groups

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 1.5 million is needed for the 2015/16 budget, 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 is aiming to achieve the following goals, expressed as cumulated figures by the end of 2014:

→ 250+
   active high-tech companies

→ CHF 500+ MILLION
   financing volume invested in these companies

→ 2.500+
   high-quality and sustainable jobs
130.000
TO KICK YOUR STARTUP
Explore the business potential of your technology

Since 2007, 298 spin-off projects from 20+ Swiss universities have received CHF 11.52 million in preseed funding resulting in 224 incorporated companies which raised CHF 464 million from investors and created 2,433 jobs.

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.

The private initiative venture kick is financed by:

venturekick.ch