About venture leaders

Every year, venturelab selects the venture leaders teams, a selection of the most promising Swiss-based startups, for an international business development boosting program. The ten winners (the “Swiss Startup National Team”) travel to Shanghai, Beijing, Shenzhen and Hong Kong, where they attend a unique entrepreneurial and business development program. Organized in partnership with swissnex China, venture leaders consists of numerous opportunities for face-to-face discussions with leaders of the high-tech community. It offers a focused and intense program designed to provide participants with a maximum impact on their personal, business and network development.

Alumni comprise high-flying startups such as Lemoptix (acquired by Intel), Faceshift (acquired by Apple), Composyt Light Labs (acquired by Intel), or L.E.S.S. optics (#1 of the Top100 Swiss startups 2016), and many more.

More on [www.venture-leaders.ch](http://www.venture-leaders.ch)
Astrocast, Sandeep Thakur, Global Head of Business
Network of Nano-Satellites providing global M2M and IoT communication service.

BestMile, Raphael Gindrat, CEO
Enabling mobility providers to deploy, operate and scale innovative and efficient transportation systems leveraging shared autonomous vehicles.

Climeworks, Valentin Gutknecht, CBDO
Built and operates the world’s first commercial direct air capture plant, removing 900 tons of CO2 from ambient air per year.

Flyability, Xiaolin Briod-Wang, General Manager APAC
The product ‘Elios’, the world’s first collision-tolerant UAV, can fly in any hazardous places where no others can.

Lunaphore, Ata Tuna Ciftlik, CEO
Building a tumor analysis platforms performing immunohistochemistry based on a microfluidic technology.

Oviva, Kai Eberhardt, CEO
Oviva is a digital health solution for medical nutritional therapy, with proven superior outcomes to traditional approach.

Technis, Wiktor Bourée, CEO
Creating a flooring capable of sensing, recognizing and predicting all events.

Urban Farmers, Roman Gaus, CEO
A global solution for local food production. Access to healthy food has never been so close.

VIU Ventures, Peter Kaeser, CEO
VIU prescription glasses and sunglasses unite brilliant design with a transparent manufacturing process and fair prices.

ZuriMED, Xiang Li, CEO
The Bone-Tendon-Bone(BTB)-Conversion-Kit™ is an innovative medical device for human ACL reconstruction with accelerated graft to bone attachment.
ASTROCAST is a network of Nano-Satellites providing global M2M and IoT communication service. The communication terminal can be integrated in an existing asset and collected data is available on cloud subscription service. It helps clients in remote monitoring, predictive maintenance, intelligent data and geo-location services.

**Business Model**
Terminal
Annual Data Subscription
we offer terminal hardware and annual data subscription to our clients.

**Market**
FSS (Fixed Satellite Service):
- Smart Metering: Oil and Gas, Water, and Electricity
- Infrastructure and Products: Monitoring and Maintenance
- Smart Agriculture and Environmental Monitoring
MSS (Mobile Satellite Services):
- Supply Chain: Hazard goods, and Cargo Monitoring
- Land: Automotive Mobility Solutions
- Air: Drones
- Water: Maritime Vessels, Fishing Bouys
- Outdoor Adventure Gear

Close to 1 Million Annual Data Subscriptions has been obtained through LOLs

**Team**
Fabien Jordan, Co-Founder, CEO
Federico Belloni, Co-Founder, CTO
Sandeep Thakur, Global Head of Business
Mural Richard, COO
Kjell Karlsen, CFO
Julian Harris, Co-Founder, Head of Space

The team launched the first Swiss Nano-satellite in Space in 2009, called SwissCube.

**Achievements**
Advanced Satellite Platform
Access to L Band Spectrum
Proprietary communication protocol
Unique Team in Europe

**Next Steps**
Closing Seed Round $3M in Q1 2017
Opening Series A Round $8M in Q3 2017
Launch Demonstration Q1 2018

**Latest News**
ESA and ASTROCAST will collaborate on putting a nano-satellite in orbit by the beginning of next year to demonstrate low cost global M2M communication service. ASTROCAST is the core project of the Swiss startup ELSE.

