



II SUSTAINABLE BLUE ECONOMY INVESTMENT FORUM Business and Pitch Challenge - Call for startups

TERMS & CONDITIONS

PREAMBLE

Building on the success of the inaugural edition, held alongside the 2022 UN Ocean Conference, Portugal is enthusiastically committed to organizing the second edition of the Sustainable Blue Economy Investment Forum (SBEIF) on October 4th.

The SBEIF is an event, organized by the Portuguese Government, directed at all relevant Blue Economy stakeholders. It aims at mobilizing economic agents and enhancing financing tools to foster a sustainable blue economy.

SBEIF invites and encourages everyone to become an active agent, contributing their inspiring and game-changing ideas to drive positive change towards a sustainable blue economy. Additionally, it seeks to raise awareness about innovative ocean action. Hence to instigate action to develop the sustainable ocean economy by encouraging new partnerships across industries.

Startup Portugal is proud to be part of this inspiring initiative by hosting the Business & Pitch Challenge, set to take place in Estoril, Portugal, on October 4, 2023, which will be a major opportunity for startups to showcase their solutions to a panel of investors specialized in Blue Economy. Startups can leverage this opportunity to connect with specialized entrepreneurial capital stakeholders, potentially raising capital for growth or exploring opportunities within Portugal's unique Blue Economy sector.

This preliminary call will determine the 6 startups that will have the opportunity to pitch their solutions during the event.

To participate in the call for startups, you are required to read and acknowledge the rules and regulations set forth in this document. It is equally advisable, and highly

recommended, that you take some time to make sure you comprehend and comply with these rules and regulations.

CHAPTER 1 – GENERAL PROVISIONS

Article 1

Objective

The Business & Pitch Challenge is targeting startups with solutions that are focused on the following 5 major areas:

- Ocean renewable energies and Green Shipping;
- Blue Bioeconomy;
- Maritime Digitalization;
- Blue Communities;
- Marine Protected Areas.

Article 2

Promoters

The Business & Pitch Challenge is powered by Startup Portugal, in collaboration with the Forum Oceano, Portugal Ventures, AICEP Portugal Global and DGPM - Directorate-General for Maritime Policy

CHAPTER 2 – ORGANIZATION

Article 3

Startup Selection

1. Startups will be selected following the application period, with the selection process being overseen by a jury composed of representatives from Startup Portugal (President of the Jury), Forum Oceano, AICEP Portugal Global and DGPM - Directorate-General for Maritime Policy.
2. The selected startups will be notified directly by Startup Portugal's team using the contact details provided in the application form.
3. If any of the highest-voted startups does not express an interest in participating in the final event, the startup ranked next in line will be selected. They will consequently gain access to the event, and this opportunity will no longer be available to the startup that opts out.

Article 4

Recipients

1. The startup competition aims to showcase startups with sustainable blue economy solutions and entrepreneurs who develop projects with high growth potential, and who bet on innovative and unique products or services.
2. This call is open to startups from any country.
3. Candidates must be legal entities formed within the last 10 years.
4. Persons related to the staff of the promoters or partners of the initiative are excluded.

5. To submit the application, startups must be registered in Startup Portugal's Dealroom database and grant permission for Startup Portugal to use the provided data to update the registration on the Dealroom platform.

Article 5

Context

1. The projects to be presented may correspond to a new product or service, or a new application of an existing product or service.
2. The startup call aims to explore fresh international Blue Economy prospects by facilitating meaningful engagement between innovative startups and expert entrepreneurial capital experts.

Article 6

Formalization of the Application

1. The application to Business & Pitch Challenge is free, and must be formalized through the proper form, available at this address:
<https://startupportugal.com/sustainable-blue-economy-investment-forum-2023/>
2. The application process consists of correctly filling in the application form and providing all the required data.
3. During registration, each startup must enumerate valid and objective reasons why they want to participate. It is advisable that these be consistent with the objectives and goals of the SBEIF event and that they state clearly and concisely what it is that the startup is hoping to obtain from the participation.
4. By submitting the application, the candidates assume all the responsibility for their participation.
5. On no account can the organization be held accountable for deliberate theft and innocent infringement of intellectual property or of things like the lack of originality and/or the publishing of ideas, projects, and ideas. For this reason, participants wanting to patent their business, ideas, projects, and concepts and/or register the Intellectual Property Rights (IPRs) of their ideas/business, are encouraged to do so at their own responsibility.
6. When submitting the application, candidates declare to have knowledge of and to accept the terms of the present Terms & Conditions.

