



E!nnoVest 2017

Raising the investment sensitisation, readiness and investment matching

Content

- About EUREKA
- Why E!nnoVest?
- How can you benefit?
- How does it work?
- The activities & agenda



EUREKA

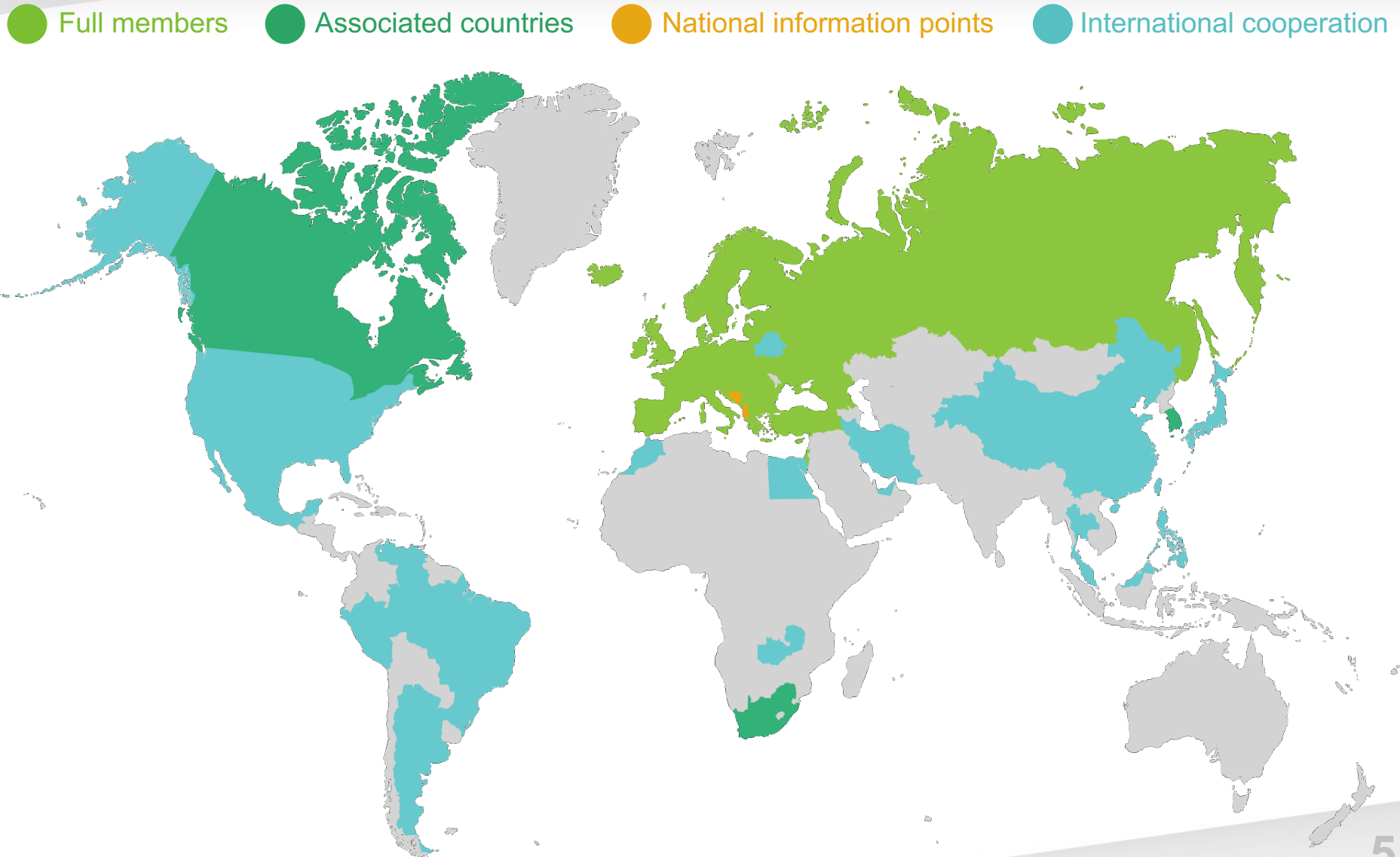
Innovation across borders

**Ana Tomasek, Strategic Advisor
EUREKA Secretariat**

EUREKA 
innovation across borders

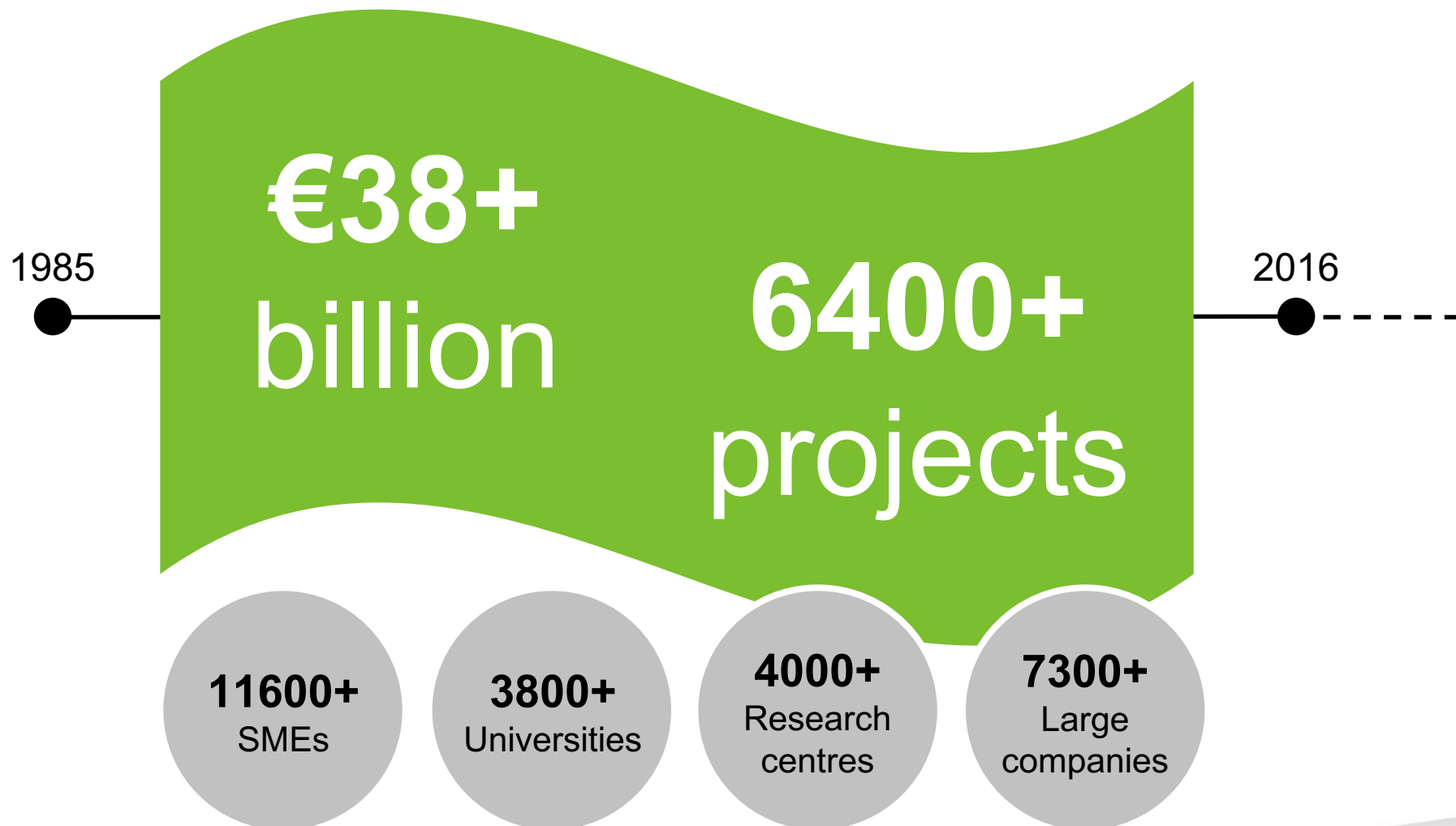
More than 40 EUREKA countries

EUREKA 
innovation across borders





More than €38 billion invested



EUREKA's new investment readiness programme



Supporting EUREKA countries



Tekes



SPONSORED BY THE



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra



Federal Ministry
of Education
and Research



AGÊNCIA NACIONAL
DE INOVAÇÃO



REPUBLIC OF SLOVENIA
MINISTRY OF ECONOMIC DEVELOPMENT
AND TECHNOLOGY

E!nnoVest Programme

WHY?

Delivering SME growth & success stories

EUREKA 
innovation across borders

Venture Academy
Copenhagen, 21 April 2015

> € 3.5 m



Oscar Chabrera

VILYNX 



Christian Vieider



SYNOSTE

Harri Hallila

 **innoVest**

Delivering SME growth & success stories



BRUCELLA
GREEN VAC

Ignacio Grillo - Director Green Vac:

"In ElnnoVest we saw excellent projects and professionals – and the programme already helped us find an interested investor (also based in Spain). I would definitely recommend it!"

