



Venture Leaders China 2020

2020 瑞士初创企业路演

Group 1: Agritech, Foodtech, Cleantech
项目组1：农业科技、食品科技、清洁技术

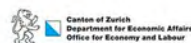
企业介绍

STARTUP BROCHURE

Organizers 主办单位



Partners 协办单位





AgroSustain SA

We replace chemicals with biological fungicides

www.agrosustain.ch



Founded in: **2018**

9 employee(s)

Funding Stage: Series A

Company Valuation: 15 Mio. USD

Olga Dubey

olga.dubey@agrosustain.ch

Chief Executive Officer

Company Introduction

AgroSustain, a spin-off from the University of Lausanne, launched in May 2018 – a one-stop-shop solution for biological plant protection. We aim to reduce food waste and support organic food production by developing farm to fork solutions, like biological fungicides and coatings. Our products permit to maintain high food quality in the entire logistic chain.

Core Technology & Product/Service

AgroSustain built two patent families to protect its first natural fungicides. Currently, it is in the process of filing four patents for its new pipeline of biological fungicides and biological coatings. AgroSustain initiated the certification process for its Active Ingredients and established highly effective product formulations when applied in the field, e.g. grapes. The biological coating of AgroSustain is currently undergoing efficacy studies with a number of the largest EU retailers and distributors.

Business Model & Strategy

AgroSustain will perform upscale production leveraging on the capabilities of its partners located in selected geographies. Differentiated product offerings by crop type should generate margins more in line with competitors operating in the post-harvest solutions. Therefore, AgroSustain is forecasting to generate a gross margin in a range of 60% - 80%. AgroSustain is aiming to sell its product through well-established distributors in selected AgriTech markets, e.g. Nutrien - US or directly in the EU.

China Market Expectation

AgroSustain is looking forward to identifying new partners to conduct certification of our products for the Chinese market and meeting early adopters, such as food producers/distributors and retailers to conduct pilot trials for validating the efficacy of our biological solutions.

AgroSustain is initiating its Series A round and aiming to secure CHF 7 Mio. We are open to specialized Agri or Food Tech VC and strategic investors from China and abroad.

Team Structure

AgroSustain's team is composed of 9 employees with 5 PhD's. The team is split among five professionals focusing on R&D and four on the commercial and financial side. Represented by Dr. Olga Dubey - Founder, Chief Executive Officer, Chairwoman - Ph. D. in plant pathology, and multiple business training, PD. Dr. Sylvain Dubey - Co-Founder, Chief Technology Officer, Board member - Ex-group leaders at the UNIL and Mr. Frits Vranken - Head of Business development and corporate strategy - Ex-Senior VP of Business development and corporate strategy at Japanese tobacco.

Organizers



Partners





Bluetector AG

Easy, reliable and low-cost manure treatment

www.bluetector.com



Founded in: 2012

6 employee(s)

Funding Stage: Series C

Company Valuation:

25 Mio USD

David Din

david@bluetector.com

Chief Executive Officer

Company Introduction

In limited quantities, manure is a valuable fertilizer. However, the global volume of manure has become a problem. Bluetector has developed a low-cost process for the purely biological treatment of manure. The manure is simply turned into water. The treated water is ideal for irrigation. This is a perfect solution as water is becoming increasingly scarce for agricultural usage. Hence, Bluetector's technology has the potential to reduce harmful methane and nitrous oxide emissions by 977 million tons of CO2 per year - that is over 2% of the total global greenhouse gas emissions per year.

Core Technology & Product/Service

The technology of our BlueBox Ultra is similar as in a municipal wastewater treatment plant, using nitrification and denitrification, but also anommox. We have strongly improved the technology in order to work with extremely high concentrations of nitrogen which are normally toxic for any biological treatment.

Our IP is based on our process, on several inventions for the construction of the system that make the daily operation easier, and on our proprietary bacteria that have several crucial advantages compared with conventional bacteria.

Business Model & Strategy

Bluetector is offering a Build, Operate and Maintain business model to its clients.

- Build: supervision of the biology tank construction
- Operate: Bluetector technicians remotely monitor and control all the clients' systems
- Maintain: technical support ensured to clients by our technicians

This model grants recurring cash flows while limiting the investment for Bluetector.

China Market Expectation

Our target clients in China are pig farms, cow farms, and biogas plants.

