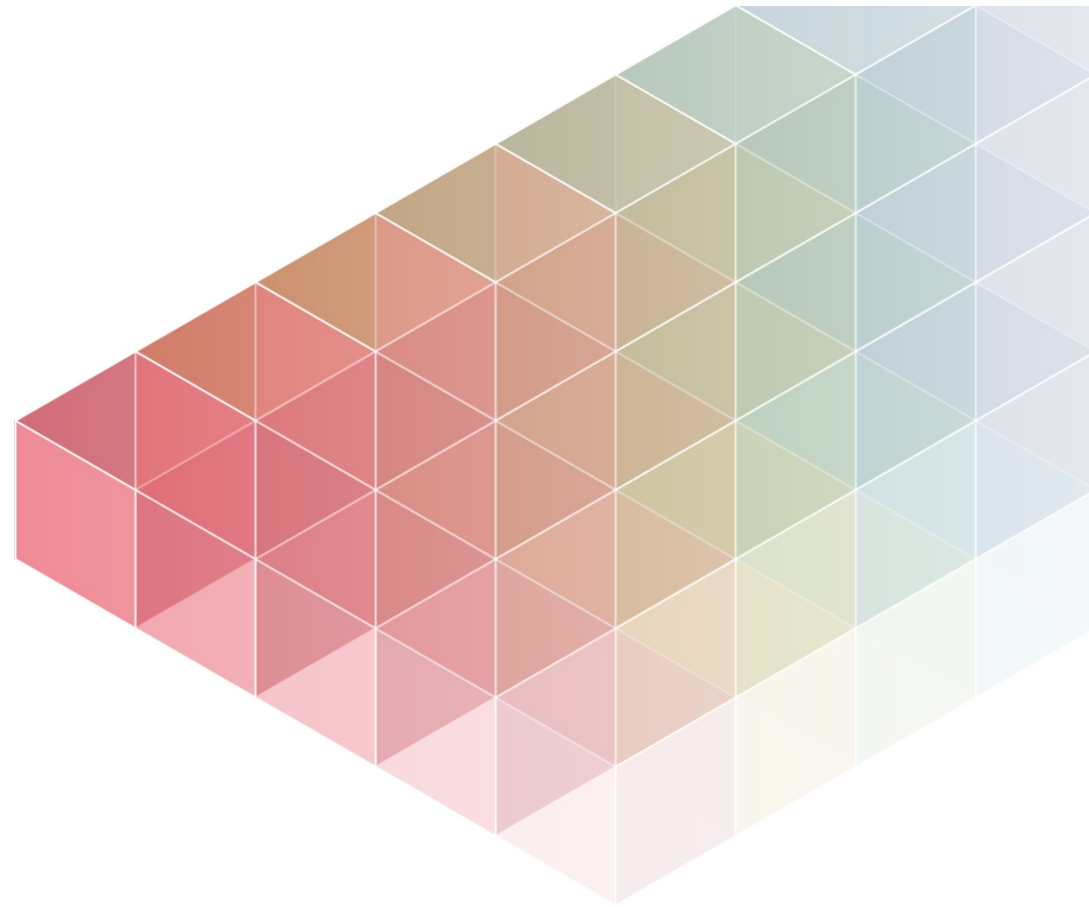




Offering for Corporate Partners and Investors

Thomas Landis, COO



Our goal is to establish QAI Ventures as the leading Ecosystem for Quantum and Advanced AI globally

About QAI Ventures

Vision & mission



Vision

Our vision is to unite the world during the global Quantum revolution, where collaboration fuels advancements that transform daily life, reshape economies, and redefine society.



Mission

We empower Quantum technologies' global transformation with strategic startup investments, Startup acceleration and collaborative ecosystem building.

Targets



Support Quantum & Advanced AI startups



Increase success rate of startups



Enable international scaling of startups



Attract key talent locally and globally

Outcomes



Create early success stories and ROI for all stakeholders



Put Basel on the global Quantum landscape



Strengthen local economy and global ecosystem

► Our goal is to become the leading Quantum & Advanced AI Ecosystem globally

Current developments in business, politics, and academia support our goal of promoting the development of Quantum technology

Current developments

Quantum technology is on the verge of a breakthrough in Switzerland...

