

Group Leaders
2° Training
17/5/2023

Jana Drzkova - Etienne Pebrier
EuroQuity, Bpifrance

Agenda

- 15:00 Introduction & instructions & follow up steps
- 15:10 Pitch session – Phase I.
- 15:30 Pitch session – Phase II. – dry run session and feedback
- 15:50 Pitch session – D-day
- 16:00 Pitch session – What after the pitch?
- 16:15 Q&A

Instructions & Next steps

Concept of trainings:

1. 10.5.2023: focus on basic roles, processes, pitch session
2. 17.5.2023: focus on preparation and coaching of companies, dry-run session, D-day
3. 24.5.2023: focus on additional follow up activities – how to find new investors? Access to private funding.
Methodological document for public funding

Manual for Group Leaders: how to organize e-pitch step by step

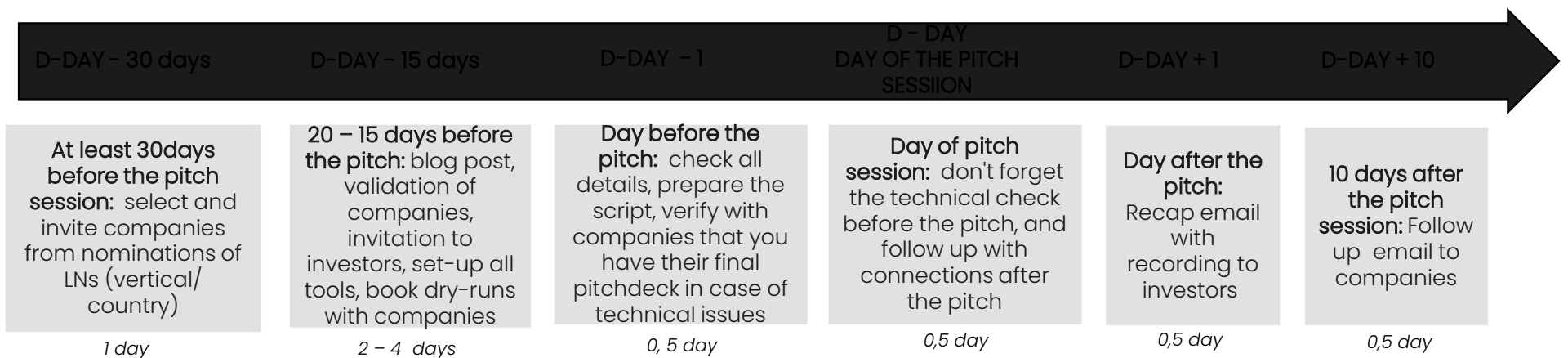
Calendar of e-pitching sessions: 2/2 May

E-pitches starting from September

Pitch session – Phase I.

Phase I. as a preparation phase:

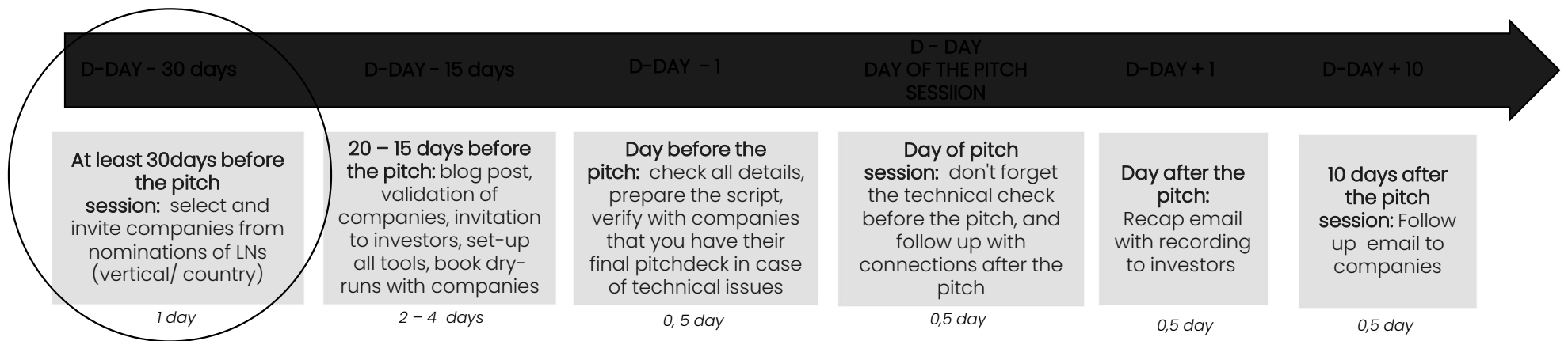
- Selection of companies / invitation of investors
- Coaching of companies / dry-run session
- Operational level / set-up of all tools, preparation of teasers about companies, blog article, etc



