

**Building Global Innovators**

[www.bgi.pt](http://www.bgi.pt)



Spin out of the **MIT Portugal**  
Program.

Innovation & Entrepreneurship Initiative to  
commercialize promising science and  
technology.

7 year experiment as a Technology  
Transfer Accelerator.

We have acquired a strong track Record  
and global network of over  
200 international partner  
institutions.

Built upon MIT Portugal, 10  
year collaboration with MIT, BGI was launched with  
support  
from Caixa Capital and FCT in  
2010.

## WHO ARE WE?



### KEY ENABLERS



# BGI TEAM



## Executive Board



**Magnus Rehn**  
Chairman



**Gonçalo Amorim**  
CEO



**Ricardo Nunes**  
CFO



**Sofia Fernandes**  
Head of Marketing  
& Projects



**Tomé Canas**  
Head of Open  
Innovation



**Otitooluwa Dosumu**  
EIT Digital Manager



**Cláudia Carocha**  
Food & Sustainable  
Accelerators Manager

**Benny Laruccia**  
Sales & Operations  
Intern

**Sara Cosme**  
Sales & Operations  
Intern

**Margarida Guilherme**  
BGI Accelerator  
Intern

**Elizabeth Cesena**  
USA Global Immersion  
Intern

**João Félix**  
Partnerships & Operations  
Intern

**Duarte Loureiro**  
i-Danha Food Chef  
Intern

**Miguel Cruz**  
Communications  
Intern

## Non Executive Board



**Diogo Batista**  
Independent Board  
Member



**Pedro Viana**  
Independent  
Board Member



**Maria Souto**  
Equity  
Manager



**João Champalimaud**  
Equity Manager



**Gabriela Pinheiro**  
Legal Advisor

# BGI ADVISORS



**João Paulo  
Champalimaud**

Director Of Intercapital



**Richard  
Kivel**

Investor & Entrepreneur



**Marcus  
Semones**

Member And Investor, HBS,  
Angels Of Boston



**Joseph  
Shamon**

Lawyer & Entrepreneur



**Manuel  
Heitor**

PT Ministry Of Science,  
Technology And High Education



**Val  
Livada**

Senior Lecturer (Ret.) Sloan  
School Of  
Management, MIT



**Bob  
Jones**

CEO At Scientific Nutrition  
Products, Inc.



**Charles  
Cooney**

Faculty Director (MIT),  
Deshpande Center For  
Entrepreneurship



**Eli  
Talmor**

Professor At LBS,  
Chairman, Collier Institute  
Of Venture



**Frank  
Sousa**

Founding Director Of The Saab-Pedroso Center  
For Portuguese Culture And Research At The  
University Of Massachusetts



**João  
Barros**

Founder & CEO Of Veniam  
Works



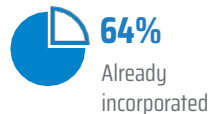
**Joseph  
Hadzima**

Senior Lecturer, Martin Trust  
Center For MIT  
Entrepreneurship

# BGI ACCELERATOR BY NUMBERS



## APPLICATIONS



**TOP 20 EU  
ACCELERATORS**  
by Fundacity  
BGI among the most  
active in the EU.



**64**  
Countries

Afghanistan, Aland Islands, Albania, Andorra, Argentina, Armenia, Bangladesh, Belarus, Belgium, Brazil, British Virgin Islands, Bulgaria, Cameroon, Canada, Chile, China, Colombia, Costa Rica, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hong Kong, Hungary, India, Indonesia, Isle Of Man, Israel, Italy, Jordan, Kenya, Kosovo, Libya, Luxembourg, Malawi, Malaysia, Maldives, Mali, Malta, Mexico, Netherlands, Nigeria, Pakistan, Poland, Portugal, Romania, Russia, Singapore, Slovakia, Slovenia, South Africa, South Korea, Spain, State Of Palestine, Sweden, Tunisia, Turkey, Uganda, United Kingdom, Ukraine, United Arab

