

Acceleration Programme 2023

2023年

Corporation Development Division

Incubation & Acceleration programmes

FOR INFORMATION

HKSTP Incubation and Acceleration Programmes

Fit the needs for different stages of Startups

IDEATION



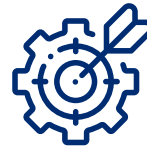
FORMATION

Kick start your business with our support and expertise

From ideas to business readiness

INCUBATION

(General & Bio-focused)



PRODUCTIZATION & COMMERCIALIZATION

Nurture tech start-ups to develop & commercialise solutions for market success

ACCELERATION



SCALE-UP

A business focused accelerator for growth stage tech ventures to expand onto the world stage

Powerhouse of Startups' Growth Engine

Our Mission & Successful Results



Vision & Mission

Accelerate **Later-stage**
tech ventures

With our

Quality resources

Bringing our Acceleratees to

Achieve **higher level**

And become

Globally / Industrially recognized

Portfolio of Acceleration Programme Companies

Banking, Financial Services & Insurance

- beNovelty Limited**
One-stop API platform service connecting digital business
- Bitex Limited**
AI provides data insights and knowledge engine to investors, financial institutions, public services and other industries
- FundPark Limited**
FundPark is a fintech company offers both buyers and suppliers trade finance solutions to optimize their working capital
- Pecutus Technologies Limited**
Pecutus is a currency exchange platform for leisure and business travelers
- Speechless Financial Technology Company Limited**
Speechless Financial Technology is a document intelligence solution for commercial documents and financial statements

Logistics

- Acquaintance Enterprises Limited**
Digitizing logistics flow to eliminate disconnects between you and your customers
- RV Automation Technology Company Limited**
Smart warehouse management solution provider
- FreightAmigo Services Limited**
FreightAmigo is FreightTech and FinTech providing one-stop logistic and trade finance services for importers and exporters
- Shopkyo Limited**
Shopkyo is a logistics mobile platform for instant courier services
- Kim Shun Information Technology (Hong Kong) Limited**
Kim Shun is a food and parcel instant delivery provider

Education

- Aerosim (HK) Limited**
Aerosim provides End-to-End Aviation Training & Education Tech Solutions
- Motive Force Technology Limited**
VIR technology to improve education, elderly and rehabilitation services

Professional Services

- DeepTranslate Limited**
AI translation services
- HR Easily HK Limited**
An automated cloud-based system for HR process

E-commerce / Retail / Marketing

- freeD Group Limited**
freeD Group is a SaaS provider offering end-to-end consumer focused digital and smart merchandising solutions
- Aloha Group Limited**
SEO and digital marketing tech company
- Holistic Technology Company Limited**
A cloud-based SaaS platform for existing global marketplaces and social media
- Asia Top Loyalty Limited**
Online loyalty points platform
- Dayta AI Limited**
Dayta AI provides cloud solution that collects visitor data in properties and real-time data analysis to continuously improve operations
- Return Helper Limited**
One-stop smart e-Commerce return solution

Electronics / Semi-conductors / IoT & Apps

- 6C Technology Limited**
Synthetic single-crystal diamonds using MPCVD technology
- AnApp Technologies Limited**
Smart power chipset for active electromagnetic interference filtering - Band adjustable, lightweight, high roll-off
- Easy-Logic Technology Limited**
First high-tech functional ECO for chip fabrication process
- Rollege Limited**
First power generating luggage in the world
- RaceFit International Company Limited**
Understand Human Motion
- Atom Xquare Limited**
The world's first mass-free coffee capsule maker
- Vista Innotech Limited**
The world's best and smallest anti-shaking camera component that fits into every mobile device

Health & Medical

- Applied Technology Group Limited**
Digital healthcare platform
- Arbele Limited**
Biotech to create effective treatment for gastrointestinal cancers
- BioMed Technology Holdings Limited**
Personalized microbiome healthcare solution to maximize your health available over the counter
- eNano Health Limited**
Saliva-based solutions for self-health management
- Telerefield Medical Imaging Limited**
Radiation-free 3D ultrasound imaging equipment solutions