International Geneva >

Open Quantum Institute to start in Geneva in March



Source: [swissinfo.ch](https://www.swissinfo.ch)

SWI [swissinfo.ch](https://www.swissinfo.ch)

UBS joins forces with CERN, Swiss government and GESDA to boost quantum computing in bid to achieve UN Sustainable Development Goals

Zurich | 13 Oct 2023, 12:00 CEST | Media Switzerland

UBS partners with Geneva Science and Diplomacy Anticipator Foundation, CERN, Swiss Federal Department of Foreign Affairs, ETH Zurich and EPFL, launching the Open Quantum Institute

Source: UBS



RESEARCH · QUANTUM SCIENCES

“Switzerland could play a key role in quantum technology”

ETH Professor Klaus Ensslin spent 12 years at the helm of the National Centre of Competence in Research “Quantum Science and Technology”. As the programme prepares to wind down at the end of this year, we spoke to him about scientific breakthroughs and Switzerland’s role in quantum research.

Source: ETH Zurich

ETH zürich

Quantum Technologies Can Help Tackle Climate, Hunger, Disease, but a Massive Skills Gap Stands in the Way

日本語

Sahil Raina, Public Engagement, World Economic Forum, sahil.raina@weforum.org

- Quantum computing could help tackle complex problems like disease, food and climate crises by boosting personalized medicine, carbon sequestration, green hydrogen and ammonia production
- Investment hype and security fears are creating misperceptions while the lack of post-graduate education is leading to a critical talent bottleneck
- The World Economic Forum report and white paper, [State of Quantum Computing and Transitioning to a Quantum-Secure Economy](#), show what action business and government can take

Source: World Economic Forum

WORLD
ECONOMIC
FORUM

...and could even help solving humanity’s most pressing challenges.

► Representatives from all parts of society recognize the potential of Quantum and promote its exploration for concrete use cases

A holistic set of elements orchestrated by QAI Ventures promotes the establishment of the leading ecosystem around Quantum technology

