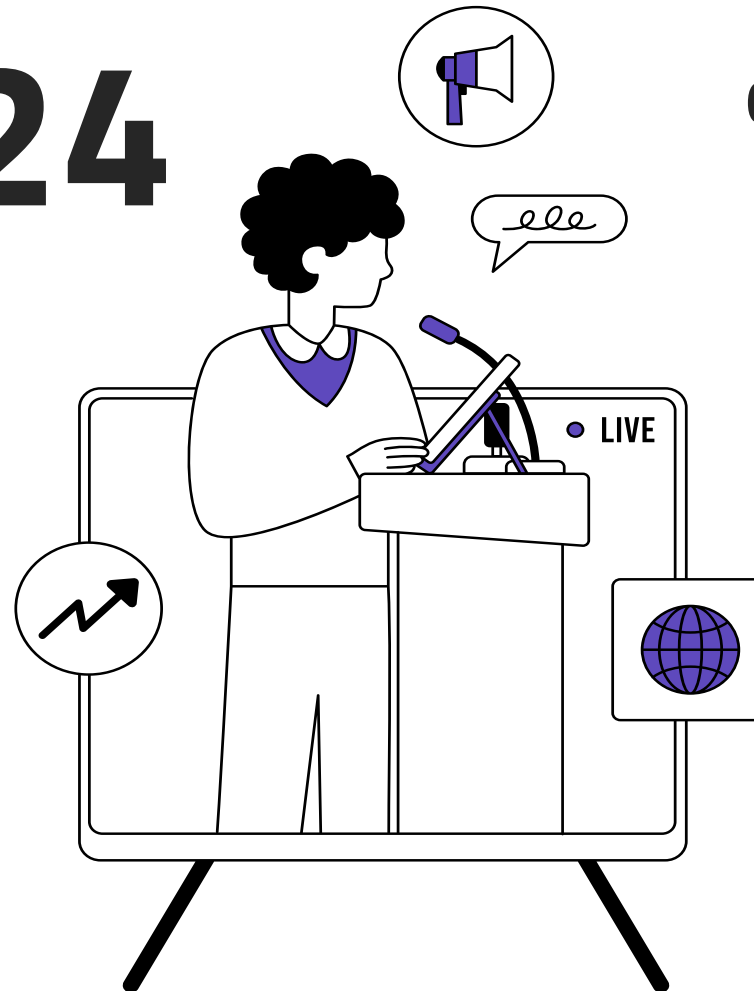




TeamUp 2024

Pitch Training – Do's and Don'ts

October 17, 2024



Today

Learn – Present – Ask

Part 1: 17.00 – 17:30 CET Pitch do's and don'ts

**Part 2: 17:30 – 18:00 CET Practice pitch with 3 teams
(volunteers)**

Part 3: 18:00 – 18:30 CET Guest testimonial



Part 1

Learn – Present – Ask

Part 1: 17.00 – 17:30 CET Pitch do's and don'ts

- Examples of decks to illustrate do's and don'ts



The main aim for TeamUp pitch competition is:

present the team

team energy

the idea



why you believe to be the best team to win the award

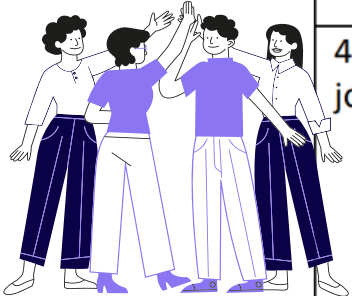
what are your plans regarding spending the award money



Pitching Days evaluation criteria

Please note that if there is a tie, the winners will be selected based on the combined score received for selection criteria number 4 and 5.

Criteria	Explanation	Weight
1.Problem solution fit	The proposed solution is distinctive, innovative and can effectively tackle a well-defined/identified problem.	15%
2.Business model	The business model articulates a clear route to market, is scalable and realistic.	15%
3.Prize impact	The prize will be catalytic for development of the idea and successful exploitation of the market opportunity.	20%
4.Team and TeamUp journey	The team has the necessary skills, expertise and experiences to exploit the identified market opportunity. The team developed successfully during the programme. They are fully aware of their strengths, weaknesses and roles.	25%
5. Impact on the food system	The innovation has big potential to improve Europe's food system and deliver social, environmental and economic impact.	25%



RESOURCES
[Terms & Conditions](#)



