

UIC ANNUAL REPORT 2020

RECORD YEAR

UIC companies in figures

LINNÉA CAPITAL

500 000 SEK to growth companies

BUSINESS DEVELOPMENT

Success stories and highlights

# **UIC Partners and Owners**

By sharing their knowledge and expertise, UIC's partners support the development of startups and growth companies within UIC through seminars, individual coaching, unique offers and by financial contributions to UIC.

UIC is owned equally by STUNS (the Foundation for Collaboration between the Universities in Uppsala, Business, and the Public Sector), the municipality of Uppsala, SLU Holding, and Uppsala University Invest.

Supporting innovation and growth together.































































# **PRODUCTION**

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SciFree. Page 13 bottom Edvin Helsing, Complyit

# Words from our CEO, Per Bengtsson



Welcome to our annual report for 2020, a year in which the UIC companies have delivered exceptional figures. It has been a record year, with company results that we have never previously achieved in UIC's history. During 2020 almost SEK 780 million has been invested in the companies and the companies achieved sales of SEK 787 million. UIC's ROI was 19 in 2020, 1 SEK of public funding paid 19 SEK back to society. A fantastic result that we should not only all be very happy with, but also help to broadcast widely to bring the entrepreneurs and their companies more visibility.

I do not want to turn a blind eye to the fact that it has also been a very different year for the whole world. A year that has affected us deeply both privately and professionally. A year with a pandemic that has caused a lot of suffering in the form of crushed business dreams and worst of all, loss of many lives. In all the misery, innovative solutions and new vaccines have been developed in a short time and with high efficiency. A great proof of the importance of developing sustainable ideas for a better world. These are big words, but the general population all over the world has never followed the development of new vaccines with such interest as now. We depend on its success and we are now seeing results - a working vaccine and a growing optimism.

UIC has also been affected by the current pandemic, like most other organizations. However, we have instead seen an increased need for the services UIC provides and the access to expert knowledge through our partners. We evaluated 254 projects and had the privilege of working with as many as 93 startups and companies during the year. To enable remote participation, we digitalized all business development programs. During the year, UIC participated in The Yes Way, to work for an equal and inclusive innovation system. We have also been trained to work with STEP, Startup Team Entrepreneurship Program, a tailor-made team development program now offered to our companies.

Capital is important for most companies and it can be a great challenge to get a first meeting with new investors. Linnéa Capital plays an important role in initiating investments. Companies that are accepted to UIC Business Accelerator are offered an investment of SEK 500,000 from Linnéa Capital, with the possibility of follow-on investments from the investors and Saminvest. Internationalisation is also important for companies, and despite travel bans, several UIC companies have had the opportunity to prepare for an entry into the European market, thanks to our network EuroIncNet.

UIC is evaluated continuously by our financiers, stakeholders and owners. We are measured, amongst other things, on the companies' growth and positive impact on the sustainability goals in Agenda 2030, as well as attractiveness in the form of the capital and expertise that the companies receive. Ideas accepted to UIC must have a positive impact on at least one of the 17 global goals for sustainable development. Sweden ranks third in Europe on the EU's list of most commercially attractive innovations in sustainable energy, named "Accelerating sustainable energy innovations". Only France and Spain have more companies on the list of a total of 250 companies. The list includes 34 Swedish companies and 5 of the companies are UIC companies.

Building and creating a world leading innovation support system requires hard cooperation over a long period of time. In Uppsala we have succeeded in this and want to continue to do so - safeguarding a competitive region, a competitive Sweden. We must dare to sow seeds where there are particularly good conditions for growth if Sweden is to continue to defend its position as a leading innovation nation. UIC continues to be ranked as one of the world's top five business incubators. A strong success factor is the good collaboration within the innovation support system in our region - thanks to UIC partners, business coaches, owners, financiers and success-focused entrepreneurs. Thank you all for the past year - now let's continue together!

Read more about the companies and the events during this record year in this report and do not hesitate to contact us if you want to know more about anything!

Per Bengtsson CEO, UIC

# Speeding up growth and success through knowledge and network

UIC is one of Sweden's leading business incubators and accelerators and is ranked by UBI Global as one of the Top 5 Public Business Incubators in the whole word. We want to contribute to a development of more growth companies with high survival rate.

### How do we do this?

UIC support innovative startups and growth companies, from early stage to acceleration, in their efforts to develop their company or expand on an international market. We offer business development programs for the different entrepreneurial phases. Each program is designed to give the best insights and tools needed for a safer and shorter time to market.

We do this in close collaboration with our broad network of UIC partners and UIC business coaches within all industrial sectors, who share their expertise and networks in order to help the companies achieve their stated goals.

The survival rate of UIC companies is strong as nine out of ten UIC alumni companies remain active in the market today and create growth.

# The UIC model in short

- Business development programs for the different phases of entrepreneurship
- About 20 UIC partners with expert competence available for UIC companies
- A broad network of carefully selected UIC business coaches within all sectors of industry
- Independent partner UIC takes no ownership in the companies we support
- Focus on business development, not office rentals

# ABOUT UIC

UIC is focused on supporting innovative startups, entrepreneurs, growth companies, researchers, innovators and teams in their efforts to commercialize their concepts, enhance their business skills and take the company to the next level.

We are an independent business partner to the UIC companies and don't take any ownership stakes. The focus centers on the company's business development so as to accelerate time to market and reduce the risks that arise in early and critical phases.

We work with all industries in close collaboration with the private and public sector as well as academia. Primarely through about 20 UIC partners and a carefully selected network of UIC business coaches and specialists sharing experience and knowledge to the UIC companies.

Furthermore, UIC is part of Vinnova's - Sweden's Innovation Agency - incubation support program, and is owned equally by STUNS, the municipality of Uppsala, SLU Holding, and Uppsala University Invest.

# 500 000 SEK to growth companies



Linnéa Capital offers an initial investment of 500 000 SEK to growth companies accepted to UIC's accelerator program. Linnéa Capital is managed by UIC and funded by the Swedish state-owned company Saminvest in collaboration with a selected group of angel investors.

- By combining competent business angels, capital and UIC's successful business development support, Linnéa Capital further strengthens the development of companies in our region giving them even better conditions to succeed. So far, the fund has been very beneficial for the companies accepted to UIC Business Accelerator, and the investments made during 2020 have helped open several new opportunities, says Karin Modéen, CFO and Deputy CEO of UIC.