We are looking for a strategic partner to offer our products and services in China through a licensing agreement or through a mutual company in China. We expect that our Chinese partner will also become a shareholder at Bluetector AG through a direct investment.

We are also open to purely financial investors who want to invest in Bluetector AG. We are looking to raise USD 5-10 Mio.

Team Structure

Founder / CEO: David Din, serial wastewater entrepreneur; Chief Technology Officer: Frank Lamparski, civil engineer with over 30 years of experience with planning and construction of large projects (wastewater treatment plants, incineration plants, hospitals) in Europe and in China.

Board: Dr. Stelios Papadopoulos, Chairman; Marc Hayard, Vice Chairman; David Din, Director.

Organizers



Partners





Daphne Technology SA

Enabling air pollution control with nanotechnology

daphnetechnology.com



Founded in: 2017

10 employee(s)

Funding Stage: Series B

Mario Michan

mario.michan@daphnetechnology.com

Chief Executive Officer

Company Introduction

In order to mitigate climate change and alleviate pollution, Daphne Technology enables commercial ship owners to comply with new marine air emission regulations, while reducing their environmental impact with our nanotechnology-enabled exhaust gas purifier. More feasible, affordable, and less harmful to our ecosystem.

Core Technology & Product/Service

Our new technological platform, based on nanotechnology and electron beam flue gas treatments, addresses major pollutants coming from the shipping industry: CO₂, SO_x, NO_x, and CH₄ (methane slip), providing a clear route to further regulatory compliance whilst adding a significant contribution to global decarbonisation. At the end of the dry cleaning process of molecular reconstruction, we produce a valuable agricultural fertiliser, contributing to a circular economy model and further reducing net global GHG emissions.

Business Model & Strategy

Daphne Technology manufactures and sells exhaust gas purifying systems to reduce SO_x, NO_x, and PM directly to ship owners (existing ships and new constructions). Daphne's CH₄ (methane slip) reduction system is targeted to both LNG engine manufacturers and ship owners/operators. Daphne provides a one-stop shop solution to our customers with its plug-and-play SulPure® system.

China Market Expectation

Marine industry stakeholders, such as shipyards, ship builders, ship owners, and operators are interesting partners. We are also initiating our Round B financing and are looking to raise CHF 10-15 Mio in China.

Team Structure

Mario Michan: Founder & CEO - 7 years in the marine industry, technical (PhD) and business background. Henrik Westermark: CTO - 20 years working in research and development with leading companies, including SAAB and TTS, and major shipyards and ship owners. Neil Anderson: CMO - 25 years commercial activities with marine products for leading companies, including DuPont and BASF. Graham Valentine: Board member - leading expert in Sino-Western relations. Inge C. Paulsen: Chairman - experienced CEO and chairman in maritime technology businesses.

Organizers



Partners





NEMIS Technologies

Empowering Lab-Free Diagnostics for a Safer World

www.nemistech.com



Founded in: 2018

7 employee(s) :

Funding Stage: Series A

Arnaud Muller

arnaud.muller@nemistech.com

Chief Executive Officer

Company Introduction

NEMIS TECHNOLOGIES is a Swiss diagnostics company transforming microbiological detection in the fields of food safety, clinical diagnostics, animal health and water safety. We empower users to minimize risk by providing a unique lab-free detection system that is simple to use.

Core Technology & Product/Service

At the very core of NEMIS' solution is the patented AquaSpark technology which brings the proven chemiluminescence technology into microbiology applications for the phenotypic detection of a wide range of microorganisms (bacteria, viruses, parasites, fungi...). The easy-to-handle point-of-care procedure guarantees a smooth user experience from sampling to result. Simple-to-use instrumentation (luminometer) and low-cost consumables.

Business Model & Strategy

NEMIS' development strategy is focused on the realization of diagnostic kits for targeted bacteria; first priorities are some of the most widely spread pathogenic bacteria in food production environments. The team has a strong focus on implementation and rapid market access: the launch of the first kit (*Listeria monocytogenes*) is planned for Q4, 2020. A network of distributors will be established for international sales. Our technology platform will afterwards be leveraged to target other attractive markets such as clinical diagnostics.

China Market Expectation

The Chinese market is one of NEMIS' top priorities in our global expansion plans. We hope to meet potential commercial partners for our first kits. We are also currently exploring market opportunities in the fields of medical diagnostics or animal health; we expect to be able to build and finance new R&D collaborations with Chinese partners to advance this technology platform in critical areas for human health.

