

ACCELERATE YOUR CORPORATE VENTURES CAPITAL GOALS AND ECOLOGICAL TRANSITION THROUGH STRATEGIC INVESTMENT AND COLLABORATIONS WITH THE GLOBAL CLIMATE TECH ECOSYSTEM

How to combine

CORPORATE BUSINESS OPPORTUNITIES

STRATEGIC INVESTMENT AND COLLABORATION

CONCRETE RESULTS

BIO-SOLUTIONS STARTUP PROGRAM
2023 GLOBAL EDITION
POWERED BY CYCLE MOMENTUM

 **suzano**
ventures
seeding the future

« Accelerating the future of bioeconomy based on planted trees »

ABOUT SUZANO AND SUZANO VENTURES

Suzano is the world's largest producer of hardwood pulp and the global leader in the innovation and production of renewable, bio-based materials for consumer and industrial use. It has had a long history of backing new ideas and evolving throughout its 100-year history. In mid-2022, the company launched Suzano Ventures to help shape the company's future by bringing it closer to a new ecosystem of entrepreneurs focused on 4 areas: new applications of eucalyptus biomass, sustainable packaging, forestry-tech and carbon.

CONTEXT

After finding a partner to do a local program in Brazil, Suzano Ventures realized the need for an international program to find global solutions. The company decided to create an acceleration program with Cycle Momentum, an accelerator and innovation platform in climate tech, given its expertise in specialized international corporate programs and its network related to the venture capital world. Together they launched the Bio-Solution acceleration program, 2023 Global Edition. This initiative seeks start-ups with high-growth potential solutions in the areas of eucalyptus biomass and sustainable packaging, looking for a strategic partner and investor

 **Cycle
Momentum**

BENEFITS OF THE PROGRAM

A world-class acceleration platform recruiting start-ups and identifying the best specific solutions available, enabling our CVC partner to boost its dealflow and accelerate the deployment of capital in high-potential startups.

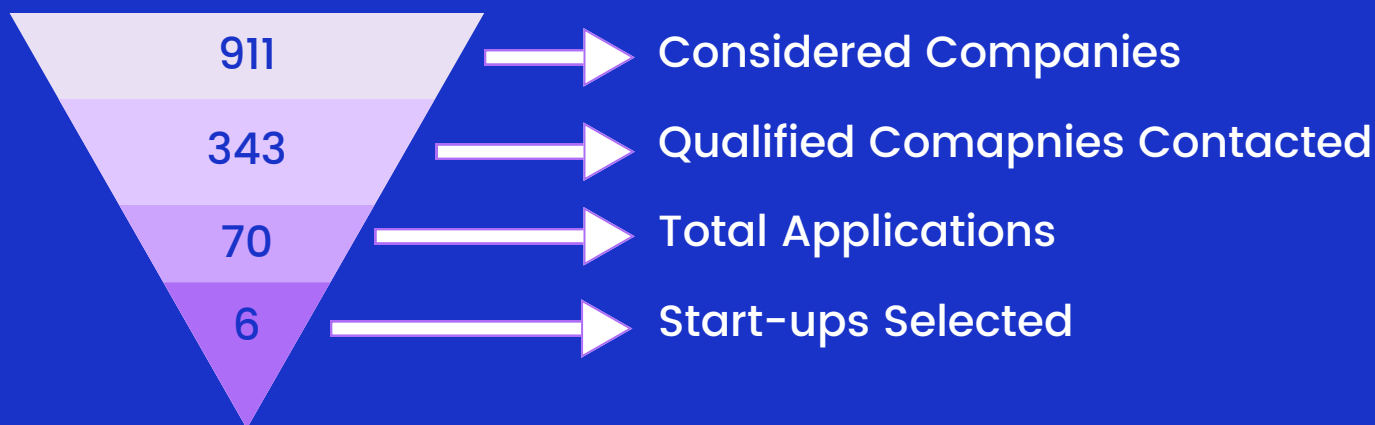
Our dynamic team is experienced in the development of specialized corporate innovation programs.

- Cycle Momentum developed a program tailored to the needs of Suzano's innovation and corporate venture capital units to enhance the pipeline of short and medium-term strategic investment opportunities
- We accelerated selected startups by assisting them in refining and preparing for strategic partnerships and investment ventures.

