



**CALL FOR
ENTREPRENEURSHIP**

Rules and Regulations

Article 1

Objectives

1.1 The **Call For Entrepreneurship** is a continuous process for the assessment of projects for capital venture investment within the scope of **Portugal Ventures'** Ignition Programme, in collaboration with its partners in the **Ignition Partners Network**.

1.2 **Portugal Ventures** intends to promote access to venture capital investment for innovative scientific and technological projects in the Proof of Concept, Seed and Startup funding stages, with the aim of creating global businesses with high growth potential.

Article 2

Eligibility

2.1 Only projects in the industry sectors and with the characteristics set forth in these Rules and Regulations will be eligible for the **Call For Entrepreneurship** initiative.

2.2 Industry Sectors:

- *Software* (Cloud & IT, Enterprise and SaaS, Mobile, Software, E-marketplaces, Content & Media, E-commerce, Fintech, Artificial Intelligence, Travel Tech, Digital Health, Manufacturing Software);
- *Hardware* (Chemicals, Materials, Electronics, Physical Products, VR, AR (hardware-based), Travel Tech, Robotics, Med Tech/Diagnostics);
- *Life Sciences* (Therapeutics, Med Tech / Diagnostics);
- *Touristics Activities* (Touristic Activities, Animation Activities);

Notwithstanding the information given regarding the Industry Sectors designated for this initiative, **Portugal Ventures** reserves the right to modify the classification of these activities when it deems necessary.

2.3 Project characterization:

- Product-oriented (*tradable goods & services*);
- Based on internationally referenced R&D;



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- Innovative and differentiated;
- Appropriable Technology;
- Positioned in global value chains;
- Significant global market potential;
- Implementable with available resources;
- An initiative by the **Founders**.

2.4 Stage of the Project:

- Pre-Seed stage projects: should have a working prototype completed that allows us to validate the practical application of the technology and/or business idea, and should have potential customers with a confirmed interest, even if the company has not yet made any sales.
- Seed stage projects: should have some customers using its products, and be seeking funding to expand operations.
- Venture stage projects (Start-up and Growth): should have an established product range and client base and be looking for incremental capital to expand into new geographies or product ranges.

Article 3

Partners / Ignition Partners Network

3.1 The **Call For Entrepreneurship** is held in collaboration with entities from our **Ignition Partners Network**, the identification and contacts of which are available on the **Portugal Ventures** website.

3.2 Depending on their location and area of expertise, the **Ignition Partners** will identify eligible and investment ready projects for **Call For Entrepreneurship** and invite its respective **Founders** to send in their applications.

3.3 The **Ignition Partners** will support the **Founders** in the preparation of information in order to ensure that it is as clear, objective and structured as possible.

Article 4

Ignition Capital Network

4.1 Keeping in mind the policy objective of promoting access to venture capital investment for innovative and technological projects in the Seed Capital and Startup funding stages, **Portugal Ventures** invited other venture capital investors who share its goals (such as Business Angels or other managers of venture capital funds that target Seed and Startup projects), to form the **Ignition Capital Network**.

4.2 Therefore the **Founders** may receive an investment proposal from **Portugal Ventures** in co-investment with other venture capital investors.

Article 5

Incubation in International Hubs

Projects selected to receive an investment from **Portugal Ventures** may go through an incubation period in an international Hub of reference in order to expedite the international validation of the project and build a network of international contacts.

Article 6

Applications

6.1 Submission of applications can be done as follows:

- Through the **Ignition Partners Network**. To this end, the **Founders** should contact one of the **Ignition Partners**, benefitting in this way from (i) the support and collaboration from said Partner in the preparation of the application and (ii) a quicker initial screening of their project;
- By sending your application directly to **Portugal Ventures**.

6.2 The submission of applications related to the **Call For Entrepreneurship** will be done, exclusively, via the Application Form available on **Portugal Ventures** website, duly filled out in English (an answer to all questions is mandatory, except when indicated: “when applicable” or “if applicable”);

6.3 For any questions or additional information please send us an email to:

callforentrepreneurship@portugalventures.pt

Article 7

Requirements and Eligibility

7.1 The projects should, preferably, be promoted by multidisciplinary teams, but not excluding the possibility of projects being promoted by only one individual.

7.2 The projects must be an original idea from the **Founders**.

7.3 In the case of an already established company, on the date of signature of the funding agreement with **Portugal Ventures**, the following conditions must have been met:

- a) it must have met all its obligations with the Ministry of Finance and Social Security;
- b) it cannot have payments owing to IAPMEI (the Portuguese Institute that supports SMEs and Innovation);
- c) it must be an SME, in accordance with IAPMEI certification and;
- d) when applicable, it must have been granted the “Estatuto IAPMEI - Inovação” certificate.

