



Impact Report 2022



GLOBAL MILESTONES



ROTTERDAM MILESTONES

1.2 m

CIC Health administered 1.2 million vaccines

1,770

CIC campuses around the world hosted more than 1,770 events with 70,000 attendees

20%

Hit the Social and Economic Council (SER) diversity milestone of housing more than 20% of women entrepreneurs in our community

2,500

CIC-based companies created > 2500 FTE over time

2,107

Total number of clients

899m²

Expanded the innovation campus by adding 899 m² of office space

10

8 Innovation campuses, 2 Labs + Innovation Campuses, 11 Venture Cafés, 2 Innovation Consultancies (Captains of Innovation, CIC Institute)

50%

Retained > 50% of our clients at the height of the pandemic

47

Thursday Gatherings

€600

CIC-based start-ups attracted €600 million of investment over the years

COLOPHON
CIC Impact Report

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Joyce
Kornet-
Vreugdenhil

DEAR READER,

Since our inception, we have provided a global home for great entrepreneurs and innovators building a future-proof society. It is my pleasure to present our Impact Report for 2022, showcasing the continuous growth of our innovation community in Rotterdam. This year's report purposefully reflects on our community's commitment to creating a sustainable and resilient future. Now more than ever, our society needs those exceptional people and leaders that want to fix the world through innovation. You will read more about the impressive journeys of some of our community members, varying from

developing a new cancer medicine, boosting the social entrepreneurship in our region and disrupting the insurance industry.

We've seen our community stabilize this year, while we further diversified the industries represented in our innovation campus. We continue to have a strong tech cluster within CIC Rotterdam, 28% of our clients operating in areas such as artificial intelligence, IT, software, and hardware. After opening our latest community 'Delta' in 2022, our innovation campus now spans over 10.500m² of shared office and event space in the Groot Handelsgebouw. Concurrently with CIC's growth, we've also seen at least 30% of our clients increase their footprint within our space, since they landed in CIC. The number of full-time jobs created by our clients is another significant indicator of our community's impact. Since our launch in 2016, our clients have collectively created almost 2500 full-time jobs, contributing significantly to the economic growth of the region.

In 2022, more than 417 full-time jobs were created, reflecting the tenacity and resilience of our community. Furthermore, we continue to serve as a European hub to many international businesses: 20% of our clients have international headquarters outside of The Netherlands and joined us in Rotterdam to expand their reach and impact. Our commitment to fostering an inclusive and diverse ecosystem has yielded significant results. In 2022, we have exceeded the Social and Economic Council (SER) diversity milestone by providing more than 20% of women entrepreneurs with housing within our community. We want to thank our clients, community and partners for being a part of this journey, and we look forward to continuing to make a positive impact for society.

