



ENERGY PARTNERSHIP
CHILE-ALEMANIA



Supported by:



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APPLICATION GUIDELINES ENERGY CHALLENGE GERMANY 2023: GERMAN STARTUPS FOR THE ENERGY TRANSITION IN CHILE



1. Context

Dealing with and mitigating climate change is one of the main challenges that humanity is facing and it forces us to make the transition to a sustainable development model that, moreover, enables us to eradicate poverty. In this context, energy transition is one of the most efficient means to do this. Replacing fossil and nuclear fuels by renewable energy in combination with energy efficiency has the potential to significantly reduce CO₂ emissions at global level.

In the years following the consensus reached in the framework of the historical Paris Agreement adopted during the COP21 in 2015, Germany and Chile formalized the commitments acquired by dedicating themselves to striving for carbon neutrality by 2050. To achieve this, both countries have defined long-term goals in matters of energy policy to attain

the energy transition. In April 2019, the Energy Partnership between Chile and Germany was officially started. This is a platform to support high-level intergovernmental dialogue on energy formed by the German Ministry of Economy and Climate Action (BMWK) and the Chilean Ministry of Energy (ME).

In view of the challenges Chile and Germany face to reach the targets described in relation to the energy transition, innovative technology-based entrepreneurship is presented as an essential element to create the new technologies, services and business models required.

“Energy Challenge Germany 2023: German Startups for the Energy Transition in Chile” (hereinafter “Energy Challenge”) is a special acceleration program organized by AHK Chile and the State of Bavaria Office for South America, within the



Deutsch-Chilene
Industrie- und Handelskammer
Cámara Chileno-Alemana
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Bayerische Repräsentanz für Südamerika
Argentinien, Chile, Kolumbien und Peru
Representación del Estado de Bayern para Sudamérica
Argentina, Chile, Colombia y Perú



framework of the Energy Partnership Chile–Alemania (implemented by GIZ), an initiative of the German Federal Ministry of Economic Affairs and Climate Action.” (hereinafter "the organizers") that aims to support German Startups that have developed innovations in the energy sector that contribute to the energy transition and are interested in expanding to the Chilean market. The winners of the program will be invited to visit Chile to explore the business opportunities of the Chilean market, meet potential partners and clients such as companies, research centers and accelerators. They will also have the opportunity to exchange experiences with companies in the local energy startup ecosystem. Furthermore, they will be able to present their startups at a special event organized at Expomin, the largest international mining trade fair in Latin America.

2. Objective

This program aims to promote and enhance innovative initiatives that help to accelerate the energy transition in Chile by inviting German Series A Startups that have validated and successfully marketed innovative solutions or technologies focused on reducing emissions related to the generation and/or consumption of energy to participate in the application process (hereinafter "the application") for the "Energy Challenge Germany" program. Applicants can be active in areas such as the following (not exclusively):

- (i) Energy/Power Generation (electric and/or thermal)

- (ii) Green Hydrogen
- (iii) Energy Storage
- (iv) Infrastructure (electricity grids, district heating and cooling, grid resilience, gas pipelines, etc.)
- (v) Mobility
- (vi) Digitalization of the Energy Sector
- (vii) Energy Efficiency
- (viii) Sector Coupling

2.1. Applications shall come from Startups based in Germany that meet the requirements described in points two and three of the application guidelines.

2.2. The program will select up to three Startups which, according to criteria of the selection committee, integrated by members of AHK Chile, the State of Bavaria Office for South America, Expande of Fundación Chile, GIZ and invited experts, are the most qualified to participate in the program. The organizers will define who is going to integrate the selection committee and reserve the right to change those persons if deemed necessary.

3.2. Companies that meet the requirements set out in the application guidelines and participate in the application will have the status of "applicants".

3.3. The selection process will be divided into three stages which will be further described in point 6: Application phase, Pre-selection and Demo Day.

