

BIO-SOLUTIONS STARTUP PROGRAM
2023 GLOBAL EDITION
POWERED BY CYCLE MOMENTUM

« Accelerating the future of bioeconomy based on planted trees »

Introduction

Global transformation has never been faster than in recent years. It is accelerating exponentially and requires people and public and private institutions to act fast and have clarity about the part they want to play in this intense process. More and more, Suzano is positioning itself in the group that wants to participate and lead the construction of a positive world for people and for the planet. To do that, the company decided to put innovation at the service of sustainability. Innovability is the natural calling of our company, a business that is inspired by the trees we plant and driven by solutions from renewable sources.

About Suzano

Suzano is the world's largest producer of hardwood pulp and the global leader in the innovation and production of renewable, bio-based materials for consumer and industrial use.

Suzano plants, cultivates, harvests, and manufactures eucalyptus hardwood to create pulp and fibers which are used to produce everyday items including writing paper, paperboard and packaging, hygiene and sanitary products, clothing, books and magazines, and toilet paper. Its history spans 100 years and Suzano is now listed on NYSE (SUZ) in the United States and the B3 stock exchange in Brazil (SUZB3).

Suzano Key Facts

- ✓ A global standard setter on sustainability, climate and biodiversity issues
- ✓ The world's largest producer of hardwood pulp serving over 2 billion people in more than 100 countries
- ✓ A solution provider to the global plastics and fossil fuels problem by developing and producing innovative renewable, bio-based materials for consumer and industrial use
- ✓ 7 Research Centers: 5 in Brazil, 1 in Canada, 1 in Israel
- ✓ Top 2 - 100 OpenCorps Ranking Brazil 2022

KEY DATA

100+ Pilots done for Open Innovation

50 startups in mentoring projects with Suzano

10M tons of pulp paper capacity

300+ R&D employees

40+ PhDs

About Suzano Ventures

The newly launched global corporate venture capital initiative will invest US\$70 million in businesses across the world with the potential to revolutionize their sector and beyond by addressing some of the world's most pressing environmental challenges and has 4 focus areas: new applications of eucalyptus biomass, sustainable packaging, forestry-tech and carbon. Investments will be made in early stage companies, from pre-seed to Series A funding stages.

Suzano Ventures will also have a structure of acceleration programs to leverage solutions that are in the laboratory phase or seeking commercial validation (pre-Seed). The main target are deep tech startups with opportunity to create shared value, providing financial and strategic support to enterprises and, using Suzano's wider network and resources, help to accelerate technologies to enable new bioproducts based on Suzano's eucalyptus forest as well increase digitalization and competitiveness of the forests.



[More details about Suzano Ventures](#)



[Suzano Ventures Manifesto](#)



Paula Puzzi

Corporate Venture Capital
Manager at Suzano Ventures

" The acceleration program will play a fundamental role in our investment strategy. We want to connect with great entrepreneurs willing to develop the bio-economy. Our focus is leverage solutions in a very initial phase by bringing to the table our experience, technology, access to our forests and global markets. "

Program objectives

Suzano wants to help develop the bio-economy along with great entrepreneurs. We believe there is more to be explored in the new products, new materials and new applications of the planted forests, bio-feedstock resources. We want to assist researchers, early-stage entrepreneurs, spin-offs, to develop their projects into winning businesses.

We seek to make significant changes in the world and want to collaborate with bold entrepreneurs in deeptech endeavors.

We aim to form a cohort of 8 companies to be strongly supported in various business needs – technology/product validation, business model strategy, talent attraction – and we propose to invest in the most promising ones at the end of the program.



Patrick Gagné

CEO of Cycle Momentum

" Cycle Momentum is excited to partner with the Bio-Solutions Startup Program. It is a great opportunity for the selected companies to grow alongside our collaborator Suzano, our mentors and our experts. This program offers unparalleled opportunities for emerging businesses to lead the way in biomass and sustainable packaging. "

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Program benefits for startups

✓ Visibility and privileged access to one of the largest pulp and paper companies in the world.



✓ Access to up to US\$ 4M funding aimed at the most promising start-ups, and the opportunity to develop a strategic partnership with Suzano.



✓ Potential to expand your customer base and/or become a strategic supplier to Suzano.



✓ Access to infrastructure and various experts in research and development, manufacturing and engineering, to support the development of your technology, pilot testing and growth of your business.



✓ Visibility of your company through a communication campaign on social networks.



✓ Opportunity to present your company and technology in front of a jury composed of Suzano executives and of renowned experts, entrepreneurs and investors



Program scope



Who should apply ?


Bio-Solutions Startup Program 2023 Global Edition is seeking applications from startups that have developed a technology and/or business model with high growth potential and looking for a strategic partner and investor. Applicants should be at the pre-seed/seed financing level and technology should be Technology Readiness Level (TRL) 3 and up. The program is aimed at startups in existence for more than one year and with a minimum of two employees.