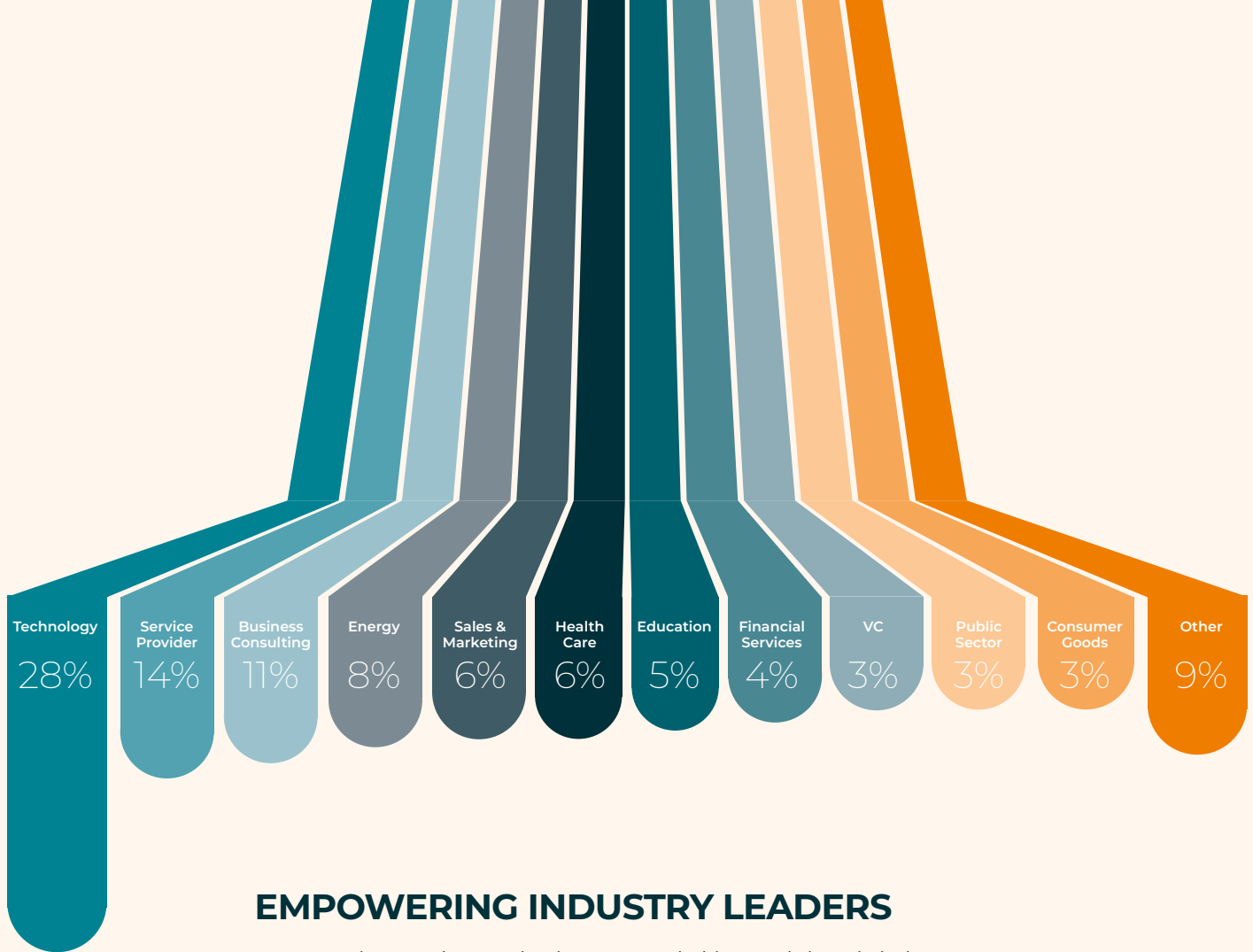
Best,

Joyce Kornet-Vreugdenhil
General Manager, CIC Rotterdam

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TEAM ROTTERDAM
cic



EMPOWERING INDUSTRY LEADERS

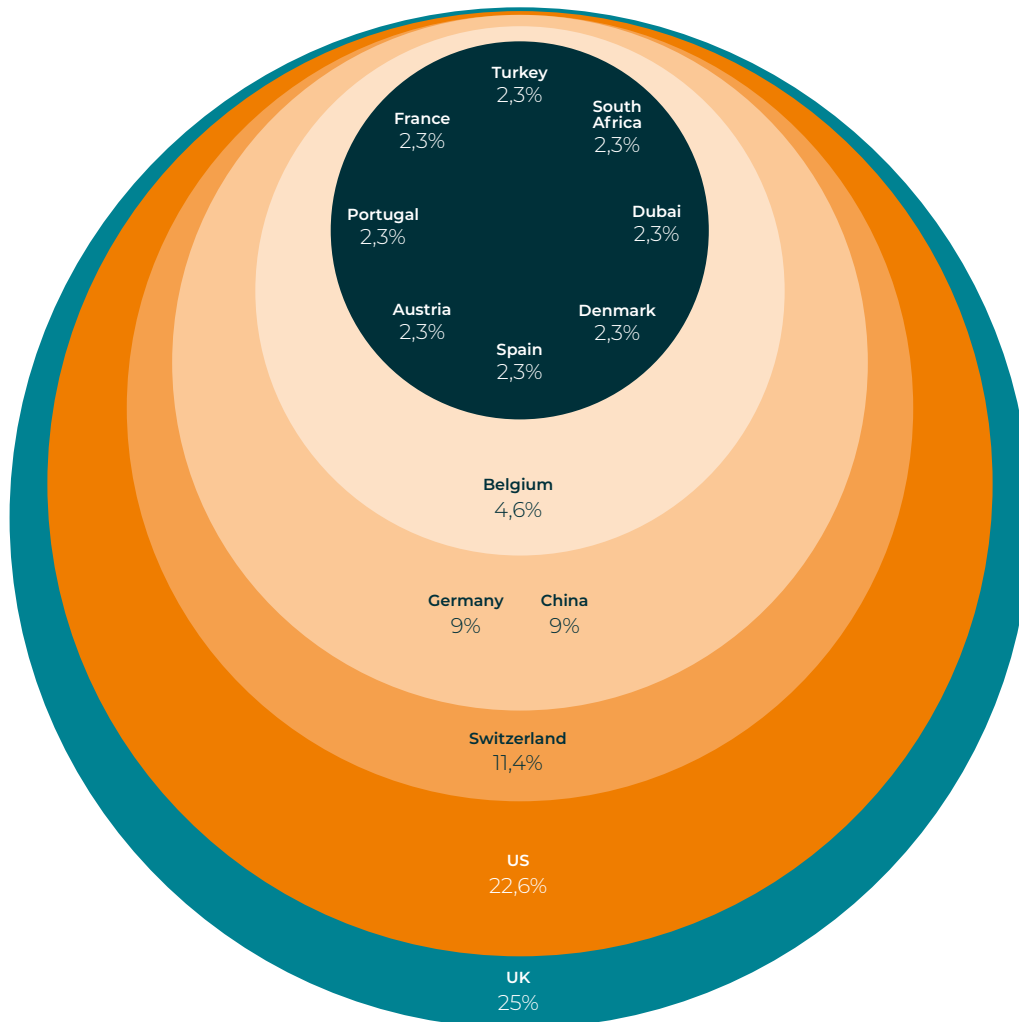
CIC Rotterdam continues to be the hub for connecting businesses with the resources and networks they need to thrive. We take pride in fostering a supportive ecosystem where a broad spectrum of industries can flourish. Our commitment to facilitating these valuable connections is reflected in the success of our clients and the growth of their businesses. In 2022

