

German-Baltic Business Award 2024

Guidelines

The organizer of the German-Baltic Business Award is Deutsch-Baltische Handelskammer in Estland, Lettland, Litauen e.V., Breite Str. 29, 10178 Berlin, Germany (hereinafter AHK).

This year's award goes to a company which operates in Green Tech, Climate Tech, Sustainability or provides a special good or service in this particular field.

These Guidelines are supposed to help your company to apply and to ensure transparency during the process and the evaluation.

1. Intention

The aim of the German-Baltic Business Award is to identify the best Green Tech projects in the Baltic States - for society, the economy and education - to evaluate and honor the most outstanding projects and to understand the importance of Green Tech for the growth of society and the economy in the Baltic States. Also, to become a strong partner in a unified Baltic-German economic relationship.

2. Participants

- 2.1. The German-Baltic Business Award is open to all Baltic based companies which operate in Green Tech, Climate Tech, or Sustainability - private, as well as state-owned companies.
- 2.2. The companies must be located in Estonia, Latvia or Lithuania.
- 2.3. The Application is without charge or any fee.

3. Application

3.1. The application needs to contain:

- Company name:
- Contact person, Email, Phone, Website:
- In which Green Tech, Climate Tech, or Sustainability sector does your company operate?
- Company and product description:
- What benefits does your innovative product or service provide to customers and consumers?
- USP of your product/service/solution:
- Clients abroad and export markets:
- Founding year:
- Number of employees:
- Turnover in 2022 and 2023:
- Additional information you would like to add (download link to files):

3.2. Please do not use more than 1000 characters for each bullet point.

4. Prize

4.1. Firstly, three winners will be nominated. The three winners (gold, silver, bronze) can be selected from all participating companies no matter where they are located, so the winners are

not state related. Secondly, the winners of this year will be awarded with the title “Green Tech Innovator of 2024”.

- 4.2. The three winners of the German Baltic Business Award will be invited to participate in the 4th German-Baltic Digital Summit and the 2nd Baltic Sea Business Day in Rostock, Germany.
- 4.3. The invitation to Rostock includes the flight from Tallinn/Riga/Vilnius to Germany on the 17th of April 2024 and the return flight on the 19th of April 2024 for one person of each winner company. Also, the accommodation in a hotel in Rostock for two nights including breakfast and a three-day program, including an exhibition booth in the expo area of the conference and matchmaking possibility with German companies.
- 4.4. Another advantage is the great media attention, that the three winners of the German Baltic Business Award will receive in Germany and the Baltics, especially through AHK social media channels. In addition, the winners will be published in the business magazine Baltic Business Quarterly, edition June 2024.

5. Timeline

- 5.1. From 1st of February 2024 till 29th of February 2024 is the application phase. Application which are not submitted in time cannot be taken in account. Application will be done electronically.
- 5.2. From 11th till 15th of March 2024 the jury will be voting. The jury members receive the application documents and evaluate them using a points system. Explained below (7. Evaluation). Based on the jury's assessments, up to nine finalists will be selected.
- 5.3. On the 18th of March 2024 the nine finalists will be listed online on the website of AHK. From the 18th of March till the 28th of March 2024 online public voting will take place. In this phase everyone can vote for the nine finalists. Be aware that the online public voting will count as one vote next to the jury's votes in the final decision.
- 5.4. On the 26th of March 2024 15:00-17:00 (EET) is the online pitch event. The nine finalists will face the jury's judgment in this online pitch event. Each of the finalists will present themselves and their ideas in a 4-minute online pitch. Afterwards the three winners will be determined by the jury member's ratings and the online vote.
- 5.5. On 18th of April the three winners will be announced in Rostock at the German-Baltic Digital Summit on the main stage.

6. Presentation

The presentation is a 4-minute online pitch via Zoom or MS Teams. Any company member can pitch, and the pitch is a requirement. If you don't pitch your company, you cannot be considered. The pitch should provide all the important information about your company.

7. Evaluation

- 7.1. The evaluation is based on the point system and the highest score wins.
- 7.2. The following criteria will be evaluated and are given points for:
 - Innovation
 - Market potential/scaling
 - Social added Value
 - Sustainability aspects and impact
 - Profitability of the business model
 - Team: Competence of the acting person
 - Connection to Germany
 - Idea and quality of the pitch (regarding the nine finalists, final vote)

8. Jury

The submitted applications are evaluated by a competent and expertise jury, consisting of 5-7 high-ranking industry representatives from Germany.

9. General Principles

- 9.1. There is no legal entitlement to participation.
- 9.2. All information provided in the context of the competition has been provided to the best of your knowledge and belief.
- 9.3. Participation is made in good faith.
- 9.4. By participating and attending the German-Baltic Business Award you agree to the AHK Data privacy policy ([Datenschutzerklärung \(ahk-balt.org\)](https://www.ahk-balt.org/Datenschutzerklärung)).