Team Structure

Arnaud Muller (CEO): Life Sciences industry experience, international alliances, go-to-market strategies
 Mario Hupfeld (CSO): molecular biologist, food-borne pathogens
 Urs Breitenstein (CFO): start-ups financials, funding
 Hella Gourven (Head of Marketing): new product launches
 Daniel Baer (Head of Operations): build-up of full supply chain from scratch

Organizers



Partners





SwissDeCode AG

Secure and Build Trust in the Food Supply Chain

www.swissdecode.com



Founded in: 2016

17 employee(s)

Funding Stage: Series A

Gianpaolo Rando 冉坚博
Co-founder and CTO

hello@swissdecode.com

Company Introduction

SwissDeCode helps food manufacturers to grow and produce high-quality food.

We offer real-time certification of products and premises with a simple DNA detection platform.

Our accredited processes test for specially targeted DNA, providing actionable results in 30 minutes.

SwissDeCode already works with big multinationals, helping them to launch new products faster and to secure their supply chain.

Core Technology & Product/Service

We disrupt the process of sending samples to the lab by offering an equivalent certification platform at the customer's premises. The user experience is like an Espresso machine with a capsule, and it is made possible thanks to patented technology that simplifies the DNA testing process. Examples: testing the purity of A2 milk, testing for COVID-19 contamination.

Business Model & Strategy

Our business model is equivalent to customers using a photocopier. We charge per certification line whilst retaining control of our fleet of machines. Every food company in the world needs fast certificates but we are targeting the 10 largest. We form partnerships with equipment suppliers in specific business segments (i.e. dairy) to reach their thousands of customers.

China Market Expectation

We are looking for channel partners. We are able to provide a case study with an international customer "X" who produces food in China. We are asking our partner to develop the market by selling the case study to other customers, including all suppliers of customer "X".

Team Structure

The founding team has over 50 years of experience in bringing new technology to the market.

Brij Sahi, CEO - international B2B sales experience. Has opened new markets and closed deals for disruptive technologies in Europe, China, and America. Experience in 5 start-ups, and successfully exited 3 of them.

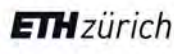
Gianpaolo Rando, CTO - is the Co-Inventor of the patent and has brought 3 start-ups in the food sector to the market.

Board Members include Elmar Wiederin, former CEO at Boston Consulting Group.

Organizers



Partners





Venture Leaders China 2020

2020 瑞士初创企业路演

Group 2: Biotech, Medtech, Instruments
项目组2: 生物技术、医疗技术、仪器设备

企业介绍 STARTUP BROCHURE

Organizers 主办单位



Partners 协办单位





Elthera AG

Tailored cancer therapies

www.elthera.com



Founded in: 2016

2 employee(s)

Funding Stage: Series A

Company Valuation:

15 Mio USD

Anne Schmidt

anne.schmidt@elthera.com

Chief Executive Officer

Company Introduction

Elthera develops antibody therapies for the treatment of cancer, using two approaches for an enhanced anti-cancer effect by distinct mechanisms of action: a T cell engaging bispecific antibody and an antibody-drug conjugated for targeted tumor-cell killing.

Core Technology & Product/Service

Elthera AG is developing antibodies against the novel target L1CAM, an adhesion molecule whose expression is strongly correlated with an aggressive tumor phenotype and poor prognosis in various types of cancer. Inhibition of L1CAM targets many mechanisms of tumor progression, such as resistance to chemotherapy, escape from immunological control, formation of new blood vessels, tumor growth and metastases formation.

Business Model & Strategy

Elthera will develop the lead candidate molecule to clinical proof-of-concept and will then transfer the project to a pharma company active in oncology for full development and marketing. We will do this either on our own or in collaboration with a partner under a development agreement

China Market Expectation

Target partners are pharmaceutical companies active in the development of antibody based therapies in oncology, preferable companies with experience in the development of ADCs or bispecific antibodies. Additionally we are looking for investors investing in early stage biotech companies (Series A). Series A financing round will be initiated in early 2021 with the aim to raise USD 15 Mio for the preclinical development.

Team Structure

Founders: Anne Schmidt, CEO - Gunther Spohn, CSO - Jacques Gaudreault, Founder and Board member; each one with more than 20 years of experience in developing biological compounds to clinical proof-of-concept from both working in biotech (e.g. ESBATech) and pharma (e.g. Novartis, Genentech, Roche).