One of the companies that has received investment from Linnéa Capital is PreVet, an established company that has developed an app.

- UIC's business development programs, in particular the accelerator program, have played an important role in the development of PreVet and the team. The proximity to Linnéa Capital's investors has been very valuable in order to quickly get in touch with new investors in a trustful way. Linnéa Capital's model of co-investments has provided good conditions for us to reach both state and private funding - where you benefit from each other's strengths and to reach follow-on investments more easily, says Jenny Gagnér, founder and CEO of PreVet.

### TAILOR-MADE ONE-TO-ONE COACHING FOR GROWTH BUSINESSES

UIC Business Accelerator is a tailor-made one-to-one-coaching business development program, for innovative growth companies within all industries ready to scale or expand on a new market. Through individual coaching by a matched business coach and UIC, the companies is given access to key resources in the business development process, e.g. business coaching, counselling, support with financing, and a comprehensive business network. Linnéa Capital is offered to companies accepted to UIC Business Accelerator. UIC takes no ownership in the UIC companies - this way we can act as an independent and focused partner.

# LET YOU BUSINES GROW

with UIC's BusinessDevelopment Programs

UIC offers tailor-made business development programs from early stage to acceleration. Completing a program takes an innovative business idea or company one more crucial step towards commercial success and growth. The result is faster time to market, higher survival rate and a more competitive company. Each program can be applied to independently of each other.



# **UIC Business Startup**

Are you ready to go from idea to customer in just three months? UIC Business Startup makes it possible. During the program, you are encouraged to verify the potential of your business idea at an early stage, make sure that it meets a significant need and that there are paying customers in the market. You also get the opportunity to fine tune your pitch towards investors and customers. Runs for three months. Free of charge.

# **UIC Business Build**

If you have validated your business concept with customers, UIC Business Build will support you in developing the business idea into a growing company. During the program, you will work on developing your business plan and preparing for your first business deals. We will also support you in sharpening your pitch and preparing for meeting with investors, partners and others who can help you launch a successful startup. Runs for three months. Free of charge.

# Catalyzer

If you have a business idea within health, medtech, biotech or pharma, Catalyzer might be for you. You will gain the knowledge and skills required to develop the strategic, organizational, networking and financial foundation for your startup. We also create your strategy for regulatory, reimbursement, IP and funding. You learn together with a group of other startups and industry experts as well as through coaching and exercises. Runs for three months. Free of charge.



# **UIC Business Accelerator**

UIC Business Accelerator is a tailor-made program aimed at companies ready to scale up or expand to a new market. Through individual coaching by a matched business coach and UIC, you are given access to key resources in the business development process, e.g. business coaching, counselling, support with financing, and a comprehensive business network. Your commitment is essential for success.



# **UIC Alumni**

UIC Alumni comprises companies that have successfully completed the UIC Business Accelerator program and is selected by the UIC board. UIC Alumni companies can exchange experiences between companies within UIC and continue to grow with UIC as a close and independent business partner.



# Space Incubator ESA BIC Sweden

Through UIC, ESA BIC Companies receive both technical and business advice, access to 50 000 euros and mediation for entrepreneurs from research centres, universities, space and non-space business seeking to realize their innovative ideas and transfer technologies from space to other areas of the economy. ESA Business Incubation Centre (BIC) Sweden is run by UIC, AB in Luleå and Innovatum in Trollhättan.



# **Business Coaches & UIC Partners**

An important part of the UIC model is UIC Partners who support the UIC companies throughout the programs. The partners cover several industries, and are experts in their respective areas, such as design and marketing, IP, product development, law, insurance etc. UIC also has a broad network of carefully selected persons from leading positions, business coaches, who guide the UIC companies through the business development process. The business coach is matched with a UIC company based on the company's challenges and needs, and contributes with their knowledge, experience and established networks.

# 



January 17, 2020

# Admescope Sweden, N4, Pelago Bioscience and Salipro Biotech were selected UIC Alumni

Four new UIC Alumni companies were selected during the 2020 UIC annual "Julgransplundring". A company can become a UIC Alumn after completing the business development program at UIC and on showing continued positive development. The companies that were certified as UIC Alumni, and approved by the board, are Admescope Sweden (formerly Metasafe), N4, Pelago Bioscience and Salipro Biotech. Being a UIC Alumni provides companies with continued access to UIC's business coaches and creates opportunities for knowledge exchange between companies.

January 20, 2020

# Inossia and SpitLab winners of Nordea's grant 2020

The Uppsala companies Inossia and Spit Lab were awarded Nordea's travel grant 2020 in connection with UIC's "Julgransplundring". The scholarships of SEK 25,000 each are awarded annually to two UIC companies and are earmarked for a business trip that benefits the company's development and growth. Nordea's scholarship is a good starting point for companies that allows them to continue in business and not risk needing to pause their development. Inossia offers a more elastic bone cement with a lower risk of complications that is adapted for pain relief and stabilization of bone fractures in osteoporotic patients. Spit Lab is developing an application that uses AI, machine learning, and predictive analytics to foresee fertility in irregular menstrual cycles caused by polycystic ovary syndrome.

2 April 2020

# Established companies have increased their sales with Swedish Scaleups

The Uppsala companies Airwatergreen and Graphmatech and the Enköping company Vidilab are three of nine companies that were admitted to Swedish Scaleups in 2020 through UIC. Swedish Scaleups has helped innovative companies in five counties to grow even faster and more sustainably. Together, UIC and nine other business incubators and science parks have offered unique access to business development and tailored support through expertise and networks to more rapidly scale up company operations.





16 April 2020

# Liqway winner of the business award Bona Postulata

Every year, ten companies in Uppsala County receive the Bona Postulata business award, which aims to encourage Uppsala companies that have a strong growth potential as well as to strengthen their business skills. Liqway, which has received tailormade coaching from UIC, was among the winners. Liqway develops new technologies that create better working conditions during repair and connection work on pipelines. The products provide positive benefits for both distributors and customers.