PROBLEM

PETROLEUM BASED PLASTICS

Toxication



Pollution



Regulations



PLANT BASED BIOPLASTICS



High Costs



Low strength & durability



Produced from sugar & starch based resources



Complications in recycling



PROCESS

PCT
PATENTED



ISIF Fair Gold Medal Award



Waste Collection



Polymerization



BioPura Raw Material



Compounded Bio-based
Granules



Bio-based Plastic
Products



Competitors

SALT SUBSTITUTES



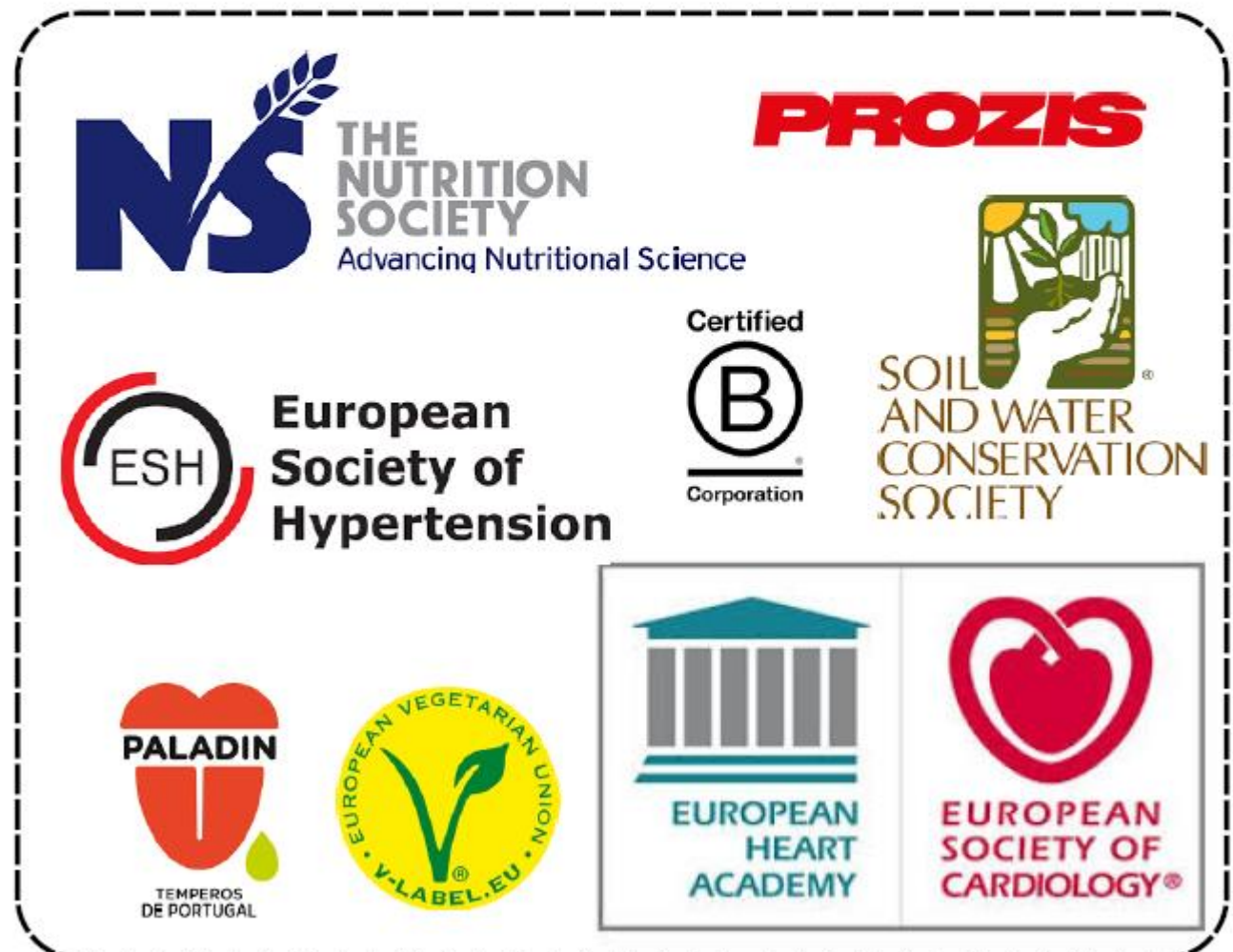
Healthy	✓	✗	✗	✗	✗
Nutrients	✓	✗	✗	✗	✗
Sustainable	✓	✗	✗	✗	✗
Tasteful	✓	✓	✗	✗	✓
Natural	✓	✗	✗	✗	✗

Strategic Partnerships

Current



Future



BUSINESS MODEL



Bio-based plastic
granules ready to be
used in manufacturing



Difaş
ANADOLU
EFES
VESTEL

PLASTIC PRODUCT
MANUFACTURERS

Correction € 3,000

min. €3.000 / ton



TECHNOLOGY LICENSING



INVESTORS
&
MANUFACTURERS

Royalty Fee
Consultancy Fee
License Fee per Unit Produced

Organic Producers

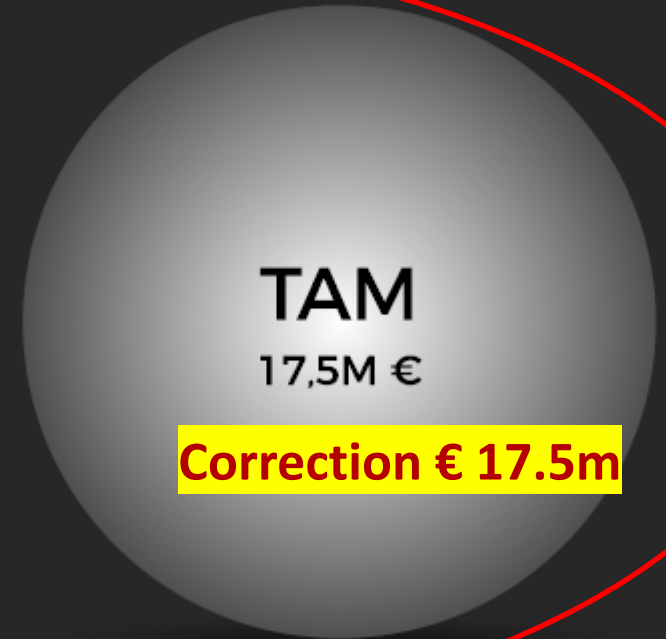
We are focused on agroecological producers. We are **thinking** locally but **growing** globally.



