

Industrial Biotechnology Pitch Event

London, Tuesday June 12th 2018

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****Apply here****

THE OPPORTUNITY

This Industrial Biotechnology and Bioenergy (IBBE) Showcase and Pitch Event is an opportunity for entrepreneurs with start-up, early stage and growth businesses to increase their profile in front of a national audience of investors. The pitching competition is organised jointly by CBMNet, BIOCATNET & the Innovate UK Knowledge Transfer Network (KTN) and is a unique opportunity for both entrepreneurs and investors to gain valuable insight.

FOR ENTREPRENEURS

This pitching opportunity is open to UK spin-outs and start-ups who are seeking investment (seed through to post revenue) and who are working in the IBBE. As a spin-out / start-up this event is a great opportunity for you to meet investors, discuss your business and hopefully take some steps towards getting the funding your company needs. Business is done when people meet face to face; and our fun, relaxed format can create a real buzz about you and your business. We will help you prepare your pitch in the run-up to the event to ensure that you know exactly what to say and how to say it.

The opportunity includes:

- Live pitching to engaged specialist investors who are interested in investing in IBBE products and processes
- Funded pitch training - The KTN will deliver two workshops to help the businesses develop their pitch and investment proposition before the selection day. More experienced entrepreneurs and companies who have had pitch-training can apply to pitch directly on the selection day in May. We do recommend that you attend the training (subject to numbers priority will be given to those who have not recently had any training).
- Raising your company profile at a high-profile event

Applicants will have the option to receive expert pitch training from the Knowledge Transfer Network at a specialist training event on **Tuesday 10th April and Wednesday 25th April 2018**. Applicants must attend a selection event on **Thursday 17th May**. The most promising finalists will give a live pitch to a panel of specialist investors and judges on **Tuesday 12th June 2018**.

Apply online now here. Deadline is 28th February 2018.

Note it should only take you approximately an hour or less to complete.

FOR INVESTORS

This is a chance to access exciting investment opportunities in this new and fast-growing IBBE sector, which is predicted to be worth £12bn by 2025.

A series of short pitches from promising companies at a range of investment stages will be reviewed by you and a panel of investors. There will then be an opportunity for one-to-one conversations at the networking reception.

Investors wishing to participate should register [here](#).

THE EVENT

You and other pitchers will each deliver a short 7-minute pitch, to a room of the UK's leading Investors. After the pitches there will be a networking session where investors are invited to circulate and chat with the companies that particularly interested them.

APPLICATION PROCESS TO APPLY TO PITCH

The selection process to enable you to pitch is a four-stage process.

Stage 1 – Application

This is by a short online application. You will be asked who you are, what you do and why you are looking for investment. Provide us with as much relevant information for us to understand your business proposition. The applications will be reviewed and scored by an expert panel.

Stage 2 – Successful stage 1 applicants undergo pitch training (2 days)

This is focussed on the pitch structure and content and refining your business plan, is your pitch attention grabbing, do you have a scalable business and are your financials robust. Day 2 will include a pitch critique and feedback day.

Stage 3 – Selection Panel

Successful applicants will pitch their business opportunity in front of a panel of experts. For applicants who may need to travel a long distance we offer the opportunity to send us a pre-recorded pitch. Applicants will be provided with brief feedback after the event and up to 12 applicants will be invited to present at the showcase event in London.

Stage 4 – Showcase Pitch Event

Applicants will pitch their business opportunity in front of investors. Followed by a networking event.

APPLICATION CRITERIA

If you have an investible idea and meet the following criteria, then we welcome you to apply for the opportunity to pitch:

- Your proposition clearly fits within the remit of Industrial Biotechnology and Bioenergy – 'the use of biological resources – including plants, algae, marine life, fungi and micro-organisms – to produce and process materials, chemicals and energy. The production of biopharmaceutical proteins, antimicrobial compounds and pharmaceutical intermediates are considered to be in scope for IBBE projects'
- Investment proposal is TRL 2 or above
- Your technology is innovative, scalable and has the potential for high growth
- You are looking for early stage investment: seed funding through to Series A (typically from £150k up to £2M). This is not suitable for applicants who are at pre-seed/proof of concept stage

When applying, please consider the following:

- What opportunity will you be pitching?
- What is your idea and business model?
- Is your proposal a product or service and how do you plan to make money?
- Who is your target market?
- What stage is your company in, and what is your biggest need or current challenge to getting to the next stage?
- What is your time line for funding? And how much investment do you require?
- Have you pitched this idea/business before? If so, where?

First stage applications will be evaluated using the following criteria:

- Is the company innovative?
- Is the application written clearly?
- Is the business or company product offer clear?
- Does the business understand the market and how to reach it?
- Is it clear that the business is ready for equity investment?
- What stage is the company at?
- Is the amount of money the company wants to raise realistic?
- Is the company likely to be SEIS/EIS eligible?

- Is the team credible (milestones, raising money, training etc)?
- Is it clear how the investment will be used?
- Has a convincing case for investment been made?

You can access the application form [here](#). Note, it should only take you approximately an hour or less to complete.

****By applying for this event you are committing to being available to come to the two training days below, the internal selection day and the pitch event.****

TIMETABLE OF EVENTS

Date	Application stage	Location
February 2nd 2018 to February 28 th 2018	Applications open 1 st Stage application	n/a
Early-March 2018	Applications reviewed by expert panel	n/a
Mid-March 2018	Applicants informed of outcome	n/a
Tuesday 10 th April	Day 1 Pitch Training for successful applicants	Sheffield
Wednesday 25 th April	Day 2 Pitch Training for successful applicants	Sheffield
Thursday 17 th May 2018	2 nd stage application: Successful applicants to pitch in person or by video to selection panel	Sheffield
Tuesday 12 th June 2018	Pitch Event	London

Please note that the event is to provide a forum to showcase innovative businesses and investment opportunity and CBMNet, BIOCATNET and the KTN are not responsible for any follow-up or subsequent negotiation.

BACKGROUND

As recognised by Rt Hon Greg Clark MP, Secretary of State for Business, Energy and Industrial Strategy, *"Unlike in the past, industrial strategy must be about creating the right conditions for new and growing enterprise to thrive, not protecting the position of incumbents. A modern British industrial strategy must make this country a fertile ground for new businesses and new industries which will challenge and in some cases displace the companies and industries of today."*

The breadth of Industrial Biotechnology and Bioenergy's (IBBE's) industrial application, coupled with the UK's excellent scientific research base means that there are fewer industrial areas better placed to deliver against the central thrust of the Industrial Strategy. This relatively embryonic sector will shape the UK's future role and standing in major international industrial markets (currently comprising c.£34bn revenue). More significantly, IBBE is recognised internationally as the key enabling technology that can help address major societal challenges through new methods of manufacturing consumer products, new materials (such as industrial composites and biodegradable plastics) and sustainable energy in the form of liquid and gaseous biofuels, while simultaneously reducing greenhouse gas emissions and making more effective use of agricultural, food and municipal wastes.

The UK has particular strength in high growth and emerging IBBE markets, including in the manufacture of high value chemicals and the manufacture of recombinant biologics using new technologies from the UK's academic leadership in genomic, systems and synthetic biology, partnered with leading multinational companies and UK-based SMEs. In this context, the UK's excellent science base and relatively nascent industry must be supported to deliver research and development projects at lower Technology Readiness Levels, ripe for further development and investment.