



BIOINITALY TRENTO ROADSHOW FEBRUARY 4th, 2019

Call for Enterprises, Startups and Projects in the Biotech Field

HIT-Hub Innovazione Trentino in collaboration with Assobiotech (the Italian Association for the development of biotechnology, which is part of Federchimica and Intesa Sanpaolo), is delighted to invite companies and researchers in the biotechnology sector to participate in the roadshow of the **BioInItaly Investment Forum 2019 & Intesa Sanpaolo StartUp Initiative that will take place in Trento on February 4th 2019**

1. Initiative Overview

BioInItaly Investment Forum & Intesa Sanpaolo StartUp Initiative is a yearly investment forum at its eleventh edition open to established companies, start-ups and research projects from Italy and other European countries. In a unique end-to-end program, applicants will benefit from coaching, networking and direct contact with international investors through a series of focused events. The initiative aims at providing applicants with the competences, connections and access to potential investors needed to go to market and scale.

The program will feature two parallel tracks, dedicated respectively to **Circular Bioeconomy** (biotech for environment and agriculture, biotech for industrial applications, biomaterials and biofuels, marine biotech) and **Red Biotech** (life sciences, diagnostics, drug discovery, drug delivery, therapy and treatment).

The Trento roadshow is part of the national roadshow organized by BioInItaly, whose final event – the Investor Arena Meeting – will take place in **Milan on April 16-17, 2019**.

2. Competition Structure of the ROADSHOW

HIT-Hub Innovazione Trentino is selecting, in collaboration with the BioInItaly Investment Forum & Intesa Sanpaolo StartUp Initiative Committee, **five companies, start-ups or research projects** that will pitch at the Trento roadshow.

At the Trento roadshow, the Red Biotech and Green & White Biotech Committees, composed by experienced and qualified professionals with biotech research, industry and finance backgrounds, will select the most interesting company, start-up or research project that will be admitted directly to the Investor Arena Meeting, whereby finalists will pitch to a broad audience of investors, corporations and players of the innovation ecosystem.

Prior to the Investor Arena Meeting, the selected finalist will attend a two-day Boot Camp session in Turin. The session will allow the selected finalist to benefit from extensive training to refine its business plan and craft a presentation aimed specifically at the investor arena. This unique program will run in cooperation with the startup advisory know-how developed in Intesa Sanpaolo and its experienced Californian investor Bill Barber.

Following the Investor Arena Meeting, the most promising finalists with global ambitions will be given the opportunity to pitch at international arenas throughout Europe, organized by the Intesa Sanpaolo Innovation Center and its network of partners. These unique networking events will provide contestants with the opportunity to pitch to an audience of top investors and receive detailed feedback after each meeting.

For the roadshow calendar, the general overview and the program you can visit <http://www.assobiotech.it>.

3. Eligibility

Applicants wishing to take part in this initiative must meet the following requirements:

- a) Applicants must present a company or project that fits within the target circular bioeconomy and biotech tracks. It is not required for applicants' project to refer to an incorporated company.
- b) International applications are welcome.
- c) Applicants must indicate their fund raising objectives and financial needs (the typical equity range in this initiative is between € 200K and € 3M).
- d) Participants from previous editions will be considered only if they can demonstrate a significant evolution in their business plan or market validation.

4. Key dates and activities

- **By January 15, 2019** (11:00 p.m. GMT+1) applicants must submit the **application form**, which can be found at <https://www.trentoinnovation.eu/it/event/bio-in-italy-trento-roadshow-2019/>. Incomplete applications or applications received after the application deadline will not be considered.
- **By January 20, 2019** HIT-Hub Innovazione Trentino will inform **successful applicants** via email and request to confirm their participation within 24 hours. Should any successful applicant decline to participate in the initiative or fail to confirm its participation within the above deadline, the following applicant on the list will be invited to participate.

5. Selection Criteria

The Admission Committee will select applicants based on the following criteria:

- 1) Strength of Product / Technology;
- 2) Level of maturity of the project with respect to market;
- 3) Composition of the team.

At the Trento Roadshow, admitted applicants will be judged by the Red Biotech and Green & White Biotech selection Committees along the following criteria:

- 1) Strength of Product / Technology;
- 2) Clear and sustainable Business Model;
- 3) Market Size and Scalability;
- 4) Composition of Team;
- 5) Coherence of financial data and/or fund-raising objective.

6. Confidentiality

Nor HIT nor any other party involved in the organization of the Trento roadshow, including selection committees, will take on any confidentiality obligation. Therefore, applicants shall recognize that any information submitted is at risk of 'public disclosure'.

7. Privacy

According to art. 13 of the GDPR 2016/679, all data received by HIT according to this notice will be used exclusively for the purposes herein indicated and will be processed with information systems in compliance with applicable laws and regulations. For more information regarding the processing of personal data, please refer to the privacy policy at <https://www.trentoinnovation.eu/it/event/bio-in-italy-trento-roadshow-2019/>.

For more information, do not hesitate to contact us at bioinitaly@trentoinnovation.eu.