Rune Bjerkestrand
Piql



... we got valuable coaching that significantly helped to improve our pitch.
...events were very good opportunities for us further "sharpen" our presentation ...we made relevant and good contacts that hopefully will lead into concrete results both relative to business opportunities and a deal with an investor. ...

WHO do we TARGET

SMEs willing to raise private funding
in the next 5 years

Eureka SMEs

Invited SMEs from:

- The Nordics: SE, FI, DK, NO
- Portugal
- Germany
- Slovenia
- Spain
- South Korea
- Switzerland

What are the challenges?



Entrepreneur's awareness

available investment
sources and options

Crowdfunding

VC

EC/SMEI

BA

...and the most suitable

is often limited!

- dependent on business strategy
- previous financing choices & future obligations impact investment readiness
- resources needed to secure finance



“Investability” of the projects

Often weak!

- fail meet Investors criteria;
- few information and evidence;
- lack of scalability; ...

Presentational failings

can generate negative reaction, in spite of good concept!



High demand for capital

Investors are very selective !



Matchmaking specialised investors

is difficult,
especially at cross-
border level!

Entrepreneurs

- **Raise your knowledge**
 - financing options available and most suitable sources for your business
 - How you can benefit
- **Get investment-ready**
 - know the investors' criteria
 - improve your business proposal, learn and practice to pitch successfully to investors
- **Find investors**
 - meet and pitch to the right investors

Visibility

Stand out
and get funded!

Value proposition

Knowledge

Skills

Exposure

Connections

Access to Market

Capital

Process & Calendar

Step 1: Live Webinars
Feb and March



Step 2: Coaching Academies
March 16, 27, 29 and 6 April



Step 3: Companies selection
April 2017



Step 4: one2one Mentoring
April- May 2017



Step 5: E!nnoVest Venture Forum
18&19 May 2017



Step 6: Investment Fora
June - December 2017

Step 1 - Investment readiness webinars

1 - Potential sources of investment

Feb 27, 1:00PM - 2:00PM CET

- Candace Johnson, President of EBAN
- Audra Shallal, Member of the Board at NFBAN (Nordic Female Business Angel Network)

2 - Planning the fundraising through an effective process

Mar 8, 2:00 pm - 3:00PM CET

- Antal Koralyni, Partner and Co-founder of Action Tribe
- Jaakko Salminen, Member of FIBAN (Finnish Business Angels Network)

3 - Communicate to investors (including presentations and negotiations)

