ELIGIBILITY CRITERIA

LONDON, MIDDLESEX UNIVERSITY BUSINESS SCHOOL

Participation criteria – For both SMEs and investors

SMEs and investors	**Who can apply?**
Ambition (sustainability focus)	Proposing business models or investment in enterprises that are: • Sustainable: working within planetary boundaries and keen to genuinely integrate nature impacts into their business model • Seeking to be nature-positive, and quantify how • If in an industry striving to transform and address environmental issues
Capacity	• Have in place a single point of contact with a team that is prepared to commit to implement the goals of the training
Sector	• Any, but keen interest in agritech, cleantech energy, circular economy solutions, environmental ecosystem services relating to water and air are particularly encouraged
Region	• Global, can be from any region, but need to work on GMT timescales • With a vision or existing body of work that will facilitate the restoration of Africa region (with those suporting the Niger Delta especially welcome)

Participation criteria – SMEs only

SMEs	**Who can apply**
Size	• Early-stage start-ups (SMEs with more than 1 employee)
Length of time in operation	• Early-stage (e.g. 1st round angel investors) • Series A - businesses seeking funding for an idea that has already shown a demonstrable pathway to investor readiness and good prospective business financial projections. • Scale-out phase (e.g. seeking VC investment)
Ambition (finance)	Actively seeking private investment from: • Angel investors • Crowdfunding (crowdfunding platforms, including VC, e.g. Seedrs, Cube) • Private with match funding with local public funds, equity crowdfunding), Accelerators • VC finance
Experience of investment	• No prior investment experience necessary, but have at least a proof of concept and a clear pitch - Interested companies should share any existing pitch deck or pitch summary document e.g. white paper

	• Investment from a substantial high-net worth individual or grant funding an advantage for very early-stage companies • Holding an IP patent/rights an advantage

Participation criteria – investors only

Investors	Who can apply
Investors	Angel investors • Participating investors who are self-certified 'Sophisticated Investors' or 'High Net Worth Individuals' (and who can sign a declaration that confirms this in accordance with UK FCA regulations) VC funders • VC funders that have an investment fund that can support the scale of investment sought by SMEs in the programme

Principles and commitment – all participants

By agreeing to attend this programme SMEs and investors agree to the following shared principles and actions:

	All • You will be required to give your informed consent so that your data and contributions can be recorded, used, and stored by the research team • You agree to **Chatham House rules** where you will not share any details discussed during the workshops and events (unless you have the explicit consent of the relevant individuals)
	SMEs and investors • Be prepared to put into practice lessons learnt during the workshops (e.g. customer engagement, run a pilot) • Taking part in activities to contribute to the design of a Business Biodiversity Calculator toolkit to make sure it is useful to the needs of your business • Commit to completing an evaluation form sent out by the team after the events • Agree to approved ‘observers’ participating e.g. Middlesex University Staff, PhD Students, local government and any other relevant non-SME or investor participants.
	SMEs • Recognise that the selection process will be based on objective criteria that will determine if participants can progress to the pitch event on the 23rd June 2026 • Provide the team with an (early) draft pitch before attending • Have at least some initial traction with investors or sales (i.e. beyond just ‘an idea’)

	Investors • You are genuinely seeking investment in environmentally-focused enterprises and will consider to supporting and investing in the participating SMEs where possible • You will be upfront regarding the extent environmental measures are being used, i.e. share indicators and frameworks (where applicable) used for your investments