Correction € 77,00



Correction € 14.7m



Correction € 17.5m

Financial Plan

Correction € (currency) before the number



Annual CAPEX

51 k € (2023) to 622 k € (2027)

SCALE
PRODUCTIO
N
5 ton -> 350
ton

EQUIPMENT
AND
MACHINERY

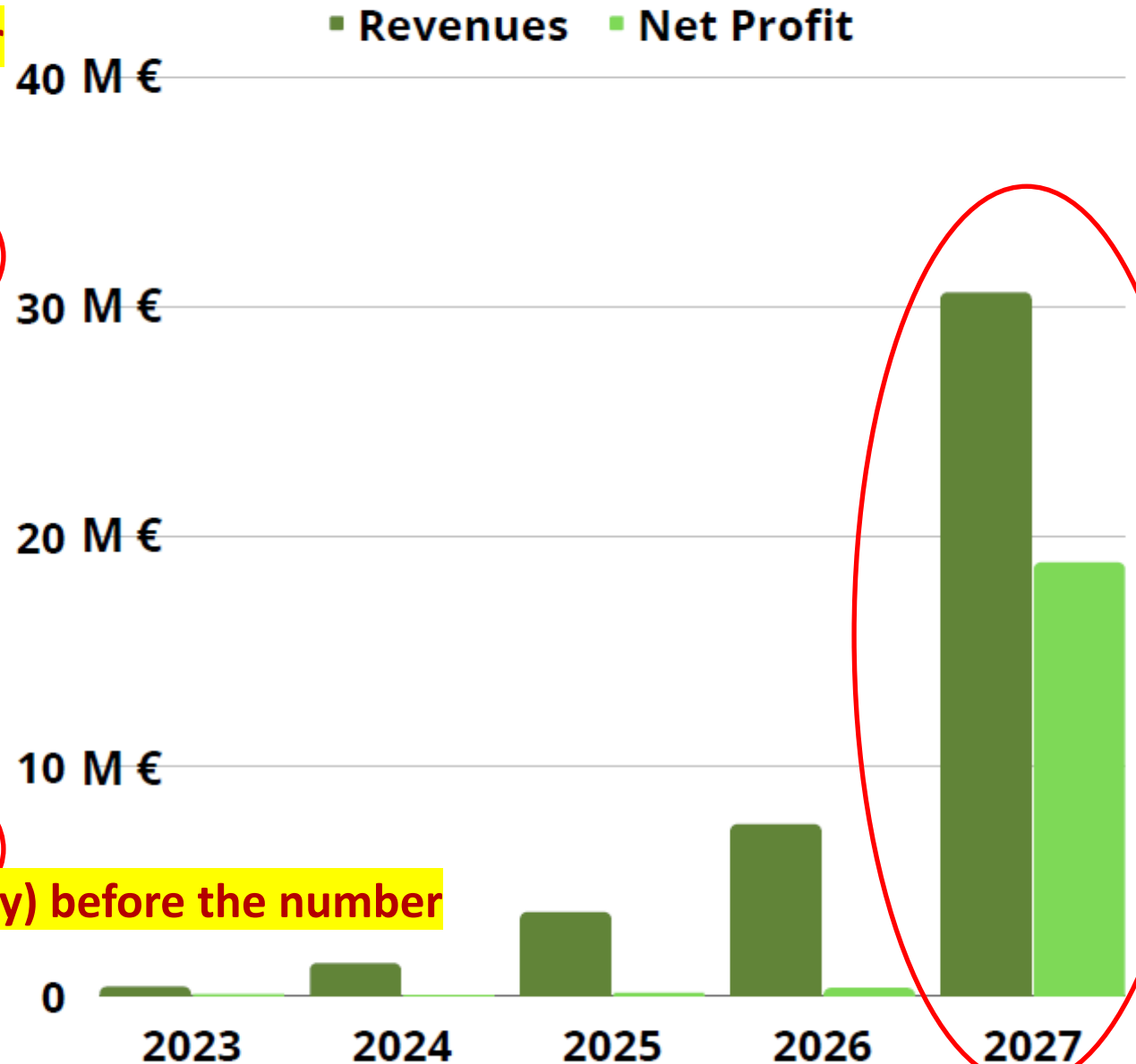
Annual OPEX

265k € (2023) to 4,9 M € (2027)



