

## REGULATIONS OF THE 5TH EDITION OF THE "PFR SCHOOL OF PIONEERS" COMPETITION

### § 1 Terms and abbreviations

The terms and abbreviations used in these Regulations shall mean:

1. **UN Sustainable Development Goals** - refers to the 17 goals that constitute the UN's roadmap for transforming and reshaping the world in a sustainable way, adopted by all UN member states by General Assembly Resolution 25 September 2015 in New York. The aim of the Competition is to develop innovations and technological projects in the climate tech, health tech and other sectors that are in line with the UN Sustainable Development Goals.
2. **Demo Day** - a one-day event during which teams will present the results of their learning and work carried out during the Programme.
3. **Application Form** - the form available on the Organiser's website at [www.szkolapionierow.pl](http://www.szkolapionierow.pl) through which the Organiser accepts applications to participate in the Competition.
4. **Final Gala** - a one-day event during which Programme Participants in teams present the effect of their learning and work carried out during the Programme.
5. **Grant** - means the financial prizes awarded to the three best teams during the Final Gala as referred to in § 7 of the Regulations.
6. **Schedule** - a detailed schedule of all events scheduled during the Programme period. The schedule is available on the Organiser's website at [www.szkolapionierow.pl](http://www.szkolapionierow.pl).
7. **PFR Pioneers Club** - a community actively involved in initiatives for the economic and social development of Poland based on technological innovations, including those organised or recommended by the Organiser, formed as indicated in § 4, Clause 4 of the Regulations.
8. **Committee** - the Committee appointed by the Organiser for the purposes of particular stages of the Competition:
  - a. **The Selection Committee**, whose purpose is to select 50 Programme Participants.
  - b. **Demo Day Committee** to select the 8 best teams to take part in the Final Gala.
  - c. **A Final Gala Committee** to select the top 3 teams to receive financial prizes.Each Committee consists of a chairman, a secretary and the members of the Committee.
9. **International Mission** - an award for the 3 best Teams selected during Demo Day and the 3 best Teams selected during the Final Gala.
10. **Organiser** - Polski Fundusz Rozwoju S.A. with its seat in Warsaw, ul. Krucza 50, 00-025 Warsaw, entered into the Register of Entrepreneurs of the National Court Register kept by the District Court for the Capital City of Warsaw XII Commercial Division of the National Court Register, under KRS number 0000466256, NIP: 7010374912, REGON: 146615458, share capital PLN 11,475,907,779.00 (paid in full). The Organiser can be contacted at the following email address: [startup@pfr.pl](mailto:startup@pfr.pl).
11. **Strategic Partner** - means a strategic partner of the programme, i.e. Allegro.
12. **Programme** - means the educational and *venture building* programme entitled "PFR School of Pioneers", consisting of on-site and online workshops, Participants' own work and individual consultations with mentors.
13. **Regulations** - means these Regulations.
14. **Participant** - a person who has qualified for the Programme on the basis of Stage I and Stage II assessments.
15. **Grant Agreement** - means the agreements concluded between the Organiser and the Winners of the Final Gala, which specify the amount of the prize, the amount of the individual tranches,

the bank account numbers, the schedule for the payment of the tranches, and the details of the achievement of the milestones.

- 16. Team** - means a group of Participants working together to develop their business idea within the Programme.
- 17. Winners** – means the 3 teams with the highest number of points that will be entitled to the financial prize and win participation in the International Mission.

## **§ 2 General provisions**

- 1. These Regulations define the terms and conditions of the Contest for participation in the Program and the rules of participation in the Contest and the Program.
- 2. The competition is nationwide and is organised on the territory of the Republic of Poland.
- 3. The 5th edition of the Programme focuses on the development of innovations and technological projects in the climate tech and health tech sectors, as well as other sectors which are in line with the UN Sustainable Development Goals.
- 4. As result of the Competition, 50 people will be selected to participate in the Programme.
- 5. The aim of the Programme is team building and business education for participants, as well as the development of innovative business concepts. During the Programme, Participants are required to build a Minimum Viable Product (MVP), i.e. a test version of a product (service) that features basic functionalities.
- 6. The Programme runs from 1 June 2022 to 31 December 2022. The Framework Schedule for the Programme is as follows:
  - a) Recruitment of Participants - from 1 June 2022 to 30 June 2022;
  - b) Recruitment of Participants - from 1 July 2022 to 15 July 2022;
  - c) 'PFR School of Pioneers' programme - from 26 August to 20 October 2022;
  - d) Demo Day - 21 October 2022;
  - e) Final Gala - 4 November 2022.

