



YOUR GATEWAY TO DUAL-USE SUCCESS

THE REFERENCE TRAINING ORGANISATION FOR
DUAL / DEFENCE COMPANIES



SELECTION

Prerequisites & selection process

PREREQUISITES

- Be over 18 years old
- Be part of the management team of a company (partner, CEO...)
- Speak French and/or English

OBJECTIVE

To provide you with the keys to:

- refine your development strategy
- prepare your future fundraising rounds
- access the markets you are targeting, particularly in the defence sector

SELECTION PROCESS

- Company of any size (micro-enterprise, very small enterprise, SME...)
- Project analysis (technological aspect, stage of progress, duality)
- Interview with the management team

TERMS

Teaching: training modules and personalised mentoring

Assessment: placement tests (pre/post), mock pitch in front of investors, questionnaires during the training

Technical means: Zoom, WhatsApp, Google Drive

THE PROGRAMME

The Dual Boost training

At least two OPEN training sessions per year, one per semester.

A 100% DIGITAL TRAINING

- 8 weeks of training
- 38 hours of specialised modules
- Individual coaching
- Over 100 industry experts at your service

DIRECT ACCESS TO FUNDING

- Excellence label for our associated investors
- Direct access to the Défense Angels network *
- Growth booster
- Accelerated processing

** Subject to compliance with the DA thesis*

100% remote training, accessible to people with disabilities. Adjustments can be made according to the needs of each participant.

WEEK 01

The fundamentals

01

01

SESSION START CO-DEVELOPMENT

02

THE DEFENCE ACTORS IN FRANCE

03

WHY RAISE FUNDS?

04

THE FUNDAMENTALS OF ECONOMIC INTELLIGENCE

INDIVIDUAL MEETINGS – INTRODUCTION



WEEK 02

02

Structuring your strategy

05

INTEGRATING THE EU AND NATO INTO YOUR STRATEGY

06

TESTING YOUR PRODUCT WITH THE FORCES AND SECURING MARKET ACCESS

07

CONSORTIA & CROSS-BORDER COLLABORATIONS

08

BUSINESS DEVELOPMENT AND EUROPE

INDIVIDUAL MEETINGS – OFFER / MARKET



WEEK 03

03

Setting up your deal room

09

WRITING A CONVINCING PITCH DECK

10

HOW TO WRITE YOUR BUSINESS PLAN

11

HOW TO BUILD YOUR FINANCIAL PROJECTIONS

ONE-ON-ONE MEETINGS — BUSINESS PLAN

ONE-ON-ONE MEETINGS — PITCH DECK



Mastering the constraints legal

12 LEGAL AND CONTRACTUAL ASPECTS IN DEFENCE

13 COMPLIANCE RULES

14 LEGAL MECHANISMS OF A FUNDRAISING

15 THE SHAREHOLDERS' AGREEMENT

16 INTELLECTUAL PROPERTY



WEEK 05

05

Organising your fundraising

17

THE EUROPEAN DEFENCE FINANCING ECOSYSTEM

18

MAXIMISING YOUR NON-DILUTIVE LEVERAGE EFFECT IN DEFENCE

19

BUILDING A FINANCING FILE

20

FOCUS ON TAX INCENTIVES



WEEK 06

06

Selling and pitching your project

21

HOW TO SELL YOUR PROJECT TO INVESTORS

22

VALUING YOUR START-UP

23

END OF SESSION CODEV

INDIVIDUAL MEETINGS — PITCH

PITCH TRAINING



WEEKS 07 & 08

Grand jury, closing & review

WEEK 07 — GRAND JURY AND SESSION CLOSURE

DRY RUN PITCH IN FRONT OF AN INVESTOR JURY

CLOSING EVENING

WEEK 08 — END OF TRAINING REVIEW

End of training review, personalised individual meetings based on the needs of each start-up.



ECOSYSTEM

Among our partners



MODEL

Our operations

FLAT RATE

3 000 €

Excl. VAT per company

TARGET AUDIENCE

Team

founder / management

SELECTION

Case by case

by the selection committee

PARTICIPANTS

2

participants per company

How to participate?

01



Limited places

Sessions restricted to 12 companies

02



Registration

Submit your application on our website and choose your session

03



Validation

A member of our team will get back to you within 48 hours

04



Kick Off

First Kick Off session one week before the start of the training

CONTACT

CONTACT US!

FOR MORE DETAILS

EMAIL

contact@dual-boost.com

WEBSITE

www.defenseangels.com

LOCATION

Paris, France



Eric MARTI
Managing Director



Chantal CORBET
Deputy Managing
Director