Mar 14, 11:00AM - 12:00PM CET

- Jaroslav Luptak, Neulogy Ventures
- Amparo De San Jose, IESE BAN



REGISTER NOW



Step 1 - Investment readiness webinars

4 - Building your investment ready business plan and value proposition

Mar 10, 11:00 AM – 12:00 CET

- Frida Hedin, Connect South Sweden

5 - Sales and business development - addressing scaling-up challenges

Feb 14, 2017, 11:00 AM - 12:00 PM CET

- Philip Diab, Serial entrepreneur known from TV shows in Sweden



REGISTER NOW



Step 2 - Coaching Academies



4 COACHING ACADEMIES

1 Business Academy
with a main focus on
business development

3 Investment Academies
with a main focus on
presentation to investors



Step 2 – Coaching Academies

Highlights

- 1 day event
- 16 SMEs (Investment Acad.)
- 25 SMEs (Business Acad.)
- 6 to 8 coaches

4 Onsite Academies

- Lund Business Academy, Mar 29
- Dresden Invest. Academy, Mar 16
- Lisbon Invest. Academy, Mar 27
- Ljubljana Invest. Academy April 6



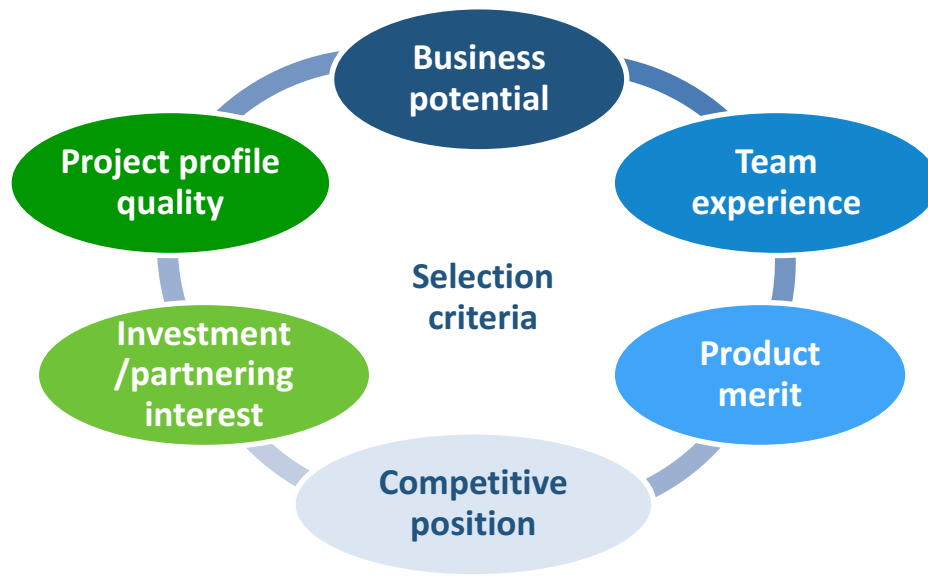
REGISTER NOW

- High demand – selection quality profiles & registration date
- 30 SMEs selected to attend the E!nnoVest Venture Forum

Step 3 - Online qualification

Panel of experts rate your **Company profile** and **presentation** online.

Get specific feed-back and see how you compare to your peers on 6 criteria



Profile your company properly!



Michael Ferguson
Gymetrics

Participating in the Alpine High-Tech Venture Forum was a valuable experience in many respects. Apart from the visibility it provides, the pitch preparation sessions are also very helpful..... **I strongly recommend to all fellow entrepreneurs participating in the forum to pay careful attention to the profile description and pitch content when applying. This can make a real difference in securing the right one-to-one meetings at the Venture Forum.**

Company profile



Ms. Annalisa Gardella
Senior Project Manager

Annalisa is Project Manager at Europe Unlimited since October 2012. In her previous professional career she has gained international expertise working for many years as events manager in the healthcare and food sectors both in corporate and association environments. Annalisa is Italian and she has lived in Belgium, Germany and the United States. She speaks fluent English, German and French.

Sectors of Personal Expertise: food & beverages / life sciences / energy, clean technology, environment

Organisation: Europe Unlimited

Brussels, Belgium

Europe's leading network connecting high-tech entrepreneurs to investors through business events.

