



Jamaica Stock Exchange (JSE) & Development of Jamaica Limited

Venture Capital Pitchroom 2023

Rules And Guidelines

RULES AND GUIDELINES VENTURE CAPITAL PITCHROOM 2023

Table of Contents

A.	Submissions for the Application	2
B.	Round 1: An Introduction to the Entrepreneur entitled My Personal Story	2
C.	Round 2: The Business Pitch.....	3
D.	Venture Capital Requirements: The Pitch Kit	3
E.	Venture Capital Pitchroom Judge	3
F.	Prize	4
I.	Pitch Panellists	4

A. Submissions for the Capital Pitchroom 2023

Capital Pitchroom 2023 started accepting submissions in March until October 2023. Participants are officially registered with the DBJ, and any other recognized incubators or just independent business operator.

1. Pitch Definition: A pitch is eligible if it incorporates all elements defined in the Pitch Kit distributed by DBJ.
2. Pitcher: Each pitcher may be as an individual or team
3. Duration: The pitch will last for eight (8) minutes (not including Q&A)
4. Unit of Measure: Only one Circle Member may pitch at a time.
5. Nomenclature: The Business name must be clearly highlighted during the pitch
6. Design: In compliance with the Pitch Kit, critical elements of the Business Model must be clearly highlighted
7. Support: Though a script is unacceptable, visual aids and props can be used and must be registered (and formally acknowledged) with the Organiser Team Lead at least 2 hours before the event
8. Idea categories: This is open and may incorporate the varied sectors such as technology, the creative industries, agricultural, the trades, professional services, non-profit (impact-led) or manufacturing
9. Preparation: Each shortlisted candidates will be coach to enhance presentation techniques
10. Confidentiality: Under all circumstances, every person in the room will sign a Non-Disclosure Agreement (NDA)

B. Round 1: An Introduction to the Entrepreneur entitled My Personal Story

1. Format: Pre-recorded five minutes video along with the (typed) Branding Story
2. Language: All videos will be recorded in English or a mixture of English and patois
3. Short listed participants per round are required to submit a video at least five (5) business days before the event, this serves as an introduction to the entrepreneur's life journey, lessons, and the expected impact of the decision, to enter and outcome as winner.
4. Format: Open
5. Dress: TV appropriate
6. Special Requirements: No profanity, professional or school attire

After the submission all the video pitches these will be edited and be use as the promo leading up to each show.

C. Round 2: – The Business Pitch

The Business Pitch will be held in the Jamaica Stock Exchange Multi-purpose room 38A Harbour Street, Kingston, in a face-to-face setting in front of a live audience and the judges on the third Thursday each month at 2:30 p.m. 2023.

Each finalist will have eight (8) minutes to pitch his or her idea with up to fifteen minutes for question and answer; Points will be awarded based on the agreed rubric, visual aids, props or handouts may be used; however, pre-arranged technology (TV for PP) support will be provided.

D. Venture Capital Requirements: The Pitch Kit

Submission of Business Plan summary due on or before due date for each period. Applicants will receive Business Plan template and after selection and training the Pitch Deck is due three (3) days before recording. Checklist for each submission:

1. Business Plan Summary (Using template)
2. My Personal Story Video (after shortlisted)
3. The Pitch Deck after training

These must be submitted in one package.

E. The Venture Capital Pitchroom Judge

Both the JSE and DBJ will invite industry experts with track record in evaluating business in different sectors to serve on a pool of judges. Each panel will consist of four (4) judges. The judges will review all submission using the designed rubric as follow:

1. All judges will review the submission independently.
2. All scores will be reviewed by both the JSE & DBJ
3. Only the shortlisted participants in each round will advance to the F2F round.
4. Same judges who scored the submission will do the F2F televise show.

All elements listed above are required to be incorporated into the Bio to be presented in the Business Plan Summary Deck for all participants to the Venture Capital Pitchroom.

F. Prize

Cash prizes and kinds may include but not limited to the following:

REF	POSITION	Cash	Broker Support
1	Winner		Yes
2	2 ND Place		Yes
3	3 RD Place		Yes
4	4 th Place		Yes

These awards are based upon special conditions related to each sponsor.

G. Pitch Panellists

The voluntary panellists are as follows:

- Mrs. Cecile Watson, Director & Member of BIGEE Project Steering Committee
- Mrs. Sandra Glasgow, Founder, FirstAngelsJa
- Ms. Natalie D'Oyen, Technical Coordinator, BIGEE
- Mr. Wayne Beecher, CEO, Alt Catalyst
- Mr. Paul Chin, Manager, Investor Relations, DBJ
- Mr. Douglas Lindo *
- Mrs. Andrea Livingston Price – Business Advisor
- Ms. Melissa Bennett – manager, Business Advisory, JBDC
- Mrs. Patrice Smith-Lindo – Project Manager, JSSE
- Mr. Andre Gooden – Group Business Development Manager JSE

TEAM A	TEAM B
Watson	Glasgow
Livingstone Prince	Bennett
D'Oyen	Beecher
Smith – Lindo	Gooden
Chin	Lindo *



APPENDIX

1: Deck Templates

END OF DOCUMENT