ANNUAL REPORT 2015

STARTUP SUCCESS
The private Venture Kick Foundation can report great results for 2015:

The focus of its Venture Kick initiative is to support promising business ideas and founders. This is where the figures speak for themselves: since its launch, the initiative has funded 403 startups with seed capital of CHF 16.01 million, which have generated CHF 896 million in follow-on financing and created 3,434 new jobs. In many cases, the initial “kick” from the Venture Kick Foundation was absolutely instrumental.

Venture Kick’s successful track record is based on the three supporting pillars “Financing”, “Management” and “Implementation”.

**Financing**: Venture Kick is backed by a consortium of private donors which has been closing the gap in early risk financing with substantial contributions since 2007. Two new donors – Martin Haefner and Rising Tide Foundation – joined the consortium in 2015, providing additional long-term support.

**Management**: At Venture Kick, the skills, expertise and efficiency of the management and jury guarantee the successful selection, “kicking” and promotion of the business ideas and founders.

**Implementation**: When they apply, venture kickers consciously leave behind their comfort zone of university and research laboratory. Once they have been selected in a competitive environment, their determination and commitment know no bounds. They are passionate about advancing their business idea under time pressure and achieving success.

The initiative’s track record over almost ten years led to the decision to include Venture Kick as a key initiative in the newly launched Kick Foundation. Here, Venture Kick plays an important role in the startups’ foundation phase and market launch.

The aim of the Kick Foundation is to accelerate the innovation process by connecting initiatives for the Kick Program and creating optimum links and interfaces. In the interests of networking and creating a critical mass, Venture Kick moved to its new Community Home at Impact Hub Zurich. We will intensify the partnerships with the other initiatives of the Kick Program, particularly the new KickStart Accelerator. The ideas pipeline for 2016 is full.

On behalf of the Venture Kick Foundation

Dr. Pascale Vonmont
STARTUP PROJECTS
NUMBER OF SUPPORTED STARTUP PROJECTS (CUMULATED)

- 2015: 403
- 2014: 350
- 2013: 298
- 2012: 251
- 2011: 203
- 2010: 151
- 2009: 100
- 2008: 53
- 2007: 16

MONEY INVESTED
FINANCING VOLUME ATTRACTED (CUMULATED IN CHF)

- 2015: 896,000,000
- 2014: 602,000,000
- 2013: 464,000,000
- 2012: 365,000,000
- 2011: 210,000,000
- 2010: 103,000,000
- 2009: 30,000,000
- 2008: 15,000,000
- 2007: 2,000,000

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

- 2015: 3,434
- 2014: 3,038
- 2013: 2,433
- 2012: 2,006
- 2011: 1,421
- 2010: 937
- 2009: 313
- 2008: 133
- 2007: 23
Venture Kick, an initiative of the Venture Kick Foundation, 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 world-class 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 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 403 supported projects since 2007 converted into 300 incorporated companies so far. In total they raised CHF 896 million and created 3,434 qualified jobs in all high-tech sectors. 54 of them were listed in the 2015 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. They are out to make the world a better place. With their innovations, they address global challenges such as analyzing and detecting tumors faster.
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, exchanging with other venture kickers about their challenges, and accessing a broad network of business contacts, experienced entrepreneurs and investors are at the core of the Venture Kick experience.

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 a 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

“Venture Kick is for many entrepreneurs the support needed to ‘survive’ during precious months and prepare for the next steps. The pathway to each stage of Venture Kick is recognized as a serious pledge by Swiss business angels and institutional investors.”

Patrick Thévoz, CEO of Flyability

“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 KICK was the starting point for many successful Swiss startups.

INSPhero raises CHF 20 million and wins additional international recognition: In July 2015, InSphero, the world’s leading provider of organotypic 3D microtissues for highly predictive drug testing, secured a CHF 20 million financing round. The 2009 Venture Kick winner and Switzerland’s No. 1 startup in 2014 won additional recognition in October 2015, as its CEO Jan Lichtenberg was awarded the “Emerging Entrepreneur” prize at the EY “Entrepreneur Of The Year” competition.

LEMoptix acquired by Intel: In March 2015, the co-founders of Lemoptix, Faouzi Khechanah, Lucio Kilcher, Marco Boella, Nicolas Abelé and their team announced the sale of their photonics startup to the American chip giant Intel. Starting in 2008, Lemoptix developed a revolutionary laser projector as small as a sugar cube. Today, the whole team remains at the EPFL Innovation Park as part of the News Devices Group by Intel to develop novel technologies and products.

VENTURE KICK gains new donors to support even more creative minds at Swiss universities: After André Hoffmann and Hansjörg Wyss in 2014, the Venture Kick initiative gained two new influential partners in 2015, Martin Haefner and Rising Tide Foundation. With their support, even more high potential business ideas at Swiss universities and institutes of higher education will be supported in the future to develop and bring their innovative ideas to market.

FLYability takes off internationally: The NCCR robotics spin-off didn’t only win the Venture Kick final in 2015, CEO Patrick Thévoz and his team also received the “Drones For Good Award” in Dubai, with a prize of USD 1 million. A few months later, Flyability won the PERL and the “W.A. De Vigier” prizes to further strengthen their growing popularity. In September 2015, Flyability entered the TOP100 Swiss Startups ranking for the first time, at the 3rd position. The company has started shipping its first units to customers internationally, for the inspection and the exploration of inaccessible places.

CLimeWorks builds the first commercial scale CO₂ capture plant: The 2010 Venture Kick finalist is again breaking boundaries with its efficient solutions for capturing CO₂ from ambient air. After closing an exclusive partnership with Audi to develop tomorrow’s carbon-neutral mobility, Climeworks will now build and operate the first commercial scale CO₂ capture plant to enhance the growth of green foods such as vegetables and lettuce.
In 2015, Flyability won the Venture Kick final and was elected Switzerland’s 3rd best startup.
PIQUR THERAPEUTICS – CHF 18 million to help patients survive cancer: In July 2015, the University Basel spin-off and 2010 Venture Kick startup PIQUR Therapeutics raised CHF 18 million. The company’s vision is to improve the lives of cancer patients with breakthrough medicines. The new funding will enable PIQUR to further strengthen its operational basis and to extend the financing horizon for additional phase 2 studies with its lead compound, called “PQR309”.