Construction & Real Estate

- Chain Technology Development Co. Limited**
CHAIN is a R&D-based startup that provides comprehensive solutions for Smart Cities ranging from Smart Environment, Surveillance, & Building applications to Immersive CAVE Systems & Touch Tables
- Compahnion Technology Limited**
Advanced indoor positioning technology for user positioning, navigation, AR, asset tracking and behaviour analysis
- Infotronic Technology Limited**
IoT solutions for construction sites
- RaSpec Intelligence Inspection Limited**
AI-Powered predictive inspection company for building infrastructure
- Film Players Limited**
Film Players reinvented the Smart Film system into the new applications of Prop Tech and Smart City

Manufacturing

- Neo Mechanics Limited**
Disruptive mechanical seal for various industrial applications
- PlusD Technology Limited**
3D metrology solution for different kinds of industries
- Quikc International Limited**
Smart AI measuring devices and platform for QA & QC garment industries
- SmartMore (Hong Kong) Limited**
Leading AI solution for Smart Manufacturing, OCR and Ultra HD video content
- Hong Kong Shining Cloud Technology Company Limited**
HKSCC focus on the Time-of-Flight imaging and Speed Edge solution, and the Winner of AI Qualcomm competition

Smart City

- CU Coding Limited**
Software-defined Distributed Storage for multiple cloud services
- GreenSafety Technology Limited**
Vehicle telematics solution for fleet management
- Teksbotics (Asia) Limited**
Robotics and AI technologies for autonomous driving
- Lirico Technologies Limited**
Lirico is an intelligent IoT home automation and energy management solution
- HALO Energy Limited**
Halo Energy is an innovative technology corporation that provides optimised solution for EV smart charging



Our Success Metrics Since 2018

USD1.7B+ Valuation
Overall AP Portfolio

USD290M+
Fund Raised

Max. 20X
Revenue Gain@1 Year

54+
Significant Growth
in Revenue

1 Unicorn

3 Acquired

Are these your next growth targets?

Do you possess the below?

- ☐ Market validated product / solution
- ☐ Solid business traction
- ☐ Recurring revenue
- ☐ Scalable business model
- ☐ Solid plan to grow

Are these your next growth targets?

- ☐ BD and market expansion
- ☐ Revenue growth and profitability
- ☐ Value building & growth financing
- ☐ Become a household name
- ☐ Exit / IPO





