

## **InnoVEX 2024 Pitch Contest Regulations**

March 17, 2024

### **I. Purpose of InnoVEX Pitch Contest**

As the best networking platform for global technology industry and startup ecosystem, InnoVEX attracts tens of thousands of domestic and foreign venture capitalists, corporates, buyers, and accelerators to participate every year. Through the Pitch Contest, the organizer expects to invite international investors to be judges and gather resources from the government and enterprises as rewards, so that outstanding startups from home and abroad will have more opportunities to make more international contacts and open up business opportunities.

### **II. Categories**

Startups with products/solutions in the following categories may sign up for the contest:

- (1) AI
- (2) Green Tech
- (3) Healthcare & Biotech
- (4) Precision Manufacturing
- (5) Semiconductor Applications
- (6) Smart Mobility

### **III. Eligibility**

- (1) Only InnoVEX 2024 exhibitors could participate. If the participating startups withdraw from the exhibition, they will be deemed disqualified from the contest.
- (2) The participating startups must not be founded earlier than January 1<sup>st</sup>, 2016.

### **IV. Entry Fee**

No entry fee is required for InnoVEX 2024 exhibitors.

### **V. Prizes**

The awards are divided into a Grand Prize, a Future Start Award, and several Special Awards. The Special Awards include cash prizes or program resources sponsored by the government and enterprises, with a total value of over \$100,000 USD. Any new additions or changes to the Special Awards will be announced on the InnoVEX official website and the regulations at any time. For the eligibility and judging criteria of the

Special Awards, please refer to the following information.

1. **Grand Prize.**

- (1) 1 winner.
- (2) The winner will receive:
  - A. \$10,000 USD cash prize (tax included)
  - B. InnoVEX 2025 standard booth (3M x3M with basic decoration equipment)
  - C. Organizer's publicity resources, including a news interview, and a video interview
  - D. Opportunity to matchmake with the VC judges
  - E. 1 trophy

2. **Future Star Award**

- (1) 1 winner.
- (2) This award is only eligible for early-stage startups whose funding stage is earlier than Angel Round.
- (3) The winner will receive:
  - A. Organizer's publicity resources, including a news interview, and a video interview
  - B. Opportunity to matchmake with the VC judges
  - C. 1 trophy

3. **Startup Terrace Award (ST Award)**

- (1) 1 winner.
- (2) This award is only eligible for overseas companies<sup>1</sup> and not be founded earlier than May 14, 2016. However, startups with investment from Mainland China are not eligible for this award.
- (3) The winner will receive up to \$20,000 USD (tax included) cash prize, a residency at the co-working space at Startup Terrace (1 complimentary seat for 1 year) sponsored by the Small and Medium Enterprise and Startup Administration (SMESA), MOEA, R.O.C. and a video interview and a trophy provided by the organizer.
- (4) The cash prize will be transferred in two stages. In order to be eligible for the prize, the winner must first sign the "InnoVEX 2024 Pitch Contest Contract for Startup Terrace Award", recognize and agree that they must reside in the Taiwan Startup Terrace Linkou or Startup Terrace Kaohsiung

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<sup>1</sup> A foreign company that has not completed the establishment of a Taiwan branch in accordance with the Company Act of the Republic of China, and has been established for less than eight years.

for at least 1 year, and fulfill all the obligations of the Startup Terrace Award after winning the award within the said 1-year period of residency. For the details of the award regulations, please refer to the "[SMESA Award Registration Guide and Reimbursement Regulations](#)". In case of violation, the winning startup will be deemed as giving up the rewards.

- (5) To register for the Startup Terrace Award, startups must check the box "I agree to apply for the Startup Terrace Award." in the registration form to complete the registration.

#### 4. **Smart Mobility Award**

- (1) 1 winner.
- (2) The winner will receive cash prize and PoC opportunity sponsored by the Ministry of Transportation and Communications, R.O.C. and promotion resources provided by the organizer:
  - A. \$10,000 USD cash prize (tax included)
  - B. Opportunity to join the Intelligent Transportation Experimental Field project in Danhai New Town (D-City) to conduct relevant tests of the solution.
  - C. Organizer's publicity resources, including a video interview
  - D. 1 trophy
- (3) The Vehicle-to-everything solutions in suitable for the Intelligent Transportation Experimental Field project in Danhai New Town (D-City) are of priority in this award. Startups in Smart Mobility category could add descriptions of how the business model can be connected with "C-V2X", or previous applications and advantages in "C-V2X" field in the uploaded Pitch Deck for a plus.

