

Deloitte Accelerator for Social Innovation Application Form

Applicant Information

- Please refer to the guidance for each question and the glossary when completing the application.
- It is compulsory to complete all sections of the application form. Please note incomplete answers will deem your application invalid and you may be removed from the application process.
- Please ensure you keep your answers brief and succinct and make sure you keep to the word count. Please include only the most relevant information and use bullet points where possible.
- If you have any questions, please email dtmocr@deloitte.com

Application Requirements

In addition to this application form, you are also required to submit:

- A copy of your audited financial statements for the last 2 years (in pdf). Please save your file as **[nameofyourorganization] financial information and [financial year]**.
- A copy of your Commercial Certificate (if business) or Certificate of Notification (if NGO/association)

Please email your (1) completed application; (2) copy of your audited financial statements for the last 2 years (in pdf); and (3) copy of your Commercial Certificate or Certificate of Notification to **dtmocr@deloitte.com** by **15 April 2018**. Please save your file as **[nameofyourorganization] application**.

PLEASE TICK HERE TO CONFIRM THAT YOU HAVE READ AND ACCEPTED THE TERMS AND CONDITIONS OF THE PROGRAM (T&Cs can be found as an appendix to this form)

Name _____ Date _____
Signature (handwritten) _____

Applicant details															
Applicant name: <i>Note: we will only accept applicants from individuals within the senior management team</i>															
Applicant position within organization:															
Applicant contact details:	<ul style="list-style-type: none"> - Telephone number: - Email address: - Country of residency: - Nationality: 														
How did you hear about DASI? <table border="1" style="width: 100%; border-collapse: collapse;"> <tbody> <tr><td style="width: 10%;"></td><td>Ashoka</td></tr> <tr><td></td><td>Facebook</td></tr> <tr><td></td><td>Instagram</td></tr> <tr><td></td><td>Online ad</td></tr> <tr><td></td><td>Email announcement</td></tr> <tr><td></td><td>Word of mouth</td></tr> <tr><td></td><td>Other (please specify)</td></tr> </tbody> </table>			Ashoka		Facebook		Instagram		Online ad		Email announcement		Word of mouth		Other (please specify)
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	Word of mouth														
	Other (please specify)														

Competition category	
Choose one of the below categories	
Category A	A social enterprise that meets the DASI applicant criteria including the criterion on women founders owning at least 80% of shares of the enterprise.
Category B	A social enterprise that meets the DASI applicant criteria excluding the criterion on women founders owning at least 80% of shares of the enterprise.
Your choice:	
<input type="checkbox"/>	Category A
<input type="checkbox"/>	Category B

Founders and leadership team	
Name(s) of founder(s): <i>(Name, age, gender, nationality)</i>	
Leadership team (if different than founders) Include name, gender, age, position within organization, and contact details	<i>Name:</i> <i>Gender:</i> <i>Age:</i> <i>Position:</i> <i>Contact details:</i> <i>LinkedIn/website:</i> <i>Name:</i> <i>Gender:</i> <i>Age:</i> <i>Position:</i> <i>Contact details:</i> <i>LinkedIn/website:</i> <i>Name:</i> <i>Gender:</i> <i>Age:</i> <i>Position:</i> <i>Contact details:</i> <i>LinkedIn/website:</i> <i>Name:</i> <i>Gender:</i> <i>Age:</i> <i>Position:</i> <i>Contact details:</i> <i>LinkedIn/website:</i>
Full names of anyone holding shares/ interest in organization:	

