APPLICANT HANDBOOK

TechX

Energy Transition Accelerator

COHORT 9

Contents

| Programme benefits

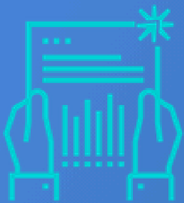
The TechX Energy Transition Accelerator is a 12 -week programme for up to 12 innovative clean energy startups with clear potential to accelerate the energy transition.

The accelerator programme offers startups up to £50,000 in grant funding*, expert support and mentoring on:

Testing your value proposition and business model with technical experts and potential industrial customers across the value chain.

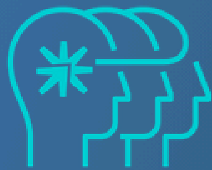
Creating a prototype or minimum viable product.

Pitching to potential customers at our final showcase Demo Day.



Structuring capital raising and pitches to investors, before putting it into practice in investor meetings.

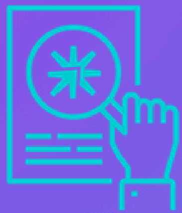
Building diverse and inclusive teams.



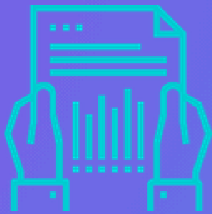
Connecting into NZTC's extensive energy industry network and maximising the benefit.

*The accelerator programme offers startups up to £50,000 in grant funding, which converts into NZTC-held equity under an Advance Subscription Agreement signed before the programme starts (more information on p.2 of this document).

Programme benefits

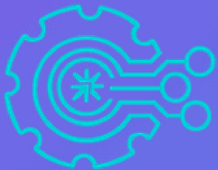


Articulating your startup story and developing your brand.



Structuring your business optimally from a legal and tax perspective.

Calculating and demonstrating your technology's carbon impact.



Protecting your IP, developing an IP strategy and applying for patents.

Growing your company with follow-on business support.

Grant funding

The accelerator programme offers startups up to £50,000 grant funding. Each startup awarded a place on the programme must sign an Advance Subscription Agreement (ASA) before the programme starts. The ASA is also known as a SAFE or Simple Agreement for Future Equity. Under the ASA, the grant funding from NZTC converts into equity held by NZTC under certain conditions.

Please reach out to TechX@netzerotc.com for further information.

| Programme schedule

The programme takes place over 12 weeks and requires a full-time commitment from the startups. Applicants cannot be sole founders and the programme workload should be shared amongst the team depending on expertise. Virtual sessions will run to a UK time zone and there will be multiple weeks you will need to participate in-person in the UK. An allocation of your TechX funding may be used towards travel and hotel costs.

Attendance from at least one member of your team is mandatory for a large percentage of the programme, but we have shaped the schedule with the understanding that startups need to continue running their businesses during the 12 weeks. Each segment will be made up of self-study, online learning, in-person workshop and event and 1-2-1 meetings with experts

The programme will follow a segment format with each segment following a theme:

Segment 1: TECHNOLOGY

Focusing on technology development, intellectual property, prototype development, certification and carbon impact.

Segment 2: BUSINESS

Focusing on customer, market, business model, pricing, business storytelling, team building, marketing and identity.

Segment 3: FUNDING

Focusing on financial modelling, grant writing, crowdfunding, equity fundraising, investor readiness, pitch reviews and growth planning.

All startups participating will have visibility of the full programme schedule prior to the start of the programme.

Key dates

Application & Assessments

APPLICATION WINDOW
22 July - 21 September 2026

NZTC TECH ASSESSMENTS
28 September - 10 October 2026

FURTHER INFORMATION REQUESTED FROM APPLICANTS
12 - 30 October 2026

INDUSTRY REVIEW PROCESS
2 - 6 November 2026

FINALIST REVIEW DAY
12 November 2026

SUSCESSFUL APPLICANT NOTIFICATION
16 - 20 November 2026

2027 Accelerator Programme

PRE PROGRAMME ONBOARDING & DUE DILLEGENCE
16 November - 18 December 2026

IN-PERSON ONBOARDING WEEK
7 - 10 December 2026

2027 ACCELERATOR PROGRAMME
4 January - 26 March 2027

TECHNOLOGY SEGMENT
4 - 28 January 2027

BUSINESS SEGMENT
1 - 25 February

FUNDING SEGMENT
1 - 25 March

Startup eligibility

Before applying for a place on the programme, you must ensure your startup meets our entry criteria and is developing a technology that aligns with our focus areas. Your startup should also:

Be pre-commercial, TRL 3-6

The technology that the applicant company is applying with must be at a technology readiness level (TRL) of between 3 (experimental proof of concept) and 6 (technology prototype demonstrated in a relevant environment

Create impact in Scotland

All startups must have a presence in Scotland or demonstrate strong ambitions to deploy their technologies and create economic impact in the North East of Scotland. All accepted applicants will need to set up a UK company if not already established.

