

Scale-Up Denmark Bioeconomy

- a growth accelerator for start-ups and SMEs in Denmark -

Bioeconomy | Industrial Symbiosis | Process Technology

Spring Nordic – our track record

30 years of industry experience

Strategic focus on highly specialised startups



Facilitated co-investments of DKK 1.7 Billion*



Startup Investments of DKK 540 Million *

DKK 370 Million ** raised in soft funding



+250 investments in innovative startups



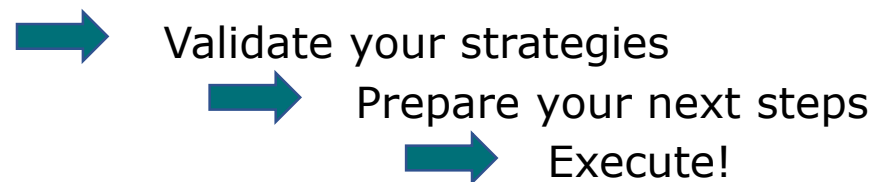
Team of highly skilled Investment Managers, Business Developers + experts in Fundraising, Communication and Accounts

(*since 2006, ** since 2011)

What's in it for you?

A bioeconomy accelerator **individually tailored** for you

- We meet your challenges regarding
 - Capital provision
 - Go-to-market strategy
 - Organization
 - Product maturation
- Based on our extensive experience with business development and financing, we help you



Three accelerator levels

Boost

- 180 expert hours
- Total value app. DKK 150.000
- Enterprise pays app. DKK 75.000

Advanced

- 360 expert hours
- Total value app. DKK 300.000
- Enterprise pays app. DKK 150.000

All-around

- 540 expert hours
- Total value app. DKK 450.000.
- Enterprise pays app. DKK 225.000

- NB: We offer loans to cover participation costs (see appendix)

Can you participate?

Criteria

- Max. 250 employees
- Business activities within bioeconomy, industrial symbiosis or biotechnology
- Growth potential and ambitions
- A good management team
- Quality of current and/or future product portfolio

Final selection is made by an **external** Screening Board with representatives from:

CP Kelcko, Novozymes, Kalundborg Utility, Solrød Biogas and Connect Denmark

Testimonial: Kaffe Bueno

"Thanks to Scale-Up Bioeconomy we have been able to develop our products further and get them ready for commercialization. We have done the necessary compliance work and developed our IP strategy. Now we are ready to scale up and start developing Scandinavia's first coffee biorefinery."

Juan Medina, CEO Kaffe Bueno



Founded in 2016 by three Colombians living in Denmark. Business model based upon a circular economy around coffee extracting high value compounds from spent coffee grounds to produce ingredients for cosmetics, functional foods and nutraceuticals.

Testimonial: Dansk Tang

"In Scale-Up Bioeconomy we have collaborated with the right specialists in order to reach our ambition regarding internalisation and development. The accelerator has been instrumental in focusing our strategy as well in optimising our agility in order to achieve our business goals."

Claus Marcussen, CEO Dansk Tang



Founded by father and son who harvest the seaweed themselves and channel it into two business models: Delivering freshly harvested seaweed to Danish high-end restaurants and producing mustard, pesto, oil, beer and salt sold at Danish speciality stores, fish stores and supermarkets.

Contact our Scale Up-team:

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Appendix

Loan to cover participation costs

We provide loans to enterprises accepted into the accelerator on the following terms:

- The loan size equals the value of your enterprise's share of the value of the accelerator (ex. VAT)
- Payment of the loan follows your enterprise's payment of its share of the value of the accelerator
- Interest is currently 8 % (subject to change)
- No personal guarantee required
- Installments for loan payment is agreed when finalising the Scale-Up programme
- The loan must be paid back no later than 3 years after signing the loan agreement.

Four potential areas of assistance

Capital provision

- Validate your financial strategy through:
 - Analysis of capital needs
 - Assessment of options (e.g. fundraising, investments, banking, factoring)
- Prepare your
 - Budgets
 - Investor presentations
 - Applications
 - Pitches
- Execute:
 - Identify investors
 - Submit applications
 - Set-up meetings

Go-to-market strategy

- Validate your strategy through:
 - Market analysis (competitor/customer/market size)
 - Assessment of partner setup for market access
 - Review of "on-line first impressions"
- Prepare your
 - Marketing strategy
 - Sales meetings
 - Approach to industrial partners
- Execute:
 - Marketing quality assurance
 - Evaluate sales meetings
 - Open doors to industrial partners

Four potential areas of assistance

Organization

- Validate your strategy through:
 - Analysis of required competencies
 - Analysis of managerial perspectives (management/board)
 - Review of network
- Prepare your
 - Recruitments
 - Organizational changes
 - Establishment of board/advisory board
 - International expansion
- Execute:
 - Identify candidates/recruitment channels
 - Select recruiters
 - Apply for funding for feasibility studies

Product maturation

- Validate your strategy through:
 - Evaluation of plans for final development
 - Assessment of need-to-have and nice-to-have certifications etc.
 - Review of IPR-strategy
- Prepare your
 - Plans for certifications/IPR applications
 - External validations
 - Production scale-up and optimization
- Execute:
 - Draw up business cases
 - Follow certification/validations

About Scale-Up Denmark

- Scale-Up Denmark Bio Economy is part of the national Scale-Up Denmark accelerator programme
- Scale-Up Denmark is an ambitious training concept for entrepreneurs and small enterprises. The aim is to establish an elite of high growth companies in Denmark.
- Scale-Up Denmark consists of 12 hubs
 - **Bioeconomy**
 - Cleantech
 - Food
 - Energy Efficient Technologies
 - Health and Welfare Technology
 - Information and Communication Technology
 - Life Science – Biotechnology
 - Maritime Industry
 - Offshore Industry
 - Smart Industry
 - Experience Economy and Tourism
 - Robotics