3. Applicants

The following entities can apply: companies based in Germany meeting the criteria listed under point 5 of these guidelines.

3.1 In the following cases, the companies will be automatically excluded from this call for proposals:

- i. If the company has already won a previous edition of the Energy Challenge Germany
- ii. If their impact (or client value) is generated exclusively through the provision of customized consultancy services.
- iii. If their goal is to develop real estate or their business potential is based on real estate development.
- iv. If they do not meet the requirements described in point 5 of the application guidelines.
- v. If they do not contribute to energy transition.



4. Application Schedule

The timeline of the selection process will be the following:

Stage	Date
1. Beginning of the application phase	November 3rd, 2022
2. Closing date for receipt of applications	December 15th, 2022
3. Communication of pre-selection	January 15th, 2023
4. Demo Day and announcement of winners	January 31st, 2023
5. Acceleration Program in Chile within the framework of Expomin	April 22th–30th, 2023

4.1 The schedule is available on the call's website <https://www.energypartnership.cl/energychallengechile2023/>. Notwithstanding the above, the organizers reserve the right to change or modify any of the terms and timing, if necessary. In such an event, the changes will be reflected in a timely manner on the website and in the updated application guidelines.

5 Mandatory application requirements

Companies based in Germany must meet the following criteria:

- 5.1 Applicants shall have had at least either one Series A investment round, which is the first time a company receives an external investment, whether venture capital or another private or public investment, or be able to demonstrate that they have the necessary investment capacity for their internationalization process.
- 5.2 Applicants shall have a validated technology and a validated business model, meaning that they already have a product on the market and have made actual sales.
- 5.3 Applicants shall have the technical capabilities and team to work with industry partners.
- 5.4 Applicants shall have developed an innovative solution or technology with a focus on reducing emissions related to energy/power generation and consumption as described in point 2 of these guidelines.
- 5.5 Applicants shall fill out the online application form to be accessed on the website <https://www.energypartnership.cl/energychallengechile2023/> before the deadlines mentioned in point 4 of these guidelines.
- 5.6 Applicants shall fill out their application, pitch and be able to communicate in English.

5.7 Applicants shall attend all meetings and workshops described as compulsory in point 6 of these guidelines.

5.8 In the case of being pre-selected, applicants shall submit, if applicable, additional information to that submitted in the previous stage.

5.9 In the case of being selected as the winner(s), applicants shall participate in the corresponding mentoring and briefing session prior to the trip to Chile. Furthermore, the winner(s) will have to attend to all meetings, planned by the organizers in Chile.

6 Selection Process

The selection of the companies will be divided into three stages. The results of each stage will be communicated to the applicant's e-mail address indicated in the application form.

6.1 The selection stages will be the following:

First stage: "Application Phase"

Applicants shall fill out the application form available on page <https://www.energypartnership.cl/energychallengechile2023/> before the deadlines indicated in point 4 of these guidelines.

Second stage: "Pre-selection"

The selection committee will analyze the applications according to their relevance and application requirements described in point 5 of these guidelines.

The selection committee will select a group of companies who will continue to the next stage, called "Demo Day". The results of this stage will be communicated to the applicant's e-mail address indicated on the application form on the dates indicated in point 4 of these guidelines. Applicants are responsible for reviewing this information.

The details on the selection process and reasons for acceptance or rejection of an application are exclusively reserved to the selection committee and there is no obligation to communicate these to the applicants, nor to provide any feedback on the application.

Third stage: "Demo Day"

Before the deadlines mentioned in point 4 of these guidelines, applicants who have been pre-qualified shall virtually attend:

- a) Personalized interviews: meetings with the selection committee to get to know the company and their innovative solution or technology in detail.

These meetings are mandatory, their dates will be communicated in due time and the personalized interviews as well as the pitch workshop will be held via videoconference.

The applicant shall be available to provide background information on the company so the selection committee can verify its eligibility. This information will be kept confidential, as stated in point 11 of these application guidelines.