## **§ 3 Rules of Participant Recruitment**

- 1. The competition is aimed at:
  - a) individuals, not running a business, with above-average potential for creating innovative products and running companies using new technologies;
  - b) teams, consisting of up to three persons, as referred to in point (a) above who are looking for additional persons to join the team.
- 2. Recruitment of Participants takes place through an application form available at [www.szkolapionierow.pl](http://www.szkolapionierow.pl).
- 3. The recruitment of Participants runs from 1 to 30 June 2022.
- 4. Recruitment to the Programme consists of two stages.
- 5. Stage I is conducted by the Competition Committee according to the following criteria:
  - a. In the case of individuals:
    - 1) having skills and knowledge in a chosen area of new technologies e.g. digital marketing, programming languages, engineering (hard skills area);
    - 2) the realisation of own initiatives and undertakings which contributed to the experience (area of experience);
    - 3) experience of working on projects related to the UN Sustainable Development Goals or the climate tech or health tech industry.

- b. In the case of teams, their members are evaluated in terms of the criteria indicated in § 3.5, letter a) and the business potential of the project, understood as the opportunity to create a solution (product or service), which is innovative, scalable, responds to customer needs, and addresses the issues indicated in § 2.3 of the Rules.
6. Individuals and teams are evaluated separately, i.e. individuals do not compete with teams for participation in the Programme.
7. Each Application Form is assessed by two members of the Selection Committee in Stage 1. Members of the Selection Committee may view the assessments of other members of the Selection Committee and communicate with each other.
8. Each of the two members of the Competition Committee awards the candidate participants between 0 and 3 points, where 0 means relative weakness and 3 means relative strength of the criterion, within the two areas indicated in § 3.5(a), points 1)-2). In the assessment of the criterion of experience in working on projects in the climate tech or health tech industry (§ 3 point 5 a), point 3) The participant will be awarded 1 special point if experience in working on projects related to the climate tech or health tech industry is recognised. The special point referred to above is awarded in a special procedure, i.e. jointly by both members of the Selection Committee who unanimously agree on the Entrant's experience in this area. A score of 0 points in either the hard or soft skills area by at least one Member of the Committee shall automatically result in 0 points being awarded for the other criteria.
9. In Stage I, the total amount of points possible to be obtained by one Participant ranges from 0 to 7 points.
10. The number of points a team can obtain is from 0 to 13 and is the arithmetic mean of the points awarded to its members (from 0 to 7 points) and of the assessment of the project's business potential (from 0 to 6 points).
11. As a result of a team receiving an incomplete point, the average is rounded up to the nearest whole unit.
12. Each Participant will be informed of the outcome of the Stage I assessment via email to the address indicated in the Application Form within 7 working days of the end of recruitment.
13. 80 people will qualify for Stage II of the Competition.
14. Stage II is conducted by the Competition Committee. The aim of Stage II is to assess the Participants' soft skills and their ability to work in a team.
15. Stage II consists of the completion of individual and group tasks by qualified Participants, as well as the completion of a questionnaire, on the basis of which the Competition Committee will assess, among others, the Participant's soft competencies, ability to work in a team and potential to develop as a technological entrepreneur
16. The total amount of points possible to be obtained by one Participant in Stage II ranges from 0 to 16 points. In the case of a team, the number of points awarded shall be the arithmetic mean of the marks awarded to its members. If a team receives an incomplete point, the average is rounded up to the nearest whole unit.
17. The total sum of points possible to be obtained in Stage I and Stage II by one Participant is from 0 to 23 points and in the case of a team from 0 to 29 points.
18. The Competition Committee will select 50 Participants who have collectively obtain the highest number of points in Stage I and Stage II and therefore qualify for the Programme.
19. Participants who qualify for the Programme are required to provide a signed declaration of participation in the Programme, together with a confirmation of payment of the administration fee to the Organiser's bank account. A template of the declaration will be sent electronically to the Participants together with information on the deadline for submission. Failure to deliver the declaration within 14 days or failure to pay the administration fee will result in removal from the list of Participants.
20. The administrative fee is:

- a) **PLN 350 gross** if the Application Form is submitted by 13 June 2022
  - b) **PLN 550 gross**, if the Application Form is submitted between 14 and 30 June 2022
21. The Organiser will indicate to the Participants the bank account number appropriate for the payment of the administration fee, via the e-mail addresses provided by the Participants in the Application Form. The title of the transfer should read: Administrative Fee of the COMPETITION "PFR SCHOOL OF PIONEERS" and write the name of the person for whom the fee is paid.

#### **§ 4 Programme**

1. The Programme consists of:
  - a) A stationary Bootcamp, during which there will be team games, allowing Participants to join teams, and teams, to find co-founders and content workshops. The Bootcamp will take place between 26-28.08.2022;
  - b) A stationary workshops that will include a series of workshops, mentoring sessions and study visits. The stationary workshops will take place between 5-16.09.2022.
  - c) Remote team sprints where teams work independently to build an MVP and have one-to-one sessions with PFR and mentors. At the beginning of each sprint, the teams have a consultation with the PFR or mentor to establish their course, goal and KPIs. The sprints will take place between 19.09-20.10.2022.
  - d) Demo Day, during which the Teams will present the results of their learning and work carried out during the Programme. Demo Day will take place on 21.10.2022.
2. The detailed Schedule of the Programme as well as the venue of the individual events will be presented by the Organiser to the Participants prior to the commencement of the Programme with reasonable notice. The Organiser shall be entitled to change the date of the Programme, the Schedule and the venue of the workshop, including the online form.
3. Qualified Participants and teams are required to actively participate in all parts of the Programme. If a Participant records more than 20% absence, they will forfeit the opportunity to win the cash prize and participation in the International Mission.
4. Upon completion of the Programme, all Participants and Winners will be awarded "*PFR School of Pioneers Alumni*" status. The Alumni of the PFR School of Pioneers will form the Pioneer Club.
5. Participants and Winners will make every effort to promote the Programme and its future editions (should they be launched) and encourage them to set up their own business or create their own technological product in Poland, including through activity in social media and participation in activities planned by the Organiser which will take place during and after the Programme. The Participants and Winners shall not acquire any claim against the Organiser in respect of the above.

#### **§ 5 Demo Day**

1. The aim of the Demo Day is to verify the progress of the Teams, to present their business ideas which they work on during the Programme and to select 8 Teams that will take part in the Final Gala.
2. The Demo Day Committee will select 3 best Teams, out of the Teams mentioned in paragraph 1, who will be awarded a prize of taking part in the International Mission.
3. During the Demo Day, each member of the Demo Day Committee independently evaluates the Teams, in the manner indicated in Annex 1 to the Regulations, according to the following criteria:

- 1) Presentation of the project with a prototype (competition pitch) using the following criteria:
  - a) the merit of the project,
  - b) the business value of the project,
  - c) the quality and presentation of the prepared presentation,
  - d) answering the questions posed by the Demo Day Committee.
4. The number of points available to the Panel ranges from 0 to 40 and is the arithmetic mean of the marks awarded to its members. As a result of a team receiving an incomplete point, the average is rounded up to the nearest whole unit.
5. Within 3 working days before Demo Day, Teams are required to submit additional materials developed during the Programme and Team Sprints, i.e:
  - a) description/potential of the team and technology used,
  - b) a business model described in the Business Model Canvas methodology,
  - c) detailed map/analysis of competitors and stakeholders,
  - d) financial analysis and expenditure planning.