Expand Operations, Marketing &
Sales and Production

Correction € (currency) before the number



ENVIRONMENTAL IMPACT



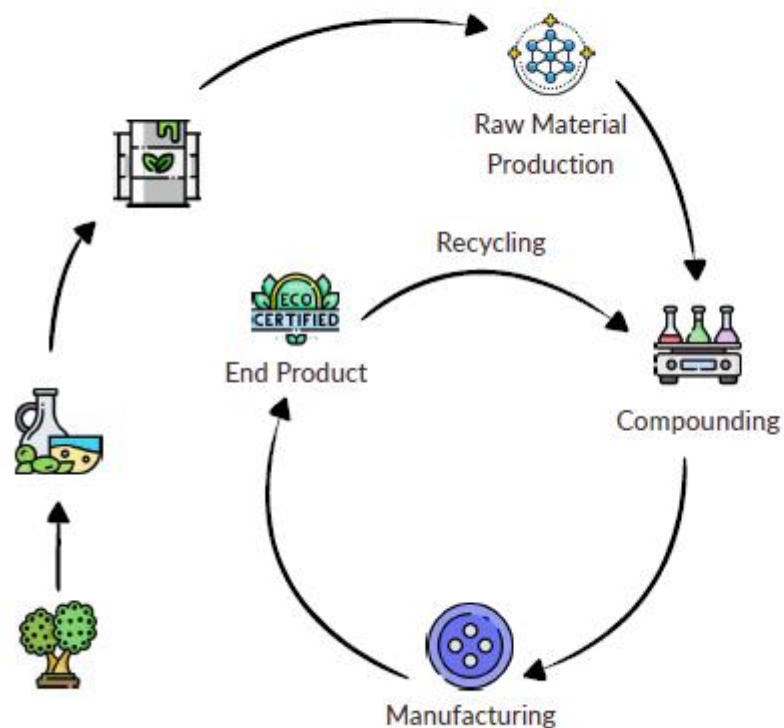
2.5M T



Incineration



Landfills



SUSTAINABLE DEVELOPMENT GOALS



Decreasing C(eq)
emissions up to

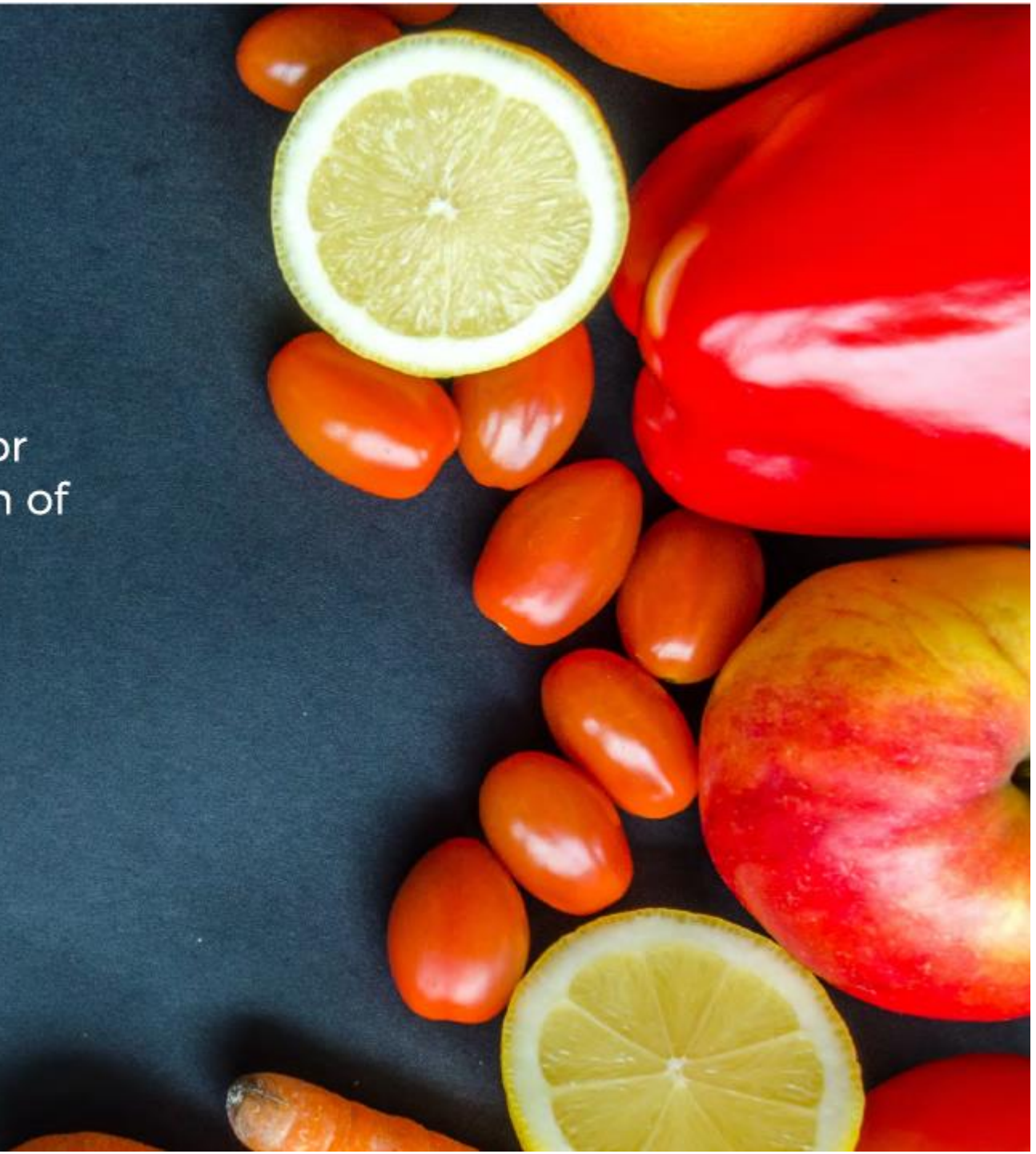
94%

PRIZE IMPACT & NEXT STEPS



Prize impact

- To start cooperation with a lawyer for the testing of the patent application of microcapsules with a 3in1 effect:
- To attend the food and agricultural symposium, fairs and expo.
- To increase our investigations of potential new products which could be put on the market,
- To hire the personnel



Last slide

- Close with contact details, slogan, impactful image
- How will the jury remember you?



Part 1

Learn – Present – Ask

Part 1: 17.00 – 17:30 CET Pitch do's and don'ts

- Common language issues when presenting and exercise in breakout rooms
(work sheet: Phrases for Pitches)



Excercise

Team work

5 min. in breakout room

15 min. in main session



Number	Team Name	Team members
1	BARBELO	Viktoria Ferencz Ricardo Esteruelas Tesán
2	Behavix	Massimiliano Carraro Stefania Malfatti Luisa Poisa
3	Bionova	Ayşe Sultan Akgün Melike Arslan Samhouri
4	BizToys Ltd	Stoyna Wahdat Roxana Lazar
5	Earthfarms Collective	Sara Featherston Cem Bokeer
6	FutureFastFood	Mari Aasmäe Martin Mintchev Daniela Yordanova
7	Gojenie	Ebrar Yildirim Emre Ertem
8	KELPEAT	Luca Cerruti Tea Vrcic Alberto Navajas
9	DonaViva	Marko Petkovic Felipe Salmeri
10	Nexodify	Syed Tajmeel Hussain Jelena Nedeljkovic
11	NutrisAvIng Advisor	Ítala Marx Pablo Baleirón Pampín