we held a steady base in industry division, with 28% of our clients being tech companies (artificial intelligence, IT, software, hardware), followed by service providers, business consulting, energy and health care. It is interesting to note that companies operating in Artificial Intelligence are gradually increasing.

GLOBAL REACH:

A LOOK AT CIC ROTTERDAM'S INTERNATIONAL FOOTPRINT

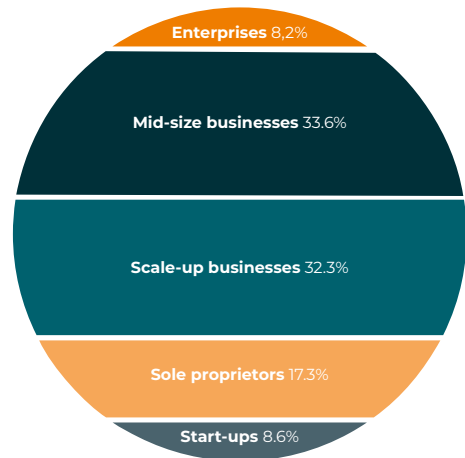
With 20% of our clients boasting international headquarters, CIC Rotterdam is a hub for businesses looking to expand their reach and impact globally. Leading the charge are our clients with headquarters in the United Kingdom, United States, and Switzerland. These powerhouses are setting the standard for international growth, and CIC Rotterdam is proud to play a part in their continued success.



Furthermore, a staggering 77% of survey respondents reported that they are doing business outside of the Netherlands, showcasing the international scope of our community.

At the forefront of our community are the entrepreneurs and innovators. Start-ups, scale-ups, and mid-sized businesses make up 74.5% of our community. Our ecosystem brings together investors, corporates, educational

institutions, and the brightest minds in business, all working towards a shared goal of accelerating innovation. Our community recognizes the power of collaboration and the value of supporting each other's growth.



FUELING JOB GROWTH: THE IMPACT OF CIC ROTTERDAM ON LOCAL EMPLOYMENT

We discovered that a total of 417.5 full-time equivalent (FTE) jobs were created, demonstrating the significant contribution our community is making to the local economy. Additionally, an impressive 75% of these companies reported accelerated business growth, further highlighting the positive impact CIC Rotterdam is having on the businesses within our community.

75%
Accelerated

15,9%
No change

9,1%
Slowed down,
but still hired

0%
Downsized

GROWTH EXPECTATIONS OF OUR CLIENTS IN 2023

10 new
clients

20% in
revenues

A growth in reach
of target audience
and project
activities

In number of
employees and
growth

More growth
due to new working
arrangements

Continued growth,
how much depending
on market :-)

Raising a series
A and expanding
further

2x in
size

More
transactions with
SME clients

1

VOOR GOED

“IF WE ASPIRE TO BE AN EQUAL OPPORTUNITY SOCIETY, WE ALL HAVE TO DO OUR PART”

CAROLIEN VAN WERSCH, DIRECTOR

 www.linkedin.com/in/carolien-van-wersch-5a27923

Voor Goed is an engine for social enterprise focused on helping businesses make operational choices to benefit people and society. Choices big and small. Because as the foundation's director, Carolien van Wersch, argues, doing business responsibly can have a positive impact on solving the challenges facing our society today. “Social entrepreneurship is something every business can do to make the world a better place.”

HOW DO YOU DEFINE SOCIAL ENTREPRENEURSHIP, AND WHY DOES IT MATTER?