The core activities of the company and Tech Tour are international investment events where innovative entrepreneurs present to, and meet with venture investors and corporate partners. These events are hosted by development agencies and clusters in association with strong local partners fostering investment, innovation and entrepreneurship. Today the group including Tech Tour and the International Venture Club, organises 25 international events where 1,000 selected entrepreneurs meet with venture capital investors and corporate partners. The Tech Tour group with offices in Brussels and Geneva and a new location has the ambition to become the number 1 community platform facilitating world-class innovative entrepreneurship and investment.

Tags: investment / Medical Instrumentation / partnering / entrepreneurs / online community

Activity: private company (start-up/sme) with an innovative product, technology or service

Technology Sectors: food & beverages / ict / webmedia / games & entertainment / life sciences / energy, clean technology, environment / environment / connected home / innovation video capture and analytics solutions / new smart tvs experiences / new mobile music scenarios / digital health

Geographic expertise: europe

Financial Data

Shareholders/Investors

Xaline / Newion Investments / SRIB

Previous Rounds of Financing

Date	Stage	Company Valuation	Invested
1/2000	Startup	3000000 €	1000000 €
1/2008	Expansion/Growth	1700000 €	200000 €

Company profile

Project: Online Innovation Community

Europe's leading Social Business Network centered around high-tech innovation and entrepreneurship

Europe Unlimited's core activities are partnering events for entrepreneurs, investors, advisers, researcher and governmental de agencies. It operates out of its Brussels with 25 staff. The company now wants to bring over ten years' networking and a information on high-growth start-ups online through One2Unlimited.com. One2unlmited.com encourages entrepreneurs and in be successful, helping to promote their accomplishments and put them directly in touch with business and investors. The uni propostion of One2unlimited.com lies in its vertical approach to innovation and entrepreneurship within high-technolo, diminishing the risks of start-ups and commercialisation of research platforms by accelerating fundrasing and search of strateg on a pan-European level. We estimate high market opportunities based on forecasting a total market of no less than 160,000 poi organisation throughout Europe, including R&D focused Universities, professional and informal early-stage investors, advise large-sized companies and high-growth start-ups. We assume that we will be able to win a 1% market share by 2012 with regar members, hosts and value added resellers, while we expect to cover 15% market share for free users.

Tags: semantic / profiling / matching / innovation / networking

Products:

Markets:

Geographic:

We are looking for:

Financing

One2unlimited.com is currently fully funded through Europe Unlimited Holding SA and IRSIB, but would consider strategic inv can add significant technological value to the development of One2Unlimited.com within its roll-out and programming functionalities.

Activities: early stage (seed / start-up)

Partnership

Technology and R&D partnerships on .net or compatible technologies, with a focus on software applications that facilit networking, including data mining tools, social networking tools, semantic web and viral marketing tools, presentation and vic tools.

Activities: r&d

Company profile

Project Description

Technology / Product Advantage

As mentioned, the advantage of the new online business is that it is able to take advantage of our existing live event network of 5000 entrepreneurs, investors and economic agents and advisors taking part every year, increasingly using the www.e-unlimited.com today is developed in-house as a proprietary solution based on .NET Microsoft technologies. The platform is fully integrated with the existing event business and as it has been developed in house is proprietary and flexible. The curriculum allows for the latest semantic RDF technologies and identifiers. Our online video+powerpoint recording & viewing tool has been in association with the University of Trento. The profiling, reviewing & networking tools are specified based on the specialisation operating well over 10 years successfully into the market. We intend to speed up the development of the online function for the new project.

Business Opportunity & Market Potential

The most active potential users of new online community are 1) the tens of thousands of new start-up entrepreneurs (across the wider Europe) with innovative projects looking for start-up investment, growth, spin-off or partnering or thousands of corporations and investors in Europe and internationally looking for the best innovation and innovation investment, partnering, licensing or acquisition 3) the thousands of regional, local and sectoral economic development agencies across wider Europe promoting the innovation from & to their region, incubator, innovation centre, university or development agency. The online approach allows for detailed qualitative tail-end matching based on sophisticated "peer" reviewing & networking which allows for the best innovative projects to surface and make contacts with the relevant members.