What we do



Stakeholders



Universities



Entrepreneurs



Startups

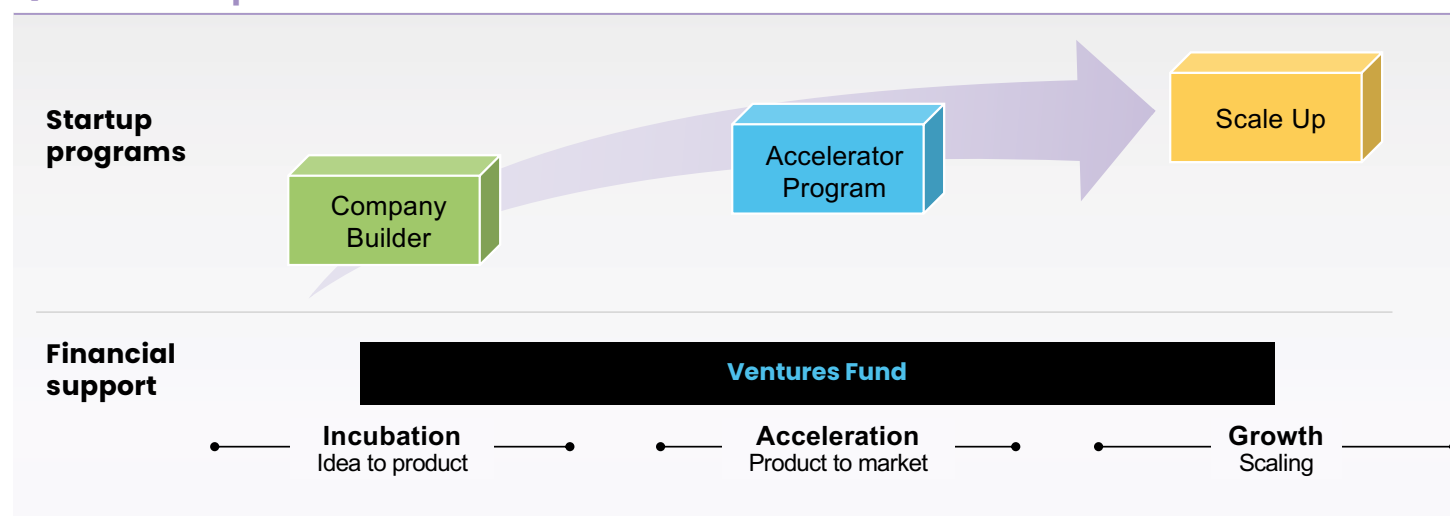


Corporates



Investors

Quantum empowerment



Enabling factors



Partner ecosystem



Education & methodologies



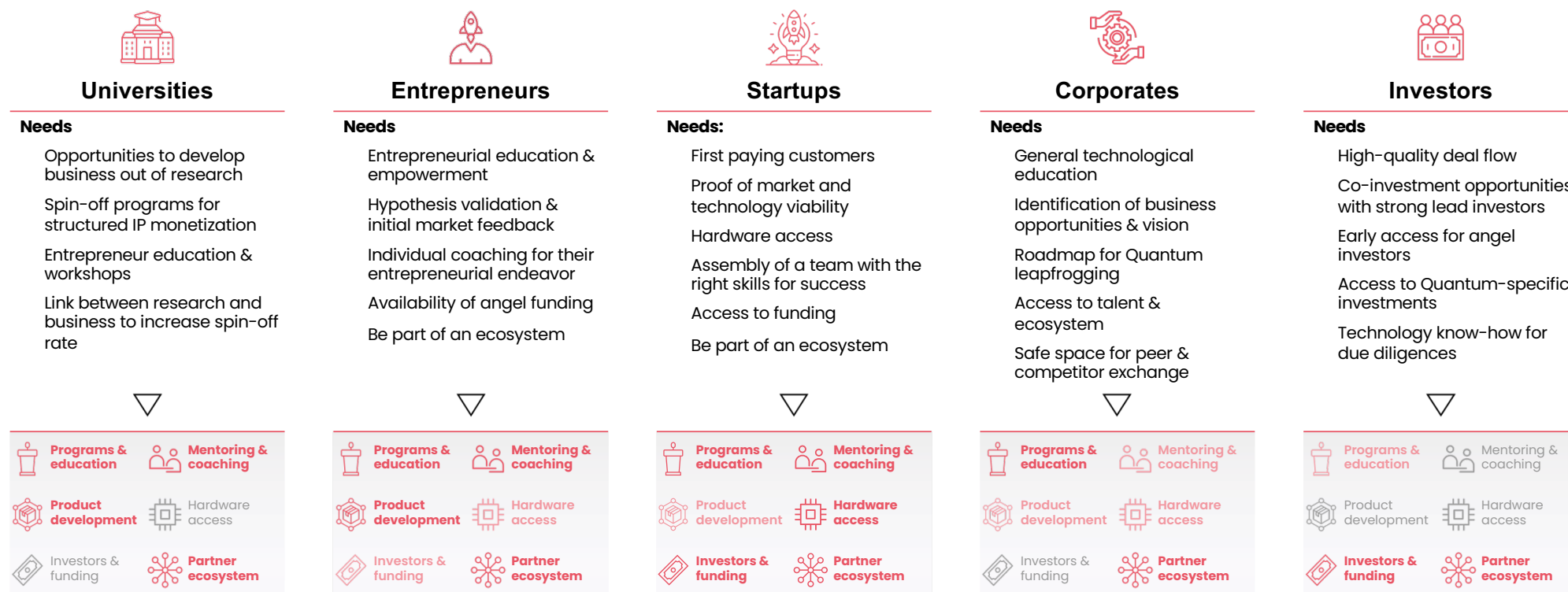
Space & community



Events & roundtables

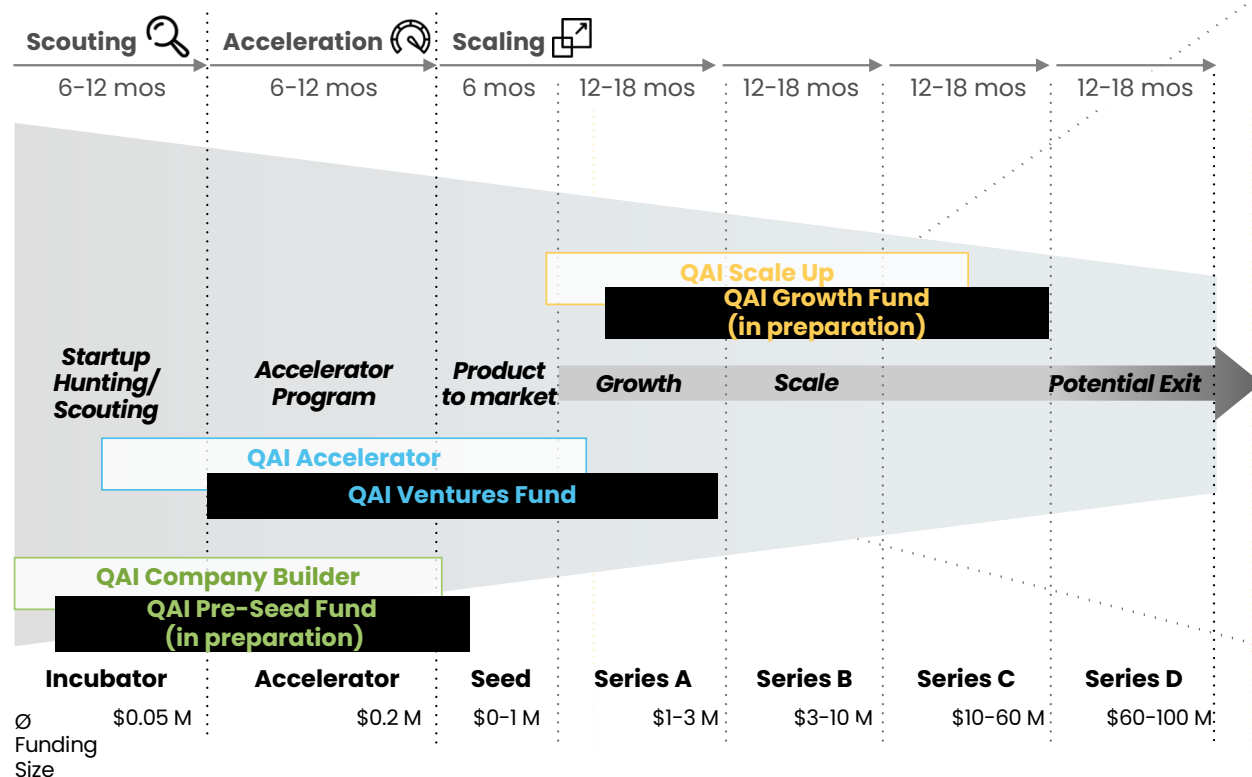
We understand the individual needs of all our stakeholders and developed specific measures to cater for them

Our value proposition



All programs will be accompanied by a matching fund offering to address startups' financing needs

Startup programs & financing



Quantum & AI venture funds

Being the **trusted partner for startups** looking to grow and establish in the Quantum & AI space.



We **provide value** and **innovation** to the for the Swiss economy and Basel as a business location center by investing in ...



... highly **scalable startups** ...



... with cutting edge **technologies**, business models and solutions solve problems of today with technology from tomorrow...



... that can stay independent and **grow** on their own.

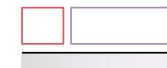
ANACOR



► Our goal is to set up of different investment instrument to invest in different portfolio companies

In addition, we are also equipped with the right factors that enable the long-term success of our Quantum efforts

Enabling factors



Partner ecosystem