**Support Partners**
Visit us at www.astrocast.net ELSE SA, EPFL Innovation Park, Chemin de la Raye 13, 1024 Ecublens, Switzerland, Email id: stthakur@else.in
BestMile enables mobility providers to deploy, operate and scale innovative and efficient transportation systems leveraging shared autonomous vehicles.

Fleet mixing autonomous and human-driven vehicles + Real-time coordination and optimization = Efficient Transportation Systems!

**COMPANY**
- Incorpor. January 2014
- 28 team members
- 3 offices

**EXECUTIVE TEAM**
- Raphael Gindrat
  - Founder
  - CEO
- Anne Mellano
  - Founder
  - VP of Operations
- Zhao Lu
  - CTO
- Undisclosed
  - CBO

**FINANCIALS**
- Bootstrapped 2.5 years
- $1.7M cumul. turnover
- $5.5M raised money
- A Round of $15M Q3 2017

**TRACK RECORD**
- 42,000 miles
- 120,000 pax transported
- 13 fleets managed

535 Mission Street
14th Floor
San Francisco
CA 94105 USA
www.bestmile.com
info@bestmile.com
+41 21 508 70 01

**CHALLENGE**
Most players have a vehicle centric approach and focus on the development of embedded technologies enabling autonomous driving whereas the true challenge lies on how mobility providers will offer services with autonomous vehicles.

**PRODUCT**
BestMile provides to mobility providers the first fleet automation platform allowing for the intelligent operation and optimization of autonomous vehicle fleets, regardless of their brand or type and managing both fixed-route and on-demand service types.

**FOCUS**
BestMile sends the right missions to the right vehicles at the right time. BestMile platform allows managing together human-driven and different brands of autonomous vehicles.

- Matching supply and demand
- Planning and scheduling
- Automated dispatching
- Ride-sharing
- Real-time routing
- Energy management

**COMPETITIVE ADVANTAGES**
- Extensive experience since 2014
- Recognized by the industry players
- Unique real-time technology
- Strong leadership

**MARKET POSITION**
BestMile has a central position to federate the industry. Thanks to BestMile, the integration between vehicles manufacturers and mobility providers is painless and fast.

2016 AWARDS
- Frost & Sullivan New Product Innovation
- Digital Top 50 : Top 10 B2B Scale-ups
- Global Urban Innovators
- Prix Strategis

**TRACTION**

**BUSINESS MODEL**
BestMile services are charged based on usage, depending on capacity:

- $3.5cts/mile for autonomous vehicles
- $0.9cts/mile for human-driven vehicles

Specific integration and customization as well as extended Service Level Agreements charged separately.
Climeworks is capturing CO₂ from air with the world’s first commercial carbon removal technology. Our direct air capture plants remove CO₂ from the atmosphere to supply to customers and to unlock a negative emissions future.

We built and operate the world’s first commercial direct air capture plant, removing 900 tonnes of CO₂ from ambient air per year. Our plants capture atmospheric carbon with a filter, using mainly low-grade heat as an energy source.

The pure CO₂ gas is sold to our customers in key markets, including: commercial agriculture, food and beverage industries, the energy sector and the automotive industry. Customers utilise this atmospheric CO₂ in carbonated drinks or for producing carbon-neutral hydrocarbon fuels and materials. By using Climeworks’ CO₂, our customers can reduce their overall emissions as well as lowering their dependence on fossil energy. Our plants are modular, scalable and can be located independently of emission sources, allowing security of supply wherever there is atmospheric air.

Importantly, our plants can be utilised for negative emissions, which will be vital in the quest to limit a global temperature rise of 2 °C. Compared to other carbon removal technologies, direct air capture does not depend on arable land, has a small physical footprint, and is fully scalable.