Go2 Market Strategy/Internalization Expansion Plans

The One2unlimited.com web community business-model is scalable, cheaper and faster to roll out than the company's current activities. It will strengthen the existing value proposition, improving sales while reducing the indirect cost of event organisation. It will be a viral marketing platform. Value added will be provided to customers in the form of fast search and matching function for strategic needs, benchmarking, ratings, reviews and social networking functionalities such as messaging, commenting and community will be based around professional needs and interests, and therefore not compete with but enhance network social media such as LinkedIn, or Facebook. Revenue generation will be based on two levels of membership offering high levels, above those of a free user profile, addressing those pro-actively using the tools to find a match to their requirements by professionally mining the data of the community. That is SMEs and Researchers or Business Angels and small Venture Capitalists, larger investors, investment boutiques, corporations and government organisations respectively.

Achievements & Milestones

- Helped SMEs raising more than €1.5 billion; ·Promoted more than 2,500 entrepreneurs; ·Establish links between research and industry on an ongoing basis; ·Managed over 100 Venture and Partner events; ·Worked with EC and regional institutions on over 25 FP6, & FP7

Patents / IP Protection

Patents pending for the Innovation Online Community

Customers

Advisors & Experts
Corporate Investors

Partners

DERI
EC Department of FP6

Competitors

EEN & regional networks
EuroBank

Step 4 - One2one Mentoring

- 35 Companies (Germany, Spain, Portugal, Switzerland, Sweden, Norway, Finland, Denmark, South Korea, Slovenia)
- 4-8 hours mentoring
- **Focus on:**
 - Value proposition
 - Customer segmentation
 - Business model
 - Strategic partnering
 - Resourcing & Sales
 - Scaling-up

...

Step 5 E!nnoVest Venture Forum

May 18&19, 2017
Barcelona, Spain

Highlights

- Forum May 19
- Dry-run clinics May 18
- 30 company presentations
- 3 streams (ICT; Life sciences; CT)
- >30 international investors
- Discussion panels on industry & technology trends
- Pre-arranged One2One
- 6 Awarded companies



Presentation sessions

- Panel with 5 industry and investor experts
- 8 mins presentation + 7 mins Q&A
- 5-6 companies present



Step 6 - Venture Forum events

- NVF Copenhagen, Nov 2017
- Cleantech Summit, Nov 2017
- EVS Dusseldorf, Dec 2017
- ...



Step 6 - Other festivals

- Pioneers, 1&2 June, Vienna
- Slush, Nov 30-Dec 1 Helsinki
- Websummit, 6-9 Nov Lisbon
- ...

PIONEERS
FESTIVAL

SLUSH

web
summit

APPLY!
10 SMES

How to register?

www.eurekainnovest.eu

The screenshot displays the E!nnovest website interface. On the left, a vertical navigation menu lists: About E!nnovest, Activities, Events, Success Stories, News, Who We Are, and Registration. A red arrow points to the 'Registration' link. The main content area features a large banner with the text 'E!nnovest EUREKA's Investment Readiness Programme' and a 'See more' button. Below this, a green box highlights the 'Registration' section, which includes the text 'Register as Company or Investor' and another 'See more' button. The EUREKA logo is visible in the bottom left corner of the banner area. The background of the banner shows three people in a meeting.

E!nnovest
EUREKA's Investment Readiness Programme

[See more](#)

Registration
Register as Company or Investor
[See more](#)

EUREKA
innovation across borders

ΣInnoVest

How to register?