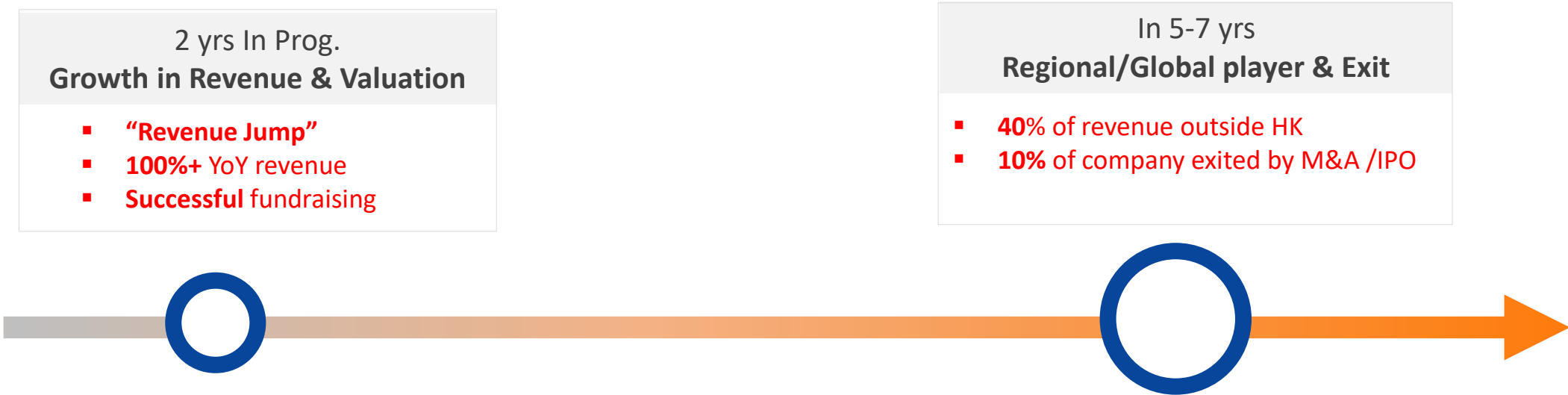
✦ Together, Make it better,

Acceleration Programme

✦ is your right way to go!

Our Objectives

Growth, Scale Up & Expand



Significant Growth in Business and Valuation

BUSINESS	Revenues (HKD)					
	5M	>	10M	>	30M	> 50M+
VALUATION	Pre-Ponies > US\$1M and <US\$10M	>	Pre-Centaurs > US\$10M and <US\$100M	>	Pre-Unicorns > US\$100M and <US\$1B	

We Understand Your Next-Level Needs

Resources

Expedite
Growth &
Expansion

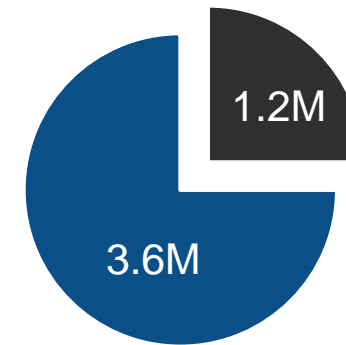
Network &
People

HKSTP:
Your Partner &
Stakeholder

NEW ACCELERATION SCHEME SUMMARY

HK\$3.6M milestone grant payment

HK\$1.2M credit for domain expert
retainer

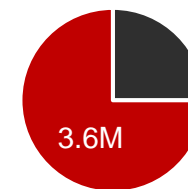
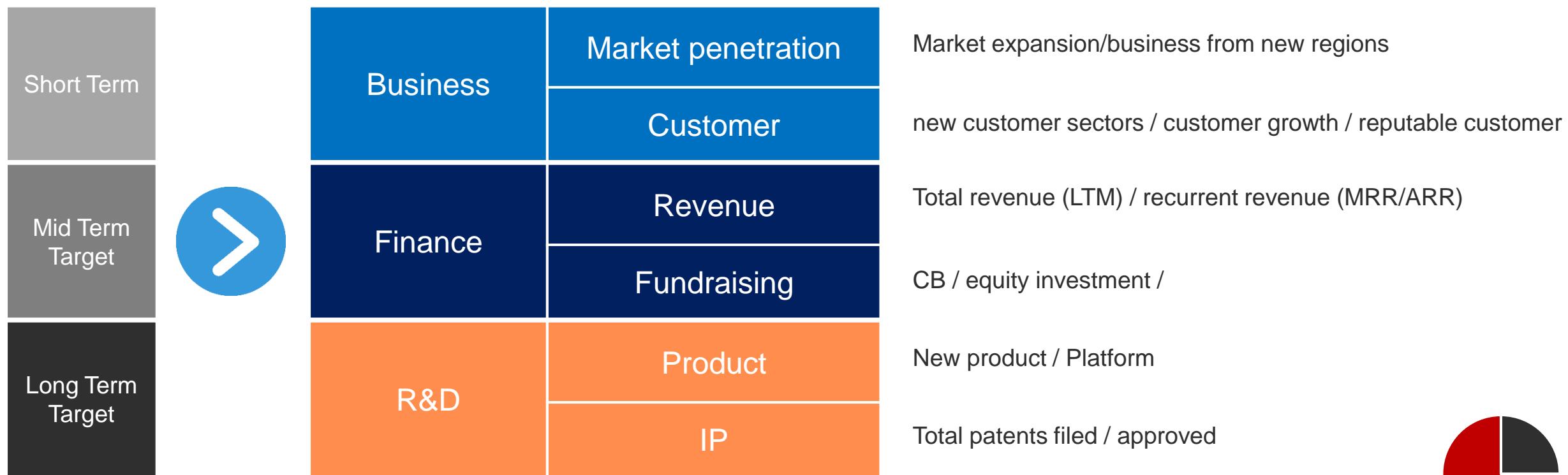