Pitch session – Phase I.

Phase I. as a preparation phase

- Selection of companies / invitation of investors
- Coaching of companies / dry-run session
- Operational level / set-up of all tools, preparation of teasers about companies, blog article, etc



Phase I. : Selection of companies

Selection of companies:

- Select the companies ready to do a pitch session in front of international investors
- Send the inviting email with this info:
- Details about the pitch (date, how many companies is going to pitch, time for 1 company)
- Asking details for the short teaser (something what could be attractive for investors)
- Asking company to book a slot for dry-run session
- Asking to send you their updated pitch deck before dry-run
- Asking to create / update their profile on EQ platform

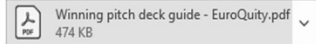
Phase I. : Selection of companies

RE: Access2EIC Transition e-pitch



Jana DRZKOVA
À Matteo Negro
Cc Etienne PEBRIER

C1 - Interne



↳ Répondre ⏪ Répondre à tous → Transférer 📎 ⋮

ven. 12/05/2023 10:15

Dear Matteo,

I am pleased to confirm that **you are invited** to participate in our **Access2EIC Transition beneficiaries e-pitch** powered by **EuroQuity-Bpifrance** in front of the European investor audience on **June 6th at 04:00 pm CEST**.

For this time, you can present your project with a PDF/PPT document of 12 slides (max). You will have **5 minutes to showcase your business followed by 3 minutes for questions**. The event should take around 1 hour. Following this part, investors are invited to schedule one-on-one meetings with entrepreneurs. So, please, book also your agenda for the next 1,5 hour, until 06:30pm CEST.

To proceed it, I would need the following deliverables:

- **A short teaser: Please complete this form** <https://airtable.com/shrGQlIZlQGmHNgl> before **Wednesday 17th** afternoon. This info will be shared with investors.
- **Select one time slot for one investors' Dry-run session in my agenda:** [CLICK HERE](#)
(I suggest you select the slot **before 26th May**, so you still will have time to work on your pitch deck, if will be needed)
- **Send us your pitch deck (ppt format) and business plan (excel format) before our dry-run session.**
- **Create/Update your EuroQuity profile, investors will receive it after the event. The more attractive it is, the more contacts you will have.**

My last suggestion for you, is to update your pitch deck and add all aspects what could be interesting for investors. As a small help, we prepared the document, how the winning pitch deck should look like.

I remain at your disposal for any questions you may have.

Best regards,

Jana

Phase I.: Form for collecting info for short teasers

Short teaser form for companies

Your EuroQuity short teaser

As part of the communication activities of the epitch session, we kindly ask you to answer these questions. Please note that this information is addressed to investors and will be published on our EuroQuity blog.

Is your company's founder or cofounder a woman?

Describe your business in one sentence *

Describe your achieved milestones (key partnerships, rewards, clients...)

Number of customers

TRL

What kind of funding are you seeking (equity and debt)?

How much would you like to raise ?

Next Step

Select an option

Proof of Market X

Technology

Industrial sectors

Which type of investors are your looking for?