7 May 2020

# Entrepreneurs receive expert help to cope with the current crisis

During the spring, Uppsala municipality and UIC started Företagsakuten in Uppsala. The purpose was to offer free advice to entrepreneurs to mitigate the negative effects of the corona crisis. Entrepreneurs with up to 50 employees in Uppsala or Knivsta municipality each received five hours of free advice and guidance from experts from UIC's broad network. Entrepreneurs were also able to get help in applying for government aid.

26 May 2020

# Battery developer in Uppsala receive 9 MSEK for the development of sustainable batteries

The Swedish Energy Agency granted the battery companies Altris and LiFeSiZE SEK 9 million to support the development of next generation batteries. Sodium ion batteries are durable because sodium is readily available and abundant. Altris receives business development support from UIC and has, with the help of Uppsala University, developed sustainable batteries and together with LiFeSiZE aims, to show that this type of sodium ion batteries can also be manufactured on a larger scale.



20 August 2020

# UIC admitted to a national program for gender equality

UIC has been admitted to the program The Yes Way. The gender equality program attracted applicants from incubators and science parks across the country. The 2020 applications for the program reached new record levels with fifteen organizations applying for one of the six places. The Yes Way works for equality and inclusion. The aim is for more people to have the opportunity to be part of social and technological development, regardless of gender, background, age or functional variation in order to create room for more new innovative solutions and skills.



16 June 2020

# Vinnova sees the value in UIC companies and finances 14 startups with almost 20 MSEK

Vinnova selects small and medium-sized companies with innovative and internationally competitive business ideas that can contribute to sustainable growth. The purpose is to finance the development of solutions that can contribute to a sustainable future, economic growth and new jobs. During the spring, 14 UIC companies received a share of almost SEK 20 million through Vinnova grants. In competition with many other Swedish companies, the companies have been able to explain and prove the value of their innovation. The UIC companies that received funding are APR Technologies, Biocell Analytica, Deep Forestry, FarmPharma, iCellate Medical, Infrasonik, Manta Wind, Nanoform Science, Nanosized Sweden, Optima Planta, Peafowl Solar Power, Pelago Bioscience, Probingon and SciFree.

4 September 2020

# SpitLab and NoNoGroup were awarded on the national 103-list

Every year, 103 companies throughout Sweden have the honor of being profiled in the top list of Företagarna, The Swedish Federation of Business Owners, of young, innovative and creative entrepreneurs. The inspiring winners from Uppsala in 2020 were two UIC companies: the IT company NoNoGroup and the AI company Spit Lab. The list is a collaboration between Företagarna and Almi and aims to highlight role models who, by virtue of their entrepreneurship, contribute to development, diversity and welfare.

14 September 2020

# UIC companies on the 33-list of Sweden's best technology startups

Uppsala companies that, among other things, make water from air, produce transparent solar cells and manufacture environmentally friendly batteries have been given a place on the national 33-list, in which Ny Teknik nominates Sweden's best technology companies. A new addition for 2020 is that the companies innovation must comply with the UN's sustainability goals, and several UIC companies have featured on the list. On the top list were Altris, Drupps, Peafowl Solar Power, Magström and Graphmatech, all of which have received business development support from UIC.





6 October 2020

# The National Assembly Speaker of South Korea chooses Uppsala for his first official visit

When South Korean National Assembly Speaker Park Byeong-Seug visited Sweden, Uppsala was chosen for the first official appointment. During the stay there was an increased police presence in central Uppsala and among the places visited were Uppsala University and Uppsala Castle, with Governor Göran Enander as host. The agenda included a longer presentation from UIC and SciLifeLab as well as the two UIC companies Inossia and IMINT Image Intelligence.

"South Korea is very interested in the Swedish innovation support system and how to reach researchers and inspire them to commercialize their research results. Uppsala has two strong universities and one of the world's best business incubators that collaborates with universities, and supports innovative companies with great export potential", says Martin Brozek, international adviser to the Swedish Parliament.

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15 October 2020

# Investments in Uppsala companies continue despite the pandemic

During the spring, four companies admitted to the UIC Business Accelerator business development program received investments from Linnéa Capital. These were Deversify, Indicio Technologies, preVet and Inossia. During the autumn, Linnéa Capital also invested in Altris, Oncodia, Stardots and Percyroc. Companies that are admitted to UIC Business Accelerator are offered a startup investment of up to SEK 500,000, with the possibility of follow-on investments. The investments go to companies in various industries.



8 October 2020

# UIC companies among the winners in Venture Cup's Sweden final

Every year, thousands of startups compete in Sweden's largest competition for entrepreneurs - Venture Cup. Among the winners in the Sweden final, Startup 2020, were two companies that receive business development support from UIC. PlockApp reveals where and when mushrooms and berries grow well and Rider's Position aims to become a world leader in real-time coaching. Sustainable development was in focus when the winners were announced at Venture Cup's first digital Sweden final.

5 November 2020

# Länsförsäkringar in Uppsala invests in sustainable UIC companies

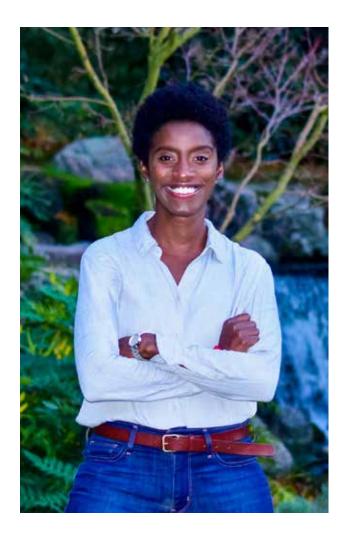
UIC's partner Länsförsäkringar Uppsala, decided in 2020 to sponsor an Uppsala company with a Sustainability Award as part of their engagement in the local business community, through its collaboration with UIC. The price, SEK 25,000, is awarded to a UIC company whose business concept is sustainable and is in line with one or more of the goals for sustainable development in Agenda 2030. The prize is awarded annually during UIC's "Julgransplundring" in January.

# 23 November 2020

# SciFree, one of several companies granted SEK 50,000 in verification funds

UIC provides financing to companies that are admitted to UIC's business development programs for early startups. The purpose of the financing is to secure there are paying customers as early as possible. One of the companies that has been granted verification funds is SciFree. SciFree's technical infrastructure helps researchers and university libraries who want to reduce their workload for publishing and also helps them achieve open access by automating parts of the workflow.