## **§ 6 Final Gala**

1. The aim of the Final Gala is to select 3 Winners from among 8 Teams, based on the evaluation of submitted by the Teams projects presenting an innovative product or service related to the *climate tech or health tech* industry, presented in the form of a short presentation of the idea and its business model during the Final Gala.
2. During the Final Gala, each member of the Final Gala Committee independently evaluates the Teams, in the manner indicated in Annex 1 to the Regulations, according to the following criteria:
  - 1) Presentation of the project with a prototype (competition pitch) using the following criteria:
    - a) the merit of the project,
    - b) the business value of the project,
    - c) the quality and presentation of the prepared pitch,
    - d) answers to the questions posed by the Committee.
3. The number of points available to the Panel ranges from 0 to 40 and is the arithmetic mean of the marks awarded to its members. As a result of a Team member receiving an incomplete point, the average is rounded up to whole units.
4. Within 3 working days before the Final Gala, the Teams are required to send additional materials developed during the Programme and the Team Sprints, i.e:
  - a) description/potential of the team and technology used,
  - b) a business model described in the Business Model Canvas methodology,
  - c) detailed map/analysis of competitors and stakeholders,
  - d) financial analysis and expenditure planning.
5. The Organiser will provide the Participants with a detailed schedule of the event and the venue of the Final Gala well in advance of the Final Gala. The Organiser shall be entitled to change the date, schedule and venue of the Final Gala, including the online form.

## **§ 7 Prizes**

1. The winners of the Final Gala will receive the following financial awards in the form of Grants:
  - 1) The Grand Prize of PLN 50,000.00 in total for the Team who receives the highest number of points in the Final Gala (place no. 1 in the ranking of projects);

- 2) An award of PLN 30,000.00 in total for the Team ranked No. 2 in the project ranking at the Final Gala;
- 3) An award of PLN 30,000.00 in total for the Team ranked No. 3 in the ranking of projects at the Final Gala.
2. The prize for the Final Gala Winners is also participation in the International Mission.
3. The financial prizes will be divided equally among the members of the winning Teams.
4. The winners of the Final Gala, in addition to the prize of participation in the International Mission, will receive a cash prize in the amount of 11.11% of the value of the prize specified in section 2 above, rounded up to full zloty.
5. The winners will receive an additional cash prize of 11.11 % of the value of the prize specified in par. 5, point 2, rounded up to full PLN.
6. The Organiser stipulates that the financial prizes in the form of Grants referred to in Paragraph 1 above must be used by the Winners solely for the purpose of completing the Team's project (i.e. for engineering or programming work, graphic design work, legal services, market validation, marketing purposes) and shall be paid by the Organiser in tranches once the Winners have demonstrated that the stage of work (milestone) to which the tranche relates has been completed.
7. Pursuant to Article 41(4) of the Personal Income Tax Act of 26 July 1991 (i.e. Journal of Laws of 2018, item 200), the Organiser, as the payer of the 10% flat-rate personal income tax on the prizes awarded in the Contest, shall deduct the amount due from the prizes referred to in paragraph 1 above and transfer it to the appropriate Tax Office for the tax referred to in Article 30, paragraph 1, item 2 of the aforementioned Act, to which each Participant and Winner agrees. In the event of payment of a tranche of the Grant, it is understood that each tranche shall be paid to the Winners in equal shares unless otherwise agreed by the parties to the Grant Agreement.

### **§ 8 Processing of personal data**

1. The Organiser declares that it is the controller of personal data within the meaning of Article 4(7) of Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation) ("**GDPR**") with regard to the personal data of the Contest Entrants contained in the Contest applications submitted to the Organiser in accordance with the procedure set out in § 3 of the Regulations.
2. Personal data is processed solely for the purpose of registration and participation in the competition to the extent:
  - 1) First and last name;
  - 2) e-mail address;
  - 3) telephone number;
  - 4) date of birth;
  - 5) the province in which the Participant resides;
  - 6) image;
  - 7) level of English language proficiency;
  - 8) information about setting up a business;
  - 9) information on soft and hard competences;
  - 10) professional experience;
  - 11) information contained in the CV.
3. The Candidate and the Contestant are entitled to:
  - 1) Access to your personal data and request a copy of it,
  - 2) rectify your personal data,

- 3) request the restriction of the processing of your data,
  - 4) erasure of data in legally justified cases,
  - 5) object to the processing of personal data insofar as the processing is based on the legitimate interest of the controller,
  - 6) lodge a complaint to the supervisory authority, i.e. the President of the Office for Personal Data Protection,
  - 7) withdraw consent to data processing, which shall not, however, affect the compatibility of processing carried out on its basis.
4. Detailed information on the protection of personal data can be found in Appendix 2 to the Regulations.

