

APPLICATION FORM



CONFIDENTIALITY

The Members of the Selection Committee are business professionals experienced in the handling of confidential information.

All documents provided by the applicants throughout the application and selection processes will be treated as confidential information by the Inpho Selection Committee.

A non-disclosure agreement (NDA) covering the Information provided by the applicants throughout the application and selection processes has been entered by each of the Member of the Selection Committee. Copy of the non-disclosure agreement form can be obtained from the Inpho Selection Committee office.

Upon receipt from the applicants, the documents will be marked "CONFIDENTIAL" and their distribution will be restricted to the Members of the Selection Committee.

Upon completion of the Selection process, the selected companies will be required to sign a release of confidentiality to allow Inpho® the public use of the information needed for the promotion of the convention.

SELECTION PROCESS

The time table for the different phases of the selection process is provided below.

| | | |
|----------|--|-------------------------|
| Stage #1 | Filing of Application Forms | April 1 – June 15, 2018 |
| Stage #2 | Screening of the applications | June 16-30, 2018 |
| Stage #3 | Phone Interviews if needed | June 16-30, 2018 |
| Stage #4 | Final Selection | August, 2018 |
| Stage #5 | Coaching for Selected Companies | September, 2018 |
| Stage #6 | Presentation at Inpho, Venture Summit® | October 11-12, 2018 |

The following criteria will be considered during the selection process:

- Relevance of the company business in hardware, or hardware+software
- Size and growth potential of the addressable market(s)
- Novelty of the application(s) or product(s)
- Product/ Application competitive advantages
- Viability of the business model
- Coherence of the 5 years business plan and funding requested
- Management strength

Please notice that filing your application form does not guarantee your selection to the Business sessions of Inpho® 2018.

Return this form fully completed at: audrey@inpho-ventures.com

Deadline: June 15, 2018

COMPANY DETAILS

REFERENCE :

Company

| |
|---------------|
| Company Name: |
| Address: |
| Postcode: |
| City: |
| Country: |
| Website: |

Contacts

| |
|---|
| CEO |
| Name: |
| First name: |
| Telephone: |
| Cellphone: |
| Fax: |
| E-mail: |
| Contact managing the INPHO[®] participation |
| Name: |
| First Name: |
| Position: |
| Telephone: |
| Cellphone: |
| Fax: |
| E-mail: |

| |
|--|
| How did you know about INPHO[®]? |
| |

EXECUTIVE SUMMARY

REFERENCE :

Company Name:

Date of creation:

Development stage (*seed, early stage, growth¹*):

General Company Description

Explain briefly your mission statement, your activity, the business sector you are in, your products & services. (5 lines maximum)

Origin of the Company

Describe briefly your motivation in developing business.

¹ Seed stage: company with no customers yet, product or services under development.
Early stage: company starting to sell its product or services but not generating profit yet.
Growth stage: company generating significant sales and some profit.

Technology and Intellectual Property

Present your innovation. Indicate your protections.

Unique Value Proposition

Present your added value brought to customers, impact on uses. Indicate entrance barriers, advantages and differentiation elements.

Market

Describe the estimated market size and targeted segments, characteristics of companies or consumers you are addressing.

Business Model

Indicate your income model, realization of the turnover, sales modes.

Competition and Competitive Positioning

Provide a complete view of the competitive landscape. Explain how you propose to differentiate from competitors.

Partnerships

Describe your present and future partnerships (technological, financial, commercial, subcontracting...)

Team

Introduce the key-people of the company. Indicate number of employees, future hiring and searched profiles.

Financial Structure

Present the firm's shareholders (capital distribution). Indicate if the company has benefited from financial supports.

Profit and Loss Statement in k€ (P&L)

Indicate figures post-money (after capital raising)

| | 2018 | 2019 | 2020 | 2021 | 2022 |
|---------------------------|------|------|------|------|------|
| Total sales | | | | | |
| Cost of Goods Sold (COGS) | | | | | |
| GROSS MARGIN | | | | | |
| R&D | | | | | |
| Marketing & Sales | | | | | |
| Others | | | | | |
| OPERATING EXPENSES | | | | | |
| EBITDA | | | | | |
| EBIT | | | | | |
| PROFIT BEFORE TAX | | | | | |

Capital needed:

k€

Capital Raising Motivations

Describe how you will use the capital raised, how the financing will be distributed and its duration. Do you consider more capital raisings in the future?

Investors

Explain the reasons why you are looking for investors apart from the financial aspects.

Investors Exit

Describe your vision of what would be the company development and which exit opportunities it would bring to investors.

Comments & Suggestions