



Daikin and INCmty open the call for Airtech Challenge 2023

For the second consecutive year, Daikin (world leader in the HVAC industry) and INCmty (the entrepreneurship festival of the Tecnológico de Monterrey), will hold the most important open innovation challenge for the HVAC (Heating, Ventilation and Air Conditioning) industry in Latin America, called the Airtech Challenge (formerly the Disruptair Challenge).

Our objective

The call will be open to all Latin America to register at least 150 MVP projects and startups in advanced pre-seed and seed stages until September 8, 2023. Details of the call and registration form can be found at www.incmty.com/airtech

We are committed to finding the most innovative and disruptive ventures that manage to change reality in two areas:

1) Sustainable technology

Initiatives that, through their value proposition, create significant and measurable improvements in caring for the environment and reduce the environmental impact of the HVAC industry through its products, services, and infrastructure.

Some examples of ventures and technology that can participate in this theme are:

- To reduce energy consumption in HVAC products.
- To reduce the emission of CO2 and greenhouse gases throughout the entire value chain; this includes from the design, assortment, production, transportation, installation, use and service of HVAC products.
- Related to the circular economy through the recovery, reuse, and destruction of refrigerants, as well as the management and reduction of chemical substances contained in HVAC products.

2) User and customer experience (UX/CX)

Initiatives that, through their value proposition, create significant and measurable improvements in the experience of residential, commercial, and industrial users and customers, focused on creating new products, services and business models.

Some examples of ventures and technology that can participate in this theme are:

- Automation
- Centralized administration
- Sensors
- Smart buildings
- Applications using artificial intelligence.
- Internet of things
- New applications to existing technologies.
- New business models
- Universal designs that facilitate the operation of the products for the elderly and disabled.

To participate, they must clearly explain the problem they identify, the way in which they solve it and the business model of said solution. It is important to highlight that the link of the solution with the HVAC industry must also be clearly explained.

The initiatives may be in the following stages:

-Projects with MVP: initiatives with an idea that has a functional prototype and is waiting to fit in with its market.

-Startups in pre- seed stages: initiatives with first sales and proven operating models that expect to grow in the short term.

The initiatives must be established in a Latin American country and operate the solution in the same region. In addition, they must be original ideas and not tropicalizations of technologies from other latitudes or not original, so models such as exclusive marketing or franchises are automatically excluded from this call.

Who can apply to Airtech Challenge 2023?

You can register your initiatives at Airtech Challenge 2023 people who meet the following criteria:

- Citizens of Latin America; Including Brazil.
(Citizens of the USA, can participate if they have a business with operations located in the region, or a project focused on Latin America)
- Adults with legal age in the country of residence or have at least 18 years of age
(Either of the two cases)
- Have a minimum educational level of technical training and above (bachelor's degree or degree, master's or master's degree, specialty, or doctorate).
- Have the legal capacity to travel within and outside the country of residence.

(Indispensable element in case of being a finalist)

The applicants who are selected must also be available to complete the activities to be carried out in the strengthening Bootcamp in due time and form, as well as attend the final awards session in case they are finalists. Similarly, they must have a computer and internet connection to participate in the early stages of the challenge.

Stages of participation

This call will be open from June 5, 2023, to September 8, 2023. To apply, participants must complete the form at the following link: www.incmty.com/airtech

Throughout the challenge, participants will have to go through the following stages in which they will be filtered until they reach the Grand Final:

Pre-selection stage: At the end of the call, the evaluation committee will analyze each of the records and videos presented. They will be considered and qualified according to the internal criteria defined by the institutions promoting the challenge. The result of the preselection will be notified by email. In the same way, the initiatives that advance to the next stage will be called to participate to confirm their permanence within the challenge.

Regional Selection Stage: Once the pre-selection is done, the initiatives will participate in a regional selection, in which 50 initiatives will participate.

Bootcamp stage: The jury will choose twenty pre-finalist teams, which will participate in a virtual edition of a Bootcamp to strengthen the initiative. This Bootcamp will include content, mentoring and valuable feedback sessions, which will prepare and select the ten finalist teams for the final pitch.

Final stage and selection of finalists: The final pitch will be held within the INCmty 2023 Festival. During this event, projects with MVPs / startups will have 3 minutes to present their project to the members of the jury. Subsequently, there will be 6 minutes to resolve doubts the evaluators. At the end of the event, they will be announced/disclosed/published/revealed.