“In fact, a whole bunch of terms are used which essentially all mean the same thing. Sustainable entrepreneurship, impact enterprise, corporate social responsibility, social enterprise... For us, the bottom line is whether you are contributing to solving or tackling urban-based societal challenges or not. Or even worse, contributing in a negative sense. It's important to try to address and solve problems and challenges together. Feike Sijbesma said it best: ‘You cannot be successful in a world that is failing.’ If you look around and see children growing up in poverty and a world that's being polluted, how can you, as an entrepreneur or as a company, say with a clear conscience that you are truly successful? If we aspire to become a society in which there are equal opportunities for all and a healthy world for future generations, then we all have to do our part together.”

IT MIGHT SOUND ABSTRACT TO SOME PEOPLE, BUT SOCIAL ENTREPRENEURSHIP IS BASICALLY SOMETHING ANYONE CAN DO, IS THAT RIGHT?

“Absolutely. From big multinationals to the bakery around the corner. But it goes beyond saying ‘Okay, I've hired three people, so I've helped cut unemployment.’ Because, the next question is: what about the other 33,000 people in Rotterdam who are sitting at home jobless? What are you doing for them? How about creating another job for someone that needs some extra attention, guidance, or a second chance? But next to this, think about your core activities and improvements you could make there. Say you're a toy shop. You can put solar panels on the roof, which helps the energy transition and is a good thing to do. But it doesn't really have any bearing on your organization's core activity. You need to analyse what you are selling in your shop, where those items are coming from, the working conditions they are being produced in and what the environmental impact is.

Organizations need to take a look at what they are doing, what products or services they're marketing, and how they can do that better or more responsibly. And after that they can look at where they are operating, at problems in their immediate surroundings, and what they can do to help solve them.”



READ FULL INTERVIEW HERE!

WRITTEN BY TESSA BURGER



CHAMPIONING WOMEN IN BUSINESS: A LOOK AT CIC ROTTERDAM'S GENDER DIVERSITY

Gender diversity is essential for driving innovation and growth in the business world, and we are committed to championing women in business for years to come. According to The State of European Tech report's 2022, the 'unicorn club' is overwhelmingly male. This is no surprise - all women teams account for 1% of the funding raised and 15% by teams with both men and women. The vast majority of LP's funding - 84% - went to teams composed of only men. In terms of founding team gender diversity in

the Netherlands - of all that raised funding in the last five years, 10% are all-women, and another 11% have women included in their teams. There is still a lot of work to be done in this field. Therefore, we signed a contract from the Social and Economic Council (SER) that set the goal of housing more than 20% of women entrepreneurs in its community by 2025, which we hit in the summer of 2022. At the end of 2022, we were proud to have 37 women-owned companies, representing a powerful



16% of our member base. Since 20% is a moving target, we have an ongoing focus on the goal.

We also support female-led foundations such as Female Ventures and Voice of All Women, who are paving the way for women in business. To continuously support this goal, we organize events such as the Female Founders event at Upstream Festival, bringing together a dynamic community of more than 100 women entrepreneurs to network, learn, and grow.

UNLOCKING THE POWER OF DIVERSITY:

HOW CIC ROTTERDAM'S DIVERSE TEAM HELPS OUR COMMUNITY WITHIN THE ECOSYSTEM

With 26 staff members hailing from 19 countries across 6 continents, we bring a wealth of diverse perspectives, skills, and experiences to the table. Diversity drives innovation and creativity within organizations. With 17 different languages spoken among our staff, we are able to connect with a broad range of businesses and individuals, fostering an inclusive and supportive environment for everyone.

We are proud to have built a team that represents the global nature of today's business world, and we are committed to continuing to attract top talent from around the world to join us and creating a great place to work.

IF YOU SEE US IN THE HALLWAYS SAY:

How are you?

ENGLISH

お元気ですか?

JAPANESE

Comment allez-vous?

FRENCH

你好嗎?

CANTONESE

¿Cómo estás?

SPANISH

Hogy vagy?

HUNGARIAN

Ce mai faci?

ROMANIAN

Wo ho te sɛn?

AKAN

Kaip laikaisi?

LITHUANIAN

Wie geht es dir?

GERMAN

Nasılsın?

TURKISH

Kako si?

CROATIAN

Jak se máte?

CZECH

Come stai?

ITALIAN

Hoe gaan dit?

AFRIKAANS

Hoe gaat het?

DUTCH

Como vai você?

PORTUGUESE

2

SUPERSCRIPT

“START-UPS AND SCALE-UPS STRUGGLE WITH THEIR INSURANCE. AS A SCALE-UP OURSELVES, SUPERSCRIPT CAN GENUINELY RELATE TO THEM”

MARK VAN HOUT, SENIOR ACCOUNT MANAGER

 www.linkedin.com/in/mark-van-hout

Providing insurance cover for complex and challenging new tech-driven changemakers, reinventing the world of business insurance... Whatever you want to call it, Superscript does all that and more. The company creates custom modern insurance solutions to meet the rapidly changing needs of high growth businesses and offers a number of specialized covers. As senior account manager, Mark van Hout was one of the first people on board at their European headquarters in Rotterdam and talks passionately about his job there. “We have very big ambitions and it’s been amazing to see Superscript grow into the company it is today.”

