

CALL FOR PROJECTS

BIOTECHTOWN BUSINESS DEVELOPMENT PROGRAM – BATCH 1

BiotechTown Business Developer launches its first Business Development Program (“Program”). The Program is exclusively dedicated to biotechnology and life science technologies areas. It combines technical expertise from an experienced team, investment, network, access to a comprehensive range of mentors and global partners and customized methodology to boost your new business.

BiotechTown Business Development Program expects the participant company to reach a new operational standard after the 12 months of activities, increasing market success by a better commercial performance or product development focused on customer demands and requirements.

We encourage everyone who intends to participate on the Program to ask questions to BiotechTown’s team during the application process. It will be a pleasure to establish a relationship with your company even before the Program actually starts. The e-mail contato@biotechtown.com is available to request further information.

Priority Areas for Investment

At this first call for projects, the BiotechTown Business Development Program focus, priority, on startups and new businesses at product/technology validation and early commercial stage. The candidates must present a MVP (minimum viable product) or prototype, or must be able to conduct commercial tests and validations along the Program duration. The business must develop innovation solutions applied on the fields of biotechnology and life science, preferably applied on the following areas:

- **In Vitro Diagnostics**
Innovative tests solutions, seeking to promote personalized medicine. New biomarkers to predict and monitor recurrent diseases. Laboratory diagnostics solutions applied to human and animal health, including new methods, fast tests and point of care allowing information integration and management.
- **Health Tech**
New medical electronic records to integrate and manage patient’s information from different sources. Platforms capable of analyzing great volumes of clinical data, complementary exams, patient’s daily activities, among others, seeking to predict clinical conditions, as well as to monitor patient’s evolution. Sensors and wearable devices to support diagnostics, prescriptions and longitudinal analysis of patients.
- **Agribusiness**
New technologies for planting and harvesting management, with focus to support small, medium and larger farmers on their business development, on risks and impact reduction. Sensorial devices to map and to monitor land characteristics and productivity, weather predictability and animal control. Big data platforms with

application on precision agriculture. New products, materials and technologies applied on biological control of plagues and diseases.

- **Food**
New bio based new materials and ingredients, and technologies to support healthiness, naturalness and practicality of food product. New bio-packaging materials and biotechnologies that, without compromising their sensorial characteristics, are able to increase the shelf life of products, guarantee inviolability and also recyclability.

BiotechTown Business Development Program

The BiotechTown Business Development Program has the following steps:

1. Launching

The Program takes place in July 5th 2018, during the BiotechTown's launching Ceremony.

2. Application period

Applications start on 07/05/2018 and finishes on 08/26/2018, on the website www.gust.com. The representatives of each company will be responsible for completing the electronic forms, adding information about the executive team, technology, product or service development stage, regulatory and certification issues, business model and target market.

3. Selection of opportunities

The opportunities will be evaluated by a team of experts appointed by BiotechTown. Those opportunities identified as best fit to the BiotechTown Business Development Program will be invited to a face-to-face or online presentation. There will be 5 macro criteria to assess the opportunities:

- Entrepreneurial team
- Market profile
- Technology and product
- Business model
- Fit with the Program

Each of the criteria described above will be scored by the judges composed of BiotechTown and / or market professionals, indicated by BiotechTown representatives. Scores will range from 0 to 5 for each criterion. The companies will then be ranked from the highest grade to the lowest. Up to 15 companies will be selected to participate in the Selective Symbiosis stage according to the ranking.

4. Results Announcement

The companies which are qualified to participate on the Program will be announced on the BiotechTown website and also by the e-mail registered by the qualified companies in the application form. The disclosure will be made on 09/14/2018.