12	RegenFarm	Cosmin Ghinea Aleksander Stefanowicz
13	The Green Float	Vasco Abreu Carlota Abreu Diogo Moura
14	TropicStream	Carlo Antonio Ng Nuno Catarino Emma Barrios Casaus
15	Vevibal	SELEN ŞENAL Mert Kalayci
16	Yield Hunter	Miloš Lazarevic Miloš Čiprijanović Arman Aksoy

Phrases for Pitches

- 1) Good afternoon. We are very exciting to greet you at our pitch.
→ Good afternoon. We are very **excited** to **welcome** you **to** our pitch.
- 2) Here are some basical informations about our company.
→ Here **is** some **basic information** about our company.
- 3) We are usually delivering the products within five work days.
→ We usually **deliver** the products within five **working / business** days.
- 4) Last year we sold 120.000 units – which is a increase by above 70%.
→ Last year we **sold** 120,000 units – which is **an** increase **of over** 70%.
- 5) Since two years our company sales are constant increasing.
→ Since **2022** our company sales **have constantly increased**.
→ **For** (the last) two years our company sales **have been constantly** increasing.



Phrases for Pitches

6) And that's why we see us as a potential market leader.

→ And that's why we see **ourselves** as a potential market leader.

7) [...] and this method works much good and drops down sugar.

→ [...] and this method works **very well** and **reduces** / **decreases** sugar.

8) [...] people which enjoy to eat fruit.

→ [...] people **who** enjoy **eating** fruit.

9) Our company operate mainly in the food branch.

→ Our company **operates** mainly in the food **sector** / **market**.

10) And now I like to hand a word to my colleague who will [...]