Select an option

Phase I. : Short Teasers

Energy storage, trucking industry | Innovative energy solution for the trucking industry

Supercapacitor module with tailored design for plug-and-play application in EU trucks. Supercapacitor is based on nickel-carbon propriety technology with a safe aqueous-based electrolyte. **Distribution deal with National company | Current installations in 5 National logistics companies | EIC Accelerator (Equity) awarded in 2022.**

Serie A | Next step: Industrialisation | **EUR 3.0Mn sought – Portugal**

(When the company doesn't want to share a lot of info)

WAVE BUMPER - Ocean Reality - Insurance, Urban Planning, Construction - Marine Data Science

Anticipating and mitigating marine submersion and coastal erosion risks. **Partnerships: ESA, Allianz; Key accounts B2B: Hotel le Majestic, Paul Ricard, Eden Rock, SNCF; Key accounts B2G: Biarritz, Canet-en-Roussillon, Villeneuve-Loubet, Arcachon, Capbreton, Cannes, Saint-Barth; Awards: Climate-KIC, Blue Ocean; Labels: Tideline (Waves of Change), French Tech** Customers: 20+ for WAVE BUMPER, 10 for OCEAN REALITY | TRL: 9 for WAVE BUMPER solutions, 6 for OCEAN REALITY | TAM: €5bn | SAM:€800m | Turnover 2021: €517,000.00 | Next step: Proof of Scalability, Industrialization | pre-Serie A | B2B, B2G | | **EUR 3.0Mn - France**

Phase I.: Set-up all tools

Set-up all tools needed for the e-pitch session:

- Create the Teams / Zoom / Google meet link for connection
- Prepare all visuals that could be needed
- Send calendar invites to all companies
- Create the invitation for investors (email newsletter, blog post,)
- Create the registration form for the investors (could be Team webinar, cognito form, Microsoft form,)
- Send the calendar invitation to registered investors (we are using Microsoft power automate tool)
- Posts on social media
- Form for one-on-one meetings
- Reach out new investors
- Dry-run sessions

Phase I.: Invitation – visuals

→ **E-pitch session**

APRE
Agenzia per la Promozione della Ricerca Europea

SEAL OF EXCELLENCE

→ **Seal of Excellence companies from: Italy and Malta**

→ **25-09-2023**
16.00 CET

EEN2 EIC



Funded by the European Union

APRE

bpi france

LITHUANIAN INNOVATION CENTRE

praxi»

Steinbeil Europa Zentrum

→ **Investor Day**

ENTERPRISE IRELAND

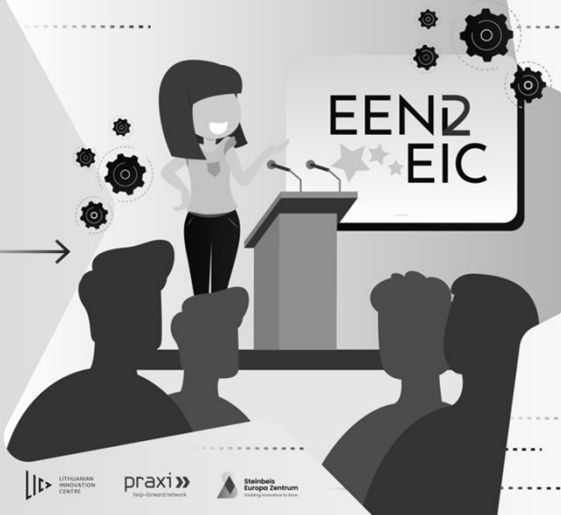
SEAL OF EXCELLENCE

→ **Seal of Excellence companies from: Ireland & UK**

→ **30-09-2023**
15.00 GMT

Dublin, East Point Business Park

EEN2 EIC



Funded by the European Union

APRE

bpi france

LITHUANIAN INNOVATION CENTRE

praxi»

Steinbeil Europa Zentrum

Phase I.: Invitation – blog article

eurQuity *blog* Shine, Match & Deal

Home EuroQuity Bpifrance Sowalfin

BlueInvest and EIT Food join forces to introduce Blue Economy solutions on May 4th at 4:00 pm CEST

BlueInvest and EIT Food scouted five European companies that will be showcasing their innovative solutions.



BlueInvest and EIT Food are delighted to present the 3rd edition of the BlueInvest e-pitch session, which will be held online on **May 4th at 4:00 pm CEST**

This session features European companies with innovative solutions related to sustainable aquaculture industry

BlueInvest is an EU initiative to boost innovation and investment in sustainable technologies for the blue economy by supporting readiness and access to finance for early-stage businesses, SMEs, and scale-ups. It is enabled by the European Maritime and Fisheries Fund. EIT Food is the world's largest and most dynamic food innovation community. We accelerate innovation to build a future-fit food system that produces healthy and sustainable food for all.