HOW DID THE COMPANY START OUT?

“Superscript was actually founded in the United Kingdom in 2016 after the two co-founders noticed small businesses were underserved by the insurance market. There are two core sides to the business. One side of the business provides insurance for sole-traders, freelancers and small businesses - that is UK-only at the moment. The other side of the business, which I represent, is Superscript - we provide emerging, complex tech companies with insurance solutions in a way that’s fast, transparent and innovative both in the UK and Europe. Our solutions are designed to keep pace with evolving risks and are always shaped around the individual needs of the business. After Superscript launched a few years ago, things moved very fast. When it became clear there were ambitions to grow beyond the UK, the London office made plans for a European headquarters. Because of Brexit,

they needed a European office to enter the European market, so Rotterdam became the entry point to Europe. Since then, the organization has grown a lot – more than fivefold over the last two years – has had some great fundraising rounds, raising 73 million euros, and had the honour of becoming Lloyd’s broker for Europe, which is amazing.”

HOW ARE YOU SCALING THE BUSINESS AND HOW DO YOU ENVISION YOUR GROWTH PATH? IF YOU CONTINUE GROWING LIKE THIS, YOU’RE LIKELY TO EXPLODE.

“We can only hope! But joking aside, we have big ambitions. We want to operate globally at some point, but right now we’re focusing on supporting start-ups and scale-ups in markets we’re already operating in. These businesses are struggling with insurance, so we really feel like we can support them. And since we’re a tech scale-up ourselves, we recognize our clients’ struggles and the challenges they face and can genuinely relate to them, which also adds value to our services. It’s a win-win, honestly.”

DO YOU SEE ANY CHALLENGES IN THIS MARKET?

“Of course. There are always going to be some challenges. That’s also what keeps it interesting. Aside from the tech market, in which both we and our clients have to work fast to keep up, we’re also seeing that many of our clients are finding it difficult to deal with regulations and authorities.




READ FULL
INTERVIEW
HERE!

WRITTEN BY TESSA BURGER



CIC
ROTTERDA

A DIFFERENT LOOK AT CIC ROTTERDAM

24

NEWSLETTERS
SENT



310,000

CUPS OF COFFEE
CONSUMED

43,061

BANANAS EATEN



26

HOW MANY
COMMUNITY
EVENTS?

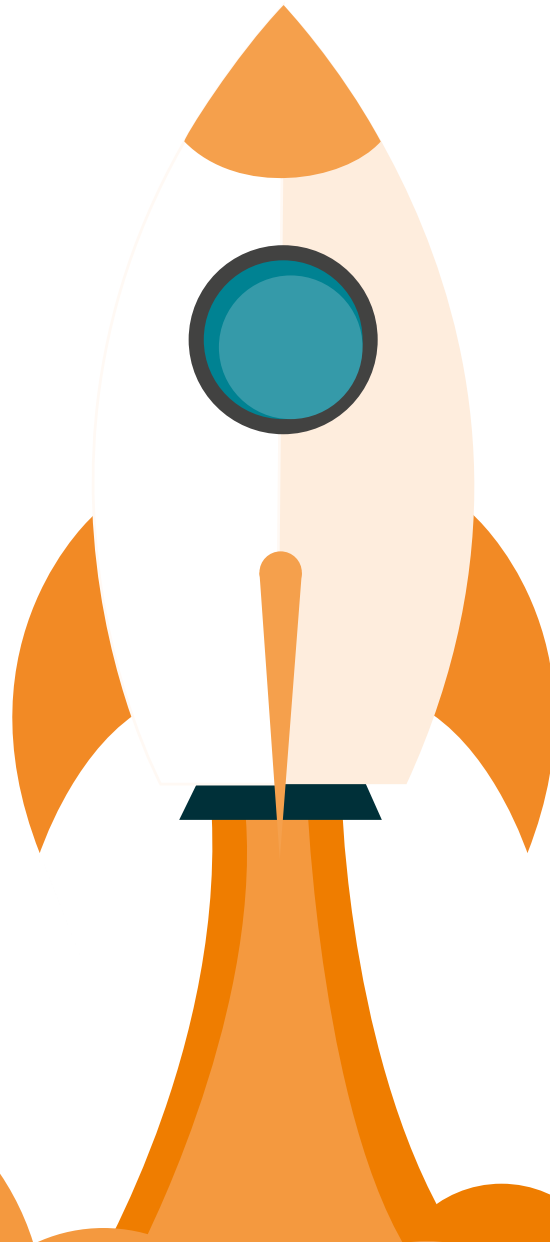


SPACE TO GROW: A LOOK AT CIC ROTTERDAM'S CLIENT SUCCESS

Our 2022 impact report highlights the remarkable growth of our clients, both in terms of their businesses and their physical presence at CIC Rotterdam. We are proud to report that 30% of our clients increased their footprint since they started.

