

INTEREST EVENT NOTICE

Estra S.p.A. - Via Panziera 16-59100 – Prato (Italy) - contact points challenge@e-qube.it

SUBJECT: E-Qube Start up challenge - research on innovative projects in the areas of interest Estra S.p.A.

Estra S.p.A., also on behalf of its subsidiaries and / or affiliates, is interested to select start-ups, nationally and internationally, presenting projects and innovative technological ideas in the following areas:

1. IoT (energy)
2. Connected home & buildings
3. Smart city
4. Energy efficiency
5. Renewable energies
6. Big Data
7. Business analytics
8. Marketing automation & customer experience

The main objective of E-Qube Startup Challenge is to contribute to the development and promotion of innovative technologies in the energy and related industry, through active search and selection of start-ups.

Duration

Applications for the participation in E-Qube Startup Challenge must be submitted by Sunday June 18th 2017, 23.59 hours CET.

The program will end on July 13 2017 with the awarding of the prizes, as more fully described in the **Rules of Participation**.

Minimum requirements for participation in the event of interest

General requirements:

1. Applicants must be legal entities in form of capital companies already established
2. Their scope of activity should have focus, among all, on the development, production and marketing of innovative products or services of high technological value
3. They should have at least one person entirely dedicated to the project.

E.S.TR.A. S.p.A. Energia Servizi Territorio Ambiente

Capitale Sociale € 205.500.000,00 i.v. - Numero di iscrizione al Registro Imprese di Prato (PO), P.IVA e C.F. 02149060978 - R.E.A. 505831
www.estraspa.it - estra@estraspa.it - estraspa.cert@pec.estraspa.it

Sede legale

Via U. Panziera, 16 - 59100 Prato
Tel. 0574 872
Fax 0574 872511

Sedi amministrative

Viale Toselli, 9/A - 53100 Siena
Tel. 0577 264511
Fax 0577 46473

Via Igino Cocchi, 14 - 52100 Arezzo
Tel. 0575 9341
Fax 0575 381156



How to participate

Applicants must submit their manifestation of interest by Sunday June 18th 2017, 23.59 hours CET, filling out the participation form, through the following link: : <https://www.f6s.com/e-qube>

For more details, see the Terms and Conditions laid down in the Rules of Participation of E-Qube Startup Challenge

WARNINGS:

This notice is aimed at a market survey, does not constitute a contract proposal, it is not binding in any way Estra SpA, which will be free not to proceed with the negotiations, to move dates, to cancel or withdraw this notice, to start other procedures no one can boast camp claims or interests or rights to any compensation.

DATA PROCESSING:

In accordance with Decree no. 196/2003, we inform you that the data provided will be processed under the current rules, only for the purposes related to market research and for any subsequent stipulation and management of the contract resulting in contracting the service.

The data controller is Mr. Alessandro Piazzì CEO of Estra S.p.A. ...

This notice is published on the site www.estrspa.it and www.e-qube.it



RULES OF PARTICIPATION

E-QUBE START-UP CHALLENGE

Terms and conditions

E-Qube Startup Challenge

E-QUBE is the initiative promoted by [Estra S.p.A.](#) with the support of [BIBA Venture Partners](#) and through which Estra S.p.A. - also on behalf of its subsidiaries and / or associates - aims to collaborate with innovative start-ups in the energy and telecommunication fields.

The Startup Challenge is an international competition to find and select the most promising and innovative start-ups.

How to participate

Participation in E-Qube Startup Challenge implies the agreement to all terms and conditions herein included.

To apply and complete the registration process at the Startup Challenge, applicants must fill the application form, using the following link: : <https://www.f6s.com/e-qube>

The content of the application form to be presented includes:

- Description of the company.
- Details of the reference person
- Short description of the project
- A brief description of market demands that must be met by the project
- Brief description of the products / services and their state of development
- Brief description of the innovative proposal
- Description of the team

The registration process closes on Sunday June 18th 2017, 23.59 hours CET.

The Applications must be submitted in English.

Any application submitted after this deadline will not be considered valid for the purposes of participation in the selection process.

For more information you can contact us at: challenge@e-qube.it

Evaluation of applications, projects selection and winners

After the closure of the call, all received applications will be evaluated. The selection process will take into account those projects that demonstrate an extraordinary potential for innovation, both in terms of technological development, market growth and matching with the priority areas described in the notice.



Also, criteria such as business model associated to the project; its sustainability (both in terms of economic viability and environmental sustainability), as well as the degree of attractiveness of the projects for possible collaborations and / or partnerships that may interest the Estra group.

The top 10 projects who have obtained the best scoring will be selected out of all the received applications. These 10 projects will then be invited to pitch in *E-Qube Challenge Event* which will take place in Florence the 12th and 13th of July 2017, after which there will be the award ceremony for the three best projects.

The evaluation committee which will select the 10 finalists as well as the jury who will nominate the three winners will be composed of industry experts, appointed by and from Estra and Spa BIBA Venture Partners.

Awards

The three winning projects will receive the following awards in cash:

1st Prize: Euro 30,000.00

2nd Prize Euro 20,000.00

3rd Prize Euro 10.000,00

All prizes will be paid by bank transfer to the account which will be communicated by the winners

Estra Spa reserves the right to establish future collaborations and/or partnerships with winners and/or selected companies. Collaboration and/or partnership arrangements might be in any case be established after the awards.

Travel and accomodation costs

For each company who is attending the event Estra Spa will ensure the costs of transport, accommodation and meals for one person, specifying that the maximum travel costs incurred by Estra, will be as follows:

Euro 300.00 for air transport

Euro 150,00 for the transport by train or car

Candidates must submit the appropriate documentation proving the costs of transport. Estra S.p.A. guarantee and will cover the accommodation expenses of a night in the hotel and meals during the course of the entire event.

Any additional spending will be the sole responsibility of the participants.

Confidentiality

Data relating to the applications will be kept confidential during the entire duration of the Challenge, in compliance with current regulations in the field of data protection (Legislative Decree no. 196/2003). As one exception, Estra S.p.A. might communicate the names of the 10 finalists and 3 winners, i.e. in particular the object of their business.



Intellectual property, indemnities and guarantees

Each participant:

- a) expressly states that any proposed design idea is original and does not violate in no way, in whole or in part, the intellectual, industrial or industrial property rights of third parties, by extraditing Estra and / or any of its partners from any liability, liability, claim for damages and / or indemnity Which should be advanced by any third party in this regard;
- b) it assumes the burden and full responsibility for the protection of its design idea and its inventive and / or original aspects by means of such means provided by law (registration, patent or the like, as the case may be) before Disclosure of the same on the platform www.e-qube.it and on www.f6s.com/e-qube
- c) acknowledges that the publication of its idea on www.f6s.com/e-qube entails visibility to the whole community, who has access to that page, and that Estra assumes no responsibility for any use and / or misuse of the idea and / or eventual development And the realization of the same and / or the project related to it, by anyone who has come to know it through the access to the platform www.f6s.com/e-qube renouncing the effect of advancing any claim for damages and / Or indemnification against Estra for any title, reason and / or cause.

Acceptance of the rules

Participation in E-Qube Startup Challenge implies the acceptance of all the Terms and Conditions included in the Rules of Participation. Any breach of the Terms and Conditions set out will result in depriving the participants and winners of the benefits and awards.

As such, participants will be required to provide the signature of the legal representative of the company, accepting the rules of this