5. BiotechTown Business Development Program

5.1. Contracting

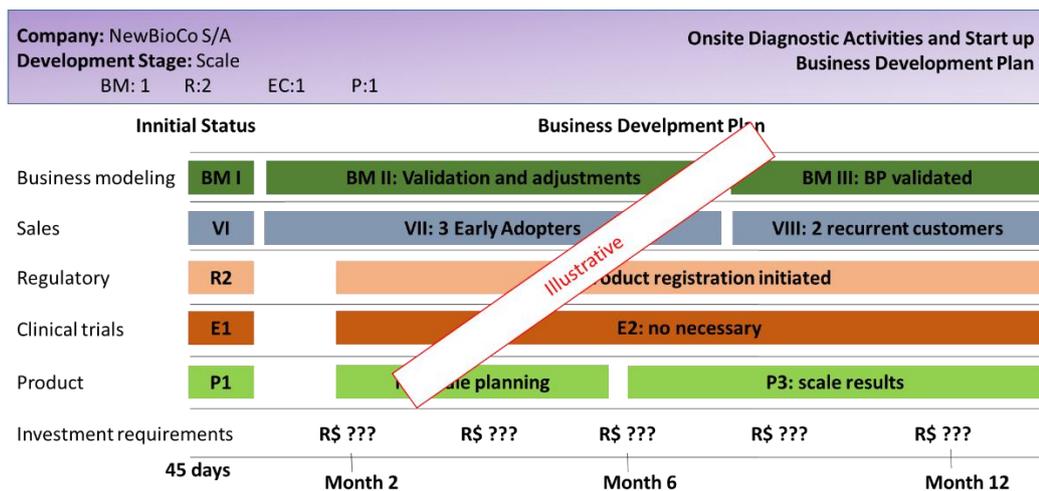
At this stage, the legal instruments that regulate the relationships between entrepreneurs, participating companies and BiotechTown will be presented and signed.

5.2. Selective Symbioses

During the first 45 days of the Program, participating companies will build, along with the BiotechTown team, the Business Development Plan, to be executed in the next 11 months. The Business Development Plan will be customized to each company.

This stage is intense in training, case discussion, mentoring and visits to potential clients, with an exclusive focus on diagnosing the main activities to be developed in terms of market development, product and services development, including regulatory and intellectual protection aspects, development of business models, business development and sales and business management development. In this stage, the KPIs (key performance indicators) will be elaborated to guide the activities over the next 11 months of the Program.

At the end of the first 45 days, each company will have its Business Development Plan designed and formalized, as illustrated in the figure below.



At the end of this phase, up to 10 companies that have had shown the greatest connection between the purpose of the Program and the company's capacity to evolve throughout the activities will be selected to continue in the Program.

5.3. Evolution of the Business Development Plan

Throughout the 11 months, each company will be dedicated to executing its business development plan oriented to market and results. All work will be accompanied by the BiotechTown team, facilitating access to relevant information and connections to the market and product development structures.

The conditions which will regulate the relationship between the participating company and BiotechTown will be signed during the contracting phase, which will also establish the criteria for continuity of the participating companies throughout the 12 months of the program.

6. Demoday

Demoday is the completion event of the BiotechTown Business Development Program. In it, companies will have the chance to present their business opportunities to angel, strategic, and institutional investors.

Demoday will be held in September 2019.

BiotechTown commitments to participating companies in the BiotechTown Business Development Program

Even before its launch, BiotechTown has already developed a number of formal partnerships with agents in the biotechnology and life science markets in Brazil and abroad. And many more are yet to come. The participating company in the Program will have differentiated access to this network, in order to enhance the opportunities for business development to apply its innovative technologies. In addition, other benefits will be committed to the participating companies:

- The Business Development Plan is individual and customized. Therefore, over the Program 12 months, BiotechTown will provide support and access to skills that are essential to the ideal moment of the development of your business.
- BiotechTown's network of mentors and partners is comprised not only of biotechnology and life sciences experts but also business experts.
- The biotechnology and life sciences businesses are intensive in specialized knowledge, including issues related to intellectual property rights, technology prospecting, market intelligence and regulatory environment. BiotechTown has already established partnerships with specialists in these subjects, as well as having specialists in its internal team.
- The BiotechTown Open Lab and the BiotechTown Pilot Batches Production Center (CMO) are scheduled to be launched in 2019. However, since now, there are already established partnerships, and other under agreement, with large universities and research centers, including in other states and countries.
- BiotechTown has a business development office in Boston, MA - USA, accessible to BiotechTown participating companies. Boston is one of the world's leading biotechnology hubs with connections to other hubs in the world. BiotechTown's Boston

office focuses on attracting mentors and international strategic partners, developing overseas business activities and engaging with foreign investors.