Increased
CIC footprint

30%



3

SAIROPA

“ULTIMATELY, OUR DREAM IS THAT THE MEDICATION REALLY WORKS”

GURVINDER SINGH, FOUNDER

 www.linkedin.com/in/gurvinder-chahal/

In February 2021, two brothers from Rotterdam – Gurvinder Singh Chahal and Dharminder Singh Chahal – saw an extraordinary opportunity to restart stalled research of antibodies in the cancer field. It turned out that one of these antibodies has big potential to become an innovative new medication. After obtaining 17.5 million euros in seed capital from several Rotterdam-based investors, the brothers were able to launch their company, Sairopa, and kick off their work. Though it was a comparatively small sum in the world of Biotech, these funds were enough to recruit a team of Dutch Biotech sector professionals with specialized backgrounds in preclinical research and human trials, among others. Moreover, most of the professionals on the team were familiar with these antibodies as they were originally developed in the Netherlands but were owned by an American company as they acquired these antibody portfolios.

To continue financing their research after the start-up phase, as the funds would have dried up in less than two years, Gurvinder turned to the pharmaceutical world to see if there was interest from pharma companies to collaborate. Finally, after months of meetings and negotiations in the US market, the pharmaceutical company Exelixis agreed to take the plunge with an option deal. “We eventually made a deal in which Exelixis could acquire one of the four antibodies after seeing clinical data in the future, paying us 40 million dollars for the option. Under the deal, we’ll remain the proprietor and developer of our

company and the antibody. They’ll also pay us another 70 million dollars over the next two years to do the actual clinical research. This deal is obviously a fantastic result for Sairopa since we still need to prove that there is real potential of this antibody in cancer patients.”

WHAT SETS THIS DEVELOPMENT APART IN TERMS OF POTENTIALLY CURING CANCER?

“We started out with a set of four types of antibodies, three of which clearly targeted cancer. One of the four pretty quickly proved to be the most innovative antibody and the one that could likely make the difference for the overall pharma field. The first step is always to test it in rodents. After that, research progresses to monkeys, and if the results show no safety issues, you can start human trials.

To the question what sets our antibodies apart, we’ve got a variety of existing cancer treatments – so, chemotherapy, surgical removal and immunotherapy now as well. The simple explanation goes like this: you have cancer cells and you have the immune system. Normally, our body recognizes cells that don’t belong there and fights them, but cancer is a false disease that goes on evolving. Some cancer cells send a ‘don’t eat me’ signal to our immune cells, and that then gives a cancer cell more time to grow or replicate.”



READ FULL
INTERVIEW
HERE!





FUELING BUSINESS GROWTH: A LOOK AT CIC ROTTERDAM'S FUNDING IMPACT

With €44 million raised, our clients are well on their way to reaching new heights in their business journey. Not only did our clients see impressive funding growth in 2022, but many also experienced acceleration or steady growth. We are proud to play a part in helping businesses reach their full potential, and this outstanding funding performance is a testament to the strength of our supportive ecosystem.

€44
MILLION RAISED

COMMUNITY EVENTS

SUPPORTING THE INNOVATION ECOSYSTEM



Cleanup Walk for World Environment Day
In honor of World Environment Day we organized our Cleanup Walk together with Rotterdam Central District, Green Business Club Rotterdam, Venture Cafe Rotterdam.



Pride Week Rotterdam
Celebrating DEIB within our Community and the city.

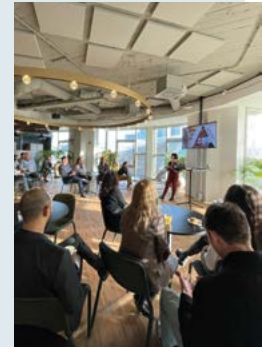


Upstream Festival
Partnering up with Upstream Festival to share, connect and create meaningful innovations for sustainable growth within and outside our community.

Visits to CIC by: HRH the Crown Prince of Denmark and trade delegated from leading Danish green energy and smart healthcare companies and Mayor Ahmed Aboutaleb of Rotterdam and the Minister Liesje Schreinemacher of Foreign Trade and Development Cooperation.



Trivia
Connecting our community monthly with a fun themed Trivia.



Community Meet Up
Community related event where community members welcome new CIC'ers.