#### 5. **BSSC Award**

- (1) 1 winner.
- (2) The winner will receive rewards with a total value of \$10,000 USD sponsored by Business Startup Support Centre (BSSC); a video interview and 1 trophy provided by the organizer.
- (3) The rewards provided by BSSC are exhibiting subsidy (travel subsidy excluded) and promotion resources for attending to InnoEx 2024 which will be held in Vietnam on August 24-25, including be listed as Top 50 in the Startup Wheel International Track 2024, 1 Exhibition Table for 1 day, 1 startup pitch session on stage, promotions on official handbook and media channels, 2 VIP Passes for networking activities...etc. If the winner fails to attend to InnoEx 2024, he will be deemed as giving up the rewards.

**6. KPMG Award**

- (1) 1 winner.
- (2) This award is only eligible for Taiwanese startups.
- (3) The winner will receive startup consultation resources with a total value of \$10,000 USD sponsored by KPMG, a video interview and 1 trophy provided by the organizer.
- (4) KPMG will provide the counseling resources 2024 KPMG Energize Program for Entrepreneurs for 1 quota which is valued \$8,000 USD. KPMG combines professional accounting knowledge with practical cases to provide solid management courses to break down the most common problems such as financial management, equity planning and transnational operations encountered by startup companies. After the course ends, the winner will continue to enjoy 7 hours of KPMG consultation, and optional to participate in KPMG Meet & Match close-door matchmaking events.

**7. NVIDIA Award**

- (1) Maximum 3 winners. Startups' products or solutions in AI field are of priority.
- (2) The winners will receive and can apply for the Inception Program getting startups acceleration resources provided by NVIDIA; a video interview and 1 trophy provided by the organizer.
- (3) NVIDIA will invite the winners to become the members of the NVIDIA Inception program and join a global network of over 15,000 technology companies. Access top-tier technology resources and co-marketing resources from NVIDIA, engage with NVIDIA experts, and enhance more connections with global startups and investors.

**8. NXP Award**

- (1) 1 winner.
- (2) The winner will receive \$10,000 USD (tax included) cash prize sponsored by NXP Semiconductors, and a video interview and a trophy provided by the organizer.

**9. Okinawa Innovation Award**

- (1) 1 winner.
- (2) The winner will receive rewards with a total value of 2,630,000 JPY sponsored by the ResorTech EXPO in Okinawa Executive Committee; a video interview and 1 trophy provided by the organizer.

- (3) The rewards provided by the ResorTech EXPO are including:
- A. 100,000 JPY in cash.
  - B. 300,000 JPY in cash to subsidize travel expenses to attend ResorTech EXPO 2024 and CEATEC 2024.
  - C. Two exhibition booths at ResorTech EXPO 2024 to be held in Okinawa on November 14-15, 2024, speaking opportunities on site and at online seminars, reception participation for 4 people, 2-hour reservation for business meeting room, publicity and advertising (official website and distributed emails and digital signage on site), Demonstration opportunities in the demo environment area.
  - D. One exhibition booth at CEATEC 2024 to be held in Tokyo on October 15-18, 2024.

#### **10. PwC Award**

- (1) 1 winner.
- (2) This award is only eligible for Taiwanese startups or overseas startups who have established a company in Taiwan.
- (3) The winner will receive startup consultation resources with a total value of \$10,000 USD sponsored by PricewaterhouseCoopers(PwC), a video interview and 1 trophy provided by the organizer.
- (4) PwC will invite the winner to join the “PwC Startup Accelerator Scale Programme” which includes over 3 months customized counseling plan, engaging in investors’ matchmaking opportunities, accessing at least 10 counseling hours, and the co-marketing and media promotion from PwC Startup Accelerator.

#### **11. Taiwan Capital Innovation Award**

- (1) 1 winner.
- (2) The winner will receive \$300,000 NTD (tax included) cash prize sponsored by Taiwan Capital, and a video interview and a trophy provided by the organizer.
- (3) The selection focuses on innovative technologies with international competitiveness. The field is not limited, but priority will be given to IoT and biotechnology-related topics. This award also encourages startups in Southeast Asia, U.S.A., Japan and Central and Eastern Europe or startups that intend to expand to the Central and Eastern European markets.
- (4) Startups who want to compete for this award could add the strategic plans for expanding to the markets listed above in the uploaded Pitch Deck for a plus.

**VI. Rewards for Finalists:**

- (1) Eligibility to join the exclusive one-on-one matchmaking event on June 7, where VC judges and international VCs or CVCs will be invited to participate.
- (2) 1 short video interview from InnoVEX.
- (3) Invited to attend the InnoVEX Night Party on June 5 to network with representatives in local and global startup ecosystems.

**VII. Contest Timeline (in Taiwan Standard Time, GMT+8)****(1) Registration:**

From Feb 16 (Fri.) 09:00 to May 13<sup>th</sup> (Fri.) 23:59, 2024. Only online registration is allowed. Please log in to [My InnoVEX](#) and click on the button APPLY PITCH CONTEST to register.

**(2) Preliminaries:**

The participating startups will be evaluated and selected based on the documents and pitch video they submitted online. The results of the Preliminaries are expected to be announced on My InnoVEX on May 28 (Tue.), 2024.