Sectors


We are looking for startups with solutions in eucalyptus biomass and/or sustainable packaging domains. As our goal is to have a great impact, we seek applications with large scale potential.


1) Eucalyptus biomass

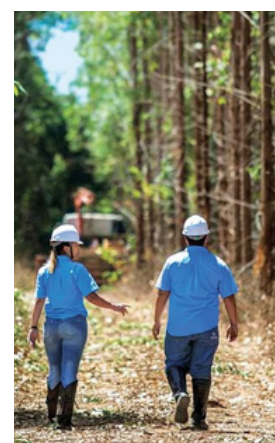
We are looking for new technologies and products from eucalyptus biomass, especially if it plays a significant role in the solution. We are also very interested in solutions originally developed for other sources of biomass that can eventually be also further applied to eucalyptus biomass.

 **LIGNIN** – incorporation on existing products, use as feedstock, modifications to enable new applications, among other possibilities

 **NANOMATERIALS** – especially nano-cellulose/MFC, technologies to reduce the use of energy, increase the dewater while subsequently resuspended it in water, new applications, among other possibilities.

 **BIOCOMPOSITES** – especially compatibilization between fibers and polymers, equipments for biocomposites formation, among other possibilities

 **BIOFUELS** – especially fractioning for multiple chemicals formation, chemical extraction, among other possibilities



2) Sustainable packaging

We want to hear about new technologies and business models which expand the use of sustainable fiber-based packaging. This can include, but not restricted to: new barriers for paper that enable new applications for it, different uses for cellulose or any part of the eucalyptus biomass into fossil-based plastic replacement, etc.

The scope also includes new business models for the packaging business, e-commerce, marketplace, 'one-stop shop', digital-first packaging shops, etc.

- ✓ Paper and/or Cellulose based packaging, including molded pulp
- ✓ Additivation of cellulose to enhance properties for packaging application
- ✓ Barrier Technologies
- ✓ Circularity Solutions
- ✓ Promotion of new business models and distribution – e-commerce, marketplace, new business models, 'one-stop shop' for packaging solutions



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Selection criteria

- Entrepreneur: The entrepreneurial team is competent, preferably multidisciplinary and dedicated to its venture. The CEO needs to be available between the months of June and December to participate actively in the program, which is held virtually and requires approx 5 hours per week.
- Fit with Suzano: Your solution fits within the two program domains and working with Suzano should have the potential to bring you significant value.
- Market Potential: Your potential market is of significant and attainable size. The solution is scalable.
- Technology: Technically strong solutions that help to address the bio-economy challenges. Its value proposition is clear, and you own unique and defensible intellectual property rights.
- Stage of advancement: Completed a proof-of-concept, a prototype demonstration or evidence of initial commercial traction (TRL 3 and up).

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 **suzano**
ventures
seeding the future

The acceleration program

What are the contents of the program?

We offer entrepreneurs intensive coaching over 5 to 6 months:

- ✔ Group and individual sessions, addressing the many issues of accelerating companies, with experienced experts and business people (Approx. 50 hrs for the whole program).
- ✔ Increased preparation to present your company and effectively communicate your message to all your contacts (sales pitch, investor pitch), including one pitch event at the end of the program
- ✔ Networking opportunities and targeted connections with our partners.

The coaching addresses these 4 main areas

1. Business model and value proposition
2. Commercialization and marketing
3. Financing and growth management
4. Leadership, Management & Governance

Who are our mentors and experts?

We usually work with over 25 mentors and experts per cohort and have a network of more than 60 skilled experts.

- ✔ Mentors are experienced former CEOs who have walked in the shoes of startup entrepreneurs, asked the same questions, and faced the same challenges.
- ✔ Experts are leaders from the industrial and corporate sectors from across North America with an impressive breadth of experience in various fields of expertise (business plan, impact, finance, marketing, governance, etc.) who provide proven advice on precise topics.

Selection Process

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The selection process is divided into 3 phases

1. Pre-selection on the basis of applications: a first selection will be made upon receipt of the application files. Applications will be analyzed according to the evaluation criteria, and you will receive confirmation of your pre-selection around May 29.

2. Pre-selected candidates interviews: During the week of May 29 & June 5, we will set up an interview with you to learn more about you, your team and your company, understand more about the product, the market and the competitive landscape.

3. Pitch selection in front of a jury: shortlisted candidates will be invited for a pitch and a question and answer session in the week of June 12.

An expert jury will select the 8 companies that will join the cohort. The jury's final decision will be announced around June 15 2023.

What are the dates to remember?



21 march 2023

Launch of the program



May 15 to June 12

Selection process



Week of June 12

Jury pitch*



June 15

Final decision of the jury



Week of June 19

Kick-off



July 3 to December 15

Workshops and coaching



Mid-November

Pitch day event

* for pre-selected companies

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