*The dates of the different stages will be announced to the registered teams.

Prizes for the 3 finalists

The prizes that the finalists will obtain are the following:

1st place: \$10,000 USD + business trip to Japan + business acceleration process

2nd place: \$5,000 USD + business acceleration process

3rd place: \$2,500 USD + business acceleration process

Airtech Challenge's Terms and Conditions

The challenge is an initiative promoted by Daikin Industries and INCmty. The T&C to which each participant adheres are set out below:

1. Registered persons who for any reason cannot continue in the competition must communicate their withdrawal so that the appropriate measures can be taken. At the time of issuing their participation, the participant will be accepting the terms and conditions of the call.
2. Possible claims about the results obtained by the teams and their classification, as well as any other issue related to the development of the competition, will be resolved without appeal by the Evaluation Committee.
3. The convening institutions reserve the right to eliminate any team in case of detecting any irregularity, before or during the competition. For the project registration process, the registration form must be filled out in its entirety and with real data.

4. The information of each of the projects will be used exclusively for the purposes of the program (evaluation and monitoring process), no person outside the program will have access to the information of the projects.

5. The ownership and authorship of the projects remains the sole property of the creators (project founders) and the program does not solicit participation or any other benefit from them.

6. Within the execution of the program, DAIKIN collaborators and staff will participate as project mentors in various areas —whether commercial, marketing, business, among others— under a base of open innovation and shared knowledge, however, in the case of that derived from the participation of the collaborator or personnel of "DAIKIN" as a mentor, there is an identifiable contribution or technical intervention of a new or inventive nature and that generates the expectation of some Industrial property rights such as inventions, industrial designs or utility models, and that it is of protection interest for "DAIKIN", the counterparties will inform and agree to the participant by mutual agreement and in equity, prior to continuing with the project and the program, the terms of said co-ownership through the corresponding legal instrument, including percentages of ownership, economic and exploitation rights, among others, in the understanding that there must always be a percentage of ownership, economic participation and exploitation rights in favor of the participant. "DAIKIN" agrees that if it does not carry out the above in time and under the established process or does not do so with the participant's knowledge, it may not subsequently claim any title or interest in any Intellectual Property rights because of the participation of its personnel. or collaborator.

7. Participants may not register projects that are related to activities prohibited under this call such as: sex, pornography, criminal activities, gambling, betting, adult entertainment, casinos, any type of transaction that violates Mexican national laws or regulations.

8. The data of each participant and the information of their business idea will be considered as confidential data. No other participant may have access to such information.

9. The organizing committee of the program may modify the bases as many times as necessary, either to clarify or expand the terms and conditions contained therein or to improve its terms and conditions, giving due knowledge to the public. For any questions or issues related to this call, participants can write an email to: Hiroshi.oda@tec.mx

Disqualification Criteria

Projects with MVPs/startups will be subject to disqualification when the team members and/or the project conflict for any of the following reasons:

- They are direct or indirect active collaborators of one of the institutions promoting the challenge and participating as a jury.
- These are people with active position in a political party,
- They are active public servants and,
- These are people with political aspirations and/or direct or indirect participation in political parties.
- Projects that upload evidence (video pitch) not corresponding to the participating project and/or technology belonging to another project.
- Projects directed and executed by government institutions.
- Projects with MVPs/startups that develop commercial activities through a license, sale or representation of a technology that was not developed by any of the people that make up the team.
- Projects whose forms are incomplete, contain false information or are received after the established deadlines will be rejected.
- The same person cannot register multiple times.

- People with several projects and/or startups registered will be penalized with the disqualification of the projects where their name is included.

Glossary of terms used in this document.

Startup: a company in its early stage; Unlike an SME, the Startup is based on a business that will be scalable more quickly and easily, making use of digital technologies.

Projects with MVP: Conceptualization of a product or service that the entrepreneur wishes to offer to the market, characterized by considering existing trends and technologies to venture into a sector. Designed to generate social or environmental changes on a large scale and that eventually represent a key factor in the macroeconomics of a country or even on a global scale. Count on an MVP to validate these points.

MVP: consists of building the product or service as quickly as possible by making sketches, models, foam models, videos, models, landing pages, etc., that allows us to show our users what we want to offer to the market.

Bootcamp: is an intensive program in which the participant receives brief and intense training to develop skills and strategies with immediate application in the current situation.