**(3) Finals:**

The Demo Pitch and Award Ceremony will be held physically on the InnoVEX Pi Stage on June 6 (Thur.), 2024.

**(4) Exclusive Matchmaking:**

The Matchmaking event which is exclusive for the finalists will be held on the Pi Stage on the morning of June 7 (Fri.). The organizer will invite pitch contest judges and global investors for one-on-one matchmakings with the finalists.

**VIII. Preliminaries****(1) Startups must submit a pitch deck and a 90-second pitch video, both in English.**

For the pitch deck format, the PDF file must be less than 2MB in size. For the pitch video, please introduce your product/solution in English, provide the English subtitles, upload the video to YouTube or Google Drive and provide the link to the organizer. [Download the Guideline of Pitch Deck](#)

**(2) The judge panel consists of local and international investors invited by the organizer. The judge panel will evaluate both the pitch deck and the pitch video submitted by each startup, and select 15 startups to advance to the Finals.**

## (3) Preliminaries Scoring Criteria:

Items	Description	Scores
Business Model and Market Practicality	Conduct a quantitative analysis on the target audience; specify how the product/solution is made and how it can be profitable, how does the startup demonstrate its strength when facing potential competition; and what's the business marketing strategy.	35%
Future Development	In the field of current product/services development stage, outline future specific development plans and expected extend functions.	35%
Problem Statement and Proposed Solution	Provide detailed information regarding the solution to the problem that this product/solution solves, the benefit(s) it could bring.	15%
Innovation	Why is this product/solution unique and innovative? What's the difference between this product/solution and other existing products/solutions.	15%

**IX. Finals**

- (1) The Finals will be held on June 6 (Thur.), 2024 on the Pi Stage in InnoVEX. All shortlisted startups are required to attend the pitch contest in person.
- (2) The judge panel consists of local and international investors invited by the organizer. Each team will be allocated 8 minutes in total for the presentation on the stage, including 5 minutes to pitch and a 3-minute answer session for the questions from the judge panel. The entire process will be conducted in English.
- (3) The shortlisted finalists should use only PowerPoint slide or Apple Keynote for the final pitch presentation. The file should be submitted to the organizer by June 3 (Mon.) at 17:00 (GMT+8). If the presentation format does not conform to the specification given and causes issues that affect judging scores, startups are solely responsible for it.

(4) Finals Scoring Criteria:

Items	Description	Scores
Business Model and Market Practicality	Conduct a quantitative analysis on the target audience; specify how the product/solution is made and how it can be profitable, how does the startup demonstrate its strength when facing potential competition; and what's the business marketing strategy.	30%
Future Development	In the field of current product/services development stage, outline future specific development plans and expected extend functions.	30%
Problem Statement and Proposed Solution	Provide detailed information regarding the solution to the problem that this product/solution solves, the benefit(s) it could bring.	15%
Innovation	Why is this product/solution unique and innovative? What's the difference between this product/solution and other existing products/solutions.	15%
Presentation Performance	Deliver the presentation clearly, confidently, and professionally with great time control, clear explanation and impressive contents; properly address the questions raised by the judges.	10%

**X. Notices**

- (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 startup is solely responsible for any legal liability. The organizer reserves the right at all time to disqualify the entries from the startups 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 startup is plagiarized or has infringed upon copyright or against relevant laws and regulations.



- (2) Once registration is completed, it is assumed all information provided by the startup is true. If the information is incomplete, incorrect, or does not enable the organizer to get in contact with the startup, the organizer will NOT provide further notice, and the startup will be disqualified.
- (3) For non-profit promotional purposes, the participating startups agree that the organizer has the right to use the product/solution information entered by the startups, including but not limited to replication, distribution, broadcasting, screening and online promotion.
- (4) The participating startups agree that the sponsors of special awards may use startups' information provided by the organizer within the necessary scope for the selection of the pitch contest, and only within the selection period.
- (5) The prize originally awarded to the violator can be re-awarded to the runner up based on the jury's evaluation.
- (6) In accordance with Taiwan's tax laws, tax shall be withheld by the prize granting agencies for the monetary prizes/incentives granted to the winning companies. The applicable withholding rate for foreign companies is 20%. Prize winners should provide their identity document for the organizer to file taxes.
- (7) Prize winners will need to complete and send all the required documents to the organizer within 10 days after the award ceremony to claim the prize. The winner of the Startup Terrace Award needs to follow the special award regulations to claim the prize.
- (8) If the prize rewards provided by the sponsor parties is non-monetary, the organizer will connect the winner with the sponsor party to sign a MOU for the fulfillment of reward. If there are situations where the fulfillment of reward cannot be completed, the sponsor party assume all legal responsibilities independently, with no liability on the part of the organizer.
- (9) Once the startup completes their registration, 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 the InnoVEX official website. The organizer will not provide further notifications.

**XI. Contact**

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