

SUBMISSION FORM

VRQ CALL FOR INVESTMENTS

SUMMARY

| |
|---|
| Name of the business |
| Academic institution |
| File number at Axelys (if available) |
| Amount of funding requested |
| Brief description of the business |

ELIGIBILITY

To validate your eligibility for this funding, you need to answer yes or no to the following questions. To be eligible for VRQ funding, you must answer yes to each question.

| | |
|---|--|
| Are you a spin-off from Univalor’s affiliated institutions? | |
| Is the control of the company (i.e. more than 50% of the company) held by one or more of the following: a university or affiliated center, the principal investigator or the founding team? | |
| Are you in the pre-seed phase? | |
| Are you incorporated and headquartered in Quebec? | |

COMPANY PROFILE

| | |
|---|---------------------------------------|
| Incorporation date | Business sector |
| Québec enterprise number (NEQ) | Head office address |
| Board members (list all members) | Numbers of full-time employees |
| Mission | |
| Vision | |

PROBLEMS AND VALUE PROPOSITION (1/2 page maximum)

Targeted problems (1/2 page maximum)

Describe in detail the problem you're trying to solve. Explain why this problem is compelling enough for a specific customer that they will want to purchase your solution.

Value proposition (1/2 page maximum)

Describe your value proposition and how your product addresses the targeted problem. Describe the actions you've taken to validate that your value proposition meets the needs of your potential customers.

MARKET

Total adressable market (TAM) (1/2 page maximum)

Describe the size of the global market you're targeting. Try to use a bottom-up approach by describing the number of potential customers and multiplying this number by the price (or estimated price) of your solution.

Serviceable obtainable market (SOM) (1/2 page maximum)

Describe what portion of the global market you think you'll be able to capture over the next 5 years. What assumptions justify your belief that you can capture this portion of the market?

COMMERCIALIZATION

Commercialization strategy (1/2 page maximum)

- 1. Describe your business model and the hypothesis behind it*
- 2. Describe your go-to-market strategy. What are the barriers to entry that make it difficult for startups to access your target market? Describe how you plan to position yourself to overcome these barriers.*

Regulatory path (1/2 page maximum – if applicable)

If applicable, describe the regulatory path you'll need to take to bring your solution to market, Describe the regulatory steps you've already taken.

COMPETITION (3/4 page maximum – the comparative table can be in appendix)

Describe the companies that are your direct or indirect competitors. How big are these competitors? Why are they market leaders? Include a table to show who are your competitors and how you compare to them on elements that are important to your customers. This table can be attached in the appendix. State clearly why your solution is better than the competition.

FUNDING

Past

Describe all types of financing you have obtained since the company was founded. You must include a precise description of each financing received.

| Types of past fundings | Amounts | Descriptions of the funds received |
|-------------------------------|----------------|---|
| Sales | | |
| Loans or credit lines | | |
| Grants | | |
| Investments | | |
| Total | | |

Present

Indicate the amount of financing you are requesting and detail the precise use of the funds

| Type of expenses | Amounts | Precisions on the type of expenses |
|-------------------------|----------------|---|
| | | |
| | | |
| | | |
| | | |
| | | |
| Total | | |

Describe how this financing will help you reach a key milestone in your company's development that will enable you to raise your next round of financing. Describe the milestones you will achieve with this financing that will enable you to convince future investors to fund you.

Detail how Axelys' investment will leverage additional sources of funding in the short term (leverage to obtain subsidies, private or public investments, loans, etc.).

Exit

Describe the exit opportunities for your company. If this is an acquisition market, list some recent acquisitions of companies similar to yours.

TEAM

Internal resources (1/2 page maximum)

Describe the team members who work more than 20 hours a week for the company. What are their roles, experiences, and education. Explain why someone would want to invest in your team. Emphasize the entrepreneurial aptitudes of the team.

Research team (1/4 page maximum)

Describe the members of the research team who are not part of the company's in-house team. What are their roles, experiences, and education? What is the level of collaboration between the research team and the entrepreneurial team?

External resources (1/4 page maximum)

Describe any external resources that support the project. These may include coaches, advisors, incubators, board members, etc. Explain how they support the project.

TECHNOLOGY READINESS LEVEL AND INTELLECTUAL PROPERTY

Technology readiness level (1/3 page maximum)

Describe the level of technological readiness level of your solution. What technological/scientific milestones have you reached, and why is this relevant?

Maturation plan (1/3 page maximum)

Describe the development plan for your solution. What are the scientific uncertainties associated with the development of the solution, and what will you do to mitigate these uncertainties? What is your timetable for maturing your technology to a commercial level? Attach a Gantt chart in the appendix.

Intellectual property (1/3 page maximum)

1. *Describe the intellectual property (IP) you currently own. Detail the following information:*
 - *Who are the inventors of the IP?*
 - *What is the status of your IP (e.g. patent pending, patent granted in X territories, etc.)?*
 - *What year was the patent filed (if applicable)?*
 - *How important is this IP to your company?*
2. *Describe your IP strategy for the future.*

Documents needed in appendix

- Your financial projections for the next 24 months, including sales and expense projections and the assumptions behind them;
- A table to show who are your competitors and how you compare to them on elements that are important to your customers;
- A technological development plan to bring your solution to the market.

Reminder

This application must be sent no later than **April 17th, 2026**, to investissements@axelys.ca. Please copy a representative of your research institution when submitting your application to Axelys. The list of representatives for each research establishment is given in the information guide.

Please note that you can reply to the call for investment in either French or English. Please respect the space allocated to each section for your answers. You can attach documents as appendices if needed. If a question doesn't apply to your situation, simply leave it blank. If you have any further questions, please refer to the information guide or contact us at investissements@axelys.ca.