Our quantum computing startup accelerator program boasts a **robust partner ecosystem** that includes leading **industry players**, established **venture capital firms**, and cutting-edge **technology providers**. Through strategic collaborations and mentorship, we empower startups to leverage this network, fostering innovation and propelling Quantum computing solutions to new heights.



Education & methodologies

At the heart of our accelerator program lies a **comprehensive educational framework** that equips startups with the **essential knowledge and methodologies** needed to thrive in the Quantum computing realm. Our curriculum spans strategy, product-market fit, intellectual property considerations, and finally investment readiness, ensuring participants gain the **expertise required to succeed in as entrepreneurs** in this field.



Space & community

We offer more than just a physical workspace; we provide a **vibrant and collaborative community** where Quantum computing enthusiasts and startups come together to innovate. Our shared space fosters **creative exchange**, allowing for serendipitous **interactions and knowledge-sharing**. Together, we build a **close-knit, Quantum-focused community** that fuels the future of this transformative technology.



Events & roundtables

QAI Ventures regularly hosts exclusive events and roundtables, bringing together **luminaries and thought leaders in Quantum** computing and advanced AI. These gatherings serve as a **platform for startups** to gain invaluable insights, pitch their innovations, and secure **potential partnerships** or investments. By fostering these interactions, we enable our program participants and corporate partners to make **invaluable connections**.