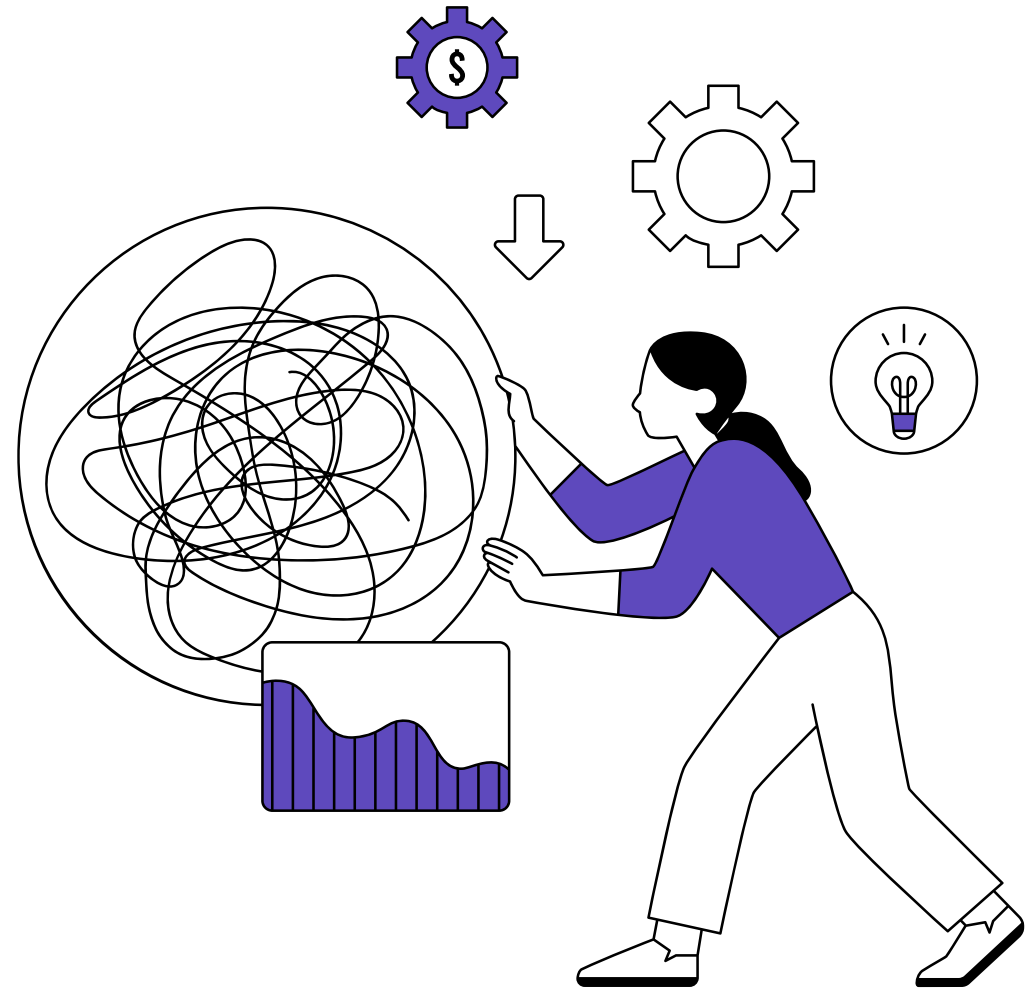
→ And now I **would** like to hand **over** to my colleague who will [...]



→ And now I **would** like to **give the** word to my colleague who will [...]



Questions



Part 2

Learn – Present – Ask

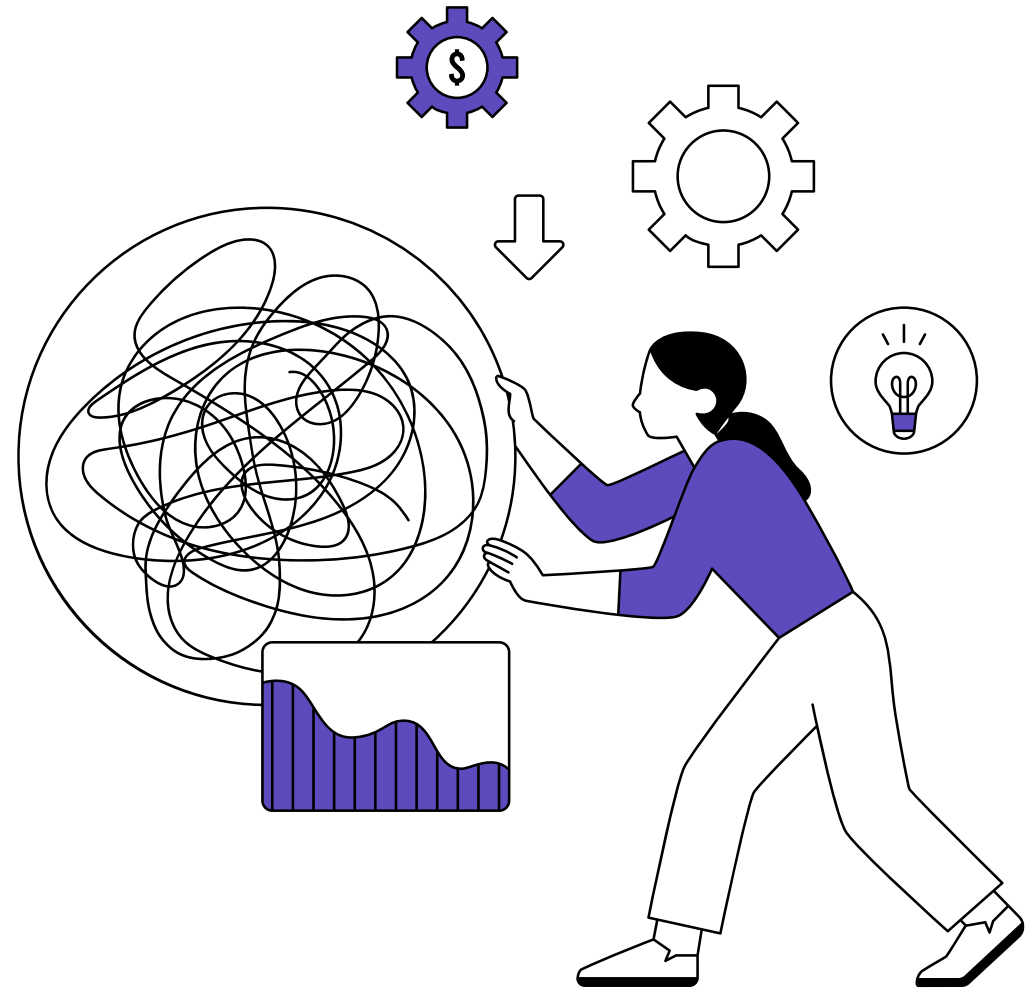
Part 2: 17:30 – 18:00 CET Practice pitch with 3 teams (volunteers)

