

A low-angle photograph of a modern glass skyscraper under a blue sky with wispy clouds. In the foreground, a golden, dome-shaped structure is visible. The text is overlaid on a semi-transparent white box.

Acceleration Programme W22 Information Session 28.09.2021

Incubation & Acceleration Programmes
Corporate Development Division HKSTP

Hong Kong Science & Technology Parks Corporation

Dated: 02.09.2021

14:30-15:00



- Programme Introduction



- Journey Sharing by previous Acceleration company



- Q&A Session

15:00-16:00



- 1-on-1 consultation session
(only for registered companies)

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 solving 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
- Rollogo 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 Laser 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

1 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





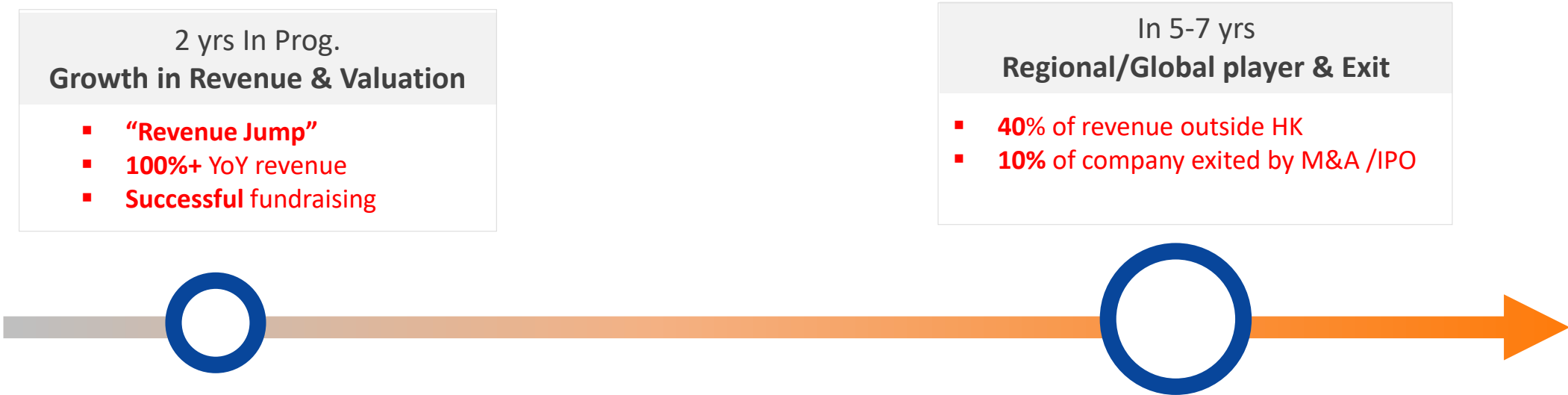
If you see these items in yourself,

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

Resources: HKD4.8M Package

Category	Coverage	Amount (HK\$)
Domain Experts & Executive Coaching	External Consultants, Industry Experts for Business and Technical Advice .	4.8M
Product Trial	Support Product Trial with Industry leaders or Anchor customers.	
Professional Services & Business Expansion	Business Expansion, Marketing, Business Development, Professional Services, Rental.	

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 light spots, some appearing as small white circles and others as elongated streaks, further enhancing the cosmic or digital feel of the image.

Values beyond Money

Acceleration Team

Your **Trusted**
Partners
in Growth
Journey



(From left to right) Mr. Nathan Ng, Mr. Samuel Choi, Ms. Kovis Chung, Ms. Annie Chung, Mr. Alex Chan, Mr. Anvil Ng, Ms. Clara Hong, Mr. Mike Lam.

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



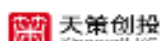
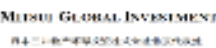
Funding

- 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
Landor 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



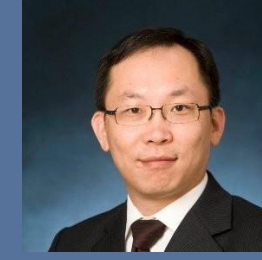
Dr. Charleston Sin
Executive Director of MIT
Hong Kong Innovation
Node and former
Managing Director,
Greater China,
Cisco System



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

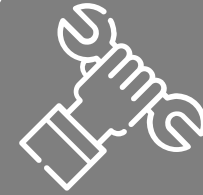
Domain Experts

B2B/B2C/B2G/Sales

across 10+ verticals in
major Asian markets



**Business
Development
& Sales**



Technical



Finance

Financial Advisors

for HK, Greater China, and
other major markets

40+



**Marketing/
Branding**

**Brand Building &
Marketing experts**

offering strategies for BFSI, E-
Commerce, CE, and much
more



Strategy

**Strategic planning &
Business Advisors**

in BFSI, CARE, Logistic,
and others



Others

INNOVATE WITH HKSTP

At HKSTP, we offer all the knowledge and infrastructure you need to succeed and excel.