## ACCELERATION PROGRAM



**100 TOP TECH  
ACCELERATORS**  
by Hot Topics Accelerator.  
BGI among the most  
influential accelerators  
globally.

# ***CAPITAL RAISED BY BGI ALUMNI***



<b>Funding raised by BGI Alumni</b>	<b>1st Ed.</b>	<b>2nd Ed.</b>	<b>3rd Ed.</b>	<b>4th Ed.</b>	<b>5th Ed.</b>	<b>6th Ed.</b>	<b>7th Ed.</b>	<b>8th Ed.</b>	<b>All Editions**</b>
1. Dilutive financing	74,098,376 €	8,497,817 €	45,693,790 €	10,537,007 €	7,613,091 €	730,000 €	20,000 €	50,000 €	132,190,082 €
2. Non-dilutive financing	3,598,728 €	8,600,299 €	5,629,338 €	4,878,210 €	22,076,828 €	1,472,000 €	21,365 €	240,000 €	46,276,768 €
<b>Subtotal (1+2)</b>	<b>77,697,104 €</b>	<b>17,098,116 €</b>	<b>36,323,128 €</b>	<b>15,415,217 €</b>	<b>29,689,918 €</b>	<b>2,202,000 €</b>	<b>41,365 €</b>	<b>290,000 €</b>	<b>178,466,850 €</b>
3. Secured funding - Milestones	336,000 €	620,000 €	100,000 €	399,600 €	1,571,000 €	50,000 €	50,000 €	200,000 €	3,126,600 €
<b>Total (1+2+3)</b>	<b>78,033,104 €</b>	<b>17,718,116 €</b>	<b>51,423,128 €</b>	<b>15,814,817 €</b>	<b>31,260,918 €</b>	<b>2,252,000 €</b>	<b>91,365 €</b>	<b>490,000 €</b>	<b>196,593,450 €</b>

# BGI's MAIN DISTINCTIONS



TOP-PERFORMING  
UNIVERSITY-LINKED  
BUSINESS INCUBATION  
PROGRAM



TOP 100  
ACCELERATOR IN  
THE WORLD



TOP 20  
ACCELERATOR IN  
EUROPE

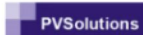


BEST 50 STARTUP CITIES  
WORLDWIDE-  
PORTUGAL, BGI



# BGI ACCELERATOR ALUMNI

BGI 1<sup>st</sup>  
BATCH



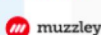
BGI 2<sup>nd</sup>  
BATCH



BGI 3<sup>rd</sup>  
BATCH



BGI 4<sup>th</sup>  
BATCH



BGI 5<sup>th</sup>  
BATCH



BGI 6<sup>th</sup>  
BATCH



BGI 7<sup>th</sup>  
BATCH



BGI 8<sup>th</sup>  
BATCH



BGI 9<sup>th</sup>  
BATCH





Boston: 16th-20th September 2019

San Francisco: 23th-27th September 2019

ENJOY THE BEST OF  
BOTH WORLDS

USA GLOBAL IMMERSION





## **Challenges of Internalization Questions that startups often have to address**

1. How to internationalize an SMEs business?- sales or exports? have operations abroad?
2. How to validate and implement new international business project?
3. How to find international (local) partners and clients?
4. How to foster a more innovative/international culture?
5. How to leverage financial and fiscal benefits for internationalization?
6. How to tackle both adjacent and radical innovation approaches?
7. How to develop an open innovation ecosystem in the SME?
8. How to reduce inherent risks? (credit, damage, delay, legal, political, etc)



## **USA Global Immersion Participants & Selection Criteria**

BGI's USA Global Immersion is a unique program designed exclusively for highly vetted promising global technology-based scaleups aiming to scale to the USA.

Selection criteria:

- Proprietary technology
- Validated Product
- Early-stage market validation
- A roadmap for future growth
- Looking for financing over US\$1M and/or Scaling Via the USA market
- May be located in any country

Candidates will be interviewed and between 6 to 10 will be invited to participate. BGI will work on a one-to-one basis with each founder for the entire duration of the program. Each scaleup should bring two people, one connected with the technology and other with the business.



# USA Global Immersion Participants & Selection Criteria

## **Teams will get facilitation for:**

1. Intros to potential customers
2. Intros to potential partners
3. Intros to potential investors
4. Business model validation in international markets

**Teams whose business model validation is in progress,** will get help in validating PAIN and beachhead segments (pilots).

# *What do we offer?*

USA Global Immersion is a unique program designed exclusively for highly vetted promising global technology-based startups aiming to scale in the USA through investment and new clients.