ABIONIC opens office in the U.S. and becomes Switzerland’s second best startup: After getting the CE approval to bring its allergy test system on the European market, the 2010 Venture Kick winner Abionic now goes after the U.S. market. The EPFL spin-off opened an office in Boston and is aiming to secure approval from the FDA by 2016. In September 2015, Abionic was elected Switzerland’s best medtech startup in the TOP100 ranking for the fourth year in a row.

GAMAYA hits Silicon Valley: The EPFL spin-off and 2014 Venture Kick startup Gamaya obtained the support of several business angels to further develop its hyperspectral camera providing data for the detailed analysis of plants and soils. In October 2015, Gamaya traveled to Silicon Valley with the Swisscom StartUp Challenge after making its entry in the 2015 TOP100 Swiss Startups ranking, on rank 20. Gamaya won additional prizes in 2015 such as the Swiss Product Excellence Award and the »venture« competition.

FLATEV raises USD 3 million to industrialize its perfect tortilla machine: In January 2015, flatev raised USD 3 million to optimize and industrialize its machine making fresh tortilla. With a new investment round planned in 2016, the 2012 Venture Kick winner will bring its product on the U.S. tortilla market, estimated at USD 12 billion. Besides an office in Zurich, flatev opened a local branch in New York in March 2015.

SCANTRUST raises USD 1.2 million and opens an office in China: In July 2015, the 2014 Venture Kick winner, dedicated at preventing and combating potentially harmful counterfeit products from entering the public market, closed a USD 1.2 million seed funding round to further develop its technology and engineering teams. ScanTrust also became a global startup by opening a new office and fast-growing branch in Shanghai.

AMAL THERAPEUTICS is the runner-up of 64 ranks in the 2015 TOP100 Swiss Startups: The Geneva University spin-off and 2012 Venture Kick startup Amal Therapeutics moved from rank No. 98 in 2014 to rank No. 34 in 2015. Amal uses its proprietary cell penetrating peptide platform to develop and progress therapeutic vaccines in oncology. In July 2015, Amal published its findings in Cancer Research, the most highly cited cancer journal in the world. A few months later, it announced an exclusive agreement with the University of Minnesota. A first patent was granted to Amal in the U.S. early December 2015.

NANOLIVE receives the “Oscar of invention” and launches its 3D microscope on the market: In November 2015, the inventor of the 3D Cell Explorer convinced the jury of the U.S. based R&D 100 Award, known as the “Oscar of invention”, with another Venture Kick startup, SWISSLITHO. Early December 2015, Nanolive’s product was chosen among The Scientist’s TOP10 innovations of 2015. A few weeks later, the EPFL startup officially launched the 3D Cell Explorer on the worldwide market.
Forbes placed Gamaya as one of the four European Agritech startups with a potential to become a USD 1 billion company.
2,103 APPLICATIONS received from more than 20 Swiss universities

785 CANDIDATES presented at 238 jury sessions

403 STARTUP PROJECTS supported with CHF 16.01 million in pre-seed capital

300 NEW STARTUPS have incorporated their companies

3,434 NEW JOBS FTEs (Full-Time-Equivalents) have been created

CHF 896 MILLION in financing volume have been invested in the supported startups

CHF 55 have been invested on average on top of each CHF 1 of seed money granted by Venture Kick

2007 – 2015:
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 238 sessions in total and been presented with 785 entrepreneurial projects. The selected startup projects received not only pre-seed capital, but also introductions to investors and hands-on coaching during 234 kickers camps.

No less than 54 Venture Kick supported startups were listed among Switzerland’s 2015 TOP100 Startup ranking [startup.ch], 7 even made it to the TOP10 and 3 venture kickers were on the podium.

Out of the 403 spin-off projects, supported with a cumulated CHF 16.01 million, to date 300 have incorporated their companies. By December 2015 more than CHF 896 million 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 3,434 jobs.

The average age of incorporated companies is currently 42 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.
IMPACT ANALYSIS

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 100 supported projects in the timeframe of 2007 – 2009, only 26 disappeared. Out of these 26, only 12 were actually incorporated companies, 14 already stopped at project stage.

Looking at the jobs created, the Venture Kick startups start growing stronger 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 – 2009 created 21 jobs on average and keeps hiring.

The data also shows that the jury does a good job in selecting the best projects. From the 82 projects which were supported since 2007 with the maximum amount of CHF 130,000, only 3 stopped and the remaining 79 startups created 19 jobs on average. Whereas from the 211 projects that only received CHF 10,000, 168 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 896 million from different sources were invested in Venture Kick startups, whereas equity investments with cumulated CHF 490 million 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 406,000 low in the first two years, but then grow strongly in the following years.


The jury does a good job in identifying and choosing the future highflyers: the total amount of money invested in the 82 startups that were supported with the maximum amount of CHF 130,000 (stage 3) represents CHF 376 million. With CHF 4.74 million per startup, this is three times as much as the average investment for a winner of stage 1.