General organization information																	
Registered name of organization:																	
Trading name (if different from above):																	
Any other trading names in the past 5 years?																	
Link to website:																	
Country of registration:	<table border="1" style="width: 100%; border-collapse: collapse;"> <tbody> <tr> <td style="width: 50%;"><i>Jordan</i></td> <td style="width: 50%;"><i>Saudi Arabia</i></td> </tr> <tr> <td><i>Lebanon</i></td> <td><i>United Arab Emirates</i></td> </tr> <tr> <td><i>Syria</i></td> <td><i>Qatar</i></td> </tr> <tr> <td><i>Iraq</i></td> <td><i>Bahrain</i></td> </tr> <tr> <td><i>Palestinian territories</i></td> <td><i>Kuwait</i></td> </tr> <tr> <td><i>Egypt</i></td> <td><i>Oman</i></td> </tr> <tr> <td><i>Yemen</i></td> <td><i>Libya</i></td> </tr> <tr> <td><i>Other (specify)</i></td> <td></td> </tr> </tbody> </table>	<i>Jordan</i>	<i>Saudi Arabia</i>	<i>Lebanon</i>	<i>United Arab Emirates</i>	<i>Syria</i>	<i>Qatar</i>	<i>Iraq</i>	<i>Bahrain</i>	<i>Palestinian territories</i>	<i>Kuwait</i>	<i>Egypt</i>	<i>Oman</i>	<i>Yemen</i>	<i>Libya</i>	<i>Other (specify)</i>	
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Organization physical & postal addresses:																	
Legal structure of organization:	<p><i>Please select one of the options below:</i></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tbody> <tr> <td style="width: 50%;"><i>Social enterprise/business</i></td> <td style="width: 50%;"><i>General partnership</i></td> </tr> <tr> <td><i>Non-government organization (NGO)</i></td> <td><i>Civil partnership</i></td> </tr> <tr> <td><i>Association</i></td> <td><i>Company limited by shares</i></td> </tr> <tr> <td><i>Sole proprietorship</i></td> <td><i>Professional practice</i></td> </tr> <tr> <td><i>Limited liability company</i></td> <td><i>Private company</i></td> </tr> <tr> <td><i>Limited liability partnership</i></td> <td><i>Joint-stock company</i></td> </tr> <tr> <td><i>Other (specify)</i></td> <td></td> </tr> </tbody> </table>	<i>Social enterprise/business</i>	<i>General partnership</i>	<i>Non-government organization (NGO)</i>	<i>Civil partnership</i>	<i>Association</i>	<i>Company limited by shares</i>	<i>Sole proprietorship</i>	<i>Professional practice</i>	<i>Limited liability company</i>	<i>Private company</i>	<i>Limited liability partnership</i>	<i>Joint-stock company</i>	<i>Other (specify)</i>			
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Registered organization number (if applicable):	
Year of registration/incorporation:	