**Founders:** Jan Wurzbacher, PhD, Co-CEO, Board Member
Christoph Gebald, PhD, Co-CEO, President

**Team:** 40+ employees, worldwide largest team of experts in the field

**Funding:** Series D in Q2 2018, raised $20 M to date in three financing rounds and through grants

**Contact:** contact@climeworks.com
Birchstrasse 155
CH-8050 Zürich

**Vision:**

*Capture one percent of global emissions by 2025*
At Flyability we believe that robots, instead of humans, should be sent in hazardous places and dangerous situations.

PROBLEM
In many industries, a lot of complex or dangerous places should be inspected regularly, in particular confined spaces. Unfortunately, no robot or drone can be used because of the obstacles and the complex environment. So, we still have to send humans and use scaffolding or rope access to perform inspections, which is dangerous, takes a long time and is very expensive.

UNIQUE SOLUTION
Our product ‘Elios’, the world’s first collision-tolerant UAV, can fly in any hazardous places where no others can. It is a real game changer for the inspection professionals. Elios can help do the inspection

- **SAFER:** No worker in a dangerous place
- **FASTER:** Saves downtime
- **CHEAPER:** Saves scaffolding or similar fees

MARKET
Since the launch of Elios, many industries started using this new technology. We received the trust of many big groups in several industries:

- Energy
- Oil & Gas
- Maritime
- Security
- Search & Rescue
- Civil Engineering

And every day, we continue to discover new markets and new applications.

FEATURES
- Integrated payload
- On board lighting
- Continuous operation
- Protective frame
- Post mission review

Flyability SA
AV de Sevelin 20
1004 Lausanne
Switzerland
info@flyability.com
Patented Technology

Safe drones for operating indoors, in complex and confined spaces, and in contact with people

COMPANY
- Founded on October 2014 by Adrien Briod / Patrick Thevoz
- 45 FTE (growing)

PRODUCT: ELIOS
- First collision-tolerant UAV
- Launched on May 2016
- **100 units** sold in 2016
- More than **$ 2 M** turnover

FINANCIALS
- **$1.4M** Non-dilutive funding from prizes in 2014-2015 (incl. $ 1 M drones for good award), grants and founder’s investment
- **$1.2M** seed money in 2 rounds
- **$4.3M** in Series A in 2016

AWARDS
- **3rd** Startup at TOP 100 Swiss startup
- Winner of Drone for good
- VentureKick 3, De Vigier, FIT Loan, Venture 2015, PERL, prizes winner

NEXT MILESTONES
- Triple digits growth in 2017
- Open one US representation
- One person based on APAC

Flyability SA
AV de Sevelin 20
1004 Lausanne
Switzerland
info@flyability.com
Patented Technology
Next Generation Tissue Diagnostics

Tissue diagnostics is a key enabler of personalized medicine. The increasing number of cancer cases multiplied by the growing number of tests required per patient exploded the need for such tests. However, current slow and inefficient technologies cannot answer this need.

Who is Lunaphore? We build laboratory automation systems for tissue diagnostics, based on a unique microfluidic technology. Our mission is to disrupt the field by fundamentally changing the time & resource driven nature of tissue biomarker tests.

We bring technology breakthrough
- 10 to 20x faster assays
- Highly scalable
- 9 years of R&D at Swiss Institute of Technology

Fastest system for tissue diagnostics
Shortest turn-around-time
30 min vs. 3h30 market leader
>2x lab productivity: a patient case in 2 hours

Highest throughput
5x compared to market leader
5 to 10x less equipment is needed

Best assay automation technology
Medical Value
Unique quantitative staining

Highest quality assays
Reproducible and uniform assays with definitive border
No oil, coverglass or cross-contamination.

Medical Value
Unique quantitative staining

High-growth market
The tissue diagnostics market is projected to double within the next 5 years due to an increasing need for personalized medicine.