Have a disruptive new technology

All startups must have a patentable, novel hardware technology that demonstrates inventive step in the concept, components, design, manufacture, or system that yields significant improvements on existing technologies in cost, efficiency, or performance

Contribute to the Energy Transition

All startups will plan to support the North East economy to evolve by either enabling emissions reduction and efficiencies in traditional oil and gas industries, or accelerating the growth of new industries that the North East of Scotland can play a role in such as offshore wind, energy storage, alternative fuels, carbon capture and storage

| Startup eligibility

Actively participate & demonstrate commitment

All startups must commit to actively participating in the programme for the full 12 weeks with at least one member of the team attending all required sessions and meetings. This will include travelling in the UK for in-person weeks, participating in regular online workshops based on a GMT time zone, and being available from Monday to Thursday for the full programme.

Be eligible for funding

All startups must meet the requirements under the UK's Subsidy Control Act (2022) to be able to claim funding. The TechX funding of £50,000 must not result in the company exceeding the Minimal Financial Assistance threshold over the last three year period.

Have not applied to TechX more than three times

Startups must not have applied to the TechX Accelerator more than three times with the same technology.

Still unsure if your startup meets the criteria?

Get in touch with our team who can clarify for you:

TechX@netzerotc.com

Startup eligibility: Technology focus areas

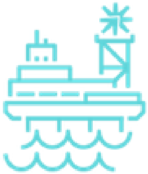
TechX are seeking startups with hardware technologies that can contribute to the energy transition, which may include:

Clean Power

technologies in offshore renewable power generation, energy storage, and management and maintenance of power systems

Clean Fuels

technologies in hydrogen, alternative fuel production, carbon capture, fuel cells and generators, fuel storage and transport and chemicals and feedstocks for fuel production.



Clean Production

technologies in emissions reduction, efficient production, decommissioning, asset integrity, measurement monitoring & verification and inspection & maintenance

TechX focuses on industrial applications, so technologies that would be out of scope include renewables for domestic applications, electric vehicles, or consumer products.

TechX are particularly interested in hardware technologies that are digitally enabled, leveraging artificial intelligence, sensors, autonomous systems, or drone platforms, to drive industrial performance in offshore, inspection, and energy applications

| The application process

Startups will apply online and provide details on their business, founders and technology. Startups will be scored based on the technology innovation, technology impact, team and fit with TechX as evidenced by a video submission and a supporting slide deck. Applications will be through our NZTC applications platform.

Video and deck submissions

As part of the application, startupswill be required to submit a 5 minute video and a supporting slide deck. The initial assessment of your application is based on your video and supporting deck submissions – so make them count! A great submission will demonstrate innovation, technical detail, entrepreneurial spirit and enthusiasm.

Your 5 minute video submission will be assessed using the following weightings:

Technology Innovation

25% weighting
1.5 minutes of video time suggested

Technology Impact

25% weighting
1.5 minutes of video time suggested

Team

25% weighting
1 minute of video time suggested

Why TechX?

25% weighting
1 minute of video time suggested

We try to make it as easy as possible for applicants to produce a video with the information we need to assess your startup. We have provided a list of questions that **must** be answered in your video to give your application the best chance of being successful.

We recommend that your video submission is uploaded as an unlisted entry to prevent public viewing of the content. Videos must be accessible via link or password-protected with the password included in your application.

If your application makes it through our initial assessment, further information will be requested. Your response to this request is required to proceed in the application process. Please ensure you have read and understood the assessment timelines and full application criteria.

| Technology Innovation

In your video we ask you to use visuals and imagery to showcase your technology and to help us understand how it works. The following questions must be answered:

Tech

What is the technology you are submitting to TechX and how does it work? How is the technology innovative? Please include a diagram or visuals which clearly explain how the technology works.

Problem

What is the problem you have identified and will your technology solve it? Please quantify if possible.

Progress

Describe your progress so far in developing the technology. At which Technology Readiness Level is it?

Your application will be assessed by technical experts, so please provide as much information as possible. The highest quality submissions we see include diagrams, images, drawings and / or videos that illustrate how the technology works.

