

Rules of the contest « TWB Award 2019: pitch me your biotech start-up »

Toulouse White Biotechnology® is a joint service unit between INRA, CNRS and INSA, administrated by INRA and commonly named “TWB” or “organizer”.

Toulouse White Biotechnology®, located in Parc Technologique du Canal, Bâtiment NAPA CENTER B - 3, rue Ariane 31520 Ramonville Saint-Agne – France, organizes a free contest without obligation to purchase, from 2018 November 13th to 2019 February 12th: “TWB Award 2019: Pitch me your biotech start-up !”, whose terms are described in the rules below. The rules are registered at a bailiff’s office Me Xavier ARNAUD – 17 rue Alsace Lorraine – 31000 Toulouse France and available with no fees on email request to Véronique PAQUET (paquet@insa-toulouse.fr).

Article 1. Organizer

The contest “TWB Award 2019: Pitch me your biotech start-up!” is an initiative from Toulouse White Biotechnology®.

Article 2. Address of the contest

Toulouse White Biotechnology®

Parc Technologique du Canal Bâtiment NAPA CENTER B

3, rue Ariane 31520 Ramonville Saint-Agne

FRANCE

Téléphone : +33 (0)5 61 28 57 80

email : twb@inra.fr

Website : <http://www.toulouse-white-biotechnology.com>

Article 3. Object

The contest « TWB Award 2019: Pitch me your biotech start-up! » is a pitch contest that aims to develop and stimulate the entrepreneurial mind in European industrial biotechnology. The objective is to promote and valorize high-tech industrial biotech innovation by supporting the most promising one through technical scientific assistance.

Article 4. Participants targeted

The contest is open to European industrial biotech companies (see: “Exclusions”) of less than or equal to 60 months of activity, of which 50% of the capital belongs to natural persons (directly or not) which are not established as professional institutions of finance. It is also

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opened to business recovery from less than or equal to 36 months in industrial biotechnology. The contest is opened to enterprises having a staff headcount below 250, a turnover below or equal to € 50 million or a balance sheet total below or equal to € 43 million. Each participant can only participate once to the contest.

Article 5. Exclusions

TWB's consortium members (2018 January 1st), organizers, members of the jury and companies in judicial reorganization cannot participate to the contest. This exclusion also extends to anyone who has participated directly or indirectly in the organization, performance and / or management of the Contest, as well as members of their respective families. When a company is co-founded, only one natural person can participate to the contest.

Article 6. Principle

The contest opens on 2018, November 13th at 14h00 CET and closes on 2019 February 12th before midnight CET.

It first consists in a preselection phase, answering (before midnight CET 2019 January 13th) to a questionnaire available by link indicated on the TWB's website (<http://www.toulouse-white-biotechnology.com>), or by email request to Véronique PAQUET (paquet@insa-toulouse.fr) Then, preselected participants will present (pitch) their project facing a public and a jury during the event "TWB Start-up Day – From Biosciences to Bioproduction" on 2019 February 12th, Toulouse France. Exact place of the event will be: Toulouse Business School, 20 Boulevard Lascrosses 31068 Toulouse, France.

Preselection criteria

- The answers of the preselection's questionnaire must be written in English,
- The entrepreneur/business buyer of a young company of less than or equal to 60 (entrepreneur) or 36 (business buyer) months must be from the European Union* (* list of the countries available on: https://europa.eu/european-union/about-eu/countries_en#28members),
- The company must be from a state member of the European Union (on 2018 November 13th)
- The subject must be industrial biotechnology oriented (synthetic biology, fermentation of natural carbon sources, biocatalysis, biomass conversion, etc.),
- The applicant must be more than 18 years old as of the date of entry,

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- Non-exhaustive list of the company's sector: Energy, Biomaterials, Bioproducts, Services, Health, Feed, Food, Agriculture, Biocontrol, etc.
- The subject of the project must respect European laws and ethics.

An email confirming the reception of the abstract will be sent to the participant in order to confirm its participation to the contest.

The preselection of the five (5) best projects is done by the TWB executive committee composed of: Olivier ROLLAND (Managing Director), Pierre MONSAN (Founder), Olivier GALY (Technical Operations Director), Michel MANACH (Business Management Director), Véronique PAQUET (External Relations Director), Laurie REY (Business Management Director). Criteria for the evaluation and selection of the five (5) best projects are based on the relevance of the scientific topic in European industrial biotechnology and on the relevance of the executive summary. The five (5) participants preselected will be advised by email on 2019 January 18th, before midnight CET. Once preselected, the participant engages itself to present the same project submitted during the pitch session.

Then, the selected 5 best projects will be presented during a pitch session facing the public and the jury during the event "TWB Start-up Day – From Biosciences to Bioproduction" organized on 2019 February 12th in Toulouse.

The pitch cannot exceed 5 minutes and is followed by 5 minutes of questions by the jury. The jury will be composed of scientific, industrial and financial experts and cannot exceed 7 persons. The president of the jury is Pierre MONSAN (TWB Founder). For the pitch, participants are allowed to use an informatics support such as Microsoft Office PowerPoint, Abode PDF or Video (MP4 format), with no need of internet connection.