Organization details																	
Business Sector:	<p>Please choose one of the following sectors (we appreciate your business may cross-sectors however please indicate which one sector you are most strongly connected to)</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; text-align: center;"><i>Consumer Business</i></td> <td style="width: 50%; text-align: center;"><i>Maintenance & Services</i></td> </tr> <tr> <td style="text-align: center;"><i>Education, Skills and Employment</i></td> <td style="text-align: center;"><i>Manufacturing</i></td> </tr> <tr> <td style="text-align: center;"><i>Environment & Sustainability</i></td> <td style="text-align: center;"><i>Real Estate</i></td> </tr> <tr> <td style="text-align: center;"><i>Financial Services</i></td> <td style="text-align: center;"><i>Technology, Media & Telecommunications</i></td> </tr> <tr> <td style="text-align: center;"><i>Healthcare</i></td> <td style="text-align: center;"><i>Hospitality & Tourism</i></td> </tr> <tr> <td style="text-align: center;"><i>Other (specify)</i></td> <td></td> </tr> </table>	<i>Consumer Business</i>	<i>Maintenance & Services</i>	<i>Education, Skills and Employment</i>	<i>Manufacturing</i>	<i>Environment & Sustainability</i>	<i>Real Estate</i>	<i>Financial Services</i>	<i>Technology, Media & Telecommunications</i>	<i>Healthcare</i>	<i>Hospitality & Tourism</i>	<i>Other (specify)</i>					
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Previous financial year turnover:																													
Number of full-time employees at present:																													
Number of part-time employees at present:																													
Any investment in the past 5 years (grants/loan/competitions etc.) – if so what type and how much? (150 words max)																													
Categorisation of your main beneficiaries:	<p data-bbox="752 639 1570 663">Please select <u>a maximum of three</u> of the options below:</p> <table border="1" data-bbox="752 703 1854 963"> <tr> <td data-bbox="752 703 819 738"></td> <td data-bbox="824 703 1272 738"><i>Community</i></td> <td data-bbox="1276 703 1332 738"></td> <td data-bbox="1337 703 1854 738"><i>Women</i></td> </tr> <tr> <td data-bbox="752 742 819 777"></td> <td data-bbox="824 742 1272 777"><i>Disabled</i></td> <td data-bbox="1276 742 1332 777"></td> <td data-bbox="1337 742 1854 777"><i>Patients</i></td> </tr> <tr> <td data-bbox="752 780 819 815"></td> <td data-bbox="824 780 1272 815"><i>Disadvantaged/vulnerable</i></td> <td data-bbox="1276 780 1332 815"></td> <td data-bbox="1337 780 1854 815"><i>Unemployed</i></td> </tr> <tr> <td data-bbox="752 818 819 853"></td> <td data-bbox="824 818 1272 853"><i>Elderly</i></td> <td data-bbox="1276 818 1332 853"></td> <td data-bbox="1337 818 1854 853"><i>Young People</i></td> </tr> <tr> <td data-bbox="752 857 819 892"></td> <td data-bbox="824 857 1272 892"><i>Environment</i></td> <td data-bbox="1276 857 1332 892"></td> <td data-bbox="1337 857 1854 892"><i>Refugees</i></td> </tr> <tr> <td data-bbox="752 895 819 930"></td> <td data-bbox="824 895 1272 930"><i>Homeless</i></td> <td data-bbox="1276 895 1332 930"></td> <td data-bbox="1337 895 1854 930"><i>Ex-Offenders</i></td> </tr> <tr> <td data-bbox="752 933 819 968"></td> <td data-bbox="824 933 1272 968"><i>Other (specify)</i></td> <td data-bbox="1276 933 1332 968"></td> <td data-bbox="1337 933 1854 968"></td> </tr> </table>		<i>Community</i>		<i>Women</i>		<i>Disabled</i>		<i>Patients</i>		<i>Disadvantaged/vulnerable</i>		<i>Unemployed</i>		<i>Elderly</i>		<i>Young People</i>		<i>Environment</i>		<i>Refugees</i>		<i>Homeless</i>		<i>Ex-Offenders</i>		<i>Other (specify)</i>		
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Your Business		
Question	Guidance	Your Organization
1. Elevator pitch (70 words max)	<i>Tell us in no more than two sentences what you do. "We provide (x product or service) for (x target customers) and as a result (x benefits) happen."</i>	
2. What does your organization do in more detail? What is the social/environmental problem that are you finding solutions for? (200 words max)	<i>You must include</i> <ul style="list-style-type: none"> • <i>Product / service</i> • <i>Customers</i> • <i>Source of income</i> • <i>Social impact</i> 	
3. How does your organization make money? (100 words max)	<i>Please be specific about where your money comes from and how you continue to generate income</i>	
4. Tell us about your customers and route to market (200 words max)	<i>Who are your key customers for each product or service? How big is your market of potential customers? What is the evidence that there are more customers who want your product or service? What is your competitive advantage over others in this market? How do you reach your customers – what is your route to market?</i>	
5. Who are your main beneficiaries (100 words max)	<i>Please describe your beneficiaries and if possible provide numbers of how many individuals you are currently supporting</i>	

<p>6. How are you having a social/environmental impact? (200 words max)</p>	<p><i>What is the social problem you have identified and how and why does the solution you provide effectively address this social problem?</i></p>	
<p>7. Elaborate further on the social/environmental impact that you have generated over the past 2 years (200 words max)</p>	<p><i>How do you measure the effectiveness of your intervention? Please feel free to include quantitative and qualitative information.</i></p>	
<p>8. Describe your competition (200 words max)</p>	<p><i>Who are your competitors and what are their strengths and weaknesses? What is your competitive advantage and what makes you unique? Please consider different types of organizations (public services, businesses and charities) that you might be competing against</i></p>	
<p>9. What have been your biggest business achievements over the last 2 years? (200 words max)</p>	<p><i>Tell us about any major contracts you have won, investment raised, partnerships, growth in customers or new projects.</i></p>	
<p>10. What are your social targets over the next 12-18 months? (200 words max)</p>	<p><i>State your social targets within a given timeframe and how this compares with previous performance e.g. increase the number of young people securing full time employment by 50% to 100 per year, by the end of 2016</i></p>	

<p>11. What are your business goals over the next 12-18 months? (150 words max)</p>	<p><i>How do you intend to grow, scale or develop your business in order to achieve the social targets given above</i></p>	
<p>12. What percentage of your income in the last two years was based on grants or other non-sales income sources? (100 words max)</p>	<p><i>Please give a percentage and further explanation about the nature of your non-sales income</i></p>	
<p>13. How do you see the percentage of income from grants and other non-sales income changing in the future? (150 words max)</p>	<p><i>If you are reliant on grants and non-sales income, do you intend to change this, to what new model and how?</i></p>	
<p>14. Describe your leadership team (300 words max)</p>	<p><i>What inspired the founders to launch the social enterprise?</i></p> <p><i>What were the previous roles of the core leadership team, including industry and function?</i></p> <p><i>How long have the core leadership team been working in the social enterprise sector?</i></p> <p><i>What skills and experience do the core leadership team have which make your venture successful?</i></p>	