We understand that applicants at the earlier stage of development may not have well-polished CAD drawings or animations, but show us anything suitable you do have, whether it be a hand drawn sketch, simple mock-ups or even videos of you in the lab testing DIY prototypes.

| Technology Impact

In your video we ask you to highlight the impact your technology will have. The following questions must be answered:

Customers

Who will be your key customers? How will this technology benefit them? How will these benefits translate into measurable commercial value (e.g cost savings, efficiency gains, or revenue growth?) Please quantify if possible

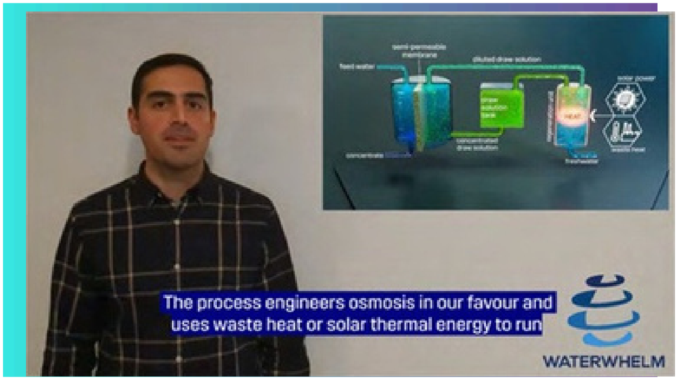
Market Impact

What benefits will your solution provide to these customers over existing solutions on the market? Please quantify if possible

Energy Transition

How will your tech either enable emissions reduction and efficiencies in traditional oil and gas industries, or accelerate the growth of new industries that the North East of Scotland can play a role in such as offshore wind, energy storage, alternative fuels, carbon capture and storage?

Example still from previous video:



- Clear visuals used to explain the technology
- Enough detail to understand how it works and what makes it innovative

| Team

In your video we want you to show your personality, passion and make us excited about your team and business! The following questions must be answered within your video:

TEAM

Introduce your team members (names, job titles). What are the relevant skills and experience your team has that will increase your startup's chance of commercial success?

GAPS

What skills gaps have you identified in your team and how do you plan to remediate them?

AMBITION

What is your ambition for the company over the next 10 years?

At TechX we believe that a diverse, enthusiastic team is key to any startup's success. We want you to showcase a strong founding team with the ambition to propel your technology and business to commercialisation and beyond.

Hear from all founders and see the full team, including detail on their roles and expertise

Showcase your passion, energy and determination

Why TechX?

In your video we want you to explain why the accelerator would be a good fit for your company. The following questions must be answered within your video:

TECHX

How will participating in the TechX programme and receiving the TechX funding benefit your company?

SCOTLAND/UK IMPACT

How do you expect your company to benefit Scotland and the wider UK in the future?

We want to know the reason you have selected TechX, out of all of the other accelerators, as the best programme for you and your startup.

Top Tip

Your video will need to be uploaded online to a platform such as YouTube, Vimeo or Dropbox and made unlisted with no password protection or with password supplied. The link should be provided in the application.

Supporting slide deck

Your supporting deck is your chance to include any important information that you didn't manage to include in your video. Your supporting deck should be 6 pages and provide additional evidence on the technology and team. The content should consist of:

1: Cover - Your company name and link to website
2: Technology - how does it work
3: Technology - the problem it is solving
4: Technology - progress to date
5: Team - organisational chart
6: Why TechX – why should we pick you

We will provide a copy of your deck to all assessors to support with their scoring. Within the deck we suggested you break down the technology, any calculations and include any details that will help assessors understand how it works.

Top Tip

A perfect application will leave assessors with no questions or assumptions on how your technology works.

| How should I approach filming my video?

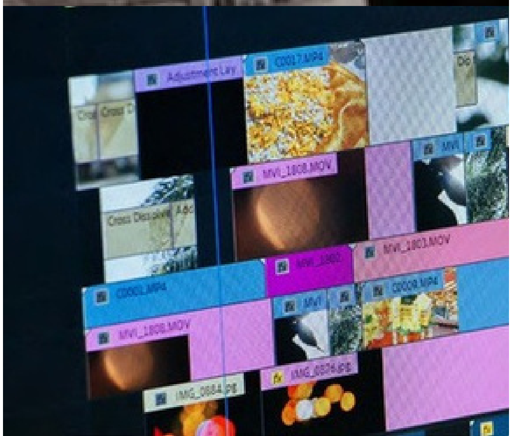
Script

We suggest that all applicants use the video questions to build out a script for the video. Draft a response to each question and ensure you have all the key points you want to cover. Once you have your responses to the questions, finesse and fine tune these to make sure your video flows well. Practise reading your script out loud, ensuring you can deliver it naturally and with passion.

Storyboard

Once your script is ready we would suggest pulling together a rough storyboard on how you want your video to look and feel. Highlight key points in your script where imagery or slides may be useful to demonstrate what you're talking about. This is your chance to be creative and make sure your video stands out. Think about filming locations and who you want from your team to be on-screen.