- Companies participating in the Program may also benefit from the common areas of use of BiotechTown, including: (i) coworking office areas; (ii) meeting rooms; (iii) common sanitary facilities and locker rooms; (iv) kitchen facility; (v) furniture; (vi) auditorium for up to 70 people; (vii) multimedia room; (viii) internet; among others.

On the top of these commitments, up to R\$ 150,000 per participating company will be invested in the development of the businesses. The investment will be made in the form of loan contracts convertible into share participation, or similar instrument to be presented.

Businesses Counterpart

In consideration to the services and resources provided, the entrepreneurs will assign the participating company's shares to BiotechTown. The amount of shares to be assigned will take into account the technology and the enterprise development stage. BiotechTown's share on the company will range from 15%, for early development stages, to 8.5%, for more developed companies, for instance those companies with commercially active products. The proposal for the equity will be sent to the entrepreneurs prior to the disclosure of the results of the selection of the opportunities.

In the event that the company does not continue in the BiotechTown Business Development Program after the Selective Symbiosis stage, BiotechTown will not be entitled to any shares in the participating company.

Requirements for Participation in the BiotechTown Business Development Program

To participate in the Program, the entrepreneur must apply an innovative project in the themes indicated in this document and be selected by BiotechTown to participate in the Program. At least one project entrepreneur shall fully participate in the Program's activities. Participation should be, in person, at the BiotechTown headquarters or at another location designated by the Program organization.

For enrollment in the Program, it is not necessary for the company to have an active Taxpayer Identification Number in Brazil (CNPJ) or to have its regular tax situation before the municipal, state and federal bodies. However, these conditions will be necessary until the end of the Selective Symbiosis phase, that is, 45 days after the start of the Program. The company that does not have this regularized situation may be prevented from continuing in the BiotechTown Business Development Program.

Confidentiality Issues

Entrepreneurs are encouraged to share only non-confidential information during enrollment in the Program. However, we know that some secrets should be shared in order to better understand the opportunity.

The Program and its Organizers undertake to maintain confidentiality with respect to the information considered confidential which may be accessed as an evaluator (receiver of the information) of BiotechTown's team.

Confidential information provided herein is understood to be those communicated by any means, oral, written or electronic, and may consist of any documents, spreadsheets, computer programs, systems, photographs, reports, floppy disks, CD-Rooms, flash drives, external HD or any electronic media, among others in which its confidential nature ("Confidential Information") is expressly documented.

The Program and its Organizers undertake:

1. Not to use the Confidential Information to which they have access, to generate their own and / or unilateral advantage, in the present or in the future, or for the use of third parties. Also, not to pass the knowledge of the Confidential Information on. The Program and its Organizers are responsible for all persons who have access to the Information in order to conduct the assessment of the opportunities;
2. Not to make any recording or copying of documents containing Confidential Information to which you have access, related to the opportunity presented by the Team, unless expressly authorized by the Team;
3. Not to appropriate for itself or for others confidential information or confidential material that may be made available by the Team, unless expressly authorized by the Team;
4. Not to pass on the knowledge of the Confidential Information to other parties not related to the Program selection purposes, unless expressly authorized by the Team.

The obligation of confidentiality assumed herein does not prevail over information that is in the public domain before the Program application date, or that becomes public afterwards given the intervention of the National Institute of Industrial Property-INPI or by competent international patent office.

This commitment shall be valid until the rights of those involved have been duly protected under the applicable legal precautions, or made public by the inventor or by the National Institute of Industrial Property – INPI or by competent international patent office.

Should the recipient of the Confidential Information fail to comply with any of the obligations set forth in this document, it will be subject to applicable civil and criminal penalties and implications.

Final Remarks

BiotechTown reserves the right to freely select the opportunities it wishes to invest, including opportunities that are not among the four areas listed under "Priority Areas for Investment".

Inquiries and additional information may be requested via email to contact@biotechtown.com.