All companies have different needs depending on their Quantum maturity – we provide the right support based on their readiness

Corporate needs



Leading Swiss companies



Your needs

- Requirement to develop industry-specific Quantum skills
- Staying informed about the evolving Quantum technology landscape
- Connecting with startups, researchers, and industry peers and competitors



Our offering

- Participation in networking **events & roundtables**
- Active **thematic co-design of events** internally and for business partners
- Orchestrated collaboration** with startups of the QAI program

Internationally engaged businesses



Your needs

- Expectation to have a defined Quantum vision & strategy in place
- Clear roadmap with defined own use cases that leverage Quantum technology's opportunities
- Having a dedicated team that develops the company's activities and aligns externally



Our offering

- Support for **PoC's with startups** in the program, and acceleration of **corporate startups**
- Active **thematic co-design of events** internally and for business partners
- Access to Quantum **talent & ecosystem**
- Orchestrated collaboration** with startups of the QAI program

Global industry champions



Your needs

- Infrastructure to execute strategic Quantum initiatives and foster development
- Targeted investment opportunity that are relevant to the future of their business
- Strategic steering of QAI Ventures' activities to maximize partnership outcome






Our offering

- Access to **Quantum hardware** to execute your own use cases in an agile manner
- Joint investments** in promising startups that are relevant to the development of their industry
- Participation in **strategic & investment decisions**
- LP role**
- Access to global Quantum **talent & ecosystem**


We have the right offering for each corporate partner – depending on your individual needs

Our offering for corporate partners

	Quantum Starter	Superposition Partner	Entanglement Partner
	« For companies that want to watch and learn with QAI Ventures » 	« For companies that want to get things done with QAI Ventures » 	« For companies that want to set the global tone with QAI Ventures » 
Access	...to Arlesheim premises ...to startups during local programs ...to local alumni network ...to local events ...to global community	...to Arlesheim premises ...to startups during local programs ...to global alumni network ...to local events ...to global community	...to global premises (from 2024 on) ...to all global startups during programs ...to global alumni network ...to all events ...to global community ...to Quantum infrastructure from QAI ventures partners (according to separate listing)
Collaborate	n/a	...with startups in all local programs ...with local Quantum ecosystem ...with local innovation leaders ...with local corporate members	...with startups in all programs ...with global Quantum ecosystem ...with global innovation leaders ...with global corporate members
Create	n/a	1 corporate startup per year QAI support PoC with startups in program	1 corporate startup per batch QAI support PoC with startups in program Propose member roundtable topics
Control	n/a	Privileged selection of startups Co-define scouting strategy	Privileged selection of startups Voting seat on the investment committee of the Accelerator Co-define scouting strategy
Fee	50k CHF p.a.	200k CHF p.a.	500k CHF p.a.
Investment	optional	optional	min. 5M CHF LP commitment

If you are an angel investor looking for Quantum investment opportunities, we have an exclusive offer for you

Our offering for angel investors

Angel Access Package	
	« For investors who want to benefit early from QAI Ventures' startup selection » 
Access	...to all submitted startup pitches ...to QAI Ventures' detailed assessment documentation
Decide	...in which startup(s) you want to invest as an angel
Invest	...top up the standard accelerator program investment of 200k CHF (100k CHF cash + 100k CHF in-kind) with an amount of 50k – 150k CHF
Benefit	Drag along with our sophisticated convertible loan standard contract and receive a 20% discount on your shares in the next financing round
Fee	5k CHF p.a. (Angel Club membership fee)
Investment	discretionary, ticket sizes 50 – 150k CHF per startup



Your benefits:



Exclusive access to startups participating in the accelerator program



Rigorous assessment and selection by QAI Ventures' Quantum experts



High chance of survival due to high-quality accelerator program



Investment opportunity prior to companies' presentation to broader investor audience



20% discount on shares in next financing round



All terms and contract templates will be standardized and provided by QAI Ventures



Thank you!