- Pitch practice: 5 min pitch and ~8 min. feedback (with guest)

Team KelpEat



Questions



Part 3

Learn – Present – Ask

18:00 – 18:30 CET Guest testimonial

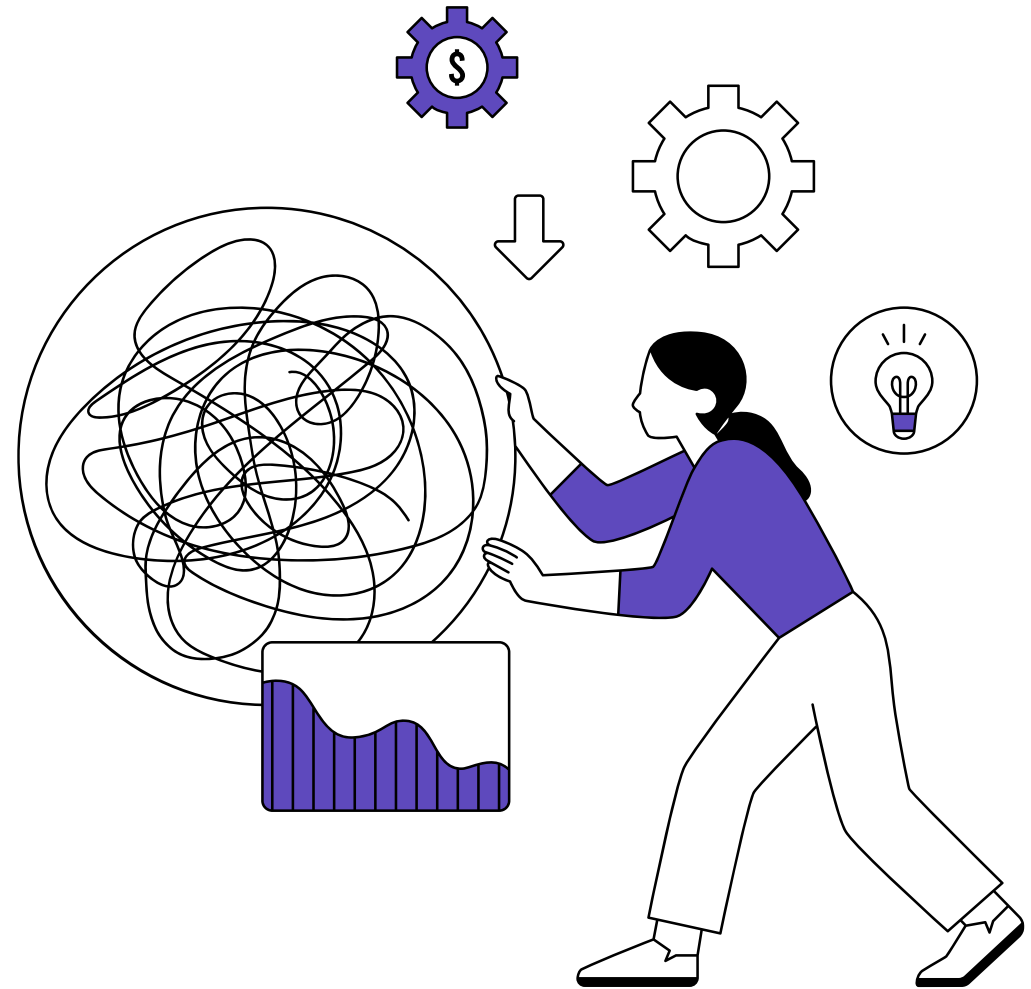
- [Sena](#) from Biopols



**Biopols is a new
generation food
storage technology**



Questions



Reminder



Deliverable 3

Pitch deck of Team (name)

Make sure your Team's Deliverable is uploaded [HERE](#) before the deadline!

