Pitching session application guide

1. Forum context

The Project Presentation Session is a technical session focused on **generating concrete investment** and represents a central part of the Forum.

It aims to:

- Present structured and fundable projects
- Connect European and Argentine companies with investors and financiers
- Generate real investment opportunities and strategic partnerships

The session will focus exclusively on **projects with financial structuring potential**, not on institutional or general promotional presentations.

2. Priority sectors

Projects should align with the Forum's thematic areas:

- Energy
- Mining and critical raw materials
- Agribusiness and bioeconomy
- Digitalization and connectivity
- Infrastructure and sustainable transport (electromobility)

3. Session format

- **10 minutes per project:** 7 minutes for presentation and 3 minutes for Q&A
- Strict time management
- Mandatory prior submission of presentations in PDF format (see Section 9)
- No extensions of time will be allowed

The session will have an executive, decision-oriented character.

4. Who can apply?

- Companies with concrete projects in Argentina
- EU–Argentina consortia

- Projects with clearly identified financing needs
- Initiatives with a preliminary investment structure defined (equity, debt, blending, guarantees, joint venture, etc.)

Presentations of purely institutional, promotional, or territorial nature without a specific project will **not** be accepted.

5. Selection criteria

Projects will be evaluated based on:

- Alignment with the Forum's priority sectors
- Project maturity level (degree of investment readiness)
- Financial structuring potential
- Technical quality and project bankability
- Impact on EU–Argentina cooperation and integration
- Compliance with environmental, social, and governance (ESG) standards

Final selection will be made by the **European Union Delegation to Argentina**.

6. Recommended pitch structure

Presentations should include:

- Project description
- Market opportunity
- Competitive advantage / differentiation
- Business model
- Current status (phase, permits, partners, traction)
- Investment needs:
    - Amount required
    - Type of instrument (equity, debt, blending, guarantee, JV, etc.)
- Expected return / strategic impact
- EU–Argentina dimension (cooperation, value chain integration, exports, technology transfer)

A clear, concrete approach based on verifiable data is recommended.

7. Role of the moderator

The moderator will:

- Briefly introduce each project
- Ensure strict adherence to time
- Direct questions to strategic investors present in the room
- Maintain a dynamic, executive pace

8. Expected results

The pitching session aims to consolidate the Forum as a platform oriented toward **tangible results and effective mobilization of European investment in Argentina**.

9. How to participate

Companies and consortia wishing to participate in the pitching session must submit a **complete application package** including:

9.1 Mandatory documentation

1. **Application form**
    - Company or consortium contact information
    - Project name and relevant sector
    - Brief project description (max. 150 words)

1.2 Basic financial information

- Revenue data or projections (if applicable)
- Planned investment budget
- Indicators of bankability and financial feasibility

2. Project presentation (PDF, 16:9 format)
Must include:

- Project description and value proposition
- Market opportunity
- Differentiation and competitive advantage
- Business model and current status (phase, permits, partners, traction)
- Investment needs: amount and type of instrument

    - Expected return / strategic impact
- EU–Argentina dimension (cooperation, value chain integration, exports, technology transfer)
- Compliance with ESG criteria (if applicable)

3. Optional supporting material

- Links to websites or corporate portals
- Presentation videos or prototypes
- Any additional documents that facilitate a better overall understanding of the project

9.2 Submission format and deadline

- All materials must be submitted in PDF format before the deadline set by the **European Union Delegation to Argentina**: **October 23rd 2026**.
- Presentations must be ready for projection in **16:9 format**.
- Including a **QR code or contact** link is recommended to facilitate direct connection with investors.

9.3 Preparation Guidelines

- Clear, concise, investment-oriented content
- Verifiable and concrete data, with a focus on project bankability
- Direct messaging about investment needs and value proposition
- Avoid institutional or promotional content not linked to a fundable project

10. Submission

Submit your application to the following email:

delegation-argentina-hoc@eeas.europa.eu, with the subject “**Pitch Submission (and the project name)**”.