QAIventures



1. Hackathon

Hackathons are a great opportunity to create awareness, attract talents and sponsors, and initiate deal flow Hackathon



Goals

- Create awareness and innovation
- Attract potential founders
- QAI Brand awareness
- Connection and ecosystem development within the hackathon location
- Onboard mentors and experts in the quantum/AI area



Audience/geography

- Local universities
- Main Quantum hubs globally

What

Preparation and set-up

Select location in line with strategy to scout from global Quantum hubs and attract global sponsors

Scout **relevant location** to benefit from leading Quantum hubs globally

Secure global and local **sponsors**

Develop **business challenges** jointly with sponsors

Attract local talent with diverse backgrounds to apply and participate

Select participants and finalize the organization of the Hackathon

Hackathon event

Combine diverse skill sets to ensure relevant challenges are solved, provide an outstanding experience

Conduct intense **2.5 day** hackathon

Friday	Saturday	Sunday
8:00 Breakfast	8:00 Breakfast	8:00 Breakfast
9:00 Input Session: Vision & Mission	9:00 Input Session: Vision & Mission	9:00 Pitch Practice
10:00 Feedback Session & Review	10:00 Feedback Session & Review	10:00 Feedback Session & Review
11:00 Input Session: Value Proposition & Areas	11:00 Input Session: Value Proposition & Areas	11:00 Project Update
12:00 Lunch	12:00 Lunch	12:00 Lunch
13:00 Key Note	13:00 Activity	13:00 Announcement Round Robin
14:00 Challenge 1 in Room 1	14:00 Input Session: Customer Validation	14:00 Start of Pitch
14:45 Challenge 2 in Room 2	15:00 Mentoring Session	15:00 Announcement of Top 10
15:30 Dinner	15:30 Customer Interviews	16:00 Closing Ceremony
16:15 Team Matchmaking	16:30 Learnings	17:00 Announcement of Winners
17:00 Input Session: Design Thinking & User Centric	17:00 Dinner	17:30 Awards
18:00 Team Registration	18:00 Input Session: Pitch Practice	18:00 End of Hackathon
19:00 Midnight Snack	19:00 Midnight Snack	

Key outcomes

- Access to >100 talents (incl. CV's)
- Access to >15 prototypes
- Media buzz for sponsors and Vernewell
- Source new teams who start their business in Quantum and join UAE's Acceleration Program

Deal flow generation

Professionally follow-up to ensure deal flow and community building

Stay in close contact with best teams and **encourage** participation in further **incubation programs**

Organize **meetups** with participants to stay in contact and strengthen follow-ups and branding

Perks from QAI



- Unique Hackathon concept that is focused on solving relevant business problems and creating prototypes
- Ready to use Hackathon manuals and project plans
- Existing sponsorship concepts
- Ready technical solutions for complete process

2. Bootcamp

To generate speed and early attention. To prepare innovators for startup life and prepare for acceleration journey



Goals

- Create awareness and innovation
- Scout for future participation in accelerator program
- Attract potential founders
- QAI Brand awareness within



Audience/geography

- Global Quantum Startups
- Local universities
- Main Quantum hubs globally

What

Preparation and set-up

Startup selection in line with the strategy to showcase the ambition of the Dubai global quantum hub and attract global Startups

Develop Startup Bootcamp with completion of a pitching event in front of an expert jury

Promote and market the event

Online pre-selection of min. 20 global quantum Startups

Selection of the **5 best teams** based on our assessment

Ensuring the perfect execution of the boot camp

Support in setting up and **selecting the jury**

Organize and manage all points for & with the Startups

Startup Bootcamp event

We bring the Startups into superposition in a short but intensive training camp and present them to a renowned Quantum jury

Conduct intense **3-day** Startup Bootcamp

Tuesday	Wednesday	Thursday
8.00 Breakfast	8.00 Breakfast	9.00 Breakfast
9.00 Opening Session	9.00 Pitch Practice	9.00 Pitch Practice
10.00 Vision & Mission	10.00 Feedback Session	10.00 Feedback Session
12.00 Lunch	12.00 Lunch	12.00 Lunch
13.00 Lean Canvas	13.00 Customer Validation	14.00 Jury Pitch
16.00 Pitch Training	16.00 Learnings	16.00 Winner Announcement
18.00 End of Day	18.00 End of Day	17.00 Closing remarks

Key outcomes

- Promoting Start Quantum Accelerator in Dubai
- Access to >20 Startups (incl. Pitch-Deck)
- Access to >5 Startups on-site
- Media buzz for Dubai & Vernewell
- Source new teams who start their business in Quantum and join UAE's Acceleration Program starting in July 2024

Announcing Accelerator

Professional marketing of the event and to ensure deal flow and community building

Immediate start and opening of the application process for Startups for the Dubai Quantum Accelerator starting in July 2024