7.4 **Portugal Ventures** will only consider funding projects received from companies which have already or aim to have a significant footprint in Portugal.



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7.5 The submission of projects to **Portugal Ventures**, within the scope of the said initiative, assumes that the **Founders** declare and assure that they are the legitimate holders of all legal rights, registrations and/or ownership related to the projects they are submitting and that any and all information given relating to the projects is complete and accurate and that they are in no way violating any contracts or third party rights, nor will they come to violate any such third party contracts or rights, including any patents, intellectual property rights, trade secrets, proprietary or confidential information, publicity or privacy rights.

7.6 In the application form, **Founders** must disclose any prior agreements with other investors.

7.7 The submission of projects within the scope of the **Call For Entrepreneurship** gives **Portugal Ventures** the right to use any and all information which it received during the process of analysis and assessment of investment opportunities, namely sending the said information to the experts and to the **Ignition Capital Network**, if applicable.

7.8 **Portugal Ventures** reserves the right to not accept applications which it considers to be in direct violation, at any given moment, of the guidelines and/or rules and regulations, or the intent thereof, related to the **Call For Entrepreneurship**.

Article 8

Project Screening and Assessment Process

8.1 The projects submitted through an entity from the **Ignition Partners Network** will be fast tracked in the initial screening process, after which they will be sent for review by the respective industry assessment panel as mentioned in items 8.4 and 8.5.

8.2 The projects submitted directly to **Portugal Ventures** will be subject to an additional screening process in order to evaluate their adequacy and eligibility as set forth in these Rules and Regulations.

8.3 In the event that the projects referred to in item 8.2 do not meet the said requirements, or the information submitted is insufficient to properly assess its suitability and eligibility, namely due to the fact that the project is not investment ready, **Portugal Ventures** will inform its **Founders** that the conditions necessary for the project to proceed to the next stage have not been met, and may recommend that the **Founders** contact an entity from the **Ignition Partners Network** to get support in restructuring the project or to have it incubated/accelerated in order to resubmit it in one of the subsequent **Calls For Entrepreneurship**.

8.4 The projects referred to in item 8.2 which meet the requirements set forth in these Rules and Regulations, will proceed, together with the suitable applications received from the **Ignition Partners Network**, to the next phase for screening and evaluation by an assessment panel, one or more panels for each of the industry sectors stated in these Rules and Regulations.

8.5 The respective industry assessment panels are made up by scientific and business experts and specialists, both national and international, selected by **Portugal Ventures**.

8.6 The screening and assessment process carried out by the respective industry assessment panel will be done in two stages:

- First, the **Founders** will pitch their ideas to the assessment panel in a session which will be followed by a Q&A session;
- Secondly, and based on: (i) the information sent in the Application Form; (ii) the pitch made by the **Founders** and (iii) the subsequent discussion, the assessment panel will formulate a qualitative evaluation of each project, taking into account the requirements set forth in Article 9 of these Rules and Regulations; identify the main risks the project presents and suggest measures to mitigate said risks; and will also formulate an assessment of the merit of the underlying investment opportunity.

Article 9

Judgement Criteria

The evaluation of each project, carried out by each of the industry assessment panels, will take the following criteria into account:

9.1 Management Team (the ability of each team member to face the demands and challenges of the project; the entrepreneurship profile and experience of each team member; to which extent do the management team's skills meet the requirements necessary for the project's success).

9.2 Technology and Product Roadmap (identification of the product's underlying technology; scalability and marketability of the said technology; level of differentiation compared to alternative solutions already available; level of protection of the intellectual property; product development roadmap; main milestones).

9.3 International reference and validation (opinions from international experts, renowned in the industry sector in which the product is to be positioned, which validate the product/technology's innovative nature, its differentiation compared to the competition and its suitability with global market trends).

9.4 Business model (sources of revenue; pricing; margins; clients; geographies; scalability).

9.5 Competition / Competitive Advantages (level of competition and main competitors, potential or which already exist in the market where the product intends to be positioned; differentiation / competitive advantages of the intended product compared to the products already on the market in order to ensure the preservation of said competitive advantages during the life of the project vs. the ease of replicating it).

9.6 Time-to-Market (suitability of the project's time-to-market to **Portugal Ventures'** investment profile).

9.7 Market / Insertion in the global value chain (size of the potential market and the target-market, as well as the manner in which the new company proposes to position itself in the product/market's global value chain).



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98 Current and subsequent funding needs (quantification of the current and subsequent funding needs and the means of funding, assessing, namely, the feasibility of syndicating the investments with other venture capitalists, national or foreign, keeping in mind, for example, the attractiveness of the project's industry sector for potential investors).