Financial Overview and Forecast (in US\$)

	FY 2015	FY 2016	FY 2017	FY 2018 (EST)	FY 2019 (EST)	FY 2020 (EST)
Turnover						
Revenues						
Grants						
Donations						
Other (specify)						
<i>Total Turnover</i>						
Expenditures						
Variable costs						
Fixed costs						
<i>Total costs</i>						
Profit / Loss						

□ Please provide an explanation of these forecasts (Max 100 words):

Working with Deloitte		
Question	To consider	Your Organization
Describe your plan to grow (300 words)	<i>Describe your long-term business goals and vision for your organization? In addition to formulating your vision, please try to quantify your business goals</i>	
What support are you currently receiving from other organizations? (100 words)	<i>Provide information about any other accelerator or support programs you are currently participating in</i>	
What support would you like from Deloitte to support growth plans (400 words)	<i>What are your biggest challenges to growth? How can Deloitte support you to overcome those challenges (PLEASE BE SPECIFIC)? (e.g. strategy support, business planning, organizational structure, customer analysis, valuation, financial modelling, operational evaluation, etc). Refer to www.deloitte.com for further information.</i>	

Definitions

Audited financial statements	Audited financial statements including: income statement, balance sheet, and cash flow statement.
Benefactor	The person providing the help / assistance / support to another person
Beneficiary	The person receiving the benefit of the product or service of the organization
Customer	The person paying for the product or service of the organization
Revenue/ Turnover	Income achieved by sell of products and/or services during a year's time
Revenue growth rate	This can be calculated as: $= (\text{this year's revenue} - \text{last year's revenue}) / \text{last year's revenue}$
Operating margin	Calculated as: operating margin = operating income / revenue, where operating income is the profit a business generates from its operations; i.e. revenue - operating expenses (e.g. materials, staff costs etc.)
Fixed costs	A cost that remains constant regardless of any change in a company's activity e.g. Rent of an office
Variable costs	A cost that changes in proportion to a change in a company's activity e.g. Raw materials for manufacturing
Deloitte's support	<p>Deloitte will offer the following support to the winning organizations:</p> <ul style="list-style-type: none"> • Equity-free advisory services: Two winning social enterprises - one from each competition category - will receive customized advisory services from Deloitte of value up to USD 50,000 <i>each</i>, based on need. Deloitte will not take equity in return to its services. • Mentorship and skills-development: Each winning organization will be matched with an Ashoka Fellow mentor to provide support and mentoring during the acceleration period. • Networking and knowledge sharing: The winning organizations will get access to networking opportunities/events and access to Deloitte's wide network as relevant and appropriate. • Regional and international exposure: The winning organizations will receive exposure opportunities through engagement in the program. This will include exposure of their organization and/or service or product as part of the communications and public relations campaigns that will be run by Deloitte.

Deloitte Accelerator for Social Innovation

Terms and Conditions of Entry

The 'Deloitte Accelerator for Social Innovation' is an accelerator for social enterprises comprised of a competition and a support pack of equity-free advisory services, networking opportunities, mentorship and skills-development ("the program").

Please read these terms and conditions ("the Terms") carefully before deciding whether you would like to enter your business into the program. All references to "you" in these Terms refer to you and your business, as appropriate. By entering the program, you agree to these Terms.

This program is run and managed by Deloitte and Touche (M.E). ("Deloitte").

CONDITIONS OF ENTRY

1. Details of applicant criteria are available at www.deloitte.com/dasi
2. Applications open on 19 February 2018 and close at midnight GMT time on 15 April 2018.
3. No late entries shall be accepted. Entries that are incomplete, illegible or indecipherable will not be valid and shall be deemed void.
4. No responsibility can be accepted for entries lost, damaged or delayed due to a computer error in transit.
5. By entering, you hereby warrant that all information submitted by you in the application is true, accurate and complete. Deloitte reserves the right to verify any information contained in your application and/or your eligibility to enter.