On Demo Day all selected companies are to pitch in English to a Chilean-German expert jury that will be announced in due course, according to the dates indicated in point 4 of these guidelines. In addition, the company shall submit their pitch deck five days before the scheduled date of the Demo Day.

On Demo Day, the jury will select the winning companies that will participate in the acceleration program "Energy Challenge Germany". The reasons for a rejection are exclusively reserved to the organizers who are under no obligation to give feedback to the applicants.

7 Acceleration Program

The winners of Demo Day will be part of the acceleration program "Energy Challenge Germany", that considers compulsory activities to take place on the following dates:

Activities	Dates*
1. Trip to Chile	April 22th, 2023
2. Acceleration program: meetings, visits, workshops and pitches in the framework of Expomin.	April 24th-27th, 2023
3. Return to Germany	April 29th, 2023

(*) All dates will be confirmed during March 2023 and are subject to modification.

8 Program Benefits

The selected companies will receive the following benefits:

- Return ticket from Germany to Santiago de Chile (1 ticket for each startup in economy class)
- Accommodation in a 3-star hotel during the acceleration program period for 1 person of each startup
- Lunch (with a maximum amount)
- Access to a contact network to foster business opportunities in Chile

- Access to potential partners and clients
- Access to mentoring sessions and workshops
- Ticket to the fair with exhibition possibility at Expomin, one of the most important fairs in Chile in the field of mining and energy.

* If Expomin cannot be held as scheduled or if it is not possible to participate in this festival due to events of force majeure, the organizers will arrange an acceleration program and pitch day for representatives of the energy sector on an alternative date during the same year.



9 Acceptance of these Application Guidelines

- 9.1 The organizers may freely update or unilaterally modify these guidelines at any time and will publish the new version on the website <https://www.energypartnership.cl/energychallengechile2023/>.
- 9.2 The organizers reserve the right to cancel, modify or proceed to suspending the application process or to reject all of the applications received during any of the selection stages they deem appropriate.
- 9.3 Sending in the application will be considered as the irrevocable acceptance of the present application guidelines.
- 9.4 The data provided by the applicant shall be correct, true and complete and the applicant shall assume all responsibility for the lack of veracity or accuracy thereof. In the event the data provided by the applicant is false, inaccurate or misleading, the organizers will be empowered, without prejudice to other legal measures at their disposal, to withdraw, deny or suspend the rights granted to the applicant by virtue of these guidelines.
- 9.5 The applicant accepts that the organizers have final authority regarding the application itself and during the application and selection process.

10 Trademarks

The applicant authorizes the organizers to use their name and image in the publicity material related to this application and/or the dissemination activities of the "Energy Challenge Chile" that they deem appropriate. Likewise, the applicant may publicize their participation in the acceleration program provided they refer to the Energy Partnership Chile–Germany, include the organizers' logos and the following sentence:

“Energy Challenge Germany 2023 is a special acceleration program organized by AHK Chile and the State of Bavaria Office for South America, within the framework of the Energy Partnership Chile–Germany (implemented by GIZ), an initiative of the German Federal Ministry of Economic Affairs and Climate Action.”

Confidentiality

- 10.1 The organizers declare that all technical and/or commercial information that is exchanged on the occasion of this program will be confidential for each of the selection process stages. If necessary, an NDA (Non-Disclosure Agreement) will be signed to protect the information the applicant considers sensitive.
- 10.2 The requested application data is mandatory as it is considered essential for the development of the application process.

11 Inquiries

Any inquiry regarding the call can be made by e-mail addressed to mortiz@ahkchile.cl and/or ubrendecke@bayern-chile.cl

12 Legal

For all purposes of the Energy Challenge Chile program, its legal address is established in the city of Santiago de Chile and it submits to the exclusive jurisdiction of its courts.

Companies and applicants will respect the current legislation in Chile regarding the protection of the data used for participating in the Energy Challenge Chile program.