



Climate-KIC

Application to the French Start-Up Acceleration Programme

Start-up Name:

Submitted by:

Date:

Climate-KIC SAS is seeking highly motivated and committed entrepreneurs for its start-up Acceleration Programme. Participants need to have a breakthrough business idea, with a substantial impact on climate mitigation and/or adaptation.

The application **deadline is September 24th** 2019. After a first evaluation round made by Climate KIC staff in early October, the most promising start-ups will be invited to pitch (+ Q&A) in front of an independent jury on October, 10th (tbd). The results of the application process will be known shortly after the pitches.

Start-ups will be evaluated along 4 main criteria:

- 1) Climate Relevance
- 2) Innovativeness of the start-up
- 3) Start-up team
- 4) Business model & Business Plan

Applications shall be sent in PDF format to the Entrepreneurship Manager of Climate KIC France, Mr. Kim TWORKE (kim.tworke@climate-kic.org). Mr. TWORKE can also be contacted after the 2nd of September via email for any questions that you may have.

Terms and conditions

A) Return on investment scheme

Please note that Climate KIC is not using any return on investment scheme currently. All Grants delivered on the different stages are to be treated as subvention from the European Union (not subject to the State Aids and *de minimis* regulation).

B) Eligibility to the Acceleration Programme

The French Accelerator Programme is made for:

- Incorporated or soon to be incorporated French start-ups less than three years (exceptions to be treated on a case by case basis)
- Innovative start-ups with tangible impact on climate mitigation/ adaptation.

C) Terms and conditions of the financial support

- The financial support is to cover actual eligible cost reimbursement request. KIC transfers money to the start-up on the basis of a written payment request (with corresponding bills). For external services, the start-up shall award the contract on a best value for money basis.
- Max 60.000€ per year (until December 31st)
- No Salary costs will be reimbursed / reimbursements made on duty free basis

D) Confidentiality

By submitting your application to Climate-KIC you agree to share your application with Climate KIC staff as well as Jury members. For clarification: all Climate-KIC staff members and Jury members have signed a Non-Disclosure Agreement and are committed not to disclose confidential information of your project.

1) **Start-up essentials**

<u>Start-up name</u>	
<u>Describe your start-up in just one sentence.</u>	
<u>Name and function of representative</u>	
<u>Contact of start-up representative (email/ phone)</u>	
<u>Theme(s)</u>	
<u>Date of incorporation / or planned date of incorporation</u>	<u>dd/mm/yyyy</u>
<u>Number of employees</u>	
<u>Expected turnover (CA) in 2019</u>	
<u>Capital</u>	<u>Own capital:</u> <u>Shared capital(equity):</u>
<u>company URL, if one</u>	
<u>If you have an online demo, please also provide the URL</u>	

What Are You Doing?

- 1) What is the product or service you are offering or are going to offer? (Max characters: 700)
- 2) Explain your business model – how do or will you make money? (Max characters: 700)
- 3) How far along are you? When will your idea be ready for market? (Concept stage? Market entry? First customers or pilots? Already got investment? Max characters: 300)
- 4) Where relevant, you can send a max 6-page slide deck (PDF) summarizing your business plan and roadmap. (One file only and max 5MB in size)

Your Market & The Competition:

- 5) What and how large is your target market? (Explain briefly how you identified it. i.e. size, regulation, entry barriers, challenges & opportunities, etc. Max characters: 500)

- 6) How do you know someone needs what you are making/offering? (What specific evidence have you collected or accessed to prove there is a demand for your solution? Max characters: 500)
- 7) Who are your competitors and/or who might become competitors? Who is your biggest threat? (Max characters: 500)
- 8) What might go wrong? (This is a test of imagination, not confidence. Max characters: 300)

Climate Relevance of your start-up.

- 9) What is the specific climate problem you are aiming to tackle? (Please try and avoid giving a summary of the principles of global warming. Max characters: 500)
- 10) Please describe how your startup is tackling this problem? (Are you enabling other(s) to reduce greenhouse gas emissions? Are you reducing greenhouse gas emissions directly through your product/service? Or are you contributing to the adaptation of climate change effects? Maximum characters: 300)
- 11) Please quantify the scale of the specific climate problem and how much of the quantified problem your solution can tackle?

Participation in the Accelerator Programme

- 12) What kind of support have you already received to bring your company to life? (i.e. public grants, participation in incubator/accelerator/training programmes, etc. Please be specific. Max characters: 500)
- 13) What is your plan for the 6-month accelerator batch you are applying to? (What actions, milestones, timeline, budget do you plan to achieve in the next 6 months & how can we measure that you achieved your milestones at the end of the programme? Max characters: 500)
- 14) How can Climate-KIC support you? (Please be specific. Max characters: 500)
- 15) How did you hear about the Climate-KIC Accelerator?
- 16) Have you participated in any Climate-KIC programmes before? If yes, which programme(s)?

Your Team

- 17) What is your expertise in this domain and how long have you worked in this field? (Why is your team the right one to bring your idea to market success? Max characters: 500)
- 18) How long have the founders known each other and how did you meet? (Max characters: 200)
- 19) Tell us about your other team members: employees, partners (mentors, coaches) and others
- 20) who have strong influence in your company?