Only when you are completely happy with your script and storyboard should you start to film your video; filming often takes longer than expected, so leave yourself plenty of time to get the perfect take.



Filming & editing

Production values are not important to us - webcams and phone cameras can be used for filming and basic video editing software can typically be found already installed on most PCs or online for free.

| How will my application be assessed?

1. **NZTC Assessment | 28 September - 10 October 2026**

Applications must be finalised by Monday 21 September and will then be assessed by our NZTC technology experts. With over 200 applications predicted, it is vital that all applicants ensure their application is well polished and follows the application criteria. If your video submissions run over the maximum time limit or fail to answer the video questions they may be discounted.

2. **Further information Requests | 12 - 30 October 2026**

If you successfully pass the NZTC assessment stage, you'll be notified on 12 October. Between 12 - 30 October 2026, selected, startups will be asked to provide additional information to support our due diligence process.Up to 20+ shortlisted startups will be required to submit these follow-up responses to remain in the selection process.

3. **Industry Review | 2 - 6 November 2026**

Shortlisted applications will then be reviewed and scored by a group of external assessors at our Industry Review Day. During the day we will also capture detailed feedback for applicants that will be available upon request. From the 20+ startups reviewed, up to 14 finalists will be invited to the final stage of assessments, our Finalist Review Day.

4. **Finalists Review Day | 12 November 2026**

Finalist startups will attend our finalists review day to discuss their technology and business. Full guidance and event details will be shared in advance.

5. **Startup Notification | 16 - 20 November**

All finalists will be notified of the outcome.
Successful startups will then proceed to due diligence and onboarding.

Top Tip

Save the date - if you are successful with your application, you will need to be available on Thursday 12 Novemeber for our Finalist Review Day

| Hints and tips

Start your application early

The closing date for applications can come around very quickly. It can take significant time to build out your application video and deck, so ensure you leave yourself lots of time to perfect every aspect. Start your application to see a full breakdown of the application form and receive regular updates on the application timeline and news.

Think outside the box

Put yourself in the assessors' shoes. Your application will be one of 200+ that is reviewed during the assessment period so think what can you do to make yours different to the others. What will make assessors want to score your application higher and remember you as a startup! In previous years we've seen filming onsite at test facilities to mock gameshows.

Tell your story

Do not underestimate the power of your story. Tell assessors what sparked your idea whether it be university research to working with your co-founder in industry to an inspiration from nature. Insights into your story help make you, your startup and your technology memorable.

Speak to the TechX team

The TechX team are here to support with your application. We encourage everyone who is planning on applying to the programme to reach out for a call. We can give pointers, review scripts, and answer any questions you have on the programme.

Get in touch with one of our team: TechX@netzerotc.com

| Frequently asked questions

Do the founders need to be the ones attending the programme or could staff attend?

Original founders must attend the onboarding of the programme and key events throughout, but later in the programme startups can invite senior staff to participate depending on expertise or as an upskilling opportunity. Content will range from finding a market, building a team, protecting intellectual property, to calculating carbon impact, making sales and more.

Why does NZTC require each startup on the accelerator to sign an Advanced Subscription Agreement (ASA)?

Each startup must sign an ASA so that funds provided to startups are later converted into equity and liquidated, allowing the capital to be recycled by NZTC for the benefit of future cohorts.

Can I apply with more than one technology?

We ask that startups only submit one application to the Cohort 9 Accelerator. If you have multiple technologies, we suggest that you select the technology that aligns most accurately with our focus areas, and that has the greatest impact in accelerating net zero.

Can I update my application after submission?

Onceyou have submitted yourapplication, you will not beable to edit it, so please ensure you are happy with the contents prior to clicking the “submit” button. If you have any issues with your application the TechX team will happily provide support to TechX@netzerotc.com.

How will my travel and accomodation be covered for the in-person weeks?

An allocation of your TechX funding can be used towards travel and hotel costs.

I've already completed multiple accelerators - what is different about this one?

We have designed the TechX Accelerator to target key challenges faced by startups in the energy sector which ensures our pioneering founders gain valuable benefits that propel their innovations forward to commercialisation and beyond. From interactive business simulations to high-impact training sessions, to direct conversations with potential customers and investors – the programme is packed with activities and resources to build your startup step-by-step.

Will I receive feedback on my application?

All startups will receive a standard response following each assessment stage notifying them if they have or have not progressed through to the next stage, however we are more than happy to provide individual feedback on requests. Please contact TechX@netzerotc.com for feedback and updates.

Funded by UK Government

Scottish Government
Riaghaltas na h-Alba
gov.scot

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Technology Driving Transition

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