Marketing activities and media support for the event including building excitement for the upcoming Quantum Accelerator

Announcing **Golden Ticket** for final round of the Accelerator for Winner of the Jury Pitch Session

Perks from QAI



- Unique Startup Bootcamp concept that is focused on to improve the Startups in the short term and make them shine on stage.
- Ready to use Bootcamp manuals and project plans
- Existing scouting concept
- Existing Quantum Startup portfolio
- Ready technical solutions for complete process

3. Accelerator Program

Graduate world-class startups and build a world-class ecosystem to support their growth within and after the program



Goals

- Early access to innovation and to top trends
- Talent access and network growth
- Equity stake into start-ups with preferential rights for follow on funding
- Core of Ecosystem building and networking
- Build support network and grow services offerings
- Advance Quantum and AI as a technology and have Basel as a Hub for innovation in these technologies



Audience/geography

- Startups and founders globally

What

Stage	Planning the future	Focus on what is important	Investment & Market ready	Investor & Demo Day
Goal	Design clear vision & strategy, understand IP situation	Focus on the important stuff, reprioritize the rest	Demonstrate business model is working on a small scale	Win first paying customer and investor
Action	Finalize Vision and design strategy to execute it	Reduce backlog to the max	Test business model with market & investors	Find required investment, launch MVP on the market
Masterclass	Week 1	Week 2	Week 3	Week 4
Key topics	Vision, Strategy, IP & Trademark, co-founding, winning Investments Vision, mission	Identify & mitigate risks, understand customer, Leadership, Pitch & Media Training	Getting investments & market ready Business case Contribution Networking essentials	Investment Strategy Businessplan Co-founder charta

Provide a five-month Accelerator program – with four weeks presence required in Dubai

Provide knowledge, frameworks, ongoing mentoring / coaching, quantum hardware and industry access

Seed funding and contracting

Perks from QAI



- Experience from successfully accelerated Startups
- Concept tested and ready to use
- All templates available
- Digital system to support Startups and track progress
- Deep understanding of Quantum and trends
- Access to corporates & investors
- Broad mentor network

4. Scale Up

To boost Startups for market growth by bringing the product to international markets and securing further investment



Goals

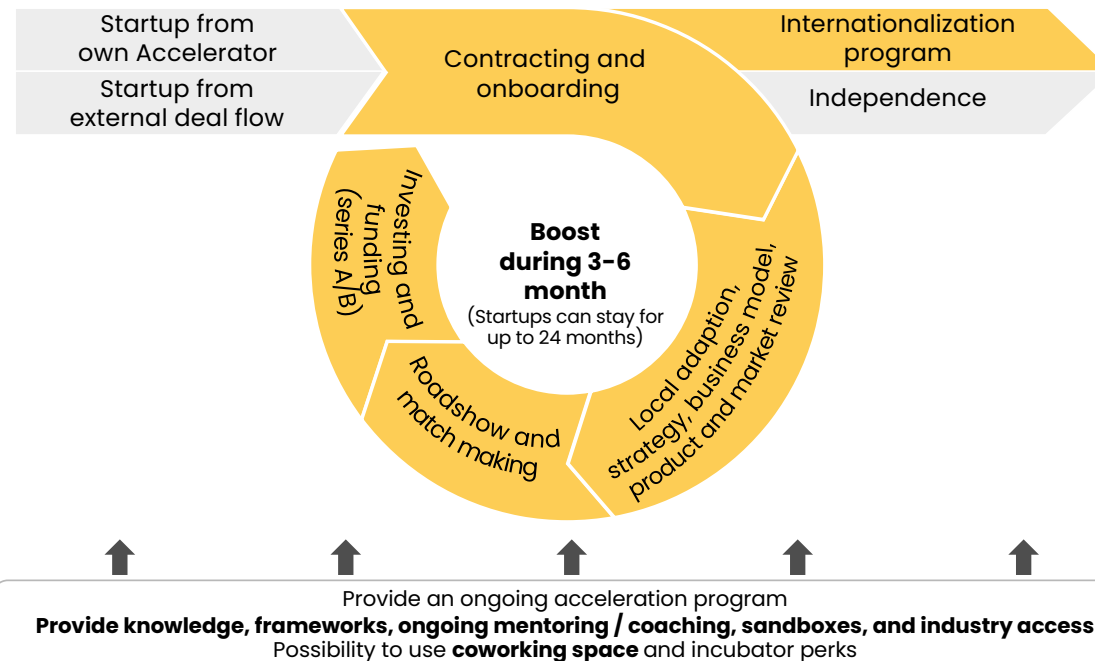
- Synergize with incubation to help Startups to grow market and customer/client base
- Access to the inner workings of the team to manage any risks
- Help with business development and growth
- Connect to QAI services
- Establish relationships with QAI ecosystem players