"UIC's verification tool enabled a scientific approach to business implementation. It's the only way to find out whether what you think the customer needs is what actually leads to a successful business opportunity. Thanks to UIC's contribution, we were able to test the ideas before implementing the solutions for our customers," says Abeni Wickham, founder of SciFree.



# 4 December 2020

# New UIC partner Complyit supports more companies within life science

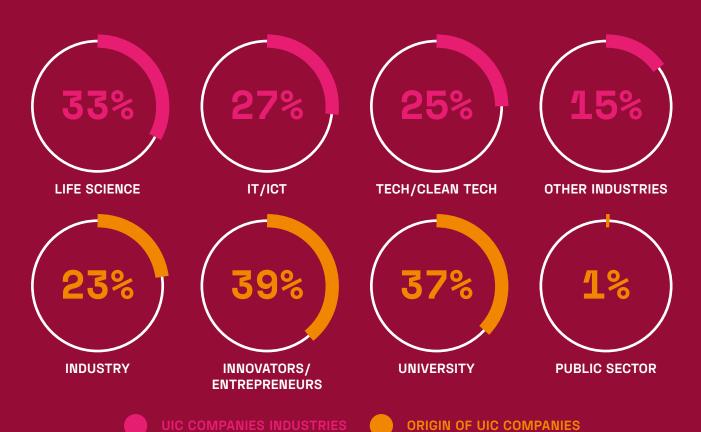
Complyit consists of about 90 employees who work with life science companies. In 2020, they became partners to UIC to support companies in, for example, the pharmaceutical, biotechnology and medical technology industries. Complyit stands out in the consulting industry by topping the list of technical consulting companies that have the largest proportion of women and have been appointed the Di Gasell award 5 years, MästarGasell 4 years and Superföretag 4 years in a row. Through their services, Complyit will contribute to the UIC companies becoming more competitive by providing senior expertise in areas such as quality issues, regulatory issues, project management and validation.

ANNUAL REVIEW | UPPSALA INNOVATION CENTRE

# FIGURES 2020

# RO (PUBLIC RETURN ON INVESTMENT)

1 SEK of UIC funding pays 19 SEK back to society. The return ratio on the public funding UIC received during 2020 was 19, in the form om taxes the incubator companies and UIC Alumni companies for the past five years paid back to society.



# **UIC BOARD**

Andreas larsson (Chairman Ola Diös Hans Enocsson Urban Eriksson Anna Nordell-Westling Gunilla Lundmark Mattias Prage Charlotte Skott STUNS
Phosworks
Aggrandir
SLU Holding
Sana Labs
UU Invest
Law Firm Lindahl
City of Uppsala

TAX REVENUES

354

**MSEK** 

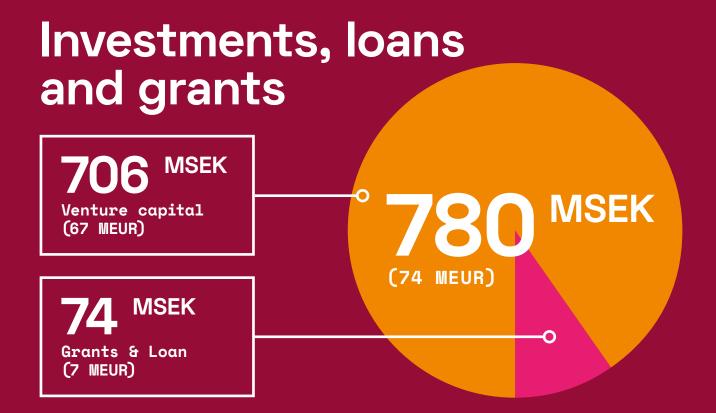
(34 MEUR)

The figures below refer to <u>93 companies</u> included in UIC's business development programs during 2020 as well as <u>28 UIC Alumni companies</u> for the past 10 years.



Startups & growth companies

People engaged within UIC companies



# Broader Business Development Networks

# Life science companies get support

TO STRENGTHEN SWEDEN'S CAPACITY to support the incubation of life science companies, UIC was asked by Vinnova to lead a pilot project to develop a national platform. In addition to supporting startups and incubators with access to life science specific knowledge and expertise, the platform also enables Sweden's foremost life science incubators to collaborate on key activities that benefit growing life science companies from all of Sweden.

Through a web-based learning management system your company can access a series of prerecorded webinars on aspects such as regulatory frameworks, CE certification, and sustainability to enable you to gain access to key knowledge as early as possible. In addition, inspirational seminars highlight the journeys of successful life science startups.

# Break the boundaries for your business growth

**DO YOU HAVE AN INNOVATIVE COMPANY** with less than 10 employees? Are you facing rapid growth but lack key resources, knowledge or network? Would you like the right tools or channels to double your revenue in three years? Swedish Scaleups can support your company's efforts to shift into a higher gear. UIC has developed a tool to help scale up companies formulate their plan for growth in an effective way. Through Swedish Scaleups you gain access to knowledge and expertise as well as a proven methodology for developing and presenting your growth journey.

Swedish Scaleups is a partnership project under which ten business incubators and science parks in Uppsala, Eskilstuna, Linköping, Norrköping, Västerås and Örebro collaborate in order for more companies in the region to be able to grow. The companies that benefit from Swedish Scaleups gain access to all of the partners' knowledge, skills and networks to scale up their operations faster.

# **Expand your business into the European market**

THE EUROPEAN INCUBATOR NETWORK, EuroIncNet, is a collaboration with the top ranked incubators in Europe, with the mission to increase the ability of companies in incubation to enter the European market. The aim is to support companies in each country and simplify the process of entering a new market. Through the network, you get expert advice from the selected business incubator about local representation and market establishment.

The network is established by UIC, and the top ranked business incubators involved today are SetSquared in the UK, INiTS in Austria, Imec in Belgium, i3P in Italy, Utrechtinc in the Netherlands, Montpellier BIC in France and UIC in Sweden. The EuroIncNet network's expertise, methods and business contacts serves as a platform for UIC's companies to enter and create business relationships.