TOTAL MONEY INVESTED 2007 – 2015

EQUITY INVESTMENTS (cumulated in mio. CHF)

<table>
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<tr>
<th>Year</th>
<th>2009</th>
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<td>46</td>
<td>122</td>
<td>243</td>
<td>300</td>
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TOTAL MONEY INVESTED PER ACTIVE PROJECT

[in CHF]

AGE IN YEARS:

- 0 – 2: 406,000
- 3 – 4: 1,102,000
- 5 – 6: 3,129,000
- 7 – 9: 6,472,000

SUPPORT:

- 130K
- 30K
- 10K

AWARD MONEY 5 %
GRANTS 18 %
LOANS 5 %
EQUITY INVESTMENTS 55 %
EQUITY TRANSACTIONS & EXITS 17 %
GLOBAL IMPACT OF VENTURE KICKERS

AVA – Boosting Women’s Chances to Conceive
LUNAPHORE – Analyzing Tumors Better and Faster
L.E.S.S. – Better and Brighter Light
RELISH GUITARS – The Sound of the Future
2015 has been an amazing year for Ava, backed by the support of Venture Kick.
In the last decades, the average age of women having children has significantly increased. However, the likelihood of getting pregnant within one year is strongly reduced with age. Half of all women between 35 and 39 years old do not succeed getting pregnant within one year. Although fertility apps and temperature-based devices tracking menstrual cycles are booming, such solutions can be cumbersome to use and unreliable to predict ovulation.

To tackle this challenge, the 2015 Venture Kick winner Ava developed a connected bracelet that determines ovulation and supports women to conceive within a short period of time. Worn at night, the elegant sensor bracelet offers key cycle health information and precisely predicts fertile and ovulation days in advance. The patented technology has already passed the CE pre-test. A clinical study is ongoing at the University Hospital Zurich, with whom Ava built up a database of six billion data points referenced to hormonal measurements, the largest database of this kind in the world. Ava can also count on several other research partners such as CSEM Neuchâtel and EMPA. While Ava will focus on the conceiving market for the time being, its technology will also be used to detect pathologies during pregnancy, and for non-hormonal contraception.

In 2015, Ava also won its seat in the Swisscom StartUp Challenge mentoring program in Silicon Valley. The startup gained financial support from Swisscom during the trip. CEO Pascal Koenig also traveled to the U.S. with the Swiss national startup team to pitch his company to potential American investors and partners. As a result, Ava is currently building up an office in San Francisco to prepare a market entry in the U.S., which is planned mid-2016. In addition, Ava entered the 2015 TOP100 Swiss Startups ranking at rank No. 94 and was selected by TechCrunch Disrupt San Francisco among the world’s most promising tech companies. Created in 2014, Ava now counts 15 employees.

“*The support of Venture Kick was crucial in closing our first investment round.*”

**A new US office and a successful financing round**

In September 2015, Ava won the final of Venture Kick: “The program perfectly matched our strategy to build up fast traction while focusing on the key issues. Venture Kick’ support was crucial in closing our first investment round”, explains Pascal Koenig, Ava CEO.

Indeed: in November 2015, Ava announced that renowned institutional investors and international business angels had invested USD 2.6 million to support them in becoming a relevant player in women’s health.
Personalized medicine is a growing trend in cancer medicine. And it is not without reason either: therapies tailored to patient requirements promise to be more effective and work more rapidly. For this to become a reality, the industry requires technologies that enable diagnoses to be made quick, simple and for a reasonable price. The 2015 Venture Kick winner Lunaphore is currently developing an innovation of this kind. Their “fast fluidic exchange” technology allows the rapid and accurate profiling of biomarkers in cancerous tissues. This brings a significant improvement to the current tissue coloration assays that make the analysis and the detection of cancerous tumors possible.

The solution developed by Lunaphore is ten to twenty times faster than current assays and more accurate: up to 90% compared to existing technologies. And the market is huge: a few tens of millions of tests are performed every year worldwide with a volume close to USD 2 billion for routine diagnostic tests alone. In the long term, Lunaphore’s vision is to build a standardized and fully automated tumor analysis platform for all cancer biomarkers. The EPFL spin-off’s primary markets will be Germany – the largest medtech market in Europe – and the U.S. In 2014, Lunaphore’s CEO had joined the venture leaders USA team to discover the market’s potential for his venture.

A competitive team to build a first product
Lunaphore’s team headed by Ata Tuna Ciftlik, Deborah Heintze and Diego Dupouy could count on the support of Venture Kick from the beginning: “The program helped us increase our credibility and visibility in the Swiss startup scene. Thanks to the kickers camps, we could tackle against all the odds that might have killed our project at every stage of its development”.

In 2015, Lunaphore convinced investors of their worth and completed a financing round to the tune of CHF 2 million. With the funds, Lunaphore has started to work towards their first product as well as building a competitive team of 12 people in 2015. The company has also moved into newer and bigger offices at the EPFL Innovation Park. Lunaphore won additional recognition in 2015 as it was elected as 2nd best Swiss medtech startup after Abionic by the TOP100 Swiss Startups award (on rank No. 10). In March 2015, the company was among the ten winners of the Science4Life competition in Berlin.
The competitive skills of the Lunaphore team range from micromechanics to bioengineering.

© Alain Herzog / Venture Kick
Fewer LED lighting in the future, more L.E.S.S. lighting. This is the objective of the 2012 Venture Kick winner L.E.S.S. in a nutshell. It has developed an entirely new lighting technology called “Light Efficient SystemS” or L.E.S.S. for short. This technology is far superior in many respects to the LED lights that have supplanted conventional light bulbs in the market. If the startup prevails, it might spell lights out for LED lighting before too long. “Our aim is to replace LEDs with L.E.S.S.,” explains CEO Yann Tissot. It might sound ambitious, but it could succeed due to the disadvantages of LED lighting: LED lights require a relatively large amount of space and do not illuminate areas evenly. And although they are more energy-efficient than light bulbs, they still leave much to be desired: 60% of the electrical power is converted into heat rather than light when integrated into an illumination system.

The alternative technology of L.E.S.S. is composed of a single nanostructured optical fiber which generates brighter and more evenly distributed light than LED-based illumination systems. Moreover, this fiber requires much less integration space.

“Venture Kick trusted us at the very early stage, at a time when we didn’t have a lot of concrete results. It has just been an incredible support.”