### **§ 9 Complaints**

1. All complaints in connection with the Competition - subject to provisions regarding the processing of personal data - should be submitted to the Organiser's address in writing, with the annotation "PFR School of Pioneers Competition" indicated in § 1, point 11 of these Regulations, or by e-mail to the following address: [startup@pfr.pl](mailto:startup@pfr.pl), before the end of the Competition and after its completion, but no later than 14 days from the day of informing the Entrant about the results of the Competition. In the case of filing a complaint by e-mail, the Participant is obliged to use the e-mail address indicated in the declaration submitted to the Organiser.
2. Complaints submitted after the deadline will not be considered.
3. The notification of the complaint should include, in particular:
  - 1) a description of the matter in respect of which the complaint is made, indicating the grounds for the complaint;
  - 2) your name, electronic mail (e-mail) address or postal address for correspondence to which a reply to the complaint should be sent.
4. The complaint will be considered and answered without undue delay, no later than within 14 days from the date of delivery of the complaint to the Organiser.
5. The Participant will be informed of how the complaint will be handled:
  - 1) in writing by regular mail sent to the mailing address provided by the Participant, or
  - 2) by e-mail in the case of a complaint sent by e-mail, unless the Participant specified another way of providing information about the complaint handling.

### **§ 10 Final provisions**

1. By entering the Competition, you accept the provisions of these Regulations.
2. The Competition is not a lottery or other game of chance as defined by the Act of 19 November 2009 on gambling games.
3. The Organiser reserves the right, for important reasons unknown at the date of the Rules' announcement, to modify the provisions of the Rules, in particular in order to ensure the proper course of the Contest or the Program. Amendments to the Terms and Conditions take effect when the new content of the Terms and Conditions is posted on the [www.szkolapionierow.pl](http://www.szkolapionierow.pl) website. If the Rules are amended after the start of Stage 1 of the Call, the amendment to the Rules will be communicated to the Participants by e-mail at least 7 days in advance. Participants have an indefinite right to withdraw from the Contest or the Program.
4. In matters not regulated by these Regulations the applicable provisions of Polish law shall apply
5. Information about the Competition and the Program is provided by the Polish Development Fund S.A. as Organizer - phone: +48 800 800 120 or +48 22 703 43 00, e-mail: [startup@pfr.pl](mailto:startup@pfr.pl)

**Appendices:**

**Appendix 1 - Scoring criteria for evaluation of teams during Demo Day and Final Gala.**

**Appendix 2 - Information obligations concerning the processing of personal data**



**Appendix 1 - Scoring criteria for evaluation of teams during Demo Day and Final Gala.**

<b>Criterion</b>	<b>1. Substantive value of the project (0-9)</b>			<b>2. Business value of the project (0-9)</b>		
<b>Aspect assessed</b>	<b>Degree of innovation of the solution (0-3)</b>	<b>Presentation of the needs and problems addressed by the proposed solution (0-3)</b>	<b>Presentation of a complete and understandable description of the solution and its basic functionalities (0-3)</b>	<b>Definition of the target market of the solution and its specifics (0-3)</b>	<b>Identify how the solution will generate revenue and how it can be scaled up and expanded to other markets (0-3)</b>	<b>Proposal of the composition of the team dedicated to the realisation of the project - from the point of view of posts and competences (0-3)</b>
0 points.	The solution duplicates those already available on the market	The team did not present the problem it is addressing	The team did not provide a description and functionality of the solution	The team did not present a target market	the team did not specify how revenue would be generated	The composition of the team was not provided
1 point	The solution largely duplicates those available on the market	The description of the problem is incomprehensible	The description of the solution is incomprehensible	The target market is presented in general terms	Business model requires significant changes to gen. revenue	The composition of the team was presented, but it does not have the competence to implement the project
2 points	The solution has certain competitive advantages	The description of the problem is understandable to the extent that it requires a deeper market analysis (the problem is	The description of the solution is understandable to the extent that its functionality needs to be clarified	The definition of the target market indicates an understanding of its specifics	Business model needs minor changes for revenue gen, scaling and	The team has the core competences to deliver the project

		presented as incomplete)			expansion	
3 points	The solution has no competition (blue ocean) or is particularly innovative compared to the competition	The team presented a problem indicating its understanding preceded by a quantitative and/or qualitative analysis	The description of the solution is complete and understandable	The definition of the target market indicates an in-depth understanding of its specifics	Business model enables revenue gen., easy scalability and expansion	The team is additionally aware of the added competence (e.g. extension of the team, advisory board)