Organizers



Partners





Kemiex AG

Trading & information platform for Feed, Food, Vet

www.kemiex.com



Founded in: 2017

15 employee(s)

Funding Stage: Series A

Oriol Saludes

oriol.saludes@kemiex.com

Chief Operating Officer

Company Introduction

Kemiex' trading and information platform for raw materials in life-science industries (Pharma, Vet, Food, Feed) connects buyers and sellers to a network of reliable companies, and provides unique market insights over its specialized B2B marketplace. We have customers in more than 55 countries, and are well-known by most of the main players in the industries in scope. We are looking for investment to scale up our operations globally, eliminating the limitation of capacity to grow faster.

Core Technology & Product/Service

Developed by commodity and financial trading experts, we have built a premium and independent digital solution that supports companies in their efforts of buying and selling raw materials in the life-science industry. The main benefits for users are safety (all companies must pass several checks when joining), efficiency (optimize communication, reduce email traffic and repetitive admin tasks up to 60%), transparency, and immediate information that supports decision-making in a rapidly changing industry.

Business Model & Strategy

Thanks to digitalization, we create network effects, more efficient negotiation processes, and unprecedented valuable data about the market, which is offered back to users in a way that helps them to make informed decisions.

We offer our service through an open marketplace, and we are working on the possibility to have the users private-labelling tool to negotiate with their regular partners more efficiently. Members pay a fixed annual fee that ensures that they use it regularly.

The vision is to introduce satellite services which provide new revenue streams and increase customer stickiness.

China Market Expectation

China is the main supplier of the products in scope for Kemiex (60% of global supply). The target customers are the main manufacturers of the products in scope for us (Vitamins, Amino acids, Antibiotics, Sweeteners, Flavor enhancers), and any company that knows the trading industry in China and could support the roll-out of Kemiex China.

We are preparing for our Series A round and we would like to have investors from China participating so we can ensure the successful scaling-up of our platform in the most important market for us.

Team Structure

Pau Franquet (CEO, Co-Founder): background in e-brokerage, banking, M&A, strategy and consulting

Oriol Saludes (COO, Co-Founder): background in banking (business development, business management), sales, marketing

Advisors and investors: Experts from different fields, e.g. Principal Novartis VC, Roche, Google, UBS, ESADE, Atradius, Corporate Law

<https://kemiex.com/who-we-are>

Organizers



Partners





PB&B SA

Facial & Body Remodeling Technology

www.pbbtech.ch



Founded in: 2013

4 employee(s)

Funding Stage: Series B

Anthony Aho

anthony.aho@pbbtech.com

Chief Executive Officer

Company Introduction

PB&B is developing a new generation of fillers and soft tissue remodeling injections for plastic surgeons and dermatologists. The patented technology stimulates a patient's soft tissues in situ to naturally gain volume with locally delivered lipids.

Core Technology & Product/Service

PB&B Ltd. is a Swiss speciality Life Sciences startup developing a novel injectable technology for aesthetic doctors to remodel face & body. Developed in collaboration with an international team of bioengineers, plastic surgeons and dermatologists, PB&B's patented platform technology renders 1/3 of plastic surgery procedures, both natural and non-surgical. PB&B's Facial Volumizer enhances soft tissue volume with lipids/fatty acids and is indicated for mid-facial volume loss. PB&B provides safer, better/natural, and longer lasting results (~20 months) than fillers (4-12 months).

Business Model & Strategy

Our product costs USD 25 to produce and is sold to aesthetic clinics. Doctor sale price: USD 800/vial. Retail price of premium competitor hyaluronic acid (Juvederm® Allergan): USD 800/syringe. PB&B provides better natural results for 2-3x longer durability, which - timewise and overall - is the best value. As in the US and Europe, we will work with the top doctors in China that will join our advisory board and conduct our clinical trials, as to best prepare for market entry and gain the support from aesthetic medical societies.

China Market Expectation

As we need to conduct clinical trials for a 2024 market approval - we will be seeking to meet and partner with top Chinese dermatologists and/or plastic surgeons. We are also raising USD 3.5 Mio for Q4-2020, followed by USD 15 Mio in Q4-2021.