The technology could serve many different markets worth billions such as new screens for laptops or tablets, camera vision, watchmaking, medical technology and automotive lighting. The startup has already found its first customers. Its light is installed in “inspection lamps” used for the purpose of quality control in the precision micro-engineering and electronics sector. Several Swiss watch manufacturers are now turning to the new optical fibers from Lausanne, as are companies in Germany and Japan, such as Hitachi.

Billion dollar markets
The addressable market on which L.E.S.S. is setting its sights is worth over CHF 12 billion. For the consumer electronics segment, the startup needs to produce thousands of units to enter the test and integration phases. Thus, the company successfully completed a CHF 3 million financing round in spring 2015 in order to set up a first production line. A few months later, it was elected Switzerland’s No. 1 startup by the 2015 TOP100 Swiss Startups Award. Now, the objective of L.E.S.S. is to gradually ramp up its production capacities. Next year’s production forecast is set at 10,000 units, followed by 100,000 at the end of 2017 and over a million at the end of 2018. The objective is to break-even by 2017 at the latest. Its co-founders estimate that in five years’ time, they will employ more than 200 people and achieve a sales volume in the double-digit million range. The headquarters are set to remain in Lausanne with offices in Asia and the USA.

less-sa.com, Venture Kick 2011
RELISH GUITARS

THE SOUND OF THE FUTURE

1954 Fender, 2014 Relish Guitars: since 60 years, electric guitars have always been built the same way. Going back to the technology beginnings, the first electric guitar was created in 1931 by a Swiss pioneer, Adolph Rickenbacker. Decades later, the 2014 Venture Kick winner and Lucerne based startup Relish Guitars is ready to rewrite history with ‘Jane’, a highly innovative e-guitar.

Relish Guitar’s co-founders Pirmin Giger and Silvan Küng met in their early youth. When Pirmin finished his apprenticeship as carpenter, he started a degree in industrial design. Silvan studied business administration and held several sales and marketing positions, until both friends decided to unite their skills and common passion for guitar playing into one project. The first prototype of ‘Jane’ was crafted by Pirmin and got great responses: enough to build a startup inspired by a need for innovation in the e-guitar market and a rebellious, exclusive and novel approach in making electric guitars. After a few years of product and entrepreneurial development backed by the support of Venture Kick, ‘Jane’ has now entered the international markets. It can be ordered on Relish Guitars’ brand new website or via a global dealers’ network.

“‘If your product can play in Champions League, then build a startup that is ready to play in Champions League!’ This advice, as well as many more received during the program, has been crucial to develop our company vision.”

Swiss excellence conquering new lands
Just like watchmakers, ‘Jane’ stands for Swiss quality, innovation and passion. Its patented composition is different to traditional electric guitars, its body being made up of three different layers. The middle layer is made of a milled aluminum frame and the top and bottom layers of a pressed wood veneer. The unique combination of materials and the sandwich construction of ‘Jane’ allows a warm and vibrant sound, in addition to a unique design.

During the past year, Relish Guitars was able to bring ‘Jane’ to a new stage of recognition by putting it in the hands of international guitarists like Phil Campbell of the legendary rock band Motörhead or Joel van Dijk of Aloe Blacc. ‘Jane’ can also be found in the world famous Capitol Studios LA and has been touring the world with the Playing for Change Foundation with Keith Richards or U2. In the coming years, Relish Guitars plans to get more major artists and opinion leaders to adopt their instruments. A second guitar model is planned to keep shaking up the market. The startup from Lucerne will close a second financing round in 2016 to become a major player in the world’s electric guitar market.

relishguitars.com, Venture Kick 2013
54 VENTURE KICKERS MADE IT TO THE TOP100 IN 2015

1. L.E.S.S. SA
Light Efficient System SA, less-optics.com
The objective of the Lausanne based startup is to replace LED lighting by a system based on a nanostructured optical fiber
START VENTURE KICK SUPPORT 08/08/2012

2. Abionic SA
abionic.com
The system of Abionic for meaningful allergy tests in doctor’s offices and pharmacies shakes up a market worth billions in revenue
START VENTURE KICK SUPPORT 13/04/2010

3. Flyability SA
flyability.com
A robot reminiscent of a dandelion. It rolls, it floats and it can even poke people without injuring them: the drone by Flyability
START VENTURE KICK SUPPORT 08/04/2014

4. Bcomp AG
bcomp.com
Linen for the industry: natural fibers for ski cores and interior trim in cars
START VENTURE KICK SUPPORT 09/07/2009

8. QualySense AG
qualysense.com
The robot from QualySense analyzes grains, seeds and beans at lightning speed – it can also check for gluten
START VENTURE KICK SUPPORT 08/10/2009

9. Glycemicon AG
glycemicon.com
The active agent developed by Glycemicon is called THBA. It could signal the end of diabetes, an extremely widespread disease
START VENTURE KICK SUPPORT 08/10/2011

10. Lunaphore Technologies SA
lunaphore.ch
Development of an innovative tumor analysis and classification platform with the potential to be a disruptive alternative to classical immunohistochemistry
START VENTURE KICK SUPPORT 22/06/2010

11. PIQUR Therapeutics AG
piqur.com
PIQUR focuses on the discovery and development of innovative and small molecule therapeutics for the treatment of cancer and inflammatory disease
START VENTURE KICK SUPPORT 22/06/2010

12. ProteoMediX AG
proteomedix.com
With current prostate cancer tests, there are too many false alarms that lead to unpleasant and expensive biopsies. With an innovative new test, ProteoMediX wants to change that
START VENTURE KICK SUPPORT 23/06/2009

13. faceshift AG
faceshift.com
The software from the EPFL spin-off enables real-time recognition of facial expressions and the animation of avatars without markers. Apple has acquired the innovative startup in 2015
START VENTURE KICK SUPPORT 07/02/2012

14. Teralytics AG, teralytics.ch
Teralytics intends to offer “Big Data Apps” to customers for cost-efficient and scalable analysis of large amounts of data
START VENTURE KICK SUPPORT 28/08/2012

15. ScanTrust SA, scantrust.com
A unique authentication technology to protect documents and products against counterfeiting
START VENTURE KICK SUPPORT 16/10/2013

17. ActLight SA, act-light.com
ActLight is developing new “Smart” solar cells for portable electronic devices
START VENTURE KICK SUPPORT 10/04/2011

18. RealLook AG, sellnation.ch
Selfnation offers perfect fitting clothes online thanks to a novel visualization and production technology
START VENTURE KICK SUPPORT 03/04/2013

19. 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 09/04/2011

20. Gamaya SA, gamaya.com
Imagery and analysis system providing indications to farmers about their cultivated fields
START VENTURE KICK SUPPORT 12/01/2014

21. Uepaa AG, uepaa.ch
Uepaa! Swiss Alpine Technology turns a smartphone into a rescue device that can provide security even when it is outside the telephone network
START VENTURE KICK SUPPORT 01/03/2011

22. MindMaze SA, mindmaze.ch
Interactive rehabilitation method for stroke patients
START VENTURE KICK SUPPORT 25/05/2010

23. Fastree 3D SA, fastree3d.com
Fastree 3D sensors enables a “virtual safety belt” around driver assisted cars and autonomous robots by offering 3D imaging technology
START VENTURE KICK SUPPORT 29/04/2013

24. Teralytics AG, teralytics.ch
Teralytics intends to offer “Big Data Apps” to customers for cost-efficient and scalable analysis of large amounts of data
START VENTURE KICK SUPPORT 28/08/2012
32. CombaGroup SA, combagroup.com
CombaGroup implements a new way of growing lettuce
START VENTURE KICK SUPPORT 07/02/2012

34. Amal Therapeutics SA, amaltherapeutics.com
Development of novel therapeutic cancer vaccines with a proprietary family of vectors
START VENTURE KICK SUPPORT 12/06/2010

39. Polyneuron Pharmaceuticals AG, polyneuron.com
Development of a new drug class for the treatment of autoimmune diseases of the nervous system
START VENTURE KICK SUPPORT 03/06/2014

41. Calciscon AG, calciscon.com
Calciscon develops the very first and only diagnostic blood test for the determination of calcification risk and propensity in serum
START VENTURE KICK SUPPORT 23/04/2013

42. Newscron SA, newscron.com
The new generation of news aggregator, a unique semantic text analysis engine
START VENTURE KICK SUPPORT 25/06/2013

44. SwissLitho AG, swisslitho.com
A nano-manufacturing tool to quickly and easily create nano-structures, even in 3D
START VENTURE KICK SUPPORT 24/09/2013

46. Kandou Bus Signal SA, kandou.com
A new bus signaling technology
START VENTURE KICK SUPPORT 24/09/2013

47. Malcisbo AG, malcisbo.com
A platform to identify carbohydrate targets in pathogenic organisms
START VENTURE KICK SUPPORT 01/03/2011

51. Nanolive SA, nanolive.ch
Nanolive is a worldwide and unique technology able to “see” the activity inside of a living cell in 3D
START VENTURE KICK SUPPORT 03/02/2010

53. CashSentinel SA, cashsentinel.com
An innovative payment solution, which is at the crossroad of escrow agents and mobile wallets, to be used initially in used-vehicles transactions
START VENTURE KICK SUPPORT 09/10/2009

54. Typesafe Switzerland Sàrl, typesafe.com
Scala is an innovative programming language used by companies like Twitter
START VENTURE KICK SUPPORT 06/02/2012

55. AOT AG, aot-swiss.ch
Computer Assisted & Robot Guided Laser Osteotomy (CARLO) to improve current bone surgery
START VENTURE KICK SUPPORT 24/09/2013

56. Scrona AG, scrona.ch
Scrona’s nano-resolution NanoDrip printing system will enable complex products, such as flat panel displays, to be simply printed
START VENTURE KICK SUPPORT 19/10/2012

58. Koring GmbH, koring.com
Novel implantable ring to prevent parastomal hernia in abdominal surgery
START VENTURE KICK SUPPORT 29/10/2011

59. Aeon Scientific AG, aeon-scientific.com
Electromagnetic guidance of medical instruments in the human body
START VENTURE KICK SUPPORT 03/02/2010

60. BIOWATCH SA, biowatch.ch
A very secure and user-friendly wearable vein biometric solution
START VENTURE KICK SUPPORT 19/10/2015

61. noonee AG, noonee.com
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
START VENTURE KICK SUPPORT 24/06/2013

63. Pix4D SA, pix4d.com
Pix4D 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 20/06/2011

64. Geosatis SA, geo-satis.com
Geosatis SA develops an electronic monitoring bracelet with high security standards for offenders monitoring
START VENTURE KICK SUPPORT 09/10/2012

65. 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 09/10/2011

66. flatev AG, flatev.com
Automatic flatbread machines using a unique preparation system based on fresh dough capsules
START VENTURE KICK SUPPORT 10/06/2011

71. Versantis AG, versantis.ch
Development of versatile antides, capable of removing diverse toxic agents from the organism and save patients from metabolic, medicine, and drug overdoses
START VENTURE KICK SUPPORT 03/02/2014

80. DEPsys Sàrl, depsys.ch
DEPsys offers a “real time” management tool for the electricity Distribution System Operators
START VENTURE KICK SUPPORT 03/02/2013

82. SwissStor12 SA, swissstor12.ch
SwissStor12 supplies advanced antenna components manufactured by 3D printing for aeronautical and space telecommunication applications
START VENTURE KICK SUPPORT 25/06/2011

83. recapp IT AG, recapp.ch
Recapp’s app allows to easily recap in person conversations through a cloud-based service that leverages speech and language technologies
START VENTURE KICK SUPPORT 01/03/2010

