

InnoVEX 2020 Pitch Contest Regulations

2019.10.29

1. Purpose of InnoVEX Pitch Contest

As the best networking platform for global ICT industry and startup ecosystem, InnoVEX each year attracts tens of thousands of attendees, including startups, VCs, corporates, buyers, and accelerators. Through InnoVEX Pitch Contest, InnoVEX offers startup participants a great opportunity to be on stage and to expand their business.

2. Participants

Startup companies or teams with products/solutions in the following categories:

- (1) AI & Big Data
- (2) 5G & IoT
- (3) Vehicle Technology & Mobility
- (4) Health Tech & Biotech
- (5) SportsTech
- (6) AR/ VR/ XR
- (7) Consumer Tech
- (8) Fintech & Blockchain
- (9) Enterprise Software
- (10) Security & Cybersecurity
- (11) E-Commerce & Logistics
- (12) CleanTech & Circular Economy

3. Eligibility

- (1) The participating company should be the exhibitor of InnoVEX 2020 and should have a booth space.
- (2) The participating company should be established after January 1, 2015.
- (3) If the participating company withdraws from exhibition, the company will be deemed disqualified to attend the Pitch Contest.

4. Entry Fee

- (1) No entry fee required for InnoVEX 2020 exhibitors.

5. Prize of InnoVEX 2020

- (1) Grand Prize: USD 30,000
- (2) Whenever a special award is added, it will be announced on InnoVEX's official website and included in InnoVEX 2020 Pitch Contest Regulations.

6. InnoVEX 2020 Pitch Contest Schedule (in Taiwan Standard Time)

- (1) Registration: From November 7th 09:00, 2019 to May 8th 23:59(GMT+8), 2020. Only online registration through [My InnoVEX website page](#) is allowed.
- (2) Preliminaries: The participating companies will be evaluated and selected based on online document review. Results of the Preliminaries will be announced on InnoVEX's official website on May 26th, 2020.
- (3) Semifinals: The semifinals will be held on June 3rd, 2020 at Pi Stage. Each startup will have a 5-minute pitch and a 3-minute Q&A session, totaling 8 minutes. The list of finalists will be announced on InnoVEX's official website on June 4th, 2020.
- (4) Finals: The finals will be held on June 5th, 2020 at Center Stage. Each startup will have a 5-minute pitch and a 3-minute Q&A session from the judging panel, totaling 8 minutes. Award ceremony will be held right after the final pitch round.

7. Preliminaries

(1) Startups will be evaluated and selected based on document review.

Deadline for submission is May 8th, 2020 at 23:59(GMT+8). A panel of judges will evaluate both the pitch deck and the one-minute pitch video submitted by each startup. Teams that are approved advance to Semifinals. The pitch deck and the pitch video must be presented in English.

(2) The panel of judges invited by the organizers consists of local and international venture capitalists.

(3) Preliminaries Scoring Criteria:

➤ Pitch deck:

a. Format: PDF file within lower than a size of 2MB. 16:9 aspect ratio.

b. Scoring Criteria:

Items	Description	Score
Content Completeness	Include the concept & opportunities of product/service.	5
Product Information	Include info about problems that this product/service solves, benefits that this product/service could bring, and the stage of the product/service or of the industry.	5
Business Model and Market Size	Include quantitative analysis on market size and target audience. Specify how the product/service is made and how it can be profitable.	5
Marketing Plan	Include resource utilization, marketing strategies and product management. Demonstrate how well the team advances its strength when facing competition or potential competition.	5

➤ Pitch Video:

a. Format: A one-minute English video focusing on product/service. Upload the video to YouTube or Google Drive and provide the link for the organizer.

b. Scoring Criteria:

Items	Description	Score
Content Completeness	Include the concept & opportunities of product/service.	5
Presentation Performance	Good presentation skills and clear enunciation.	5

8. Semifinals

- (1) The semifinals will be held on June 3rd, 2020.
- (2) The panel of judges invited by the organizers consists of local and international venture capitalists.
- (3) Each startup will have a 5-minute pitch and a 3-minute Q&A session, totaling 8 minutes. The entire process must be conducted in English.
- (4) After the Semifinals, scores will be tallied and ranked. List of finalists and schedule for the Finals will be announced on InnoVEX's official website.
- (5) Scoring Criteria for the Semifinal Round:

Items	Description	Score
Presentation Performance	Impressive content. Finish within time limit. Clearly answer questions from judges	5
Product Information	Include info about problems that this product/service solves, benefits that this product/service could bring, and the stage of the product/service or of the industry.	5
Business Model	Specify the core competence of the team and show how the product/service is made and how it can be profitable.	5
Target Market	Provide quantitative analysis on market size and target audience. Demonstrate the potentials to develop the product/service in global markets.	5
Marketing Plan	Include resource utilization, marketing strategies and product management. Demonstrate how well the team advances its strength when facing competition or potential competition.	5

9. Finals

- (1) The finals and award ceremony will be held on June 5th, 2020.
- (2) The panel of judges invited by the organizers will consist of local and international venture capitalists.
- (3) Each startup will have a 5-minute pitch and a 3-minute Q&A session, totaling 8 minutes. The entire process must be conducted in English.
- (4) Scoring Criteria for the Final Round:

Items	Description	Score
Presentation Performance	Impressive content. Finish within time limit. Clearly answer questions from judges	5
Product Information	Include info about problems that this product/service solves, benefits that this product/service could bring, and the stage of the product/service or of the industry.	5
Business Model	Specify the core competence of the team and show how the product/service is made and how it can be profitable.	5
Target Market	Provide quantitative analysis on market size and target audience. Demonstrate the potentials to develop the product/service in global markets.	5
Marketing Plan	Include resource utilization, marketing strategies and product management. Demonstrate how well the team advances its strength when facing competition or potential competition.	5

10. Notice

- (1) Plagiarism and counterfeit are forbidden in the Pitch Contest. If reported for infringement of (include but not limited to) copyrights or patent rights, the contestant is solely responsible for any legal liability.
- (2) Once registrations are completed, it is assumed all information provided by the contestants is true. If the information is incomplete, incorrect, or does not enable the organizer to get in contact with the contestant, the organizer will NOT provide further notice, and contestants will be disqualified.
- (3) For non-profit promotional purposes, the organizers have the right to use the products information entered by the contestants, including replication, distribution, advertisement, broadcasting, and online promotion.
- (4) The organizers reserve the right at all time to disqualify the entries from the contestants and take back all prizes and certificates which are already presented, with solid proof that (include but not limited to) materials, items, and information from the contestant is plagiarized or has infringed upon copyright or against relevant laws and regulations. The prize originally awarded to the violator can be replaced by the runner up prize winner based on the jury's evaluation.
- (5) According to the relative R.O.C. Income Tax Act, prize will be taxed. Prize winner should provide his/her identity document for the organizer to file taxes.
- (6) Once the contestants complete their registrations, they are assumed to have full knowledge of all Pitch Contest regulations and are considered willing to comply with all the rules. Should amendments occur in the regulations, please refer to announcements on InnoVEX's official website. The organizer will not provide further notifications.
- (7) Semifinalists and finalists must provide the pitch deck, which shall agree with the regulations, for the organizer during the specified timeframe. Overdue submission is not allowed. The contestant is solely responsible for any wrong format that may affect the scoring.
- (8) The organizers of InnoVEX reserve the right to adjust and modify the above regulations at any time under any circumstance.