

INSTRUCTIONS

You will find below the compulsory information to be included in the executive summary you will provide us with. Once submitted, it will be reviewed by our team and, if validated, then uploaded in our database of cleantech companies seeking immediate or future funding. This database is accessed exclusively by Cleantech Scandinavia's members, who are listed on our webpage at: www.cleantechscandinavia.com/Members.html. Most of them are Nordic venture capital firms actively investing in clean technologies.

Your summary should be 3 pages long maximum (Times New Roman 12). Please use the 18 headings listed below to submit your document in Cleantech Scandinavia's standard format. By doing so, it will be easier for our members to go through and understand your profile. Note that each of the headings is compulsory. If you were to decide not to fill in one of the sections, please specify why, as it might otherwise compromise chances for your executive summary to be included in our database.

Please email your executive summary in Word format to: database@cleantechscandinavia.com

Also note that if you need help to prepare your business summary and/or to contact investors, Cleantech Scandinavia offers a range of adapted services including coaching, executive summary / business plan support, and match-making. Thank you for your contribution and good luck in growing your company! Should you have any question, please do not hesitate to contact us.

1) Name of the company

Also include your logo on the right side of the page, facing the name of the company

2) Address

Physical/postal address of the headquarters of the company

3) Webpage

XXXX

4) Contact person

Including name, position/title, phone numbers, email

5) Key personnel and competencies

A few sentences describing the background of key persons/employees in the company

6) Foundation year

XXXX

7) Cleantech segment

Choose one, or maximum two segment(s) from the following options: (1) Energy generation, (2) Energy storage, (3) Energy infrastructure, (4) Energy efficiency, (5) Transportation and logistics, (6) Water and wastewater, (7) Air and environment, (8) Advanced materials, (9) Manufacturing and industrial, (10) Agriculture, (11) Waste and recycling.

8) Business idea/product offering

A few sentences describing your product offering and its applications

9) Innovative aspect

A few sentences to outline what makes your company's offer particularly innovative

10) Environmental benefits

A few sentences to explain how the use of your product/innovation will result in a reduction of environmental impacts compared to existing solutions

11) Development stage reached to date

A few sentences describing the development stages your company has cleared (e.g. proof of concept, commercialisation) to date.

12) Timeline for future development

A few sentences to outline which development stages your company aims at reaching over the next couple of years (e.g. commercialisation, internationalisation, etc.)

13) Targeted market

A few sentences to specify both your market penetration strategy (who do you target as your first/initial customers and customer segments) as well as the characteristics of your target market (e.g. size, does it consist of a few main industrial actors, or is it a fractionated market)

14) Intellectual property

A few sentences to present how your company is and will be protecting intellectual property aspects of its business; Note: patents might just be one aspect of this.

15) Financial basics

If applicable, provide at least two of the following figures for the last 12 months: Sales/revenue, EBIT/EBITDA, net profit; Don't forget to indicate the currency

16) Past and present investors and capital raised to date

Only provide names of organisations or companies (e.g. public funding agencies, venture capital funds, etc.); If referring to individuals, indicate 'Business angels' or 'Private investor' depending on what is most appropriate. For each investor listed, provide the amount invested if not confidential; Don't forget to indicate the currency

17) Current or future capital needs

In the case of future capital needs, please indicate at what time in the future you expect to raise the funding; Do not forget to indicate the currency

18) Date of submission of the executive summary

XXXX