84. Xsensio Sàrl, xsensio.com
Xsensio develops next-generation Lab-on-Skin wearable devices that uniquely exploit biochemical information at the surface of the skin
START VENTURE KICK SUPPORT 09/03/2014

85. everyglobe AG, everyglobe.com
Everyglobe is a contemporary online travel company
START VENTURE KICK SUPPORT 28/02/2013

86. SamanTree Technologies AG, samantree.com
Development and sales of an endoscopic microscope enabling digital in-vivo histology for complete, surgical tumor removal
START VENTURE KICK SUPPORT 08/02/2012

88. AgriCircle AG, agricircle.com
AgriCircle is an online cloud system that connects farmers and their farm data with their professional network
START VENTURE KICK SUPPORT 04/02/2010

89. Designery SA, designery.ch
Development of an innovative building construction material that implements both solar energy exploitation and energy saving functions in a single element
START VENTURE KICK SUPPORT 10/02/2011

91. Winterthur Instruments AG, winterthurinstruments.ch
Measurement system for fast non-contact and non-destructive testing of industrial coatings
START VENTURE KICK SUPPORT 07/02/2010

92. THELKIN AG, thelkin.com
Characterization of orthopedic implants and other medical device
START VENTURE KICK SUPPORT 09/03/2010

93. G-Therapeutics SA, gtherapeutics.com
G-Therapeutics develops an implantable spinal stimulation system and robot-assisted training to rehabilitate spinal-cord-injured individuals
START VENTURE KICK SUPPORT 24/02/2013

94. Ava AG, avawomen.com
Ava crafts a natural and reliable technology that helps couples have a child
START VENTURE KICK SUPPORT 17/02/2014

97. KB Medical SA, kbtomedical.com
KB Medical offers a complete robotic assistance system, providing innovative and highly precise surgical solutions for spinal fusion surgeries
START VENTURE KICK SUPPORT 20/03/2013
In 2015, a total of 365 projects applied to the Venture Kick program. This represents a 5% growth compared to 2014. The number of submissions is on average around 30 per month. Approximately 73% came from the German part of Switzerland, and 27% from the French part.

63% of the supported projects originate from the Swiss Federal Institutes of Technology of Zurich and Lausanne. The remaining projects are distributed among 18 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. 70% of the applications represent information & communication technologies (software, mobile and internet sectors). Life sciences (biotech and medtech sectors) are represented with 14% of the applications. Only one out of twenty is a cleantech project, but with growing trend.

Looking at the supported projects, we count 36% in information & communication technologies (software, mobile and internet sectors) and 38% in life sciences (biotech and medtech sectors). 20% of the supported startups are from electronics, mechanics and micro/nano technologies, and 6% are cleantech projects. This proves the high quality of applications in the high-tech sectors.
APPLICATIONS

PER UNIVERSITY

- ETH ZURICH: 29%
- EPFL LAUSANNE: 21%
- University of Zurich: 9%
- HES SO: 8%
- ZFH, HSLU, FHNW, FHO, SUPSI: 15%
- University GE, LS, FR, NE: 13%
- University SG, BS, BE: 5%

PER SECTOR

- Internet/Mobile: 54%
- Medtech: 19%
- Biotech: 19%
- Electronics/Mechanics: 19%
- Software: 16%
- Others: 9%
- Micro/Nanotechnology: 2%

SUPPORTED PROJECTS

PER UNIVERSITY

- ETH ZURICH: 32%
- EPFL LAUSANNE: 31%
- University of Zurich: 10%
- HES SO: 9%
- ZFH, HSLU, FHNW, FHO, SUPSI: 10%
- University GE, LS, FR, NE: 9%
- University SG, BS, BE: 5%
- University Zürich: 4%

PER SECTOR

- Technology: 19%
- Others: 19%
- Internet/Mobile: 19%
- Medtech: 19%
- Biotech: 17%
- Software: 16%
- Cleaning/Technology: 6%
- Micro/Nanotechnology: 6%
- Electronics/Mechanics: 1%
**BIOTECH**

Customized in-silico solutions using multiple biomarkers simultaneously.

ETH Zurich, Ostermaier Martin, InterAx Biotech

3-Dimensional Cell Culture solutions for high-throughput creation of functional microtissues.

ETH Zurich, Milian Christopher, CellSpring

Introducing a new drug class for the treatment of autoimmune diseases.

Uni Basel, Herrendorff Ruben, Polyneuron Pharmaceuticals AG

An innovative droplet dispenser to make biotech experiments smaller and simpler to control.

BFH – Berner Fachhochschule, Zumbrunnen Simon, ReseaTech GmbH

Stabilized complexes for drug discovery, necessary for comprehensive drug-induced signaling analysis contributing to qualified decisions before entering clinical trials.

ETH Zurich, Ostermaier Martin, InterAx Biotech

A novel platform technology to formulate the first safe, efficient and scalable plasma-level fecal microbiota transplant product.

ETH Zurich, Tornow Maximilian, EveryCook AG

The next generation of consumable labware for the design of early stage toxicity testing.

CSEM, Angelina Silvia, SimPLinext

A platform that uses nature’s tools to make improved drug analogs.

ETH Zurich, Hubbs Jed, NeuroCycle Therapeutics

Probiotics for healthy and sustainable animal feeding.

EPF Lausanne, Sutherland Duncan, TwentyGreen AG

New processes that enable rapid development and economical manufacture of high-quality pharmaceutical products.

ETH Zurich, Gonzalez Calero Matyem, Alpine Pharmaceutical Technologies

A compact standalone system for mice that monitors and controls vital physiological parameters.

ETH Zurich, Zünd Marc, VigiTech

Replace whole liver transplantations by repopulating patient livers with transplantable liver cells.

