



LEAP “Leading Enterprises Acceleration Programme” Programme Introduction

Acceleration Programmes Team
Corporate Development Division

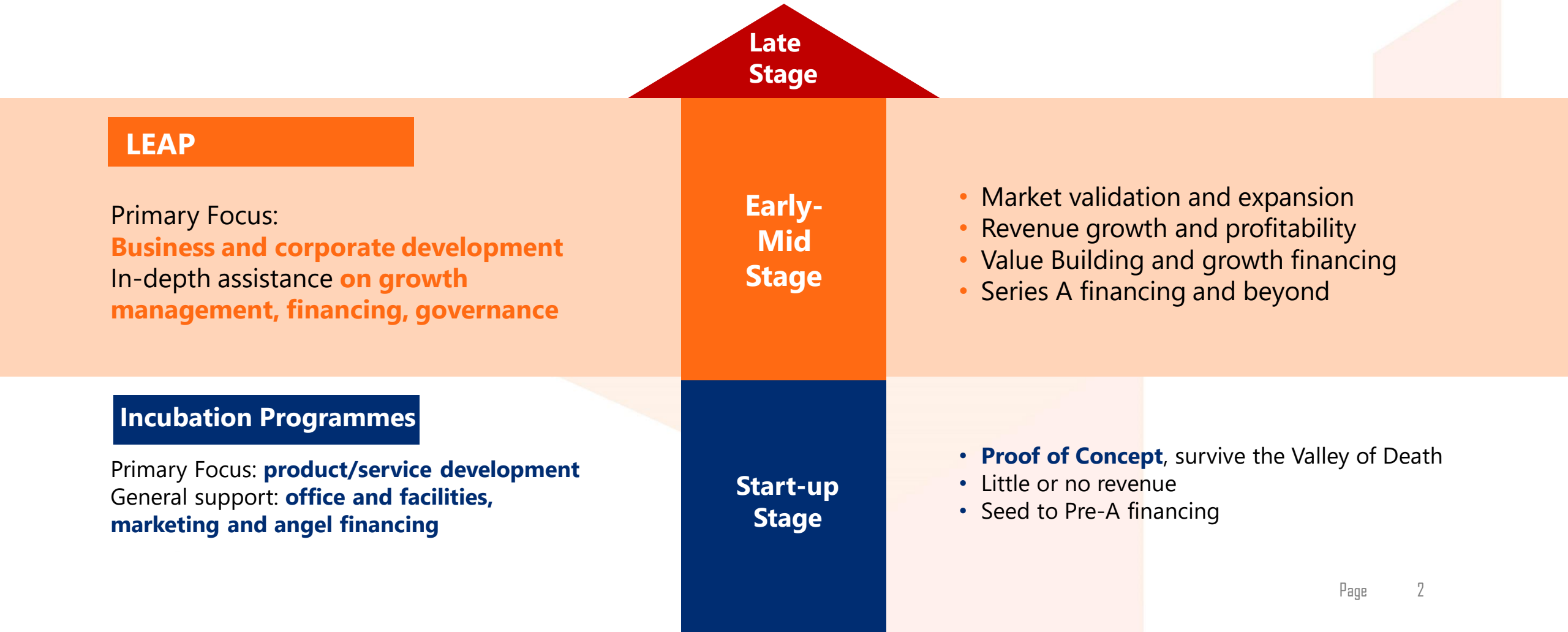




LEAP

Leading Enterprises Acceleration Programme

LEAP invests on your growth to empower high potential startups to scale.



Value to Growth



**MAXIMUM VALUE
HK\$ 4,700,000**



Professional Services



Growth Management



Market Expansion

Programme Offering

Client Oriented, Tailor Made Services

Target startups : Growth Stage, High-potential startups looking for expansion, Series A / Post- A stage

Duration : 2 year



Professional Services

- + Designated Advisors to provide CPA, Legal and IP Services
- + Full-cycle Fund Raising Support
- + Support to M&A and IPO

Growth Management

- + Domain Experts and EIR
- + Capital and Cash Flow Management

Market Expansion

- + Product Trial
- + Marketing and Media Support
- + Global Penetration

Professional Services – Engage Our Experts



Intensive Account Management Support

- Customised support on business operations and expansion
- Topics include patent planning, global penetration and preparation for IPO



Professional Consultation

- Top-tier in-kind professional consultation & services
- Covering finance, branding and legal issues



Investment Access

- Access to extensive investor network
- Prepare financing materials
- Guides you through deal structuring, execution, and negotiation with investors



Services Library

- Collection of readily available agreement templates
- Example: Investment term sheet, Sales & distribution agreement, Joint-venture agreement