We hope to see you on **Thursday 4 May at 4:00 PM CEST.**

Join us

Cresponix - Aquaculture, Food Tech | Landbased farming of fish and shrimp.

Cresponix is a new farming technology that enables sustainable & affordable farming of fish and shrimp. 1. Recycle 100% of the farm's organic waste. 2. Usage of a sustainable feed. 3. No disease outbreaks, no antibiotics. 4. Decrease production cost. **Pre-sale contract of 215 ton shrimp per year, valued EUR 2,5M/year. Pre-seed investment, EUR 0,3M, from one of the most famous serial entrepreneurs of Sweden, now he is a business advisor to the company. Top talent in shrimp farming from Brazil recruited. Also, since 2005 have the founder published research and done several large scale demonstration projects that strongly verifies the technology.** | Customers: 2 | Seadood wholesalers | TRL: 8 | TAM: EUR 300bn | SAM: EUR 48.0bn | Turnover 2022: EUR 15,000.00 | Seed | Proof of Concept | B2B | Sweden

Holloid - sensors, biotech, pharma, alternative proteins, food and beverages,

Automated, high-throughput microscopic process control with Industrial IoT (one-time revenue) and SaaS (recurring revenue) leveraging a family of patented breakthrough inventions. **3 patents, validated USP, first sales, validated business model, >800k EUR in non-dilutive financing secured** | Customers: 2 | TRL: 7 | TAM: EUR 15bn | SAM: EUR 8.0bn | Turnover 2022: EUR €14,000.00 | MRR: €500.00 | Seed | Next step: Proof of Scalability | B2B, B2G | (co)-Women founded | EUR 3.0Mn sought - Austria

Seavolution Foods - Food Patented state-of-the-art tissue tech, unique on the market, that emulates the fat and muscle fibers in fish.

We use a simple production method for a lower overhead cost structure. Easy to scale. Non-GMO and non-allergen formulations in the matrix, a very similar nutritional value of the prime seafood without soy or gluten. Realistic, healthy, naturally cooked plant-based seafood (not 3d printed). **We have 7 MVP's ready to produce, we have been part of the EIT Seedbed incubator 2022 and we sample more than 700 pieces of our products with complete success. We create and sale the first "vegan ceviche" in The Food Temple restaurant in Lisbon. Actually there are big clients interested in our products, Nestle, Moguntia, Carrefour, Thai Union, Spar and others** | Customers: 1 | TRL: 9 | TAM: 1.3 billion | Turnover 2022: €1,200.00 | MRR: €200.00 | Seed | Next step: Industrialisation | (co)-Women founded | B2B2C | EUR 1.25M - Spain

3R-BioPhosphate Ltd - Biofertilizer and water treatment adsorbent

Full industrial market replication model for break through zero emission autothermal (energy self-sustaining) solution for economic recovery of BioPhosphate biofertilizer and water treatment adsorbents. **BioPhosphate is definitely a new idea with high degree of novelty/high market creating nature. Direct engagement and strategic collaborations have already been made with the Producer Organisation Farmer Cooperative and water treatment hubs, which representing large number of end-user Farmers for the BioPhosphate products.** | Customers: 45 | TRL: 7 | TAM: EUR 25bn | SAM: EUR 10bn | Turnover 2021: €1,000,000 | MRR: €200,000,000 | Serie A | Next step: Industrialisation | B2B, B2G | EUR 15Mn sought - Hungary

Lisaqua - Aquaculture / Agtech / Foodtech - developing a unique and patented technology to raise shrimp in land-based indoor farms, close to consumer areas

Lisaqua is a deeptech aquaculture start-up that raises the first fresh, antibiotic-free, locally-raised and environmentally-friendly shrimp in indoor farms, close to consumer areas. **Set-up a pilot farm with a production capacity of 10 tons per year in Nantes (France), using its patented technology. Partnerships with Veolia, SMITOM77 and with agricultural cooperative Le Gouessant. Selected among FrenchTech AGRI20 start-up and member of EIT Food network.** | Customers: 200 | TRL: 7-8 | TAM: EUR 37bn | SAM: EUR 4,4bn | Turnover 2021: €74,342 | MRR: €25,000 | Serie A | Next step: Industrialisation & Commercial Acceleration | B2B2C | EUR 15Mn sought - France

Phase I.: Invitation – newsletter

Bpifrance - Invitation Epitch EuroQuity May 2023



Valentin MARIN
À Jana DRZKOVA

C1 - Interne

Vous avez transféré ce message le 28/04/2023 10:50.