LUNAPHORE TECHNOLOGIES SA
EPFL Innovation Park, Batiment C
1015 Lausanne, Switzerland.
www.lunaphore.com
contact@lunaphore.com
+41 21 353 58 10

FOUNDERS
Dr. Ata Tuna Ciftlik, CEO, Chairman
- 10+ years exp. in biomedical microsystems development
- >20 publications & 6 patents

Dr. Diego G. Dupouy, CTO
- 6+ years exp. in microfluidic diagnostic systems
- 12 publications & 3 patents
- Previously at IBM Research California

Déborah Heintze, COO
- 4+ years experience
- Bioengineer EPFL & Harvard-MIT division of health sciences
- Previously at EPFL Tech Transfer

TEAM STATISTICS
Core Team
14 FTEs: 60 years combined experience
5 PhDs, 8 MSc.

Collaborative Research Team
5 FTEs: 3 Post-Docs, 2 PhD students

Advisory Board & Consultants
6 Advisors - 100+ years combined exp. Manufacturing, Sales & Marketing, Finance, Pathology

4 Consultants – 50+ years combined exp. Regulatory, Legal, IP, and Management

IP & CLINICAL DATA
4 patents & 2 trademarks
Microfluidic tissue processor is protected by portfolio of 4 patents.

Clinical Data
Published data with 100+ patients
3 Publications in top-notch journals

Field Tested
With 200+ cases at 10 different sites.

FINANCIALS
Raised so far
CHF 6M
Now closing
CHF 3.7 M 2017Q1

Open
Series B
CHF 10 M 2018Q2

Visit us at www.lunaphore.com
**Technology enabled Medical Nutritional Therapy**

**Context:** Medical Nutritional Therapy is essential part of the medical care pathway for patients with eating related disorders such as obesity, diabetes, cardiovascular disease and food allergies. It is highly cost-effective in reducing follow-on medical costs.

**Approach:** Oviva is a digital health solution for medical nutritional therapy, with proven superior outcomes to traditional approach. We connect therapists with their patients via an app for better communication and tracking important information for their treatment such as nutrition intake, medications, weight and activity. An expert system supports the therapist.

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**Oviva solution**

<table>
<thead>
<tr>
<th>Therapist with electronic medical record</th>
<th>Patient app</th>
<th>Connected to trackers</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1.png" alt="Therapist icon" /></td>
<td><img src="image2.png" alt="Patient app icon" /></td>
<td><img src="image3.png" alt="Tracker icons" /></td>
</tr>
</tbody>
</table>

**Expert system** for automated reminders, image recognition and treatment pathway

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**Business model:** Oviva licences the technology to medical providers and health insurers for an annual fee. We also provide direct dietitian services to patients, where possible. We deliver customised disease management programs and can integrate with existing technology infrastructure.

**Successes:** Over 15'000 patients were treated to date with our system, across c. 250 community clinic locations in four countries. We won multiple awards for our service, have strategic partnerships with German Society for Nutrition and British Dietetic Association, an academic advisory board with leading European KOLs and count many leading hospitals, health insurers and the UK National Health Service (NHS) as our clients.

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<table>
<thead>
<tr>
<th>Greatly improved medical results</th>
<th>Partners &amp; references</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Bodyweight loss at 4-12 months (% change)</strong></td>
<td><img src="image4.png" alt="Nestle Health Science" /></td>
</tr>
<tr>
<td><img src="image5.png" alt="Graph" /></td>
<td><img src="image6.png" alt="NHS" /></td>
</tr>
<tr>
<td><strong>HbA1c reduction at 4-12 months (%-point change)</strong></td>
<td><img src="image7.png" alt="Imperial College London" /></td>
</tr>
<tr>
<td><img src="image8.png" alt="Graph" /></td>
<td><img src="image9.png" alt="BDA" /></td>
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</tbody>
</table>

**Note:** Patients were not randomized and could choose treatment with or without app. This could result in a selection bias. **Bodyweight loss:** 32 patients w/ obesity; baseline BMI average 36 kg/m² traditional and 35 kg/m² Oviva group. Standard deviation of 6% in both groups. **HbA1c:** 32 patients w/ type 2 diabetes. Standard deviation 0.5% and 1.2% in traditional and Oviva, respectively. Error bars indicate 68% confidence interval for average measurements.

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www.oviva.com  contact@oviva.com  +41763941029
Technis opens a new channel of data generation: through **tactile floorings**, now capable of sensing, recognizing and predicting events. The USP of our services lies in the combination of high precision, non-intrusiveness and flexibility.

**THE PROBLEM**
Knowing the exact amount of people in a building is paramount to security services - so as to make sure an evacuation was complete or to make sure the allowed threshold of visitors is not surpassed. The highest precision (roughly 90%) is reached when using camera-based systems. Those systems however are intrusive and are fixedly installed and are thus not suitable to facilities with variable spatial arrangement. Today most infrastructure rely on estimations made by security personnel or ticketing service.

**TECHNIS’ SOLUTION**
The product consists of a combination of non-intrusive, flexible and precise sensing systems and efficient user interface.

- **real-time** people counting
- **alarm offset**
- **staff management optimisation** - by merging staff presence on visitor flux
- **marketing optimisation** - by verifying relative marketing efficiency

**COMPETITIVE ADVANTAGE**
We offer the unique combination of **high-precision** (as opposed to Radar, IR, …), **flexible** installation (as opposed to cameras) and **non-intrusive** technology (as opposed to Wi-Fi based systems and cameras). As opposed to the direct competitor, our system is easier to install and is capable of recognizing various events (baggies, adults, children, …) through deep learning algorithms.

**THE TECHNOLOGY**
The system is based on our daily interaction with the flooring and consists of a multi-touch **sensitive surface** which blends in seamlessly to any carpet / synthetic flooring. The resolution allows for precise event recognition. Fitted with **deep learning algorithms**, the system thus recognizes the direction of movement, the fall of a person on the floor, differentiates children from adults, buggies from wheelchairs, etc.

**THE MARKET**
Technis targets and customers are facilities managers (retail, bank, exhibition centers, public transportation). Technis also opens its application of **flooring as a service** in

**MANAGEMENT**
- Wiktor Bourée, co-founder & CEO
- Laurent Binetti, VP Sales
- Martin Hofmann, co-founder & CTO
- Kiliko Caballero, VP Products & Solutions

**AWARDS & SUPPORT**
- Swiss Startup Award
- START Lausanne Contest
- Venture Kick Stage I & II & III
- EPFL Innovator
- PERL - Technologies in Sport Award
- Swiss Regional Support from SPECo
- MassChallenge Finalist 2016

THIS DOCUMENT IS CONFIDENTIAL
UrbanFarmers: A champion in urban farming
A global solution for local food production. Access to healthy food has never been so close.

UrbanFarmers AG, Switzerland

- Founded and incorporated 2011 in Zurich, Switzerland, as a spin-off of Zurich University of Applied Sciences (ZHAW)
- Brought niche technology re-circulating Aquaponics from the lab into technical and commercial proof-of-concept
- Currently 3 urban farms under management in the EU
- Built presence in the US East Coast (NYC) and in LatAm (Brazil)
- Raised 10m CHF in funding
- Pipeline of 50+ farms in development, valued EUR 50m+

Urban Farms

- Urban farms provide consistent, year-round supply of organic, fresh fish, a large variety of vegetables and herbs, which contain ZERO antibiotics, pesticides, herbicides and are GMO free
- Urban farms can be built on rooftops, vacant lots or on water. Our concept is universally applicable and highly scalable.
- Urban farms combine production with a concept for hospitality, tours and event connecting our consumers with what they eat.

