

## Terms and Conditions

### The scope

All startups fulfilling the following criteria are eligible to participate in the Startup Challenge:

- a. The startup is based in Switzerland
- a. The startup provides an innovative product or service in the sectors of construction, real estate, energy, logistics, or mobility
- a. The business model of the start-up is data-driven
- a. The start-up has achieved proof-of-concept as well as proof-of-market (through first revenues)
- a. The startup has a high-growth potential

### The process

The whole process takes place over six weeks, unless otherwise stated:

- August 29<sup>th</sup>, 2022: Boost My Startup Challenge launch
- September 19<sup>th</sup>, 2022: Submission deadline on [www.boostmystartup.ch](http://www.boostmystartup.ch)
- October 5<sup>th</sup>, 2021: Pre-selection of startups completed. Pre-selected startups are notified.
- October 6<sup>th</sup>, 2021: Pitch of pre-selected startups in front of the Jury (in Lausanne) and private investors / clients from UBS

### Pre-selection team and Jury

Only complete applications will be assessed.

A pre-selection team, composed of staff from WSP-BG and UBS, will preselect the start-ups that will be invited to pitch the potential of the collaboration with WSP-BG to the Jury.

The Jury will consist in 6 members, 2 by WSP-BG Consulting Engineers, 2 by UBS and 2 external members. The Jury reserves the right not to select a start-up if the collaboration and / or investment potential does not meet the expectations.

The selection criteria include the following parameters:

- Collaboration potential with WSP-BG within on-going customer or internal development projects
- Growth potential
- Experience of the management team
- Qualified product on the market

Other parameters may apply.

The Jury does not make public its internal deliberations. Legal recourse is excluded.

### Benefits for the selected Start-ups

A common product development and market development between the start-up and WSP-BG is at the heart of this initiative. Therefore, it is important for WSP-BG and UBS that a close collaboration can take place. In this context, the selected startup will benefit from several or all the following advantages:

- a. Access to WSP-BG offices and teams, as much as necessary for the success of the collaboration.

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- a. Subject to WSP-BG's confidentiality obligations towards its clients, access to WSP-BG's unique portfolio of services and customer network in Switzerland, France and all over the world, depending on the target segment and common product development. WSP-BG is running up more than 2000 projects in parallel and can offer a first-class springboard for ambitious start-ups.
- a. Objective-driven project or product co-development together with WSP-BG teams.
- a. Visibility in medias, print or digital
- a. Support from UBS Growth Advisory (equity fund-raising and SEF growth initiative). UBS has supported over 40 Swiss growth companies, by finding the right investors for them or granting them credit financing.
- a. Access to funding, either from the UBS Growth Advisory services or from WSP-BG, upon proper matching and long-term collaboration perspectives.

Upon selection, the selected start-up(s) will enter into a collaboration contract with WSP-BG. The terms and conditions of this collaboration contract shall provide details about clauses a.-f., depending on joint development expectations and actual needs.

### **Confidentiality**

The information – documents, conversation and presentation – uploaded on the website of the Boost My Startup Challenge or disclosed by any other means by the startups during the Boost My Startup Challenge (hereafter "**Information**") are treated confidentially.

WSP-BG and UBS warrant that :

- the Information will be treated confidentially by all persons involved in the organisation and selection process of the Boost My Startup Challenge, including their respective personnel, private investors/clients (where relevant) and any external jury member; and
- only personnel, private investors/clients (where relevant) and external jury members who have a need to know the Information for the organisation and the selection process of the Boost My Startup Challenge will have access to the Information.

The confidentiality obligations do not apply to information that :

- is, or thereafter becomes, publicly available at the time of its disclosure through no fault of WSP-BG and/or UBS and/or any external jury member;
- was lawfully in the possession of WSP-BG and/or UBS and/or any external jury member prior to its disclosure in relation to or for the purpose of the Boost My Startup Challenge;
- is or becomes available from a source other than WSP-BG and/or UBS and/or any external jury member and that is not, to the best of the receiving party's knowledge, covered by confidentiality obligations; or
- was or is independently developed by WSP-BG and/or UBS and/or any external jury member without reference to or use of any of the Information.

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