[Annuler l'abonnement](#)

Dear all,

We are very pleased to invite you to our next online and physical pitch sessions organized with our partners in Europe, please find below our May agenda.

Do not hesitate to forward this message to your colleagues! 😊

BlueInvest e-Pitch Session with EIT Food | May 4th at 4:00 PM CEST

Blue Economy, Aquaculture | Seed - Series A

This session features 5 European companies selected with EIT Food with innovative and sustainable technologies related to the Blue Economy with a focus on Sustainable Aquaculture.

[Click here to register!](#)

[Companies teasers here](#)

SolarImpulse e-Pitch Session "International Day for Biological Diversity" | May 22nd at 5:00 PM CEST

Biodiversity | Seed - Series A

This Pitch session is organized by the Solar Impulse foundation with the support of EuroQuity and aims to present companies that are developing great solutions focused on biodiversity.

[Click here to register!](#)

EuroQuity Belgium e-Pitch Session Hub.brussels | May 24th at 5:00 PM CEST

AI, FemTech, InsurTech, FoodTech, UrbanTech | Seed - Series A

5 Belgian startups selected by Sowalfin in partnership with Hub.Brussels.

[Click here to register!](#)

[Companies teasers here](#)

GR Agrifood e-Pitch Session with HDB | May 30th at 5:00 PM CEST

Agrifood | Seed - Series A

7 Greek companies with high market potential technologies selected by the Hellenic Development Bank and EuroQuity.

[Click here to register!](#)

[Companies teasers soon](#)

ONSITE EVENT - Paris Saclay Spring | June 1st & 2nd in Paris

Health-Biotech, Newspace, Cleantech, Mobility, ICT, Agrotech-Foodtech | Seed - Series A

In its 6th edition, Paris-Saclay SPRING will be held on the 1st of June at HEC Paris, expecting more than 2,500 participants and more than 5,000 qualified B2B meetings. Paris-Saclay SPRING is the most important appointment of this ecosystem, bringing together the best of French deep-tech innovation and its national and international partners, including conferences, roundtables, pitch contests of some of the best startups of the ecosystem, and around 100 exhibitors. We hope to see you there!

[Click here to register!](#)

Access2EIC e-Pitch Session | June 6th at 4:00 PM CEST

Cross-sectors | Seed - Series A

Six Transition beneficiaries' startups will be selected to pitch in front of international investors.

[Click here to register!](#)

[Companies teasers here](#)

If you are attending the Bit & Pretzels HealthTech event in Munich, you can now book your seat for the [EiC & German Entrepreneurship Healthcare Investor Day that will place on June 19th](#).

For any questions or if you wish us to introduce you to some of these companies, please do not hesitate to reach out!

Best,
Valentin

Phase I.: Registration form for the investors

Sending invitation to investors

Our next Taftie High Potential e-pitch session organized by EuroQuity will be held online on March 29th at 02:00 PM CEST.

Title

Name *

Email *

email

Organization *

Country *

Investor Type *

VC CVC Business Angel

Phase I.: Form for one-on-one meetings

2- DataBeacon - Aviation / Data Management

DataBeacon is a deep tech company, boosting the adoption of breakthrough technologies into aviation, helping our customers, the air traffic control authorities, to uplift their operational expertise. DataBeacon takes a human-centric approach to integrating data and machine learning into a wide spectrum of air traffic operations with focus on safety, scalability and performance using edge and cloud computing, machine learning and state-of-the art user interfaces. DataBeacon has built Victor5, a digital assistant for air traffic control operations to slowly transition to our customers to a new era in air traffic control. Victor5 is an AI-driven digital assistant for air traffic controllers that enables humans to achieve a more efficient use of the airspace capacity and less emissions and delays while improves safety by reducing controllers workload. Our technology also contributes to reduce aviation footprint offering minimum fuel consumption solutions to traffic management and accommodate new airspace users safely, like drones or electric vehicles.

