



The New Kiwis Challenge 2018 – The Prize Package

All entrants receive:

- The opportunity to put forward their business to Zino Ventures as part of the process.
- A one hour feedback / advisory session with a Zino Mentor / Adviser to discuss their business challenges and opportunities.

Top 10 entrants receive additional benefits:

- One month's mentoring from a Zino Mentor / Adviser, and support from a Zino intern.
- Support to prepare their pitch document for the judges.
- Exposure as a Top 10 entrant at the Zino Innovation Hub Workshop in July.
- Introductions to a network of investors & market opportunities.

Top 5 semi-finalists - add:

- Specific / focused mentoring in areas of weakness, with exposure to a basic due diligence process to support investment-readiness.
- Pitch at the Zino Innovation Hub Workshop in August.

From Xero

- Exclusive tour of Xero with some speakers and lunch.



Top 3 finalists – add:

- PRIZES!
 - o Sponsorship to join the Zino 2018 China Trip in early November, visiting the entrepreneurial eco-system in Shanghai and Hangzhou, for one founder each.
 - o Alibaba Cloud Credits to value of \$10,000
2 free 1:1 sessions with Alibaba Architect workshop on platform design
Introductions to Alibaba Ecosystem partners in China & SE Asia
 - o Strategy session with some of Xero's business leaders (as appropriate)
- Pitch presentation coaching for finals night, where you will be pitching at gala event to an audience of ~150 investors and supporters, where the winner will be announced.



WINNER – add:

- One additional place on the 2018 China trip, for a co-founder.
- Opportunity to pitch for investment from Zino Ventures Ltd, and its network of early stage investors.

From Alibaba Cloud Services:

- Additional cloud credits up to a possible value of \$50,000 (depending on company)
- 3 additional sessions with Alibaba Architect workshops
- Invitation to Visit Alibaba Campus and/or Alibaba Cloud Conference in Hangzhou (not including flights & accommodation)



From Uniservices:

- A seat in our institute in Hangzhou for up to a month and the support of our team to explore the market, including introductions to local government, companies & Chinese investors.
- Access to our Beijing-based incubator partner ICI, a seat at the Beijing-based incubator for up to a month and the support of the ICI team. ICI will provide introductions to local government, companies & Chinese investors.



Zino thanks our event and catering sponsors for the New Kiwis Challenge events