WHY HONG KONG

Seize life-changing opportunities found in Hong Kong's strategic location and entrepreneurial environment



PRE-INCUBATION

Kick-start your business with our support and expertise



INCUBATION

Turn ideas into assets with our comprehensive programmes and funding support



ACCELERATION

Fast-track your business to success with our industry network and all-round support



INVESTMENT OPPORTUNITIES

Connect with various investors and funding channels



GLOBAL NETWORK

Leverage our global connections to launch your business in China and onto the world stage



GO-TO-MARKET

Commercialise your solutions to put your business on the map



LAB AND TECHNOLOGY SERVICES

Access world-class R&D equipment and dedicated technical experts tailored to industry needs



TALENT SUPPORT

Find promising talent from all over the world and build your dream team backed by funding and talent programmes



ACCOMMODATION

Get access to subsidies and on-site accommodation for you and your employees moving to Hong Kong



ENTERPRISE SUPPORT

Tap into our programmes and services to kickstart corporate growth and expansion

HKSTP: Your Partner & Stakeholder

Option Scheme – Our Interest aligned

At your choice:

MARKET VALUATION BASED TERM

Start at 5% x fully diluted shares and will be adjusted in next qualified round of fund raising during programme period

OR

FLAT TERM

5% x fully diluted shares upon admission and to be diluted as normal in later financing rounds

“ Major Terms:

- 10 year
- Nominal strike price (\$0.0001)
- **If no IPO or M&A after 7 years, STP has the right to ask for buyback, at highest of:**
 - Latest valuation;
 - PE 15x (3-yr average E);
 - Total subsidies + 5% interest (annual compound)
- At M&A or IPO, your company will buy back the options as if call option is converted to common shares

MARKET VALUE BASED VS. FIXED TERM

Tech accelerate has 10,000 fully diluted shares, among which 5% (i.e 500 option shares) is owned by HKSTP.

It now raises HK\$16M for 10%.

Shares taken by HKSTP under MARKET VALUATION BASED TERM

Shares taken by
HKSTP
under **FLAT TERM**
= 10,000 x 5%
= 500 shares

After The financing
round, **HKSTP still
owns 500 option
shares represents
4.5% of the company
on fd. basis**

$$\begin{aligned}
 &= \frac{\text{Value of package (HK\$2.2M)}}{\text{Pre-money valuation}} \times \text{Post-money shares} \\
 &= \left(\frac{\text{HK\$2.2M}}{(\text{Post-money valuation} - \text{Money raised})} \right) \times \left(\frac{\text{Money raised}}{\text{Pre-money share price}} + \text{Pre-money Shares} \right) \\
 &= \left(\frac{\text{HK\$2.2M}}{\left(\frac{\text{HK\$16M}}{10\%} \right) - \text{HK\$16M}} \right) \times \left(\frac{\text{HK\$16M}}{\left(\frac{\text{Pre-money valuation}}{\text{Pre-money shares}} \right)} + 10,000 \text{ Shares} \right) \\
 &= \frac{\text{HK\$2.2M}}{\text{HK\$144M}} \times \left(\frac{\text{HK\$16M}}{\left(\frac{\text{HK\$144M}}{10,000} \right)} + 10,000 \text{ Shares} \right) \\
 &= \mathbf{170 \text{ option shares}} = \mathbf{1.53\% \text{ on fd. basis}}
 \end{aligned}$$

Timeline: Embark on Next-Level Success



MANDATORY REQUIREMENTS



Have business headquarters, executive functions and corporate CEO based in **Hong Kong**.



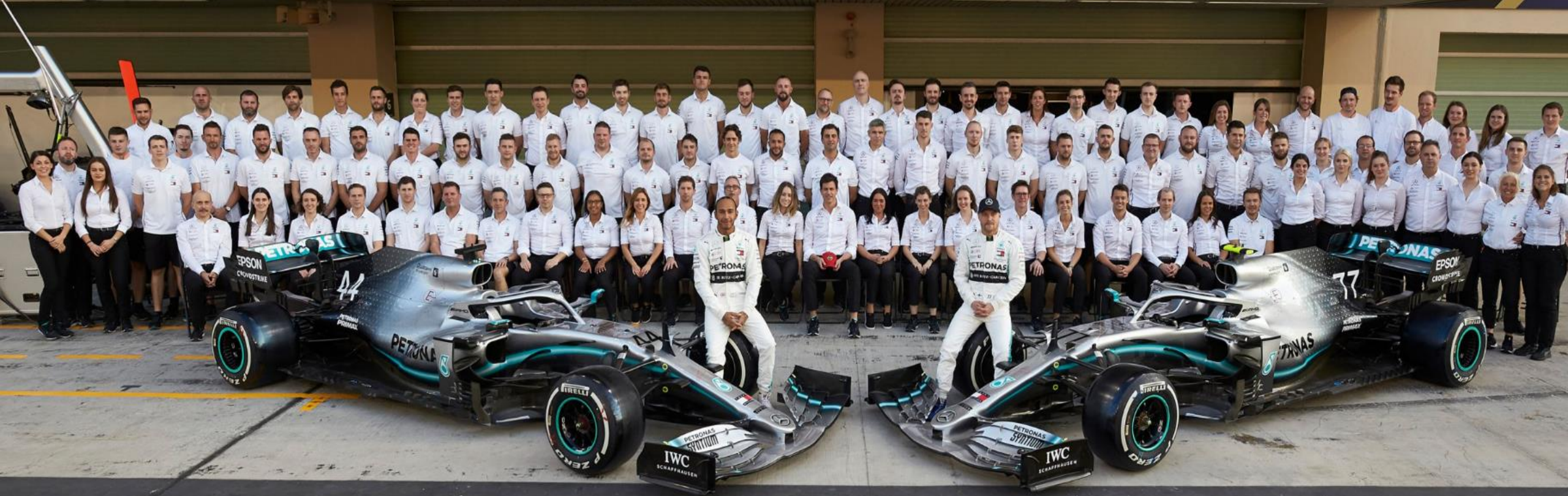
Have **less than 100** employees; **at least 50%** of HK-based full time staff engaging in **tech-related** work.



For non-HKSTP tenant applicant:

Obtain approval for **moving into Science Park premise** as a regular office/ lab tenant **within 6 months** since the day of program commenced and comply with HKSTP tenancy/ safety requirements.





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