DataBeacon - Would you like to get in touch?

- Yes
- No

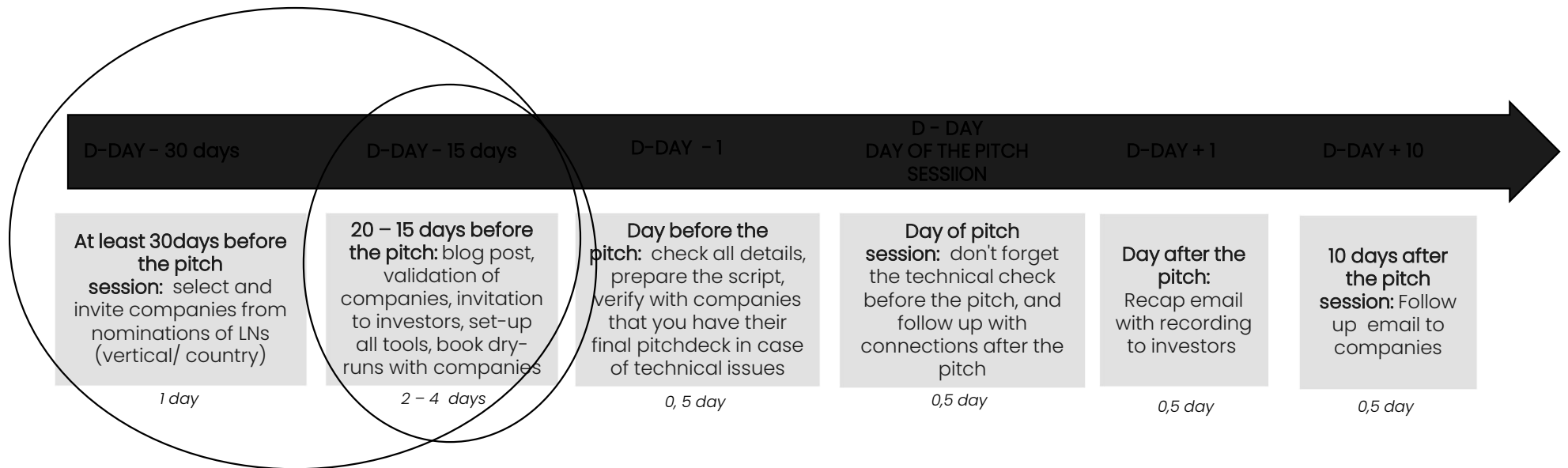
If yes, please choose a time slot.

- 3:30 pm - 4 pm
- 4 pm - 4:30 pm
- 4:30 pm - 5 pm
- 5 pm - 5:30 pm
- 5:30 pm - 6 pm
- I am not available, please make an intro.

Pitch session – Phase II.

Phase II. as a coaching phase

- Coaching of companies / dry-run session
- Don't forget this pitch session is different as EIC Accelerator (investors are more curious about business model, financial forecast, roadmap, go-to market strategy...)



Purpose of a dry-run

A dry-run typically lasts 30min and consists of :

- An introduction of the pitch session (agenda, organisation on the d-day, typology of investors, tasks to be done...)
- A mock pitch
- Q&A and feedback

Purpose of a pitch

Raising funds

- Presentation of the company and its product/service
- Get the attention of investors to obtain follow up meetings
- Build relationships with investors
- Close the deal with investors

Important content that should be found in a pitch deck

- ✓ Market problem
- ✓ Solution
- ✓ Addressable market
- ✓ Business model
- ✓ Competition
- ✓ Roadmap
- ✓ Financial forecasts
- ✓ The team
- ✓ Capital requirements
- ✓ Thank you & contact information

The market problem and opportunity

- Present the problem identified in the market
- Catch the attention of investors by being clear and concise
- Add key numbers and sources