



KPMG Nature Positive Challenge 2023

Backing the most innovative eco startups in Australia and the South Pacific

Expression of interest form

The KPMG Nature Positive Challenge acknowledges biodiversity as one of the biggest and most urgent issues facing our planet. This initiative is designed to encourage and support the growth of innovative startups and impact ventures working on solutions, ideas and technology addressing nature-related challenges.

This year, we are expanding the Challenge to include Fiji and PNG-based startups.

We are seeking expressions of interest from organisations with the drive and ambition to restore life on land and life below water.

The KPMG Nature Positive Challenge will select and support five high-potential impact ventures working in:



Biodiversity: accelerating the protection, preservation, and regeneration of all species and living things on Earth.



Blue Economy: encouraging the sustainable use of marine resources for economic growth and community prosperity, while preserving the health of blue ecosystems.

To be eligible for this program, startups should:

- 1 Be a registered company (including partnerships and equivalent for-profit corporate structures) in Australia, PNG or Fiji.
- 2 Be generating revenue or have produced an income-generating solution.
- 3 Demonstrate positive outcomes for Biodiversity and Blue Economy.

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To submit your expression of interest, prepare a pitch deck answering all questions below (5 slides total, 250 words max per question):

- 1 Tell us about your organisation's purpose, your leadership team (including relevant expertise and experience) and any key partners (e.g. research, academic, business, not-for-profit, industry).
- 2 Describe your business model (how does the organisation generate income) and your total revenue for FY22 and FY23 (estimated, if any).
- 3 Share a client example or case study to showcase your solution in practice.
- 4 What is the impact of your solution in relation to biodiversity and/or the blue economy? Why is your solution innovative?
- 5 How can KPMG help grow or scale your solution - what professional services do you think will bring most value to your organisation?

Your startup will be assessed against the following criteria:

Impact-led business model:

- a. Focuses on one or more income-generating solutions (e.g. tools, products or services) for which there is a clear and evidenced market/industry/customer need.
- b. Demonstrates positive impacts on biodiversity and/or the blue economy in our region as defined above.

Innovative solution:

Your organisation is a frontline pioneer and distinguishes itself in the market with a disruptive idea, solution or approach. It also has access to the technology or IP behind it (either directly or via a third party).

Committed team and network:

- a. Relevant collaborators, experts and/or partner organisations that can endorse the potential of your nature-positive solution (e.g. partners, mentors, investors, universities, researchers).
- b. A diverse and credible leadership team with relevant backgrounds, capabilities and experience.

Solution maturity and traction:

- a. Must exhibit evidence (scientific, technological or research-based) that the solution works and creates intended impacts (e.g. through a successful pilot, prototypes, existing customer base).
- b. Your nature-positive solution is scalable and you have considered and mitigated potential negative impacts associated with scale.

Contact us or email your pitch deck by 11:59pm AEST 28 April 2023 to:

AU-FMNaturepositive@kpmg.com.au

By submitting an application into the KPMG Nature Positive Challenge you agree that your personal information will be handled in accordance with the KPMG [privacy policy](#). Read the full Terms and Conditions of the challenge [here](#).



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