ventureideas@EPFL
Swiss ways of building start-ups

Robin Cornelius
Founder and Executive President of the Board Switcher

Hubert Lorenz
Founder and CEO Mimatoc

Dominik Grolimund
Co-founder and CEO Wuala

April 22nd, 2010
from 13h15 to 16h30, PO - Polydôme, EPFL

Mandatory registration: www.venturelab.ch
Agenda

13h45 Welcome message

13h50 How to be centered & gather others towards the same vision
   Robin Cornelius Founder, Switcher

14h15 Mimotec: a successful story
   Hubert Lorenz Founder and CEO of Mimotec

14h40 Networking Break

15:10 Elevator pitches competition by the venture leaders 2010

15:50 Wuala: an M&A tale for a Swiss start-up!
   Dominik Grolimund Co-founder and CEO of Wuala

16:15 Closing word and pitch competition winners announcement
Elevator Pitches

Rules:

- 2 minutes for a presentation (sign after 30 sec.)
- One slide but we are here to listen to you!
- Convince the public with your idea and your enthusiasm
- Use the opportunity to demonstrate the value for your idea and to convince future partners, investors, employees.
Rémi Charrier
Today:

Miniature guides for the future of brain surgery

Venture Ideas
Rémi Charrier, CEO
22/04/2010
Benoît Dagon
We help researchers in nanotechnologies and life science to get faster and more reliable results by providing them with intuitive and flexible micromanipulation solutions.

The miBot is
- Ultra compact
- Highly accurate
- Travels on large range
- Highly modular
- Versatile
- Incredibly easy-to-use
Why diagnosing an allergy?

Over 100 million people suffer from allergies in Europe

Market: CHF 3 billion in 2009

Our solution:

Personalized allergy profile

Patient sample  abioDISC™ for 12 patients  abioSCOPE™ mounted in the physician’s computer

© Copyright Abionic April 2010
Nina Geib
A Synthetic Approach to Vaccine Design

- Auto-immune diseases
- Chronic human diseases
- Parasitic diseases
- Bacterial diseases
- Viral diseases

Future vaccine disease areas

SVLP-vaccine platform

Traditional vaccine disease areas

New generation vaccines

- Participate in the most rapidly growing segment of the pharma market
- Serve the needs of millions of patients worldwide
Our technology enables the world's first mouse-scanner

**Computer mouse & high quality scanner**
- Portable, zero space scanner
- Easy to use, intuitive, and fast
- Freedom of scan
- Works with any application
- Personalization through apps

Scanning could become a standard feature of every computer mouse

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**Dacuda's patent-pending scan technology**
Real-time, video-stream stitching with low-cost cameras.
Replaces traditional scan technology, enables new application fields, and enables hand-held devices to scan.

http://www.dacuda.com
• **Industry:** Laboratory Instrumentation

• **Market:** Research labs in Neuro- and Cardiac Science

• **Need:** Record electrical signals from as many cells as possible in a cell culture

![APSMEA](image1) high spatial resolution  
![BioCAM4096](image2) large cell networks  
![BrainWave™](image3) efficient analysis

• **Competitor’s** (e.g. MCS, Ayanda, Axion) technology limits the # of cells to monitor

• **USP:** Measure 10000s of cells more relevant information/experiment saves money and increases researcher’s visibility (e.g. more grants and publications)

• **Partner:** CSEM and Italian Institute of Technology

• **Action:** Industrial prototype ready, agreement with distributor, successful lab demonstrations …. and heading for first sales now
Emanuela Keller

NeM0Devices
Insights from inside the Brain

Product

- **The problem**: Stroke, brain injury & sleep apnea syndrome are leading causes of death & disability
- **The solution**: Monitoring brain perfusion and oxygenation applying light
- Developed by physicians for physicians

Market and business model

- **Business model**: “razor blade”
- **Market size**: 1250 Mio CHF/y

Milestones

- **IP`s**: 2 patents granted
- **Prototype**: June 2009: 1st time in patients brain. Pioneers Intensive Care
- **Financial need**: 5.5 Mio CHF
- **Exit**: Trade sale up to 2012

Contact: www.nemodevices.com info@nemodevices.ch Tel. +41 79 60 253 06
Christopher Latkoczy

nanolytix

because small things count
spin-off company of ETH Zurich
Nanoparticles - Chances & Risks - Solution

- Drinking water
- Waste water
- Mineral Water

- R & D
- Pharma
- Chemistry

- Production
- Declaration

LEGAL - QUALITY & EFFICIENCY
Developing safer drugs faster

In each of these hanging drops …

… grows a 3D liver microtissue …

… which helps our customers to identify toxic substances.