ETH Zurich, Schwank Gerald, Regenerative liver cell therapy

Novel proprietary test kits to detect cyanide in nearly every substance without a lab, extensive training or high costs.

Uni Zurich, Kirchgaessler Benedikt, CyanoGuard

An effective and affordable home security solution empowering people to jointly build safer neighborhoods.

Uni St.Gallen, Turber Stefanie, ComfyLight AG

Ultra-fast, compact & robust spectroscopic sensors.

ETH Zurich, Geiser Markus, iRsweep

Smart training walls for soccer training, developing coordination, improving shooting and passing skills, increasing the fun side of soccer and monitor players’ evolution.

HEIG-VD – Haute Ecole d’Ingénierie et de Gestion, Vuagniaux Valentin, Sensiwall

Bringing dog health improvement to a next level.

Uni St.Gallen, Roeschke Ark, coveeo

A revolution in the way we interact with sports, starting with tennis, by introducing a new generation of integrated tactile intelligent tennis courts.

EPF Lausanne, Londono Naïk, Technis

Next-generation pressure sensors for industrial vacuum coating systems.

ETH Zurich, Kühne Stéphane, microGauge

Skye Aero is shaping the drone revolution by building safe and friendly entertainment and advertisement drones.

ETH Zurich, Moer Daniel, Aerotainment Labs GmbH

A wearable powermeter to get the most from athletes training.

ETH Zurich, Ergeneman Olga, Magnes AG

**CLEANTECH**

Solar electricity with no upfront cost.

HEPIA – Haute école du paysage, d’architecture, Design et Gestion, Desthieux Gilles, Younergy Solar SA

Enhancement of operational performances by interpretation of production data on a real-time basis.

EPF Lausanne, Rostamian Amin, DataThink

Wastewater treatment, allowing separation of inorganic salts and valorization of organic wastes.

EPF Lausanne, Juillard Frédéric, TreachTech Sàrl

A disruptive innovation in optics for solar energy.

EPF Lausanne, Coulot Laurent, Insolight Sàrl

**CONSUMER PRODUCTS**

Tasty, healthy and sustainable lunch menus using food surplus products.

Uni Bern, Bebié Remo, Zum Guten Heinrich

**ELECTRONICS, MECHANICS**

Agile remote operated vehicles that preserve human life from hazardous operations in nuclear decommissioning.

EPF Lausanne, Leister Thomas, Roseese

milKit is a novel system that allows to measure and refill sealant in tubeless bicycle tires without having to release the air pressure.

ETH Zurich, Kohler Pius, Sport Components AG

A novel flying robot which can be flown indoors and in complex environments.

EPF Lausanne, Thövez Patrick, Flyability SA

Enhancing luxury products or packaging by using their shape to redirect reflected or refracted light forming amazing, complex images.

EPF Lausanne, Testuz Romain, Rayform

A smart kitchen appliance that cooks for you.

ETH Zurich, Tornow Maximilian, EveryCook AG

A get together app that allows users to check their friends’ activities and join them instantly.

Uni Lausanne, Levy Paul-Edgar, SpeedTime

**INTERNET, MOBILE**

A user-friendly solution for end-to-end encryption and online collaboration.

EPF Lausanne, Achanta Radhakrishna, DISsenter

A FinTech startup developing asset management system in the cloud.

Uni Zurich, Gogol Krzysztof, WealthArc GmbH

Metaco brings finance to the end-user. It expands Bitcoin with a peer-to-peer trading service and acts as regulated broker to provide a variety of new assets.

Uni Genève, Treccani Adrien, Metaco SA

26
A news delivery platform coupled with a controversy-oriented social network. EPF Lausanne, Musat Claudiu Cristian, ObViz

An adventure game with an innovative setup. HEAD – Haute école d’art et de design, Bareil Marion, Tourmaline (Onirigami)

A free app that allows smartphone users to share their playlists of businesses with their friends. Uni Lausanne, Schwarz Didier, Wicard AG

The Fideliz project aims at transforming the fidelity concept for SMEs and individuals. EHL – Ecole Hoteliere de Lausanne, Ceuppens Teddy April, Fideliz Sàrl

An online opinion poll platform for publishers and advertisers. EPF Lausanne, Garçon Florent, umanytics

Connect private and corporate investors with Swiss and European companies to develop their business with the help of p2p lending. EPF Lausanne, Nowak Andrzei, wecan fund

A cloud based service with associated mobile App offering true privacy protection. EPF Lausanne, McNally David, MyPrivacy-Network

A CRM that auto-populates itself to help teams collaborate and focus on what matters. Uni Lausanne, Wiesel Jonas, Mako

A solution to enable any eCommerce business to build its customized mobile App in less than 5 minutes. EPF Lausanne, Gleich Amaury, MoonCode

A fertility band that allows for natural, reliable and convenient birth control. BFH – Berner Fachhochschule, Pascal Koeing, Ava AG

A simple and cost-effective solution for needle guidance. Uni Basel, Wetzeli Stephan, Medical Templates AG

Anti-fibrotic solutions for soft tissue repair. ETH Zurich, Biotan Simone, HYLOMDRPH AG

A technical solutions to physicians and therapists adapted to the challenges of the rehabilitation of the locomotor system. HEIG-VD – Haute Ecole d’Ingénierie et de Gestion, Faurex Aurélien, Lambda Health System SA

Safer and shorter births. PHNW – Fachhochschule Nordwestschweiz, von Siebenthal Tobias, VibWife GmbH

Appropriate medical imaging for developing countries. EPF Lausanne, Klaiber Bertrand, Pristem SA

Sensors for personalized wound care. CSEM, Schyrn Bastien, TheranOptics

A diagnostic tool to reliably identify women at risk of preterm birth. ETH Zurich, Badir Sabrina, Pregnostics

Wearable solutions for the rehabilitation of paralyzed stroke patients. EPF Lausanne, Maesseni Andrea, Intento