# UIC COMPANIES 2020

# These projects and companies participated in UIC's business development programs in 2020.

# **UIC BUSINESS STARTUP**

From idea to customer in three months

# **Bodylitica**

Thorough body composition analysis helping healthcare providers to reduce risks and allows for more informed therapeutical decision making.

www.bodylitica.se

### Co-Grow

Digital platform helping small-scale farmers who want to sell vegetable subscriptions by gaining improved consumer relations and increased profits.

www.co-grow.se

# **Cuteness**

Smartphone tool helping young professionals to live in the moment, by reducing stress and building self-confidence.

# **Eclectica**

Helping small businesses collect data and turn it into actionable insights. www.roihulabs.com

# Educaora

Offering interactive gamified articles including videos, widgets and more. Intended to be used as digital education material. www.educaora.com

# **Havredals Biodevelop**

Developing healthy alternatives to dairy and meat products.

www.havredals.se

# Investophant

Using visualizations to encourage people to learn about investing and getting started building wealth for the future.

www.investophant.com

# Isolode

Providing wireless silicone sensor nodes that create weigh, track, trace and trust services to the internet of logistics.

www.isolode.com

### Karbonomi

Offering digital tools to help companies and organizations transition to net-negative carbon dioxide emissions.

# Killcancer

Helping the health care system to increase the lifespan of the patients by reducing late diagnoses and enabling early intervention on tumor growth.

# **Lanfor Utveckling**

Flexible ceiling-attaching device assist shop owners to increase sales through a better product exposure, and simultaneously achieve increased safety.

www.lanforutveckling.

# Linnaeus 4D

Offering a unique set of tools, consisting of both IoT equipment and software for end modeling system that radically improves the environmental management processes.

www.linnaeus4d.com

# **Mast Pharma**

Offering a clinically validated treatments of allergic skin conditions for kids and adults.

# Metanova

Platform helping sustainability business managers in manufacturing industries who want to sell sustainably produced products by simplifying communication and enabling transparency in the supply chain.

# NanoForm Science

Producing nanoporous materials, for different applications within the life science sector. The materials can be considered as medical tools of sorts that could significantly increase the effectiveness and safety of drug delivery technologies and treatments.

www.nanoformscience.se

# Negentropy

Offering a sensor kit based on Al and IoT for personal prenatal care that can contribute to reduced risk of maternal mortality and improved health for mother and child.

# Newergy

High voltage cables help power grid operators to safely and efficiently deliver electricity by improving reliability and lowering the power losses.

### Newstid

For people interested in a more nuanced picture of the world. Newstid presents several perspectives of the same event to break the confirmation bias of viral information. Newstid shows a multifaceted picture of how news describes the world in order to improve transparency and source criticism.

# Noboxab

For people who want to converse, we offer a secure digital communication solution.

# **Nordic Fiber LAB**

Electro Nanoscope Inventor is a portable, handheld laboratory device producing and applying nanomaterials directly onto the desired surface. The device can be used to invent and test new variants of nanomaterials onto desired surfaces like skin, medicines, solar cell, textile, space crafts, automotives, energy storage and building materials.

www.medabotics.se

# **Paang**

For real estate developers that want to save time, reduce costs and improve value our data driven approach and Al generates a fully integrated and optimized design in just minutes.

# **Primm**

Offering personalized dietary advice and then offers nutritious and fiber-rich snacks specially designed for the consumer's needs.

# Rely

A digital platform for women who want to build wealth by creating new habits.

www.relynow.com

# Scientific Video Platform

Providing a technical platform for scientific video instruction to deal with the reproducibility crisis of the scientific experiments.

# **Simson Consulting**

Offering a service, as an app and an administrative it-platform, that drastically facilitates and quality assures the work of social service contractors.

# Strong Rider Tech

Application providing knowledge about correct fitness and mental training for equestrians to increase performance in the saddle. A digital personal trainer and an individual training plan that both motivates and saves time for equestrians. www.strongrider.se

# Study Keys 4 U

Helping families who want their children to succeed in their studies and where schoolwork is a source of frustration. Unlike school resources, Study keys 4 U is available when you need us. www.studykeys4u.se

# Sustainartillery

Designed globe absorbing carbon dioxide and helping sustainability-conscious organizations to contribute to a better climate while at the same time profiling their sustainable work in a symbolic and tangible way that also may inspire others to save our globe.

www.martinlimadefaria.

# Swedish eNorm Software

Program helping public organisations who want to establish models for information object rules, by reducing fear of not fulfilling regulations and enabling them to be perceived as a leader regarding metadata and rules.

www.e-norm.se

# **Textcloud**

Text processing platform helping business managers improve the efficiency of their teams by automating text related workflows and enabling employees to focus on more valuable tasks.

www.textcloud.co

# Uppsala Diagnostics Technologies

Providing a technology for data analysis and efficient search for composite biomarkers in medical data.

# Vifoder

Network helping farmers who want to purchase cost-effective and sustainable feed by reducing transaction costs and by establishing new partnerships as well as providing direct access to accurate information.

# Wind Vertical-Axis Turbine

Wind-energy standalone system helping a compact system of wind turbine controlling energy to householders living in windy areas by giving on-site implements of the system.

# UIC BUSINESS BUILD Evaluate & Refine

# **AirForestry**

Developing and commercializing new products and services within unmanned airborne applications for the forest industry

## **BrainZell**

Developing human brain organoid assays to help pharma companies create new medicines for brain disorders by effective prediction of drug outcomes, increasing the success rate of clinical trials.

www.brainzell.com

# **CA Holding**

Finding external leaks before they damage the property by monitoring high risk areas and alerting property owners.

www.acotak.se

# Cenvigo

Sensor and analytics analysing sleep and events, based on the data we can help healthcare providers to work proactively instead of reactively.

www.cenvigo.com

# Comple

Providing a mobile drone platform as lighting solutions for rescue operations.

www.coraxdrones.se

# **Ecotype**

Making it easier and smoother to pick mushrooms and berries by showing where and when it grows. Ecotype also offers surveillance systems to forest owners to control bark beetles

www.ecotype.se & www.barkborrekollen.se

### **Evolar**

Power producing front glass for conventional solar panels helping solar panel manufacturers who want to improve their profitability by increasing the panel output by 25% and thereby lowering their customers' electricity production cost.