Patent pending platform

2x to 50x better than competition

1st chronic in-vitro liver tox as pilot at Novartis
Hicham Majd

labseed
Advanced Medical Engineering
The problem. Our bodies react to medical implants

The Solution. A SMART coating that:

- Increases lifespan of the implants
- Reduces pain and surgeries
- Increases quality of life of patients

(Pittet et al, 2005)

labseed sàrl, Parc Scientifique (PSE-C) EPFL, CH-1015 Lausanne
Frederic Mauch
### BioApply: From distribution to proprietary technology

<table>
<thead>
<tr>
<th>Model</th>
<th>Bags</th>
<th>BioSlipper</th>
<th>BioResin</th>
<th>Licensing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Explanation</td>
<td>Value added Sales &amp; Distribution &amp; services</td>
<td>Production, Marketing and Sales of BioSlippers</td>
<td>Production, Marketing and Sales of Raw Material for BioSlippers</td>
<td>Out License Technology and Concept to other fields</td>
</tr>
<tr>
<td>Why</td>
<td>Brand awareness Cash generating</td>
<td>1st application: Show technical and commercial success Tease themarket</td>
<td>Expansion</td>
<td>Wider Expansion</td>
</tr>
<tr>
<td>When</td>
<td>Now 1 mio CHF</td>
<td>Q3 2010</td>
<td>2011. Reliability in production</td>
<td>2012 Mature Technology and proper protection and support</td>
</tr>
<tr>
<td>To Whom</td>
<td>Retailers, brands, admin</td>
<td>Distribution</td>
<td>Raw material suppliers</td>
<td>Brands</td>
</tr>
<tr>
<td>Revenues in 2013</td>
<td>4.2 mios</td>
<td>0.5 mios</td>
<td>3.1 mios</td>
<td>0.6 mios</td>
</tr>
</tbody>
</table>
Samuel Mueller

MIRASENSE
mobile product interaction
ScanDK | Patent-pending barcode recognition

- Very fast and accurate
- Scans from various angles
- Also works without autofocus
- For all main platforms
  - Alternative to laser scanners
  - Enables novel applications
goldenMMA
Revolution in Microscopy
The Google™ maps of Life Sciences

from Nightmare to Enlightenment
Johannes Reck
GetYourGuide is a booking platform for tours, attractions & activities

- Supplier driven inventory of local travel products
- No setup fees, GetYourGuide works on a commission basis
- Products are sold directly and through partner network
Marc Rocklinger

POWER INSOLES
FOR EVERYDAY LIFE
Intelligent Insoles for Diabetes
Marc Rocklinger, CEO  Power Insoles

- 30 millions ulcers, CHF30'000
  => 1 amputation every 30 seconds
- Plantar pressure feedback
  => monitoring & prevention

Patented sensors

wireless

Innovation Trophy  Top25 Business Idea Finalist
Tej Tadi

MindMaze
MindMaze

Clinical Trials Patent

When

What

Virtual Reality Rehabilitation

How

Why

Montonous Expensive Prognosis Feedback

Who

Hospitals (CHUV), Clinics - 67 billion (USD) - 700,000 patients/yr (US)
70 % Partial Recovery

3D Graphics & Brain Activity
Arik Zucker

Qvanteq

smart medical technology.

© www.venturelab.ch - un programme de l'Agence pour la promotion de l'innovation
A promising clinically superior alternative to today's coronary artery stents against heart attacks

Facts & figures

- Looking at a $7.7bn ww market (4.5 Mio units), capturing 5% within 5 years
- About to close 1st financing round ~2.5 Mio CHF / KTI-grant
- Functional model in collaboration with ETH
- 3 patent applications
- Complementary and motivated Team as well as professional collaboration partners

Source: