



澳門大學  
UNIVERSIDADE DE MACAU  
UNIVERSITY OF MACAU



創新創業中心  
Centro do Inovação e Empreendedorismo  
Centre for Innovation and Entrepreneurship  
國家級眾創空間  
Espaço Nacional de Trabalho Colaborativo  
National Co-Working Space

# The BOC Trophy **UltiMater** Entrepreneur Competition

## Competition Regulation

### 1. Introduction:

To accelerate the commercialization of university research achievements, and to actively promote communication, collaboration, and market alignment among the University of Macau (UM), industries, investors, governments, and non-governmental organizations. The UltiMater Entrepreneur Competition is organized and operated by the Centre for Innovation and Entrepreneurship (CIE) at UM aiming to leverage enterprise and market resources to enhance conversion rates and establish a vibrant innovative research and development ecosystem. The Competition supports start-up projects that align with the “Development Plan for Appropriate Economic Diversification of Macao SAR (2024-2028)” and the relevant policies of the Guangdong-Macao In-depth Cooperation Zone in Hengqin.

The competition focuses on recruiting innovation projects in fields such as big data/artificial intelligence, robotics/intelligent manufacturing, new materials, financial technology, biomedicine/big health, and low-carbon technology/sustainable development. It provides students the opportunity to develop and assess their business plans while preparing them for future entrepreneurship.

Winning teams will have the opportunity to incubate at the CIE of UM (National Co-working Space) for 18 months. During the period, the companies will benefit from regular services valued at over MOP 150,000. They may also be recommended to apply for "Innovation and Entrepreneurship Funding Scheme" of the University of Macau Development Foundation and the "Funding Scheme for Industry-University-Research Partnership for Enterprises" from the Macao Science and Technology Development Fund to further implement their business plans and establish platforms for entrepreneurial resources and market alignment.



## 2. Eligibility:

Students currently enrolled in higher education institutions in Macao and Macao residents studying in higher education institutions outside Macao are eligible to participate.

## 3. Awards

The competition is sponsored by the Bank of China (Macao) and includes the following awards. The top three teams and the outstanding award winners will have the opportunity to reside in the Centre for Innovation and Entrepreneurship (CIE) (National Co-working Space).

Awards	Prize
First Place	MOP50,000
Second Place	MOP30,000
Third Place	MOP10,000
Outstanding Prize (3 teams)	MOP5,000 each
Bank of China Best Innovation Award (New)	MOP5,000
Best Business Plan Award (New)	MOP5,000
Innovative Technology Award (New)	MOP5,000
Best Trade Show Award	MOP5,000
Best Elevator Pitch Award	MOP5,000

## 4. Schedule

Date (Tentative)	Stage
March 31, 2026	Acceptance of <u>Application</u>
May 7, 2026	<b>Deadline</b> of Application & Submission of <u>Executive Summary and Declaration</u>
May 20, 2026	Announcement of <b>1st Round Result</b> (Top 12), Assignment of Startup Mentors
June 1, 2026 Morning	<b>UltiMater Camp</b> : Workshop of Deepening Business Plan and Roadshow Skills
June 1, 2026 Afternoon	<b>UltiMater Camp</b> : Sharing Experiences in Technological Innovation



<b>July 31, 2026</b>	Submission <b>Deadline</b> for Presentation Materials for Business Plan (the Most Updated Version PPT of the Project) & Materials of Trade Show
<b>August 26, 2026 Morning</b>	<b>2nd Round Competition</b> (Top 12 to Top 6), elevator pitch and presentation of Business Plan
<b>August 26, 2026 Afternoon</b>	<b>Final Round</b> (Business Plan Presentation)
<b>August 26, 2026 Evening</b>	Networking Dinner and Award Ceremony
<b>Mid to late November 2026</b>	Participation in UltiMater 2026—The 5th UM Innovation and Entrepreneurship Exhibition and showcase of the Top 12 teams.

*\*The University of Macau reserves the right to adjust the dates due to unexpected circumstances and will notify applicants of any changes.*

## 5. Judging Process

### 5.1 Judging Committee

The Judging Committee will consist of entrepreneurs, investors, and faculty members invited by the University of Macau.

### 5.2 Judging System

The competition will be conducted in three rounds:

#### 5.2.1 First Round: Executive Summary

- Participating Teams are required to submit a four-page executive summary of their business plan during registration.
- The judging criteria will focus on the innovation, feasibility, and market potential of the product or service.
- The Top 12 teams will advance to the next stage and are required to attend the Entrepreneurship Training Workshop, Seminar and Exchange Activities.

5.2.2 Each selected team will be assigned a mentor for guidance.



## 5.2.3 Second Round: Elevator Pitch and Business Plan Presentation

### Elevator Pitch

- Only one member from each team can be assigned to make a 90-second presentation and a 3-minute Q&A session in front of the Judging Committee
- The Judging Committee will score and select the best elevator pitch winner.
- The scoring of the Elevator Pitch will contribute 30% of the Second-Round assessment.