MICRO-, NANOTECHNOLOGY

A wearable biometric technology as an alternative solution to current authentication methods. EPF Lausanne, Vanoni Matthias, Biowatch SA

A technology that enables real-time browsing through the universe of chemical and biological information. ETH Zurich, Todoroff Nickolay, sygences - frictionless molecule discovery

A fully distributed, infrastructure-less, end-to-end secured communication solution with user privacy. ETH Zurich, Ria Devendra, esvanir

Detecting and preventing unknown software attacks. ETH Zurich, Barresi Antonio, xerlab

The most advanced and miniaturized motion sensor of its class. BFH – Berner Fachhochschule, Habegeger Benjam, Axiano GmbH

A predictive software to optimize the success of marketing, forecast consumption patterns and evolution of sales. EPF Lausanne, Hernando Alberto, SThAR

Turning historical archives into searchable information system. EPF Lausanne, Mazzei Andrea, Òdoma

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

A global platform where service providers offer available seats on their flights to service recipients. ZHAW, Burger Alexander, MyAirSeat GmbH

A product allowing people with limited body mobility to control a standard computer at a lower cost and higher flexibility than alternatives. EPF Lausanne/Idiap Research Institute, Funes Mora Kenneth Alberto, Eyeware
## FINANCES

### DIRECT STARTUP PROJECT CONTRIBUTION

<table>
<thead>
<tr>
<th>Cash Support for Startups</th>
<th>Actual 2015</th>
<th>Budget 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants of CHF 10,000</td>
<td>530,000</td>
<td>600,000</td>
</tr>
<tr>
<td>Grants of CHF 20,000</td>
<td>520,000</td>
<td>600,000</td>
</tr>
<tr>
<td>Investments of CHF 100,000</td>
<td>1,200,000</td>
<td>1,500,000</td>
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</tbody>
</table>

### INDIRECT STARTUP PROJECT CONTRIBUTION

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Review of approx. 400 project applications and feedback to the candidates</td>
<td>29%</td>
<td>28%</td>
</tr>
<tr>
<td>Connecting with investors and supporters within the jury pool and 32 jury sessions in 2015, resp. 37 in 2016</td>
<td></td>
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</tr>
<tr>
<td>Personal introductions to industry and pilot customers</td>
<td></td>
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<tr>
<td>Individual coaching supported by 37 Kickers Camps and Kickers Briefings in 2015, resp. 45 in 2016</td>
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</tr>
<tr>
<td>Written feedbacks and pitch videos; monthly reporting process; startup hotline</td>
<td></td>
<td></td>
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<tr>
<td>Press releases and articles for startups for national and international visibility</td>
<td></td>
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<tr>
<td>Promotion of startup portraits in multiple channels: startupticker.ch, Handelszeitung, startup.ch, startwerk.ch etc.</td>
<td></td>
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<tr>
<td>Business software, checklists and templates</td>
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### ADMINISTRATIVE COSTS

<table>
<thead>
<tr>
<th>Program Management</th>
<th>Actual 2015</th>
<th>Budget 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Planing / Team Management / Reporting</td>
<td>342,875</td>
<td>299,000</td>
</tr>
<tr>
<td>Promotion at all Swiss Universities / Partnerships</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management Startup Portfolio / Paybacks / Donors</td>
<td></td>
<td></td>
</tr>
<tr>
<td>IT Management / CRM / Website</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Strategy Board / Revision / Accounting</td>
<td></td>
<td></td>
</tr>
<tr>
<td>VAT [8 %]</td>
<td>115,430</td>
<td>122,320</td>
</tr>
</tbody>
</table>

**TOTAL**

<table>
<thead>
<tr>
<th></th>
<th>Actual 2015</th>
<th>Budget 2016</th>
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<tbody>
<tr>
<td></td>
<td>3,808,305</td>
<td>4,351,320</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 philanthropic initiative of a private consortium and is organized as a foundation hosted by “Fondation des Fondateurs”. As an umbrella foundation, it is monitored by the Swiss Federal Supervisory Board of Foundations.

PURPOSE
The fund’s objective is to promote entrepreneurship and support spin-offs from Swiss universities: excellent research bears a major potential for innovative business ideas which is all too often not transferred to the market. Venture Kick aims at helping these great ideas prevail at the early stage of their development.

GOVERNING BODIES

BOARD OF TRUSTEES OF FONDATION DES FONDATEURS
The board of trustees has delegated all strategic and managerial competencies of Venture Kick to the strategy board. 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, Vicepresident; 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. 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 projects during the jury sessions are all selected from the pool of 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. 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.

OPERATING TEAM
STARTUP SUPPORT: Derek Barras, André Brühlmann, Philip Hassler, Stefan Steiner, Philipp Winteler, Jonathan Vousnard; PROMOTION/COMMUNICATION: Tina Lohting, Lara Rossi; IT/ADMINISTRATION: Daniel Niklaus, Roger Hammel, Raphael Huber.
Venture Kick finalists carried great projects in 2015, such as the Zurich based startup Sport Components AG (milKit bike) and its stressless innovation for tubeless bikes.
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 2016 the following figures are planned:

- **400+ APPLICATIONS**
- **208 PROJECTS** presented in 37 jury sessions (120 stage 1 / 60 stage 2 / 28 stage 3)
- **105 PROJECTS** funded (60 at CHF 10,000 / 30 at CHF 20,000 / 15 at CHF 100,000)
- **CHF 2,7 MILLION** in financial support
- **36 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 1.5 million is needed for the 2017 / 18 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 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+ MILLION** financing volume invested in these companies
130,000 TO KICK YOUR STARTUP
Explore the business potential of your technology

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, 403 spin-off projects from 20+ Swiss universities have received CHF 16.01 million in pre-seed funding resulting in 300 incorporated companies with 3,434 jobs. The startups attracted investments of CHF 896 million so far.

The private initiative Venture Kick is financed by:

venturekick.ch