Criterion	3. the quality and presentation of the prepared presentation (0-6)		4. answer to the question put by the Committee (0-6)	
Aspect assessed	Quality of the multimedia presentation preparation (0-3)	Quality of the oral presentation (0-3)	Relevance of the answer (0-3)	How to solve the problem posed by the Committee (0-3)
0 points	The team has not made a presentation or it is illegible	The speaker did not discuss the presentation (did not know the content of the presentation)	The team did not reply	The team did not propose a solution
1 point	The presentation contains basic elements of a pitch deck with graphical elements (diagrams/designs/photos)	The speaker reads the content of the presentation from slides or uses keywords	The team gave an evasive answer	The team proposed a solution indicating gaps in the understanding of the problem
2 points.	The presentation in the form of a pitch deck includes a coherent layout	The speaker discussed the presentation with elements of storytelling	The team gave the correct answer using data from the presentation	The team proposed an apt solution to a partially implementable degree
3 pts.	The pitch deck presentation shall include a coherent layout in high quality and/or interactive elements	The speaker discussed the presentation in the form of a coherent and engaging storytelling	The team gave an accurate answer extending the data from the presentation	The team proposed a relevant and creative solution to the extent that it could be implemented

## **Appendix 2 - Information obligations concerning the processing of personal data**

### **THE INFORMATION OBLIGATION RELATING TO THE DATA PROCESSING BY POLISH DEVELOPMENT FUND**

In relation to Article 13 of the Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation) ("GDPR") we would like to inform you that:

#### **1. Data controller**

The controller of your personal data is Polish Development Fund with its headquarters in Warsaw, Krucza 50, 00-025 Warsaw ("Data Controller").

#### **2. Contact data**

In the matter concerning processing of your personal data and your rights connected thereto you may contact the Data Controller by e-mail: [iod@pfr.pl](mailto:iod@pfr.pl) or in writing by sending a letter to the address specified above.

#### **3. The purpose and legal basis of processing**

Your personal data will be processed for the purpose of registration and participation in the competition on the basis of:

- art. 6 sec. 1 letter (a) of GDPR in connection with art. 81 of Polish copyright and related rights Act (February 4, 1994) - the data subject has given consent to the processing of his or her personal data for the purpose of processing his/her image;
- art. 6 sec. 1 letter (b) of GDPR - when processing is necessary for the performance of a contract to which the data subject is a party,
- art. 6 sec. 1 letter (f) of GDPR, for purposes resulting from the legitimate interests pursued by the Data Controller, in particular to defend against potential claims.

#### **4. Storage period of personal data**

Your personal data will be stored until the legal basis for the processing expires.

#### **5. Data recipients**

The recipient of your personal data may be: (i) authorized public authorities and (ii) entities providing services to the Data Controller, on the basis of concluded agreements.

#### **6. Source of the personal data**

Your data has been provided to the Data Controller in connection with an agreement concluded by an entity that has identified you as a member of its staff or an associate.

#### **7. Data transfer outside the EEA**

Your personal data will not be transferred outside the European Economic Area.

#### **8. Rights of the Data Subject**

You have the right to:

- a) access to your personal data and request a copy thereof,
- b) rectify your personal data,
- c) request to limit the processing of your data,
- d) deletion of data, if there are no legal grounds of its further processing
- e) the right to withdraw the consent to the processing of personal data, which, however, does not affect the compliance of the processing carried out on its basis.

In the occurrence when the processing of your personal data is based on the legitimate interest of the Data Controller, you have the right to object to such data processing.

In order to exercise the above rights, please contact the Data Controller. Contact details are provided in point 2 above.

#### **9. The right to issue a complaint**

You also have the right to file a complaint with the supervisory body, i.e. the President of the Office for Personal Data Protection, ul. Stawki 2, 00-193 Warsaw.

#### **10. Information on automated decision making, including profiling**

Your personal data will not be processed in an automated manner, including profiling.