www.evolarab.se

# Havredals Biodevelop

Developing healthy alternatives to dairy and meat products.

www.havredals.se

### **Helios Innovations**

Developing a new desalination method that can clean saltwater by using industrial waste heat. With this method factories can become self-sustaining and save water for human needs.

www.heliosinnovations.se

# Infrasonik

Helping actors in the metal industry who want to cool effectively in order to reduce cycle times and costs, while at the same time increasing the quality of the final product.

www.infrasonik.se

# Intelligence Lab (Dechefr)

A risk assessment tool that helps analysts who want to make reliable risk assessments of individuals based on text by avoiding resource-consuming methods and using innovative interdisciplinary text mining.

www.dechefr.com

# Investophant

Using visualizations to encourage people to learn about investing and getting started building wealth for the future.

www.investophant.com

# Isolode

Providing wireless silicone sensor nodes that create weigh, track, trace and trust services to the internet of logistics.

www.isolode.com

# **Linca Diagnostics**

Ultrasensitive and precise method for DNA mutation detection helping the clinicians and researchers to efficiently diagnose, select and monitor therapies for cancer patients.

# **Manta Wind**

Developing a new floating wind turbine. By using the rotation of the turbine to counteract the tipping moment from the wind, the turbine can be made 70% lighter than the leading competitor.

www.mantawind.com

# MinFarm Bia

MinFarm's LoRaWAN Satellite Gateway helps IoT Network Integrators who want to deploy IoT sensors in remote regions by integrating Satellite connectivity and enabling connections to cloud applications.

www.minfarmtech.com

# **Neurora NLP**

The first smart-search engine that puts the user in control. The search engine visualizes and search results better than just a list, and without losing user anonymity.

www.neurora.ai

# **Omicle**

Scientist backed vehicle route algorithms help logistic companies to connect shippers and carriers by reducing truck empty loads and improve operational efficiency.

www.omicle.se

# **OptiAnimal**

Digital service helping the horse trainer to analyze the horse's health status through objective facts in a unique overall picture. In a simple way, the sport horse's well-being and performance can be optimized for a long and successful career.

www.optianimal.se

# Practise Norden Tech

Digital tool creating a common operational picture which helps management teams and decision makers create well-founded decisions in and outside the business.

www.practise.se

# Rider's Position Sweden

Digital real-time coach helping equestrian riders who want to improve their communication with their horse by giving feedback on their position in the saddle and creating a better riding experience for both parties. www.ridersposition.com

### SciFree

New business model and technological infrastructure helping researchers and University libraries who want to reduce their publishing workload and achieve open access by semi-automating the publishing process.

www.scifree.se

### Sunthetics

Developing a technology for binding carbon dioxide from the air and using high temperature solar cell systems to convert the carbon dioxide into a liquid fuel.

www.maston.se

# Thyni & Viketoft Innovation

Creating a cloud-based smart charging and energy management system that optimizes the charging of electric vehicles and the utilization of available power.

www.tvinn.se

# **Vakansa**

A proptech startup that is developing a platform that will make it easier to co-use facilities. Our goal is to fill facilities with activities when they are vacant during the days and give more actors in our cities the possibility to rent facilities cheap for their activites.

www.vakansa.se

# BUSINESS CATALYZER for life Science companies

# **BrainZell**

Developing human brain organoid assays to help pharma companies create new medicines for brain disorders by effective prediction of drug outcomes, increasing the success rate of clinical trials.

### **ITSO Medical**

Developing an introducer designed to improve the clinical results of transcatheter aortic valve interventions.

# Key2Brain

A biotech company committed to preclinical development of novel molecules and methods for efficient brain targeting of biologics.

# UIC BUSINESS ACCELERATOR Scale

### **Altris**

Providing a new cathode material for sodium-ion batteries, made from only abundant and environmentally friendly materials.

www.altris.se

# **Cavis Technologies**

Developing an innovative catheter for improved diagnosis of cardiac problems.

www.cavistechnologies.com

# Deversify

Detecting ideas and innovations within the mHealth domain which then are prototyped and offered, through license agreements, to market actors B2B who distibutes the product to health care providers and

consumers.

www.deversify.com

# **Fertsoft**

Developing and selling a complete management system for fertility clinics, adapted to the unique needs of each clinic. The system increases the efficiency at the clinic and assist the clinic staff in their mission to help couples who are involuntary childless.

www.fertsoft.com

# Ilya Pharma

Developing a concept based on genetically modified bacteria to help wounds heal more effectively.

www.ilyapharma.se

# **Indicio Technologies**

Developing software for analysis and forecasting of internal variables such as sales, inventory and demand, and external variables such as exchange rate, commodity and interest rates, for practical use in risk management, strategic purchasing, budgeting and hedging in the industry and banking sector.

www.indicio.com

# Inossia

Developing bone cement with greater elasticity.

Lowers the risk of complications and tailored for pain relief and stabilization of fractures in osteoporosis patients.

www.inossia.com

# MinFarm Bia

Helping IoT Network Integrators who want to deploy IoT sensors in remote regions by integrating Satellite connectivity and enabling connections to cloud applications.

www.minfarmtech.com

# **Oncodia**

Developing CE/IVD approved software for mutation analysis of cancer, which meets the patient and healthcare need of fast and accurate diagnosis for the choice of right therapy.

www.oncodia.com

# **Percy Roc**

Targeting the commercialization of technologies based on high power microwaves in composite curing and manufacturing.

www.percyroc.se

# preVet

Developing a digital quality assurance system for horse owners and veterinarians.

www.prevet.se

# **SciFree**

Developing a new technological infrastructure helps researchers and University libraries who want to reduce their publishing workload and achieve open access by semi-automating the publishing process.

www.scifree.se

# **Stardot**

Providing and distributing data analysis within research and development departments for universities and companies.

www.stardots.se

# Svensk Telepsykiatri

Offering high-quality psychiatric care, supervision and other related health care services through digital technology such as videoconferencing (e-visits) to those patients who are in need of them, regardless of where they reside.

www.telepsykiatri.se

# ESA BUSINESS INCUBATOR SWEDEN

Take your business off the ground

# **Baetes Technologies**

Making a complete scalable and autonomous 3D scanning system which can scan, post process and produce 3D models of objects and showcase it directly on the web for e- customers.