Contact: Roman Gaus, Founder & CEO, roman@urbanfarmers.com, Tel. +41 79 938 56 93
VIU prescription glasses and sunglasses unite brilliant design with a transparent manufacturing process and fair prices.

The collections are designed in Switzerland by Fabrice Aeberhard, VIU’s Creative Director. Each individual pair is then crafted in more than 80 manual steps at a traditional manufacturer in the Italian Dolomites or on Honshu Island in Japan.

By delivering directly from the manufacturer to the customer, VIU offers high-quality design and sustainable products at revolutionary prices: VIU glasses including prescription lenses are available from EUR 165 / CHF 195 and sunglasses from EUR 145 / CHF 175.

VIU collections are available in VIU stores throughout Germany, Austria, and Switzerland; online at www.shopviu.com; and in selected partner stores. The first stores in Scandinavia are planned for Summer 2017.

**CONTACT**
www.shopviu.com

**MANAGEMENT**
Kilian Wagner, CEO
Peter Kaeser, CFO
Fabrice Aeberhard, Creative Director
Johannes Heinrich, Managing Director DE/AT
Problem

Although knee ligament reconstruction is performed almost a million times per year worldwide, a diverse range of techniques is employed in the clinic – a situation that almost always indicates that no technique is ideal. This suspicion is confirmed by clinical evidence, with highly variable long-term clinical outcomes after knee ligament reconstruction. Despite the fact that a majority of patients elect for reconstructive surgery (a stable knee is important to an active lifestyle), the socioeconomic benefits of the procedure are hotly debated by both clinicians and insurance companies. In short, current medical treatments for knee ligament repair leave substantial room for innovation. Bone-Tendon-Bone (BTB) and hamstring autograft are the most widely used graft choices for knee ligament reconstruction. A BTB approach offers higher performance in terms of faster and stronger healing, but at the cost of potentially severe pain at the graft extraction site. The hamstring grafting approach is less painful, but with lower performance attributable to slower healing with higher pullout risk. All existing clinical approaches represent a forced compromise choosing between postoperative pain at the graft source and mechanical stability of the reconstruction.

Solution

The Bone-Tendon-Bone (BTB)-Conversion-Kit™ is an innovative medical device for human ACL reconstruction, which effectively upgrades a less painful hamstring graft into a higher performance BTB-like graft, with accelerated graft to bone attachment. The device requires no special instrumentation or additional surgical training, facilitating its adoption in the operating room. The potential benefits for the patient are immediately recognizable to the surgeon and patient. Please refer www.zurimed.com for more information.

Market

There are 2.6 million ACL injuries worldwide each year. Nearly 1 million knee ligament reconstructions performed each year globally, with a market of USD 2 Billion and growing at a rate of 7-9% annually. This market is currently dominated by a few key players (Arthrex – 38%, Smith & Nephew – 28%, Johnson & Johnson – 17%). Considering the different regulatory requirements in different markets, we will start with European market at the beginning, and then expand to China and US market accordingly. Considering the rapid rise of the Chinese middle class population, more and more Chinese people are currently turning into a sportive lifestyle, and they are willing to and able to invest more on the healthcare. Thus, the sport medicine market in China is rising rapidly in the coming years.

Company

ZuriMED Technologies AG is specialized in orthopedic biomechanics and sports medicine. The team originated in the Laboratory for Orthopedic Biomechanics at the Hospital Balgrist and ETH Zurich. The first product - BTB-Converter™ (Class III) is expected to be CE marked and available to the clinic by late 2017. The second product – Button/Loop Fixation System (Class IIb) is expected to be CE marked by middle 2018.

We have raised CHF 2.1M seed fund in total, which allows us to transfer this technology into clinical application under European regulatory pathway. We are seeking for Series A round of CHF 6M by middle 2018 for pushing European market sales and registration of five additional CE marks of pipeline products to expend the portfolio. In parallel, we are also seeking opportunities and partners for Chinese market entry.