4.8M HKD

MILESTONE TARGET GUIDE

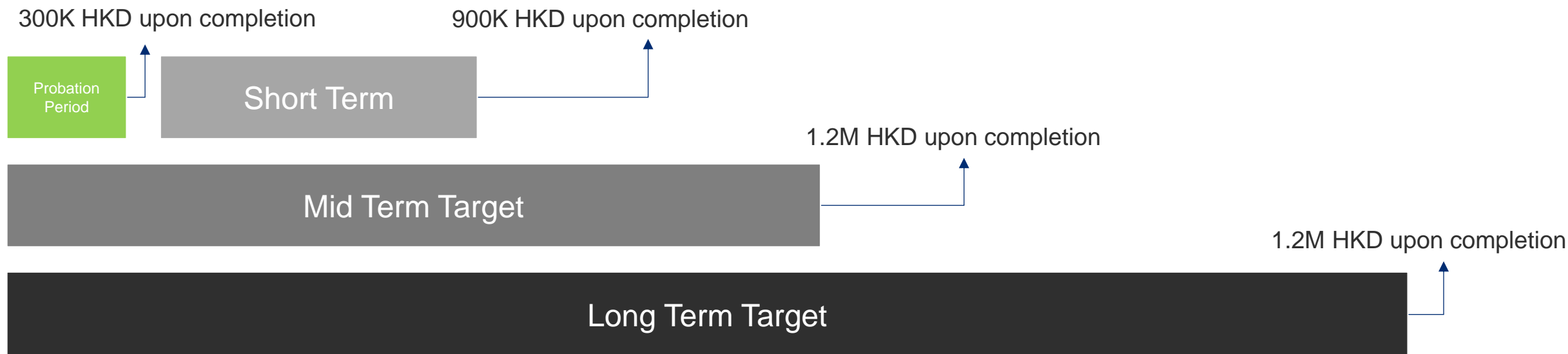
Applicants propose 3-5 milestone targets which will significantly impact business/valuation in the next two years.

All milestone targets should be qualifiable with proof evidence



MILESTONE BASED GRANT PAYMENT FLOW

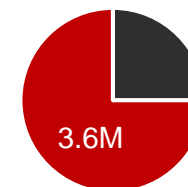
No target timeline for millstone completion. Grant payment upon completion



Take example of a SaaS company

Short Term	Product – New features launch with proofed new revenue stream (upsell)
Mid Term Target	Revenue - MRR reach to 500K USD (100% growth)
Long Term Target	Customer - Annual Retention Rate hit 110%

*Sample description is for explanatory purposes only
Milestone target detail description is required



The background is a dynamic, abstract composition of numerous fine, multi-colored lines radiating from a central point, creating a sense of depth and movement. The colors range from deep blues and purples to vibrant greens and yellows. Interspersed among these lines are several bright, out-of-focus circular light spots, some appearing as white or yellow, others as soft blue or green. The overall effect is reminiscent of a high-speed light trail or a digital data stream.

Values beyond Money

Expedite Your Growth & Expansion



Business Development

Acceleration Team as business advisor & resource connector.

Domain experts and business veterans to help to fuel your business growth.

Industry **mentorship** system & connections.

Anchor sales – channel building & scale-up and expansion in regional/ global markets.



Growth Management

Acceleration Team as financial advisor. Get you ready and support your transaction in fund raising.

Equip you with **knowledge and skills needed in next stage.** Get your team well prepared.