www.baetes.com

# **Deep Forestry**

Developing a drone that can safely navigate between trees below the canopy of commercial forests. The drone has a powerful on-board computer and sensor package that can develop 3D models of entire forest stands, to provide accurate and precise wood volume calculations and georeferenced maps to assist in the harvesting process.

www.deepforestry.com

# **Earthbanc**

Enabling individuals and organizations to offset their carbon footprint and utilize Al-driven metrics to make better financial decisions.

www.earthbanc.io

# **Fourth State System**

Developing innovative technologies for fast, continuous and gentle blood gas measurement with the aim of greatly improving the quality of modern neonatal care.

www.fourthstatesystems.se

# Greenlytics

Leveraging weather data for the transition of the powerand utility industry by turning data into actionable insights, to maximize profitability of distributed energy assets. www.greenlytics.io

# **I-CONIC Vision**

Developing innovative software to create 3D models in real-time from multiple video streams. The GPU-based software can be used even for video streams from moving cameras, for example on drones.

www.i-conicvision.com

# **PandionAl**

Creating satellite services to help authorities and companies who want to secure society and make better business decisions by reduced uncertainty of global changes and through faster intelligence processes. www.pandionai.com

# **Percy Roc**

Targeting the commercialization of technologies based on high power microwaves in mining and mineral processing industry. The goal is to create a new technological paradigm for the mining industry, improving the efficiency of drilling or other mineral beneficiation processes.

www.percyroc.se

# Skygraft

Providing smart powerline inspection by using unmanned airplanes and machine learning to identify any damage to the powerlines/ grid automatically. www.skygraft.com

# **Spacept**

Creating software platform uses computer vision and machine learning to process earth observation satellite data of infrastructure to enable safer, more efficient and sustainable operations. www.spacept.com

# **SWEDISH SCALEUPS** Break the boundaries

# Airwatergreen

Designing and manufacturing patented technology, desiccant dehumidifiers, that effectively remove moisture and odour, which prolongs the life of buildings, goods and equipment, and creates a healthier workplace environment.

www.airwatergreen.com

# **Beactica Therapeutics**

Characterizing molecular interactions between potential drugs and their targets - e.g. kinetics, affinities, and mechanisms. The robust data identifies high-quality leads with therapeutic potential and guide their further development, reducing risk and cost of the project. www.beactica.com

# Dicot

Developing the product Libiguin® as a MPA approved drug for treatment of sexual dysfunction.

www.dicot.se

# **Envirologic**

Developing, manufacturing and selling washing robots for cleaning in animal production sites, providing for example pig farmers with a better working environment, reducing staff turnover and increasing productivity leading to better profitability. www.envirologic.se

# Graphmatech

Conducting development, production, sales and licensing of advanced and nanostructured materials based on graphene. www.graphmatech.com

# **N4** Sverige

Providing research- and manufacturing companies in the Life Science Industry with cost-effective support as well as operation and maintenance of systems and equipment.

www.n4.nu

# **PeptiSystems**

Supplying the biopharmaceutical and biotech industry with instruments for solid-phase synthesis production of peptide and oligonucleotide therapeutics. www.peptisystems.com

# **Pharem Biotech**

Developing a filtration system with enzymes that purifies drinking water from environmentally hazardous organic pollutants such as drug residues.

www.pharem.se

# Save by Solar

Installing and maintaining solar cell installations on bigger commercial buildings such as big retail complexes. Save by Solar has developed methods and processes to optimize the solar cell investment so that commercial buildings can use solar energy to be more resilient. www.savebysolar.se

# Sisyfos Digital

Developing the product OVERBLIQ™, a powerful SaaS platform for creating, launching and maintaining content-rich apps and a mirrored website. OVERBLIQ creates native apps and websites faster than ever and engage any person in editing without prior training. www.overbliq.com

# **Trippus Event** Solutions

Creating a complete tool for managing events, conferences, meetings and courses. Through smooth administration, the customer gets full control and can create professional large-scale events.

www.trippus.com

# Unibap

Using intelligent application of artificial intelligence (AI) and digitalization for both industry and space systems, to streamline production, reducing the environmental impact of manufacturing and creating better working environments.

www.unibap.com

# **VBN** Components

Producing extremely wear and heat resistant metal components with their Vibenite® materials, according to customer drawings and with 3D Printing.

www.vbncomponents.com

### Vidilab

Developing methods for diagnosing parasites such as roundworms and animal trichina worms and testing the nutritional content of silage.

www.vidilab.se

# **UIC ALUMNI** Reconnect

# Acanova

Developing technology for heat treating seeds, spun off to the SeedGard Company, now called ThermoSeed.

www.thermoseed.com

# Admescope Sweden

Highly specialized CRO offering metabolism investigations at all stages of drug discovery and development to increase understanding of drug metabolism and thereby support the development of efficacious and safe drugs.

www.admescope.com

# **Agilent Technologies**

Developing methods for sample preparation in conjunction with genetic sequencing analyzes. www.halogenomics.com

# **Agriprim**

Specializing in the agricultural and food sector through ITC. www.agriprim.com

# Airwatergreen

Offering products and solutions that help real estate managers and network owners to reduce maintenance and running costs by increasing air treatment efficiency and by enabling lowering of temperature at their sites.

www.airwatergreen.com

# Animech Technologies

Adding value for customers by using interactive visual information to clarify e.g. their product range through its entire lifecycle. www.animech.com

# AroCell

Commercializing biomarkers for monitoring cancer treatment.

www.arocell.com

# **Beactica Therapeutics**

Optimizing and developing the discovery of new drugs through qualified method support.

www.beactica.com

# Bergström & Hellqvist

Developing knowledge and working practices in food industry businesses, including quality assurance and environmental considerations.

www.bergstromhellqvist.com

# Cavidi

Improving HIV diagnosis with a new technology and, therefore, the effectiveness of treatment in high-prevalence countries. This allows greater and better care to be delivered at a lower cost.

# CheckProof

Developing an easy-to-use app that simplifies and improve the work with health & safety, environment, quality and preventive maintenance – to allow the user to quickly and easily perform their own checks and rounds as well as report deviations and incidents.

www.checkproof.se

# **ChromoGenics**

Developing smart windows that save energy and increase comfort in buildings.