99 Exit (**Portugal Ventures'** way of divestment, evaluating, namely, if there is an active market for the transaction of such companies; potential to attract foreign capital; identification of potential strategic international players interested in licensing/acquiring the technology.).

Article 10

Portugal Ventures' decision making process

10.1 Once the screening and assessment process of the projects have been concluded by each of the assessment panels, **Portugal Ventures** will assess the resulting potential opportunities for investment, a process which will take place in the time frame indicated on the **Portugal Ventures** website.

10.2 The conclusions and recommendations made by the assessment panels are non-binding, so that **Portugal Ventures'** competent bodies have sole authority to decide whether or not to invest.

10.3 The projects that have a positive recommendation from the assessment panels will be invited to pitch their projects to **Portugal Ventures'** Board of Directors in a meeting which will be followed by a Q&A session;

10.4 **Portugal Ventures'** decision to invest in projects will be based on the judgement it makes, in accordance with its own criteria, on the quality of the projects, and may propose investment under different terms to those proposed by the **Founders** or decide to not invest at all, and, therefore, does not, in any way, entitle the **Founders** to any right to compensation.

10.5 **Portugal Ventures** will inform **Founders** and their **Ignition Partners Network** of its decision – without need for justification – and, in the case of a favorable decision to invest, the Founders will be proposed the respective terms and conditions for investment.

10.6 The decision made by **Portugal Ventures** to invest in the above mentioned projects is subject to the suspensive condition of acceptance, by the **Founders**, of the terms for investment, partnership and divestment, which are to be established.

10.7 **Portugal Ventures'** managed venture capital funds have legal requirements that have to be met prior to the investment. For this to happen in an expeditious manner, **Founders** must readily supply **Portugal Ventures** with all the information that it needs. Be advised that this also constitutes a test of the level of commitment of the **Founders** to the project.

Article 11

Communicating the Results

The **Founders** who accept the terms for investment, partnership and divestment proposed by **Portugal Ventures** agree to allow their company logo and information to be disseminated for marketing purposes related to the **Call For Entrepreneurship**, the Ignition Programme, the **Ignition Partners Network**, the **Ignition Capital Network** and **Portugal Ventures**.

Article 12

Confidentiality

12.1 Safeguarding the needs resulting from the decision process stipulated in these Rules and Regulations, **Portugal Ventures** will keep all information submitted within the scope of the **Call For Entrepreneurship** in confidence, as well as any other information that it may receive during the said process, for a period of 12 (twelve) months.

12.2 Participants in the **Call For Entrepreneurship** declare that they will not use the names “**Call For Entrepreneurship**”, “**Portugal Ventures**”, “**Ignition Partners Network**” or “**Ignition Capital Network**” or any variant, abbreviation or adaptation thereof, or the names of partners or any other **Portugal Ventures** collaborator or partner in any advertisement, marketing communication or press release, without prior consent, in writing, from **Portugal Ventures**.

12.3 The participants in the **Call For Entrepreneurship** by submitting their applications, authorize **Portugal Ventures** to share with its **Ignition Partners Network** the following information, so that in the event **Portugal Ventures** deems the project to not be investment ready, the Ignition Partners may contact the **Founders** in order to offer their support in improving the projects, so that they may successfully resubmit their projects to another **Call For Entrepreneurship**:

- 12.3.1 Project name;
- 12.3.2 Contact name, e-mail and phone number;
- 12.3.3 Industry Sector;
- 12.3.4 Region.

Article 13

Press

The **Founders** of the projects which are selected for funding within the scope of the **Call For Entrepreneurship** will, fittingly and whenever possible, be invited to participate in awareness campaigns related to the initiative in the press, and will therefore:

- Send a description of the project to **Portugal Ventures**, in both Portuguese and English (between 150 and 200 words), within 72 working hours after receiving a request from **Portugal Ventures** to do so; a description which may be passed on, in whole or in part, to the press;
- Participate in media events related to promotion campaigns for the **Call For Entrepreneurship**, namely, talking



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about their projects or experience related to their participation in the **Call For Entrepreneurship**;

- To make extracts or other relevant content available for any press release related to the **Call For Entrepreneurship**;

Notwithstanding, the participation in said campaigns in no way implies that it is necessary to disclosure any confidential information.

Article 14

Modifications to the Rules and Regulations

Portugal Ventures reserves the right to, at any time, modify any clause in these Rules and Regulations, giving notice of these modifications to the **Founders** and **Ignition Partners** in the manner it deems fit.

Article 15

Final Provisions

15.1 Situations which have not been contemplated in these Rules and Regulations will be settled by **Portugal Ventures'** competent bodies.

15.2 Submission of an application to the **Call For Entrepreneurship** implies the acceptance of these Rules and Regulations and the terms and conditions of the use of **Call For Entrepreneurship** Platform.