Growth Management – Grow with Confidence



Financial Support

- Get a maximum of HK\$1.2 million funding support
- Expenses on PR & marketing, professional services and corporate compliance



Domain Expert/ Entrepreneur-In-Residence (EIR)

- Industry veterans to help on project-based deliverables
- Give hands on guidance on growth-critical areas
- Covering branding, channel, business development



CEO Coaching

- Line up successful CEOs to train and sharpen your CEO mindset



Knowledge Sharing & Training

- Provide in-depth and all-rounded training
- Topics include corporate strategy, revenue model, growth hacking and investment essentials

Market Expansion – Go Regional & Global



Product Trail

- Facilitate targeted market-leader to adopt your innovations
- Build anchor case for company credential and market acquisition



Branding and PR

- Establish a unique presence in marketplace
- Through advisory, branding and public relations services



Market Outreach

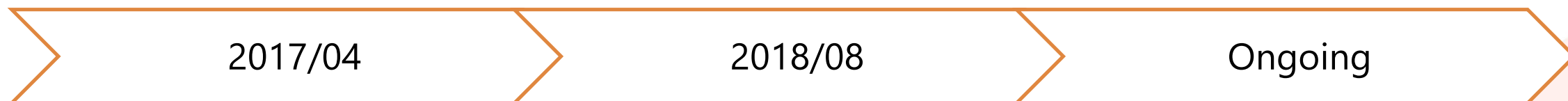
- Connect with HKSTP's far-reaching network of public utilities and established corporates
- Arrange fully-subsidized trips for roadshows and partnership meetings overseas



Market Insight

- Access to startup mega trend and industry research data

Real Case Example – RV Automation – Progress Within LEAP



Established anchor customer with **DHL Supply Chain**



Demonstrated robot technology, facial recognition and big-data analysis at the first **unmanned warehouse at Science Park**



Media exposure as **Industry 4.0 showcase**



Programme Fee

FLAT TERM

5% number of stock options (fully diluted) on admission

OR

MARKET VALUATION BASED TERM

Starting at 5% and adjust in next qualified round of fund raising

= Value of package (HK\$2.2M) / (Pre-money valuation x Post-money share)



Eligibility

What we are looking for

We are looking for growth stage startups with:

- Innovative technology
- Scalable business model
- High potential to grow regional/global
- Viable products ready for market
- Competent, passionate and open-minded

Requirements

- Must have its headquarters, executive functions and corporate CEO based in HK
- Have less than 100 employees
- At least 50% of full time staff based in Hong Kong engaging in technology related work
- Off campus applicant shall obtain qualification approval for moving into Science Park premise as a regular office/laboratory tenant within 6 months since the day of admission and comply to HKSTP tenancy/safety requirements.



What the LEAP Companies Say



"LEAP is an amazing platform that has successfully and accurately matched our smart city solutions to targeted users like the government, public organizations and international corporations. The team members in LEAP are so professional who give us inspiration and advice on critical business direction for our company growth."

— Mr. Wisdom Chan, Founder & CTO, Chain Technology Development Co. Limited



"LEAP is the best accelerator we have joined. Their support is well-rounded, from financial, business development to marketing. The LEAP team members are all knowledgeable individuals, who have provided us valuable advices on elevating our business."

— Mr. Louis Hui, Co-Founder, Decodes Limited



"LEAP provided us an all-rounded channel to observe and absorb from other high-flying startups. Persistently, through LEAP, we gain insights and feedback from relevant industry partners, technology enablers and investors in various aspects. LEAP is definitely a "doer" on mentorship, coaching, investor referrals and anything workable for startups. We are undoubtedly grateful to have LEAP to nurture and assist the business development of PlusD in upcoming future."

— Mr. Li Da, Director, PLUSD Technology Limited



What the LEAP Companies Say



"LEAP has demonstrated its professionalism in aiding RV Automation Technology to grow swiftly with comprehensive trainings and in-depth services in diverse areas, including fundraising plus investor referrals, business development, company structure reorganization, marketing, governance and many others.

— Mr. Rio Chau, CEO, RV Automation Technology Co. Ltd



"The LEAP Programme is very helpful for the technology firms which are in the accelerating stage. We benefit from a full range of support & training by this Programme. Through LEAP Team and the dedicated support of Domain Expert, we have succeeded to get the Series A Investment and gained HKD36M funding in 10 months only. It is an undeniable fact that the Programme exceeds our expectation."

— Mr. Ken Lui, General Manager, TFS Global Company Limited



Contact



For enquiries

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