BUILDING STRONG RELATIONSHIPS:

THE POWER OF CIC ROTTERDAM'S LOCAL VENDOR NETWORK

We understand the importance of building strong relationships with local vendors and businesses. That's why we're committed to working closely with the local community to create mutually beneficial partnerships and drive economic growth in the Rotterdam area. Whether it's through collaborative events, networking opportunities, or other initiatives, we're proud to be working hand-in-hand with the local business community in Rotterdam. By fostering these relationships, we're helping to drive economic growth and build a brighter future for everyone in the region.

LUNCH VENDORS:

1. **sMaak** Burgemeester Oudlaan 50, 3062 PA
2. **Freshtable** Keilestraat 7a, 3029 BP
3. **GQ Daily Food** Keilestraat 7a, 3029 BS
4. **Delibento - Ryota** Stationsplein 45, 3013 AK

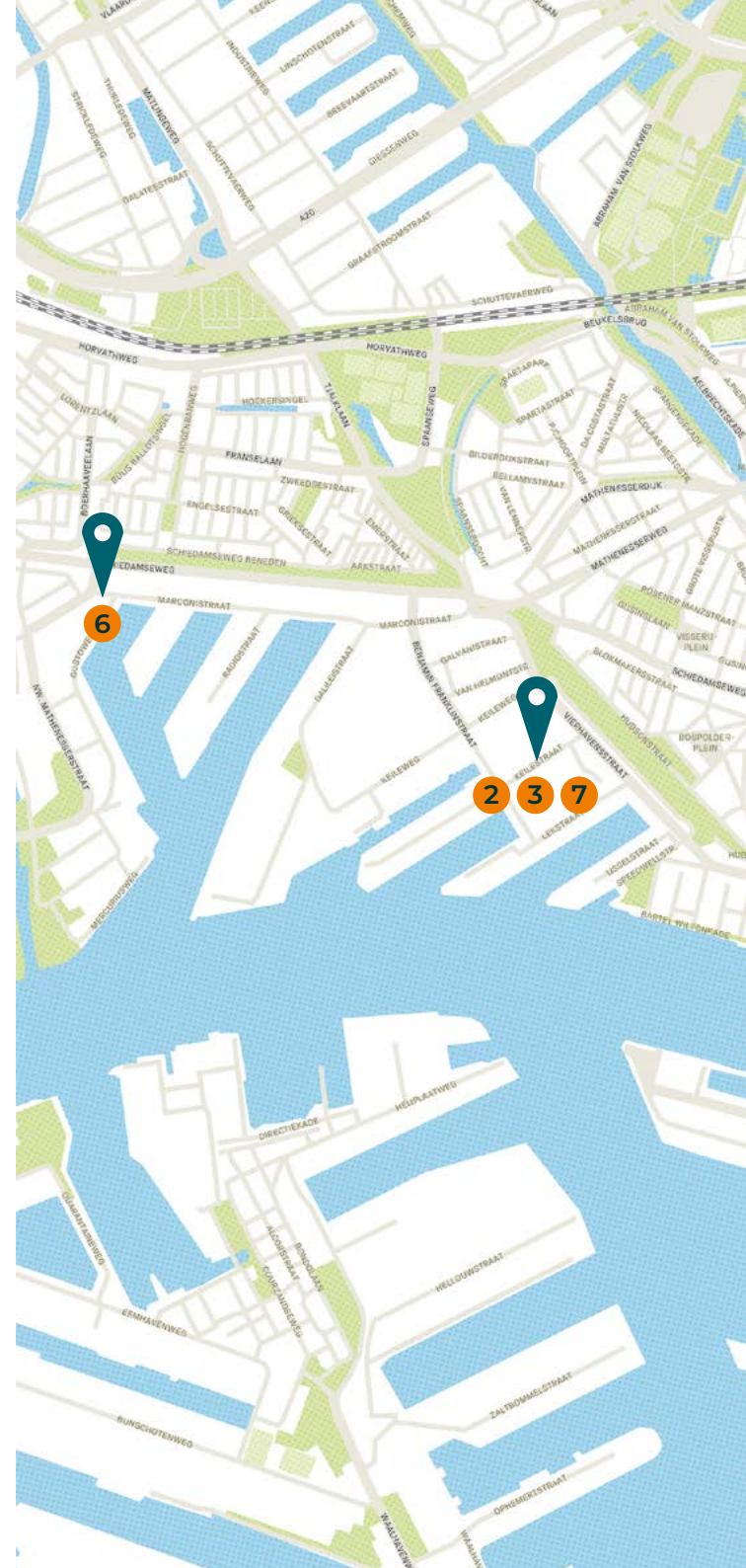
KITCHEN VENDORS:

5. **Giraffe Coffee** Weegbreestraat 23c, 3053 JS
6. **Floating Farm** Gustoweg 10, 3029 AS
7. **Rechtstreek** Keilestraat 9f, 3029 BP

WELLNESS VENDORS:

8. **Denise Ermes Wellness Yoga**
Stationsplein 45, 3013 AK, CIC Rotterdam
9. **Giordan Craanberg Massage**
Stationsplein 45, 3013 AK, CIC Rotterdam

MAP OF ROTTERDAM ROTTERDAM PARTNERS





cic



GROOT
HANDELS
GEBOUW

ENGELS

GROOT
HANDELS
GEBOUW
Rotterdam

45

45



EMPOWERING CHANGE:

THE IMPACT OF CIC ROTTERDAM'S COMMUNITY INITIATIVES

We are committed to using our resources to drive positive change in the world. Through our support, we open doors for foundations and organizations to create a lasting impact that aligns with our values and mission. Together, we can make a meaningful difference and create a brighter future for all. Through our sponsored initiatives, we have invested almost €30,000 in event and office space, supporting a variety of foundations and good causes that are close to our company mission.

●
FEMALE VENTURES
STICHTING ROTTERDAMSE UITDAGING
UKRAINE REFUGEE SOFT LANDING
TECHLABS
GAYROTTERDAM
VOICE OF ALL WOMEN
ENGINEERS WITHOUT BORDERS
BYEWASTE
FORWARD·INC
WEAR
●



UNLEASHING INNOVATION AND COLLABORATION IN ROTTERDAM: THE IMPACT OF VENTURE CAFÉ IN 2022

Venture Café Rotterdam has been a hub for innovation and collaboration for years, but 2022 marked a turning point for the organization. Despite the challenges posed by the Covid-19 pandemic, Venture Café Rotterdam continued to grow and evolve, bringing together entrepreneurs, innovators, and thought leaders from across the

region to drive positive change. In total, Venture Café Rotterdam organized 47 Thursday Gatherings and welcomed more than 7,000 visitors to our space. Together with 150+ program partners, 348 sessions and workshops were organized, providing our innovation community with opportunities to connect, learn, and grow.

BUT IT WAS THE PROGRAM HIGHLIGHTS OF 2022 THAT TRULY SET VENTURE CAFÉ ROTTERDAM APART:

- 1**
Hosted an international innovation delegation from the government and Tech university from Monterrey, Mexico
- 2**
Venture Café became the SDG House for the City of Rotterdam
- 3**
Venture Café supported the MKB010Next program of Municipality of Rotterdam, with the “Next Business Shower” event as cherry on the cake - bringing together 50 SMEs from the city of Rotterdam to think along about the future of the City
- 4**
The very first Comedy Night was organized as part of Upstream Festival
- 5**
Another edition of Venture School, the summer school program for entrepreneurs, alongside a Summer of Experimentation when new ideas to make meaningful connections were tested
- 6**
Partner to Immersive Tech Week taking place at De Doelen in Rotterdam in November
- 7**
End of Year gathering in collaboration with Dutch Startup Association and Graduate Entrepreneur to let different communities in NL collide
- 8**
Introduced Weekly Walks during Covid, to offer the innovation community the opportunity to meet responsibly in any given circumstance while discovering Rotterdam Central District during a walk
- 9**
Kicked-off collaboration with Erasmus Enterprise, offering their communities of students and entrepreneurs the possibility to connect and get inspired around themes such as quantum and VR

ACHIEVING CLIMATE NEUTRALITY AND SUPPORTING LOCAL SUSTAINABILITY EFFORTS

In 2022, CIC Rotterdam continued its mission to achieve climate neutrality by 2025. Through transparent sustainability practices, we explored options for a more sustainable 2023. Partnering with ByeWaste enabled us to maintain a tidy and sustainable working environment, preventing valuable materials from being lost in the rubbish. This aligns with our mission to reach climate neutrality.

We prioritize engaging local vendors for our kitchen and frequently use them for fresh meals in the kitchens, reducing emissions and supporting small businesses. This also helps contribute to green manufacturing and build consumer confidence. To minimize food waste, we carefully purchase fresh produce and partner with organizations in Rotterdam to donate excess items.

BUSINESS HIGHLIGHT:

IDorganics is a household name for organics in the Netherlands, buying their organic products direct from farmers, wherever possible. IDorganics are known for self-tapping systems, but also as reliable producers of known organic brands. IDorganics supplies CIC Rotterdam with milk products, so make sure to enjoy that sweet taste while you have your coffee or cereal.

IN 2022, THE CIC ROTTERDAM KITCHENS:

39%
OF PRODUCTS ARE
LOCALLY SOURCED.



11%
OF SPENDING IS ON
ORGANIC BULK SNACKS AND
SUSTAINABLE DISPOSABLES.



50%
OF KITCHEN SPENDING IS
ALLOCATED TO ORGANIC
OR SUSTAINABLE OPTIONS.



WANT TO FIND OUT MORE?

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