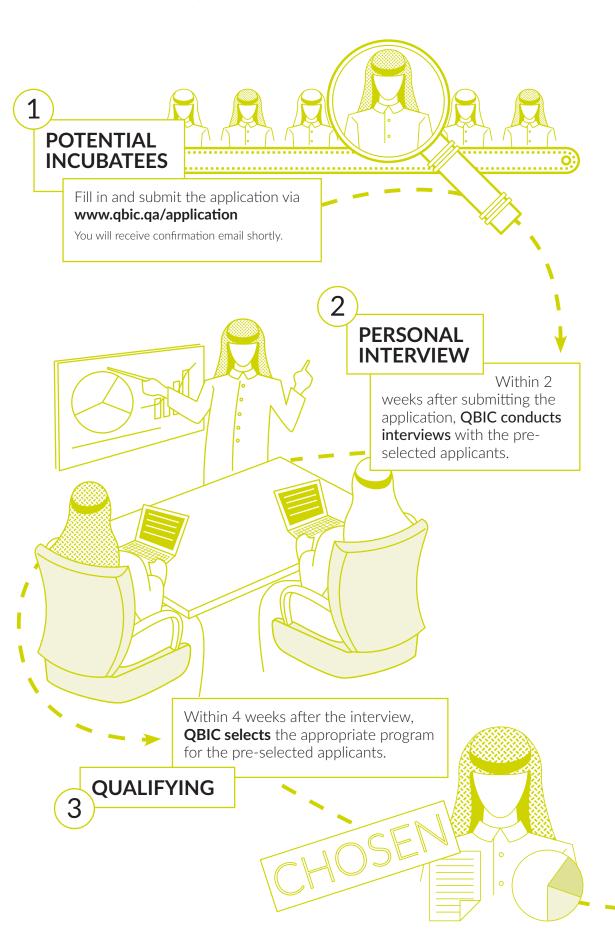
INCUBATION PROCESS





Incubatees focus on developing and commercializing their product. Equity financing of up to QAR 200,000 is available. QBIC guides operations and reviews performance to help businesses meet agreed milestones



QBIC provides support in the form of coaching to grow incubatees' businesses and continues to monitor performance. Scaleup companies can opt for additional financing by QBIC partners if required

> SCALE (12 to 24 months)

Successful entrepreneurs sign incubation agreements and set milestones for the next 3 months. Seed funding up to QAR 100,000 is available for customer validation and prototype development based on their milestones. If customer validation

ACTIVATE (1 to 3 months)

STARTUPS

Startups under incuba-

tion come either from the

LeanStartup Program, or

have identified business

opportunities and already

completed some form of

customer validation. Start-

ups take part in workshops,

coaching sessions to accel-

erate the growth of their

a mentor

business, and are assigned

are entrepreneurs who

is successful, incubatees may pitch for the

next stage of the Program



Scaleups are young companies with significant potential to grow. Scaleups under incubation take part in the Lean Scaleup Program

> LEAN **SCALEUP**

INDUSTRIAL WORKSHOPS

Space and mentoring is available to earlystage and smallscale production companies who require light manufacturing operations and have potential for businesses success

LEAN STARTUP PROGRAM

A 10 week action-oriented program focusing on how to turn ideas into real businesses. At the end of the program,

entrepreneurs pitch their businesses to judges and if successful, will qualify for incubation at QBIC

DIRECT INCUBATION

Within 1 month of qualifying, selected startups, scaleups and light manufacturing businesses will need to pitch their business idea to QBIC in order to be incubated. QBIC will help you to prepare for this pitch

Incubatees graduate after 2 years, or earlier if they fulfill their milestones in their incubation agreement

GRADUATION

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POST-GRADUATION

QBIC's support remains available in the form of space for 1 year and guidance for 6 months. If incubatees receive external equity financing, QBIC will sell their shares at market value