Deadline: October 21th, 2024 (10:00 AM)

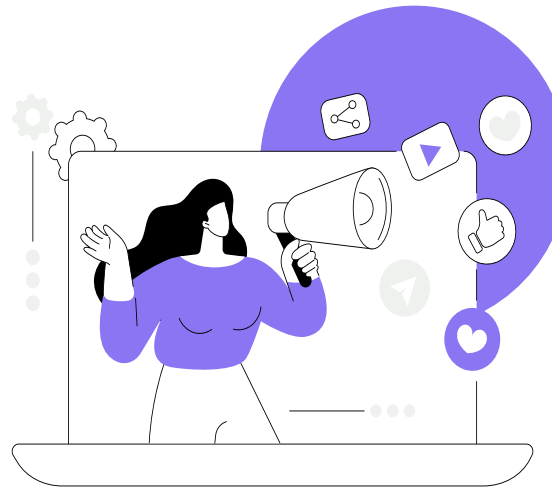


Next Steps

Deliverable #3:
Pitch deck
21th October



Session 17 :
Zero to One: Street-Smart
Founders with AI
Patrick Collins
15th October
17:00 - 18:30 CET



Session 18 :
Pitch dos & don'ts
17th October
17:00 - 18:30 CET



Session 19:
Practice your Pitch
16 teams
(5min. pitch, ~5min. feedback)
24th October
17:00 - 19:50 CET



Pitching

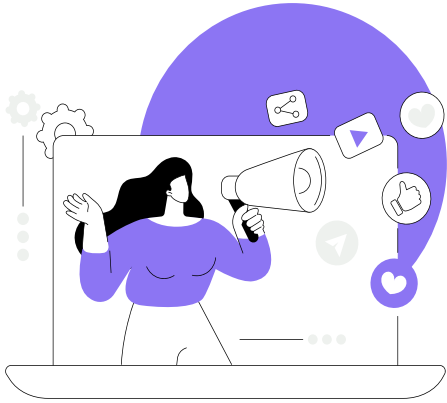


Session #19: Practice your pitch
(5 min. presentation + feedback)



1. 17:05 CET	DonaViva	Marko Petkovic Felipe Salmeri
2. 17:15 CET	Behavix	Massimiliano Carraro Stefania Malfatti Luisa Poisa
3. 17:25 CET	Bionova	Ayşe Sultan Akgün Melike Arslan Samhour
4. 17:35 CET	BizToys Ltd	Stoyna Wahdat Roxana Lazar
5. 17:45 CET	Earthfarms Collective	Sara Featherston Cem Bokeer
6. 17:55 CET	FutureFastFood	Mari Aasmäe Martin Mintchev Daniela Yordanova
7. 18:05 CET	Gojenie	Ebrar Yildirim Emre Ertem
8. 18:15 CET	KELPEAT	Luca Cerruti Tea Vrcic
9. 18:25 CET	Nexodify	Syed Tajmeel Hussain Jelena Nedeljkovic
10. 18:35 CET	NutrisAvIng Advisor	Ítala Marx Pablo Baleirón Pampín
11. 18:45 CET	RegenFarm	Cosmin Ghinea Aleksander Stefanowicz
12. 18:55 CET	The Green Float	Vasco Abreu Carlota Abreu Diogo Moura
13. 19:05 CET	TropicStream	Carlo Antonio Ng Nuno Catarino Emma Barrios Casasus
14. 19:15 CET	Vevibal	SELEN ŞENAL Mert Kalayci
15. 19:25 CET	Yield Hunter	Miloš Lazarevic Miloš Ćiprijanović Arman Aksoy

Next Steps



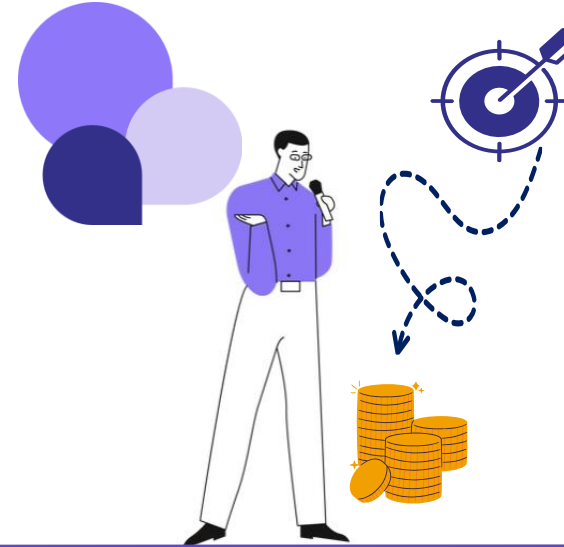
Session 20:
Practice your Pitch
29th October
17:00 - 18:30 CET

8 teams
5min. pitch
5min. feedback



Session 21:
Practice your Pitch
31st October
17:00 - 18:30 CET

8 teams
5min. pitch
5min. feedback



Pitch Competition: Day 1
8 teams
(5min. pitch, 8min. feedback)
4th November
16:00 - 18:00 CET

Pitch Competition: Day 2
8 teams
(5min. pitch, 8min. feedback)
5th November
16:00 - 18:00 CET



Contact Us!

Do you have any questions?

teamup@eitfood.eu