Team Structure

Founders: Anthony Aho (CEO), Dr. Sandeep Raghunathan (CSO), and Sergio Klinke (COO) are all bioengineers from EPFL with academic and industry experience in clinical research. Dr. Elena Musa (clinical director) was our COO's ex-boss at Celgene's largest international cancer clinical trials. KOL Advisory Board: Dr. William Austen, Dr. Grant Stevens, and Aubrey Rankin.

Organizers



Partners





Positrigo AG

Cost-effective functional brain imaging

www.positrigo.com



Founded in: 2018

5 employee(s)

Funding Stage: Series A

Jannis Fischer
Chief Executive Officer

jannis.fischer@positrigo.com

Company Introduction

Positrigo's vision is to offer innovative solutions for providing functional brain positron emission tomography scans to the masses, with a first focus on the early detection of Alzheimer's Disease.

Core Technology & Product/Service

Positrigo NeuroLF is only a tenth of the price and a tenth of the size of currently available multi-modal whole-body scanners. With NeuroLF, scanning centers with five or more simultaneously operating scanners become possible. In such centers, major efficiency gains can be achieved, leading to cost reductions by a factor up to ten. Our prototype has recently delivered first tomographic images of a brain phantom.

Business Model & Strategy

First customers are nuclear medicine clinics and clinical research organizations in the USA and Europe, with a focus on neuroscience. In a second step, we plan to leverage our relationships with our existing customers to set-up dedicated brain PET scanning centers, which will allow to screen a much larger population, reducing the price of a PET scan. We see two basic sales models: the industry standard, where the machine is purchased for USD 400'000, and a pay-per-month model, where the machine is rented to hospitals.

China Market Expectation

Customers: Nuclear medicine clinics

Suppliers: Source components (e.g. scintillating crystals) from China; establish first connections.

Great Filter Ventures from China participating in our series A.

Team Structure

Management: Dr. Max Ahnen (COO) and Dr. Jannis Fischer (CEO). Employees: Dr. Ekaterina Mikhaylova (Research), Elena Bernasconi (Quality Assurance, Regulatory Affairs), Fynn von Kistowski (Electrical Engineering) Advisors: Prof. Dissertori (ETHZ/CERN, PET development), Dr. Lustermann (ETHZ/CERN, detector development), Prof. Weber (UZH), Prof. Buck (USZ), Urs Suter (former CEO Siemens Healthineers CH, Michael Stucky (Innosuisse Coach), and Dr. Thielemans (UCL).



Scientific Visual

Scientific Visual SA

Automated quality inspection in industrial crystal

www.scientificvisual.ch



Founded in: 2015

10 employee(s)

Funding Stage: Series A

Company Valuation:

9 Mio USD

Frederic Falise

frederic.falise@scientificvisual.ch

Chief Operating Officer

Company Introduction

Scientific Visual builds non-destructive Quality Control systems for detecting defects in raw semiconductor substrates (e.g. kypopoulos boules) prior to the expensive transformation into wafers.

Core Technology & Product/Service

The QC system combines patented confocal tomography with immersion liquid and advanced signal processing. It locates, quantifies, and classifies all defects inside the raw industrial crystals. The portfolio includes 2 industrialized systems for the Micro-LED and for the Watch market. These 2 product lines are being used by Tier-One companies. The company is expanding the technology for inspecting high value SiC and GaN semiconductor materials used for high power electronics and electrical vehicles.

Business Model & Strategy

The QC systems produce a quality insurance certificate with an exhaustive list of defects in the materials for each inspected crystal. It will guarantee the buyer to obtain a define yield when processing the raw material.

The company will reach USD 25 Mio revenue by 2026, through the sales of QC systems (hardware) and the recurring revenue from the installed base.

China Market Expectation

China is the biggest producer of industrial crystals, used as semiconductor substrates for optical components on smartphones and for the defence sector. So far, quality controls are mainly performed manually on the raw material. This is highly inefficient and inaccurate as it leads to process initially defective material.

The QC systems are sold to the crystal growers, companies processing the raw material into wafers and R&D crystallography departments.

Team Structure

The team is led by Dr. Ivan Olrov (CEO - PhD in crystallography, previous experience in startup) and Frédéric Falise (COO – Master in Electrical Eng. & Computer Science / MBA / Entrepreneur and 30 years international corporate experience).

The core team consists of 8 highly qualified Engineers coming from the best European engineering and material science schools. The team will reach 12 people by the end of 2020.