Article 7

Application Period

1. Application period: September 4th to September 24th, 2023.
2. The organization team will perform a preliminary selection process on the 5 business days after the application, after which they will confirm acceptance to all eligible applications.
3. The organization reserves the right to extend the application period or open a new call at any time, which will be communicated through Startup Portugal's website, in the address:
<https://startupportugal.com/sustainable-blue-economy-investment-forum-2023/>.

Article 8

Application Evaluation

1. For startups to qualify for this call, they should meet the following requirements:

- The startup must have raised at least a seed round and no more than a Series A, or that have an MVP and no more than 1M in annual revenues;
 - The startups should mandatorily be impact-driven;
 - Startups active in one of the SBEIF thematic areas, listed above in Article 1;
 - The startup must have its own unique software product or solutions, or must be working on its own connected hardware devices;
 - Consultancies, agencies, developers, marketing/advertising agencies and public companies are not eligible to apply;
 - Startups must be an independent company and not a subsidiary of a larger organization.
2. The analysis of the projects will consider the following evaluation criteria:
- 20% - Potential of the idea, degree of innovation, technical and economic feasibility;
 - 20% - Product competitive advantages;
 - 20% - Impact of sales and investment in the development of the startup;
 - 40% - Impact it generates, problems it solves, and innovation it brings to the blue economy.
3. If any of the most voted startups does not express an interest in appearing in the final event, the one that is classified in the next position will be selected, which will thus also benefit from the Startup Full Pass, which will then be no longer available for the quitting startup.

CHAPTER 3 - AWARDS, BENEFITS AND OBLIGATIONS OF CANDIDATES

Article 9

Benefits

1. The top 6 ranked startups will have the opportunity to pitch to a panel of investors during the Business & Pitch Challenge, set for 4 pm on October 4, 2023, at the Estoril Congress Centre in Cascais, Portugal;
2. Startups will enjoy unrestricted access to the event, with participants having the opportunity to attend panel discussions and explore an open area featuring booths from relevant stakeholders;
3. The jury panel will choose a winning startup, and the announcement will be made during the event. The winner will also be featured in relevant SBEIF communication materials;
4. The Business & Pitch Challenge winner, selected from the top 6 by the jury, will receive 2 General Attendee tickets for Web Summit 2023 and the chance to pitch their startup at one of the upcoming Startup Portugal Above & Beyond community hangouts.

Article 10

Responsibilities of Awarded Candidates

1. The 6 finalists in the Business and Pitch Challenge are committed to being present in person before the jury during the II Edition of the Sustainable Blue Economy Investment Forum, scheduled for October 4, 2023, at the Estoril Congress Centre in Cascais, Portugal. This jury consists of representatives from:

- Faber Ventures;
- Indico Capital Partners;
- Caixa Capital;
- Portugal Ventures;
- International investor to be confirmed;
- International investor to be confirmed;

The final list of panel members may be subject to changes, depending on availability.

2. Participants must arrive before or until the morning of the SBEIF event on October 4th, 2023, by 12 pm. Respecting check-in times and places is mandatory.
3. Online pitches are not allowed, all startups pitching must be present in the event.
4. There's no established requirement in terms of media, but startups will have access to presentation equipment for their pitches.
5. Pitches must be delivered in English.
6. Each startup will have no more than 3 minutes for their pitch, followed by an open Q&A that can extend the pitch to no longer than 7 minutes in total.
7. Startups are encouraged to state clearly and concisely what they expect to obtain from the panel members in their pitch.
8. The Jury deliberates with complete independence and sovereignty, by a majority vote of its members, with the Jury President holding the casting vote. This decision will be final and no complaints or appeals will be considered.
9. The Jury reserves the right not to award the prizes, if it considers that the applications do not meet the outlined criteria.
10. Accommodation and transportation should be booked and paid for individually by each startup. They are not the responsibility of Startup Portugal or any other event partner.

Chapter 4 – FINAL PROVISIONS

Article 11

Confidentiality

The promoters undertake to maintain the confidentiality of all documents submitted by the candidates, including those who were unsuccessful, as well as personal data, which will be managed according to the Privacy Policy of Startup Portugal.

Article 12

Amendments to the Terms & Conditions

The organization reserves the right, at any time, to change any clause of the present Terms & Conditions document, giving notice of such changes in the locations where the Terms & Conditions are available.

Article 13

Final Provisions

1. Omitted information will be resolved by Startup Portugal's representative.
2. To clarify any doubts and additional questions at contact@startupportugal.com.
3. Submitting an application for the Business & Pitch Challenge, at II Edition of the Sustainable Blue Economy Investment Forum, implies full acceptance of these Terms & Conditions.