Registration

Home > Registration >

Search 

Registration

Companies Application

Participation to the EInnovest Programme is reserved to companies invited by the EUREKA network and includes:

- Participation to 5 live webinars on Investment Readiness in February/March
- Participation to one Regional Venture Academy in February /March
- Participation to the EInnovest Venture Forum in in May (upon selection)
- Participation to Investment Forum in June/November (upon selection)
- One2one Mentoring
- Investment Readiness tools

**Register Now
or before 01-04-17**

Use reg. code

GOT A PASSWORD ?
LOG IN
AND REGISTER NOW !

CREATE A
NEW ACCOUNT
AND REGISTER NOW !



Webinars

Webinars

Home > Activities >

Search 

Login 

Coach: Annette Melander Berg, Head of Growth Capital at Connect Sweden Region South

This webinar will address the main scale-up challenges and put forward the best ways to overcome these, from access to international markets to access to later stage funding. The experts will be able to answer any questions or challenges that entrepreneurs may be facing.

The webinar will be targeted specifically to the IT and the life science sectors.

3. Potential sources of investment (Powered by EBAN)

February 27, 2017, 1:00PM - 2:00PM CET

Coaches:

- Candace Johnson, President of EBAN
- Audra Shallal, Member of the Board at NFBAN (Nordic Female Business Angel Network)

Moderator: Chloe Kuder

Click [HERE](#) to register



Name & email

Academies

[Upcoming](#) [Past](#) [All](#)



Business Academy
Lund, 29 March 2017

- Overview
- Venue
- Registration



EUREKA InnoVest Programme

Companies Registration

This event is only upon invitation. If you have received a registration

...igned on a first

... Prepare and fine tune your presentation to prospective investors.

- Receive individual, clear and immediate coaching, feedback and advice on work needed to be done for investment readiness.
- Improve your pitching skills.
- Tailored practical coaching sessions.



31

Register Now
or before **15-03-17**



Registration fee
FREE !



ON INVITATION

GOT A PASSWORD ?
LOG IN
AND REGISTER NOW !

CREATE A
NEW ACCOUNT
AND REGISTER NOW !

Use the same reg.
code

Our Investor Networks

INDEPENDENT VC FUND MANAGERS	CORPORATE INVESTORS	INSTITUTIONAL & GOVERNMENT INVESTORS
                        	                                        	         

Our Investor Networks

BUSINESS ANGELS



GO BEYOND
EARLY STAGE
INVESTING

TBAA

EVCA
EUROPEAN PRIVATE EQUITY AND
VENTURE CAPITAL ASSOCIATION

FNABA



ABAN
african business angel network

aaia AUSTRIAN
ANGEL
INVESTORS
ASSOCIATION

EVPA
EUROPEAN VENTURE PHILANTHROPY ASSOCIATION

HBAN Halo
Business
Angel
Network

INVICTA ANGELS
ASSOCIAÇÃO DE BUSINESS ANGELS DO PORTO



mban

ACA
ANGEL CAPITAL ASSOCIATION

GÁVEA ANGELS

FIBAN FINNISH
BUSINESS ANGELS
NETWORK
INSPIRING PRIVATE INVESTMENTS

BANC
BUSINESS ANGELS NETWORK DE CATALUNYA

HIGH TECH CAMPUS



A stylized logo of a winged figure, possibly an angel, in a dark blue color.
**BUSINESS ANGELS
COPENHAGEN**

metavallon

The logo for the European Crowdfunding Network (ECN) features a blue square with three yellow stars.
ecn EUROPEAN
CROWDFUNDING
NETWORK

The logo for ESTBAN features a stylized graphic of a yellow ring or halo above the word 'ESTBAN' in a bold, sans-serif font, with 'Estonian Business Angels Network' in smaller text below.



JOIN US

www.eurekainnovest.eu

THANK YOU

Presented by

Ana Tomasek

Strategic Advisor

Rue Neerveld 107

1200 Brussels

ana.tomasek@eurekanetwork.org

Teresa Cunha

Senior Advisor

Place Flagey 7/7

1050 Brussels

teresa@techtour.com

EUREKA 

innovation across borders