USA  
GLOBAL IMMERSION

**5-day program  
in each city**

**+50 Hours  
1-to-1 & Group  
Mentoring**

**+30  
Networking  
& Focused  
Events**

**Unlimited  
Opportunities  
Success  
Drivers**

**Contact with  
90+  
Investors**

## **Finance**

Venture Capital  
Business Angels

## **Market Sell**

Entrepreneurial Marketing  
Inbound Marketing  
Sales for the Technical  
Prospecting  
Entering the US Market

## **Management**

Entrepreneurial Do's & Don'ts  
Pivot / Entrepreneurial  
Resilience Creating an Advisory  
Board Tech Etiquette  
A Day in the Life...

## **Build Team**

Growing the Right Team  
Struggles of the first-time  
Entrepreneur  
Founder Peer Panel



**APPLICATION DEADLINE:**  
**30TH APRIL 2019**

Send your pitch deck to  
[geral@bgi.pt](mailto:geral@bgi.pt)

Historic: \$200  
million raised

1:1 meetings  
with Clients and  
Investors

PITCH  
at the MIT  
Enterprise Forum  
for Investors

PITCH  
to a network of USA  
Corporates

More than 100  
connections in a  
week



# WHAT SHOULD BE ON YOUR PITCH DECK:



## Company overview:

What is this? Clear, concise explanation of the business concept; a succinct elevator pitch

## The Market:

What problem are you trying to solve? How big is the opportunity? What is the unique value proposition?

## State of the Art:

What is the technology? How protected is it? Where is it in development?

## Competition:

Who are the current competitors? What are the barriers to entry? How ahead or behind are them?

## Marketing:

How are you going to get the customer to buy? Why would anyone want to buy?

## Money:

How much money do you need?  
Complete growth strategy with a financial plan through cash flow/break even; Profit model; how will the investor make money; milestones: goals set in the past and accomplished and future goals.

## Team:

What expertise does the team have?; What expertise is needed?; Plans for acquiring additional team members



# COST OF THE PROGRAM

	Boston Global Immersion	San Francisco Immersion	USA Global Immersion
FEE FOR BGI  This fee covers all operational and logistics costs: Catering, space, events, program.	3000€ + VAT = 3690€	3000€ + VAT = 3690€	4500€ + VAT = 5535€
Travel + Accommodation Estimation	1000+1300=2300€/Person	1500+1300=2800€/Person	1700+3000=4700€/Person
TOTAL Investment	5990€	6490€	10235€





# Enablers



aicep Portugal Global

**Nutter**  
uncommon law

**Converge**  
Venture Partners



INVESTMENT GROUP LLC

**ipvision**  
information > action > results

**Wolf Greenfield**  
Specialists in Intellectual Property Law

**MS** MAIN STREET  
PARTNERS

**PROGEN**  
PHARMACEUTICALS

THE  
**Capital Network**

**RIW**  
RUBERTO, ISRAEL & WEINER

**techstars**



**ThedeBary Group**  
VENTUREACCELERATION

**MIT**  
ENTERPRISE  
FORUM

**TWITYSON**  
ASSOCIATES INC.

**VENTURE**  
CAFÉ

**T3**ADVISORS

**GOODWIN**  
**PROCTER**



USA GLOBAL  
IMMERSION

# ***BGI's Track Record***

## Testimonials

<https://www.youtube.com/watch?v=DQ0ktkdTgYg&t=19s>

<https://www.youtube.com/watch?v=SkqtZIXGL88&feature=youtu.be>

**+\$190M** raised

**9** EDITIONS

**66** SCALEUPS

**+126** ENTREPRENEURS

**14** COUNTRIES

BELGIUM, BRAZIL, CANADA, ICELAND, ITALY,  
NETHERLANDS, PORTUGAL, RUSSIA, SPAIN, UK, USA., SLOVAKIA,  
SWEDEN, INDIA, GERMANY

**+100** KEYNOTE SPEAKERS

**+1000** NETWORKING

PARTICIPANTS

“Our pitch at MIT was something to remember. From now on I will be an advocate of this event”

**Vitor Crespo, co-founder CEO Crium**

“The BGI team runs an extremely well-organized, fast-paced and productive week with opportunities to meet mentors and investors, and experience the vibrant startup environment that Boston has to offer.”

**Karl Birgir Björnsson, Business  
Development, Rafnar**

“Best Moment was having a corporate VC asking you to sign a NDA in only one week”

**Pedro Correia, Founder & CEO Redshift**