Strategy review on IP, corporate development and capital planning. Corporate & HR structuring. Marketing & PR.

Business Development

Giving you wings to fly and accelerate your growth globally



Business Development

- Regional /overseas expansion
- Tradeshow, training, event etc
- Marketing & promotion
- Channel building



Matching & Adoption

- Business matching
- Solution adoption (PSTS, PTS)
- First @ SP and PoC @ Smart Campus



Domain Expert / Professional Service

- Domain expert to fill your gap when you grow
- Professional services firms in legal, IP, IT, finance, business / technical consulting etc.



Networking & Insight

- Connections to industry leaders, CXO 1-on 1
- Connection to partnership team, with 8 focus areas



Capital Management

Prepare your financial needs for your growth



Investment

- Financial planning
- Capital restructuring
- Prepare for your Fund Raising



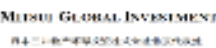
Funding

- Connection to HKSTP funding, Short term loan
- Access to government support and funding



Guidance

- Investment pitch & matching
- Guidance during your fundraising process
- Capital management strategy



We Understand Your Next-Level Needs

Resources

Expedite
Growth &
Expansion

Network &
People

HKSTP:
Your Partner &
Stakeholder

Mentors and Advisors



Alexander Chan
Co-Director of
The Mills Fabrica



Henry Chan
Principal of Epiphani
and former President,
Greater China of
Londor Associates



Dr. Jason Chan, JP
Chairman
Totaltact Network and
Advisory Committee
Member of ITVF



Dr. Toa Charm
Associate Professor,
Business School,
CUHK, Chairman of
OpenCertHub,
Former CPMO of
Cyberport



Choy Chi Fai
Chairman &
Co-Founder of
Ausupreme
International Holdings
Ltd (Stock Code
2031.HK)



Prof. Joseph Koc
Adjunct Associate
Professor of HKUST
Business School and
former Group
Marketing Director of
Jardine OneSolution
Group



Thomas Kwan
Managing Director of
Odysseus Capital Asia
and former Director,
Corporate Finance of
PwC



Ivan Lam
Director of
Strategy, ASTRI



Steve Lau
Founder
China Fortune Holdings
Ltd. and former
Chairman of Fortune
Telecom Holdings Ltd.



Donald B Ma
Executive
Communications &
Sales Force
Development
Facilitator



Timothy Ma, JP
Vice Chairman of Hong
Kong General Chamber
of Social Enterprise
Limited and former
Executive Director of
Senior Citizen Home
Safety Association



Edward Poon
Chief Operating
Officer of Human
Health (Stock code
1419.HK)



Dr. Zhang Yong
CEO & Founder of
Inspiration Capital



Dr. Charleston Sin
Executive Director of MIT
Hong Kong Innovation
Node and former
Managing Director,
Greater China,
Cisco System



Dr. Samson Tam, JP
Partner of Hong Kong
Inno Angel Fund and
Chairman of Group Sense
Limited (Stock Code
601.HK)



Dr. Miles Wen
Founder & CEO
of Fano Labs



Mr Ronald Wong
General Manager,
Hong Kong and
Macau of Lenovo



Zhu Jian Huan
VC/ PE/ start-up
Advisor, former
Venture Partner of
IDG Capital

DOMAIN EXPERT

Domain expert can be selected from HKSTP domain expert pool (continue expanding)

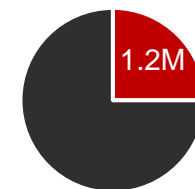
Or

Company nominates candidates to enter the domain expert pool



*Monthly salary > 50K
require HKSTP preapproval

*Maximum engagement period
no longer than 12 months



HKSTP AS YOUR PARTNER AND STAKEHOLDER

(SAFE)

Simple agreement for future equity





***The success of our Partner
Companies is our success***

TO INFINITY AND BEYOND

Skyrocket Your Valuation
Become the World's Household Name



For enquiries, please email to acceleration@hkstp.org