ConverLight - the company's electrochromic foil - can be controlled to be brighter or darker when adding low electric current.

www.chromogenics.se

# **Denator**

Developing innovative instruments and disposables for assuring the quality of biological samples to facilitate more efficient diagnostics and drug development.

www.denator.com

# Eribis Pharmaceuticals

Developing a new peptide drug for heart / cardiovascular indications.

www.eribispharma.se

## **Exos**

Developing a fully-automated deboning machine for fish.

www.exos.se

# Hexicon

Developing an effective floating platform that combines and utilizes various energy sources available at sea. www.hexicon.eu

# iCellate Medical

Conducting applied research as well as developing, manufacturing and marketing its own innovative medical devices and related services within the field of circulating tumor cell (CTC) detection and characterization in cancer research, clinical trials and diagnosis.

www.icellate.se

# Imint, Image Intelligence

Developing software that enhances and automates the task of analyzing video images sent from unmanned aerial vehicles (UAVs), as well as stabilizing videos filmed with smartphones.

www.imint.se

# **Kontigo Care**

Developing mHealth tools that changes healthcare. Kontigo Care delivers innovative user-friendly, mobile solutions that give a better everyday life for both patients and caregivers.

www.kontigocare.com

# Linnea Omsorg

Providing individualized treatment for adolescents and adults with special needs. Covers HVB (care or residence) homes, daily activities, personal assistance and group homes for adults under LSS (legislation related to support and service needs).

www.linneaomsorg.se

# Mercodia

Developing, manufacturing and distributing high quality immunoassay kits. Specialized in ELISA assays for clinical as well as research applications within diabetes, obesity and cardiovascular disease.

www.mercodia.se

# **N4** Sverige

Offering cost-effective operation and maintenance of laboratory systems and equipment plus support and development in research and manufacturing industry.

www.n4.nu

### Olink

Developing ground-breaking technologies for biomolecular analysis.

www.olink.com

# **OssDsign**

Developing, manufacturing and marketing products and services globally for the treatment of severe bone defects, initially in the skull area.

www.ossdsign.com

# **PCG Solutions**

Developing and marketing software-based tools for clinical trials and patient registries for the pharmaceutical industry and healthcare services.

www.pharmaconsultinggroup.com

# Pelago Biosciences

Offering Target Engagement studies of drug candidate interactions with target proteins in cells and tissues with the patented CETSA method.

www.pelagobio.com

# **PEPTONIC Medical**

Using the peptide oxytocin to develop a product for treating vaginal atrophy.
www.peptonicmedical.se

# **Pharem Biotech**

Offering new technology for removing pharmaceuticals from aquatic environments. www.pharem.se

# **Plotagon**

Simulating the film-making process with a web-based platform that lets consumers make their own films.

www.plotagon.com

# **ProForestry Sweden**

Developing key innovations for profitable forest regeneration, e.g. MultiPro protection against the pine weevil.

# **Resorbable Devices**

Developing bio-resorbable implants that allow easier, safer and faster surgery. www.ligatie.com

# Rotundus

Providing an extremely robust robot as an alternative to security guards and expensive traditional surveillance technology.

www.rotundus.se

# Rätt Spår I Uppsala

Developing quality assurance systems for treatment in healthcare.

www.rattspar.se

# Salipro Biotech

Developing nanoparticles that increase the solubility of hydrophobic substances with applications in, for example, cosmetics, pharmaceutical development and vaccinations.

www.salipro.com

# **ScandiDos**

Developing a unique measurement system in radiation therapy for cancer treatment.

www.scandidos.com

### Sensidose

Developing a patented technology for individual dosage of commonly used drugs. www.sensidose.se

# **Sprint Bioscience**

Developing innovative medicines with a focus on cancer and tumor metabolism. In this area, Sprint Bioscience has solid expertise and a leading position.

www.sprintbioscience.com

# Valueguard

Offering solutions for securing of - and trading in - property market valuations. www.valueguard.se

# **VBN** Components

Offering components in high-strength metals made using a free-forming (3D printing) technology that produces complex parts quickly and without waste. www.vbncomponents.com

# Vidilab

Developing methods for diagnosing parasites such as roundworms and animal trichina worms, and testing the nutritional content of silage.

www.vidilab.se

# **ÅAC Microtec**

Developing a new generation of small, powerful satellites. www.aacmicrotec.com

# ACQUIRED UIC ALUMNI Exit

# BioChromix (acquired by Cadila Pharmaceuticals Sweden)

Developing unique products for diagnosing Alzheimer's disease as early as possible.

# Camanio (Division By Zero, acquired by Brighter)

Developing jDome BikeAround, which makes it possible to cycle in a virtual environment. JDome BikeAround is used by people on dementia care facilities that can cycle training with the hometown streets projected on the screen.

# Halo Genomics (acquired by Agilent Technologies)

Developing methods for sample preparation in conjunction with genetic sequencing analyzes.

# Isconova (acquired by Novavax)

Developing adjuvants for vaccine preparation.

# MetaSafe (acquired by Admescope)

A highly specialized CRO offering metabolism investigations at all stages of drug discovery and development to increase understanding of drug metabolism and thereby to support the development of efficacious and safe drugs.

# NanoSpace (acquired by GomSpace)

Developing microsystem components for spacecraft.

# OnTarget Chemistry (acquired by Recipharm)

A CRO (Contract Research Organization) primarily in preclinical research and with an emphasis on chemistry (synthesis and analytical). Also engaged in consulting to research companies.

# **About UIC**

UIC offers tailor-made business development support, knowledge, networks and financing to innovative startups and growth companies that want to develop their idea, scale up or reach an international market. The UIC model includes business development programs and a broad network of carefully selected business coaches within the commercial and industrial sectors, all focused on helping companies achieve their goals. UIC does not take any ownership interest in the companies.

Companies also receive support from a broad network of UIC partners, within different industries, throughout the programs. The partners contribute to the companies' development through their expertise and individual coaching. The survival rate is high among UIC companies, with nine out of ten UIC alumni companies active in the market today.

UIC is one of Sweden's leading business incubators and accelerators and is ranked by UBI Global as one of the World Top 5 Public Business Incubators.



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