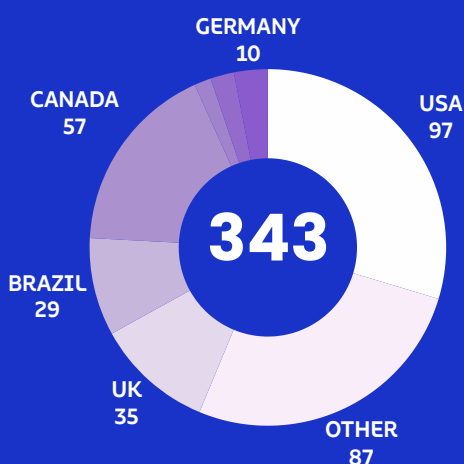
For Suzano Ventures, we designed a collaborative and structured approach focused on developing tomorrow's suppliers of specific climate tech solutions based on:

- An international network of climate tech experts and collaborators
- An efficient approach enabling focus - speed - impact

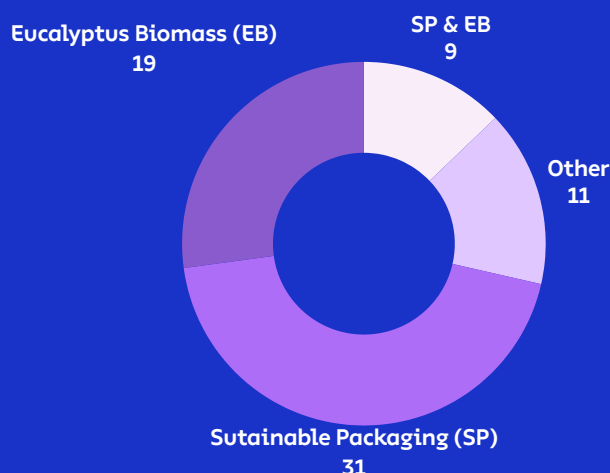
START-UPS WITH INNOVATIVE TECHNOLOGIES APPLIED AS A RESULT OF SCOUTING, REFERENCING AND CALLS FOR APPLICATIONS.



START-UPS CONTACTED BY COUNTRY



SOLUTIONS BY AREA TARGETED



CONCRETE RESULTS FOR SUZANO VENTURES AND VALUE CREATION THROUGHOUT THE PROGRAM

- ✓ Engaging in global recruitment and scouting activities, resulting in 70 high-quality start-up applications. We evaluated a pool of 910 start-ups, of which 343 met the criteria and were actively invited to apply. An international network of over 110 stakeholders among accelerators, economic promotion agencies, investors, mentors, and key industry players from 4 continents. They provided references for potential start-up candidates.
- ✓ A multidisciplinary program that allowed Suzano Ventures to accelerate the identification, and technological validation of startups at an international scale, focusing on sustainable packaging and biomass solutions applicable to eucalyptus.
- ✓ The program allowed Suzano Ventures to introduce advanced materials technologies to its internal R&D teams, giving them exclusive access to the entrepreneurial teams of startups. This provided Suzano Ventures with the opportunity to test these new materials and confirm their potential for future business opportunities.
- ✓ An acceleration program involving over 32 individuals, including experts, investors, mentors, entrepreneurs in residence, and collaborators. Each start-up received over 60 hours of specialized group and individual sessions, mentoring, and technology validation with the corporate partner increasing the later traction of the startup and ongoing support throughout the 4-month program. Culminated with start-ups presenting a final pitch in front of an investor network.
- ✓ Engaging in a tailored acceleration program, start-ups align with CVC needs, enhancing Suzano Ventures' pipeline. This ensures startups are better prepared by having their product market fit and steps to scale and commercialization, fostering interaction with corporate investors and mitigating risks for future strategic investments.
- ✓ Suzano Ventures joins the Circle of Partner Funds investor network by Cycle Momentum, gaining regular access to climate solution startups seeking investments. This strategic move reduces investment risks, enhances the CVC's pipeline, and provides flexibility to choose between lead or follower investor roles.



Paula Puzzi
CVC Manager
at Suzano Ventures

“Our purpose in initiating the Bio-solutions Startup program with Cycle Momentum was to help empower bioeconomy visionaries worldwide by providing them access to expertise, experiences and skills training which they might otherwise receive. Throughout the program we were able to establish effective collaborations with the startups to foster innovation and drive the future. It also gave us a platform from which to consider investment opportunities through the lenses of technology readiness, business potential and strategic fit. The expertise of the Cycle Momentum team added great value through their insightful training modules and their customized mentoring, which has played a crucial role in supporting the startups on their journey. We believe our partnership with Cycle Momentum was rewarding for everyone involved in the program. I am honored to be part of a company that believes in the potency of collaboration in the innovation ecosystem, helping to steer the development of sustainable deeptech solutions with potential to transform the bioeconomy for our planet and future generations.”

“IF YOU TOO WOULD LIKE TO ACCELERATE YOUR COMPANY’S ECOLOGICAL TRANSITION THROUGH STRATEGIC COLLABORATIONS WITH THE CLIMATE TECH ECOSYSTEM, PLEASE CONTACT US FOR A DISCUSSION.”

Niels Hagège –Director, Business Development and Partnerships