Audience/geography



- Startups from Accelerator program (Alumni)
- Startups from one of the QAI Investment vehicles
- Similarly developed Startups globally

What



Perks from QAI



- Concept tested and ready to use
- Access to mentors and coaches
- Deep understanding of Quantum and trends
- Deep understanding of pitching to senior stakeholders to win support to pursue (corporate) Startup
- Access to tech partners and offshore development companies

Partners can benefit from our experience, IT environment, marketing and operations to achieve a sustainable business model.

Economic model



Goals

- Ensure that economic model is sustainable



Requirements

- Develop economic model and cost breakdown



Audience/geography

- Hardware providers
- State funding organizations
- Universities and research institutes
- Members and sponsors

What

Components

The economic models can contain different revenue streams and a model that fits to the local environment needs to be designed

Component	Venture Fund	Membership	Sponsoring	Service fees
Value	\$\$\$\$	\$	\$	\$
Description	Using part of the return of the fund to finance the company builder & accelerator programs	Charging a membership fee for participating corporates in exchange for access and participation in the company builder	Offering sponsoring opportunities to corporates, especially linked to events like hackathons or bootcamps	Providing innovation services to corporates or co-working space to startups for a fee
Pro/cons	Expected high return, but upfront capital investment needed	Stable revenue stream, but limited upside and RoI for incubator/accelerator	One-off revenue stream to offset specific costs, e.g. for events	Usually, small revenue stream from noncore activities

Indicative budget overview / cost break down available in commercial offer



Final Economic model to be defined for each accelerator with partner

Perks from QAI



- Economic model based on running a leading Quantum accelerator and investment fund
- Presentations to all stakeholder groups ready for local adaption
- Concept tested and ready to use

We need roughly 210 man-days for the perfect organization of an accelerator and offer potential partners the design and build phases for total base fee CHF tbd*. For Managing we estimate the costs at CHF tbd per year – venture fund management separately and tbd

Our commercial offer

	Design phase	Build phase	Manage phase	QAI Franchise Fee	Venture fund management
Description	Groundwork for the Quantum Company Building with meticulous planning and strategic vision.	Build up the Startup Company Building for Partner with everything necessary in a short timeline	Achieve to position <i>Partner</i> on the global Quantum landscape and run Quantum Startup Company Building Program	Achieve immediate global recognition, full access to global deal flow, internationalization program and ecosystem	Professionally manage the Quantum venture fund to achieve return on investment and cover Quantum incubator/ accelerator costs
Key benefits	Strategic goals defined and Quantum Startup Company Building concept finalized	Operational readiness achieved to run Quantum Startup Program	Successful management and continuous evolvement of ecosystem	Membership in QAI, guaranteed spots in internationalization program, use of QAI brand	Fund professionally managed in full synergy with the incubator and accelerator
Required man-days	120 man-days	90 man-days	Flat fee	Flat fee	Flat fee
Pricing Fee in CHF excl. VAT	CHF tbd**	CHF tbd**	CHF tbd p.a.	CHF tbd p.a.	x% of Fund size p.a.
Success based component	No	No	Yes, according to KPIs with 5% bonus if achieved	No	x0% carry
Total base fee of CHF tbd*			Total yearly fee of CHF tbd*		To be defined at a later stage

* excluding expenses, VAT

** QAI Project travel expenses are charged at cost

*** Business Modell to be discussed

With the proposed setup, partners can cover all costs of the Quantum accelerator and realize a >65% return on investment

Illustrative ROI for Partner xy

Assumptions

Quantum Accelerator fund design

- Investment period: 3 years
- Fund lifetime: 10 years
- Expected portfolio size:
 - ~75 start-ups
 - Seed investments of total 75mn with multiple of 2-3x
- Survival rate of start-ups: ~60%

Cost of ownership

- All fees and expenses related to the Quantum Accelerator
- Fund management fee

Simplified business case (in CHF)