ENTERING THE PROGRAM

6. Details of the process and timescales for the application process of the program are available at www.deloitte.com/dasi

SUCCESSFUL ENTRIES

7. Deloitte shall act in its absolute discretion when deciding which entries are successful and Deloitte's decision is final.
8. Deloitte reserves the right in its sole discretion not to choose winners for the program.
9. There is no cash or credit alternative or any modifications to the support to be offered.
10. If you win, Deloitte will notify you and the support will be awarded to you subject to you agreeing to additional documents and to Deloitte's terms and conditions of engagement. These terms will be notified to the winning party at the time and must be received fully executed within seven (7) days of Deloitte's request or the winning party may be disqualified.
11. The support is awarded to you and your business. You have no right to transfer or re-sell this to any third party.
12. Deloitte reserves the right to substitute or remove any part of the support should this become unavailable for any reason.
13. Deloitte reserves the right, at any time and for any reason whatsoever to disqualify you from the program, such as but not limited to, if you fail to comply with these Terms, if it is determined that you have failed to execute and return any required documents within the specified time period, or if you have made false statements in any document required by Deloitte. If a winner is disqualified for any reason, at Deloitte's discretion, another participant may be declared the alternate winner.

YOUR INFORMATION

14. Your information will only be used for the purpose of the program. By entering this program you expressly agree and consent to Deloitte's use of and right to reproduce and publish your information, photographs, images, your businesses' name and logo and any videos and other audio-visual or written material and documents submitted by you in relation to this program, including your entry. Deloitte will use your information to administer the program,

for example: evaluating your business, awarding the support, promoting and advertising the program (including use of information in printed and online publications, editorial and PR activities, on internal and external communications).

15. You agree that the information supplied by you to Deloitte for the program may be disclosed to and used by Deloitte's personnel and selected third-party partner organizations and/or published in the publications determined by Deloitte, subject to compliance with applicable data protection legislation.

16. By submitting your details, you are indicating your consent to Deloitte processing your personal data, and any other personal data you submit, in accordance with applicable data protection legislation as and where applicable.

OTHER

17. You must own, or have permission to use, all the intellectual property rights in any materials that you submit for the program including any data regarding you employees and/or clients. Deloitte accepts no liability in this regard whatsoever and reserves the right to take such action as it requires to properly protect its position in respect of any claim or potential claim from any third party in respect that third party's intellectual property rights.

18. You acknowledge and accept that you, or other personnel working for you, may be photographed, filmed or recorded by Deloitte in respect of the program and you hereby consent to Deloitte using any such pictures, films or recording for internal and external use and will follow any reasonable instructions or directions given by Deloitte in respect of any such photography, filming or recording.

19. Subject to Deloitte's prior approval, you may take part in any marketing or promotional activity or make any press announcements, including on social media, relating to the program.

20. If you are provided with any confidential information by Deloitte relating to the program or Deloitte or any member of Deloitte's group of companies, you shall keep such confidential information secret and not disclose it to any third-party, unless such disclosure: (i) is required by law; or (ii) is subject to Deloitte's prior written approval and then only subject to the terms of such approval.

21. You may not use Deloitte's name, logo or trademark or any other intellectual property rights of Deloitte or any member of Deloitte's group of companies without Deloitte's prior consent in each case and then only in accordance with the directions and standards notified by Deloitte at that time.

22. These Terms shall take precedence to all other information about the program.

23. Deloitte reserves the right to amend these Terms without notice at any time.

24. You agree to enter this program at your own risk. To the maximum extent permitted by law, Deloitte excludes all liability to you, your personnel and any third party and Deloitte shall not be liable to you, your personnel and any third party for any direct, indirect, special, consequential: (i) losses; (ii) liabilities; (iii) damages, and/or fines, costs and expenses arising out of or in connection with the program whether in contract, tort, statute or otherwise.

25. Deloitte is not responsible for any incorrect or inaccurate information, whether caused by site users, tampering, hacking, or by any equipment or programming associated with or utilized in the program and also for injury or damage to participant's or to any other person's computer related to or resulting from participating in this program or downloading materials from or use of the Website. Persons who tamper with or abuse any aspect of the program, Website, as solely determined by Deloitte, will be disqualified.

26. Deloitte will have no liability whatsoever for, and shall be held harmless by participants against, any liability for any injuries, losses or damages of any kind, including death, to persons, or property resulting in whole or in part, directly or indirectly, from acceptance, possession, misuse or use of the support or participation in the program.

27. The Terms and any dispute or claim arising out of or in connection with them or their subject matter, existence, negotiation, validity, termination or enforceability (including non-contractual disputes or claims) shall be brought to a court of competent jurisdiction in Lebanon and subject to the Lebanese laws.

28. If you have any questions about these Terms, please email dtmocr@deloitte.com

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