### Business Plan Presentation

- The 12 finalist teams are required to submit an enhanced business plan (no more than 15 PowerPoint slides) after participating in the UltiMater Camp.
- Judging will focus on the value proposition of the product or service, feasibility of the execution plan, and fundraising potential.
- The 12 finalist teams will be divided into two groups with 6 teams in each group.
- Each advancing team will deliver a 10-minute presentation followed by a 10-minute Q&A session with the judges. Not every team member is required to participate in the presentation, but the entire team should endeavor to be present for the Q&A session. The Judging Committee would ask questions to specific members of the team as per their role and expertise.
- The business plan presentation score will contribute for 70% of the Second-Round score.
- The top three scoring teams from each group (six teams total) will advance to the final round.



## 5.2.4 Final Round

- The 6 finalist teams will make the final presentations. The format will be the same as the business plan presentation in the Second-Round. While not all team members are required to present, the entire team is encouraged to participate in the Q&A session.

## 6. Registration

### 6.1 Eligibility

- Registered company is NOT mandatory required. Teams may consist of start-ups established for at less three years with minimal accumulated profits or no revenue to date, or project teams possessing entrepreneurial.
- Companies with over RMB 10 million in pre-seed funding or established for more than three years are ineligible.

### 6.2 Team Composition

- Each team must consist of a minimum of two and a maximum of five members, with at least 50% of members being:
  1. Students currently enrolled in higher education institutions in Macao, or
  2. Macao residents studying in higher education institutes outside Macao
- Teams must declare all members at the time of registration. No changes to team members are allowed after the submission of the business plan.
- All team members must play a leading role in the company (project) and the core technology (if applicable) of the project must be held by:
  1. Students currently enrolled in higher education institutions in Macao, or
  2. Macao residents studying in higher education institutes outside Macao, or
  3. The supervising teacher of the participating team holds.
- Each team must designate a team leader as the main contact with the organizers.
- Participants may only join one team. Any participant found registered with multiple teams will be disqualified.



## 6.3 Registration Details

- Registration is open from now until **May 7, 2026**.
- Complete the **online registration form (link: <https://umac.questionpro.com.au/t/ARuH2ZSBNf>)** and submit a **four-page executive summary and declaration form**.
- Team name has to be the same as company name and it is not allowed to be changed during the competition.
- Each team is **ONLY** permitted to submit 1 Executive Summary for the first round of judging.
- There are no restrictions on competition themes, but participants are especially encouraged to focus on technological innovation. **Themes may include but are not limited to nanotechnology, information technology, renewable energy, environment, healthcare, financial services, logistics, and social enterprises, etc.**
- All the materials and declaration should be submitted online. Hard copies will NOT be accepted.
- All submitted materials must be written in Chinese and be the original work of the participants.
- 6 shortlisted teams from the Second-Round judging are required to join the Final Round, and the UltiMater 2026, the 5th UM Innovation and Entrepreneurship Exhibition.
- The organizers reserve the right to verify company information, and teams must cooperate accordingly.

## 7. Writing Guideline

### 7.1 First Round: Executive Summary (4 pages, PDF format)

1. Clearly indicate the team's name, team leader, and members. Please use the product/ service as the file name.
2. The summary should provide an overview of the business plan, including the feasibility and market potential of the product/service.
3. The focus should be on the innovativeness of the proposed product, service or business model.
4. Introduce the business and its products, emphasizing their advantages.



5. Use single-line spacing, A4 size, 12-point font (Times New Roman), include page numbers, and limit the file size to 5MB.
6. Additional pages, covers, or appendices are not allowed and will result in disqualification.
7. Suggested content (for reference):
  - Mission: Briefly describe the business, the problem it aims to solve, and how it will solve it.
  - Company Information: Include the founding date, founders, their roles, and the current number of employees.
  - Product/Service: Introduce the product/service and demonstrate its feasibility and market potential (products that violate physical laws or are based purely on speculative technology will not be accepted).
  - Potential Market: Explain the target market, why it is needed, and how the market demand will be met.
  - Future Plans: Provide an overview of the company's future development plans.

## 7.2 Second Round: Business Plan (no more than 15 slides, PDF format)

The business plan should elaborate on the value proposition of the product/service and address the feasibility of the execution plan and fundraising potential. Suggested content (for reference):

1. Overview of the business, including project name and description of the product/service.
2. Briefly describe the market problem or opportunity and how your product/service addresses it.
3. Product development plan, target market size, and general pricing.
4. Marketing strategy, distribution plan, and sales channels to attract customers.
5. Analysis of competitors and key differentiators to demonstrate competitive advantages.
6. Briefly outline the team's ability to achieve the business plan.
7. Start-up budget, budget plan, and projected cash flow.



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## 8. Enquiries

For any enquiries, please contact:

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