Selection criteria for the pitch by the jury are:

- On the project, are evaluated on a 20 points scale:
 - The solution / the product / the service
 - The target / the client
 - How to make business with that product? Potential / viability of the project
 - Comparative advantage(s)
 - Deontology/ethics of the project
- On the originality of the pitch, evaluated on a 20 points scale:
 - The imagination involved to make the pitch original
 - The ingenuity of the project and the pitch
- On the clarity of the message, evaluated on a 20 points scale:

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- The impact of the message
- The accuracy of the presentation of the project
- The way to present themselves.
- The points will be aggregated on a 60 points scale.

The Jury will vote for the best pitch and the one with the best note will win the “TWB Award 2019: Pitch me your biotech start-up!”. In the case of an equality of notes, the president of the jury will decide which participant wins the contest.

Article 7. Award delivering

The award will be delivered on 2019 February 12th in Toulouse during the event “TWB Start-up Day – From Biosciences to Bioproduction”.

Each participant to the contest engages itself to be physically present on 2019 February 12th for the event.

Article 8. Winner and award

All the preselected participants to the contest will benefit from the visibility during the event “TWB Start-up Day – From Biosciences to Bioproduction”, in Toulouse, France.

For the winner of the pitch contest “TWB Award 2019: pitch me your biotech start-up!”, 4 (four) months of service delivery into TWB’s technical platforms (Strain engineering, biotransformation & culture process, analytics), estimated to a total value of maximum € 50 000 excluding VAT are offered. The service will be delivered after signing a contract between the winner and TWB, according to specifications that will be contractually defined between TWB and the winner, on proposal of the winner, after feasibility study by TWB’s platform managers. The award includes the scientific and business support by TWB’s platform managers, engineers and technicians, access to material and consumables, access to a workspace with internet access.

The award does not include the use of the robots equipping TWB’s high tech platforms. The signed contract between the awarded company and TWB after the designation of the winner will establish IP rights and TWB’s access rules. The value of the award does not include accommodation nor transport costs.

The intellectual property of the service realized by the company with TWB’s scientific and technical support belongs 100% to the company.

The award also includes at least one publication on the TWB's website, one citation in the event press release, one publication on twitter (615 followers) and LinkedIn (1500 subscribers).

Prizes won must be accepted as such and cannot be refunded, changed, or subject to a financial contribution. The organizer reserves the right to replace the prize with another one of the same values, without being able to give rise to a claim.

In the case of impossibility (cessation of business, change of brand) for the winner to benefit of its lot, the organizer reserves the right to award it to another participant to the contest.

The presence of the winner the day of the event is obligatory. In case of absence, the organizer will deliver the award to another participant.

The use of the awarded service must have started within one (1) year after the gain (till 2020 February 11th).

Article 9. Calendar

- Game starting on 2018 November 13th, at 14:00 CET.
- Deadline to answer the online questionnaire: 2019 January 13th, before midnight, CET.
- Deadline to receive the preselection's decision by TWB's jury: 2019 January 18th, before midnight, CET.
- Pitch contest: during the event "TWB Start-up Day – From Biosciences to Bioproduction" on 2019 February 12th.
- Announcement of the winner: during the event "TWB Start-up Day – From Biosciences to Bioproduction" on 2019 February 12th before 19:00 CET.
- Benefit of the award: Service contract should be signed with TWB before 2020 February 11th.

Article 10. Property of the pitches – Confidentiality

All the information communicated as questionnaire and pitches are and will stay property of the contest organizer.

All participants allow TWB to communicate about them and to promote the event, the contest, the preselected participants and the winner in different media supports. The transfer of rights and image is granted free of charge, and may not give rise to any consideration whatsoever than the prize awarded.

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The participants allow the organizer of the contest to reproduce, publish or diffuse in another way, whatever the support used, parts of the text submitted in the application form, for promotional use or other legal uses. This nonexclusive authorization is granted to the organizer of the contest, with no charges, without territorial limitation and for an unlimited duration.

The contest organizer does not assume any responsibility towards the participants in the case of loss, disappearance or destruction of the application form sent.

In accordance to the article 27 of the law "Informatique et Libertés" of 1978 January 6, modified by the law 2004-801 of 2004, August 6th, each participant to the contest have access and data rectification rights concerning its personal data linked to its participation. These rights can be exercised by sending an email to Véronique PAQUET (paquet@insa-toulouse.fr).

Information collected can be used by the organizer but cannot be disclosed to third party for commercial use.

Article 11. Agreement to Rules

By participating, the participant agrees to be fully unconditionally bound by these Rules, and represents and warrants that the participant meets the eligibility requirements set forth herein. In addition, the participant agrees to accept the decisions of Toulouse White Biotechnology®, as final and binding as it relates to the content.

Article 12. Participation Fees

No fees are required to submit an application nor to participate to the event "TWB Start-up Day – From Biosciences to Bioproduction" on 2019 February 12th. Free compulsory inscription is required to participate on the event "TWB Start-up Day – From Biosciences to Bioproduction" on 2019 February 12th. Link for registration is available on the TWB's website: <http://www.toulouse-white-biotechnology.com/en/> or by email request to Véronique PAQUET (paquet@insa-toulouse.fr).

Article 13. Regulation

The organizer reserves the right not to accept any application and cancel the contest at any time at its entire discretion. Each pitch can be disqualified in the case of fraud, non-respect of French laws or ethics. In none case the responsibility of the organizer can be engaged.

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