

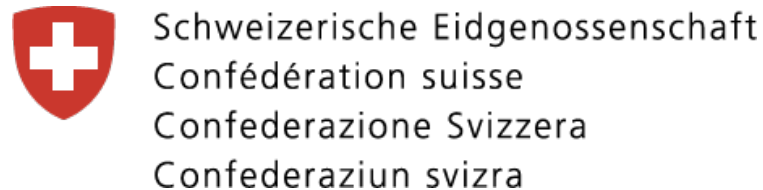
# High-Tech Investment Programme (HTIP)

*Raising the investment sensitisation, readiness and investment matching of EUREKA SMEs*

# Content

- Why HTIP?
- How can you benefit?
- How does it work?
- HTIP Agenda

# Hosting Partners



# High-Tech Investment Programme



# Delivering SME growth & success stories



**Samo Omerzel, CEO and Founder - Lastinski**



“I was extremely surprised by the good will of the EUREKA Network and the Venture Capital scene...One week after the EUREKA Venture Forum we were invited to a Venture Capital’s headquarters in Paris to discuss our future collaboration.”



**Christian Birk,  
Co-founder - Endomondo**

- Founded Nov 07
- Acquired 2015 for EUR 85 Million



# What are the challenges?



# Entrepreneur's awareness about

available investment sources and options



# ...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!



# Proliferation of demand for capital

Investors in Europe  
have become very  
selective !

# Finding specialised investors matchmaking

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

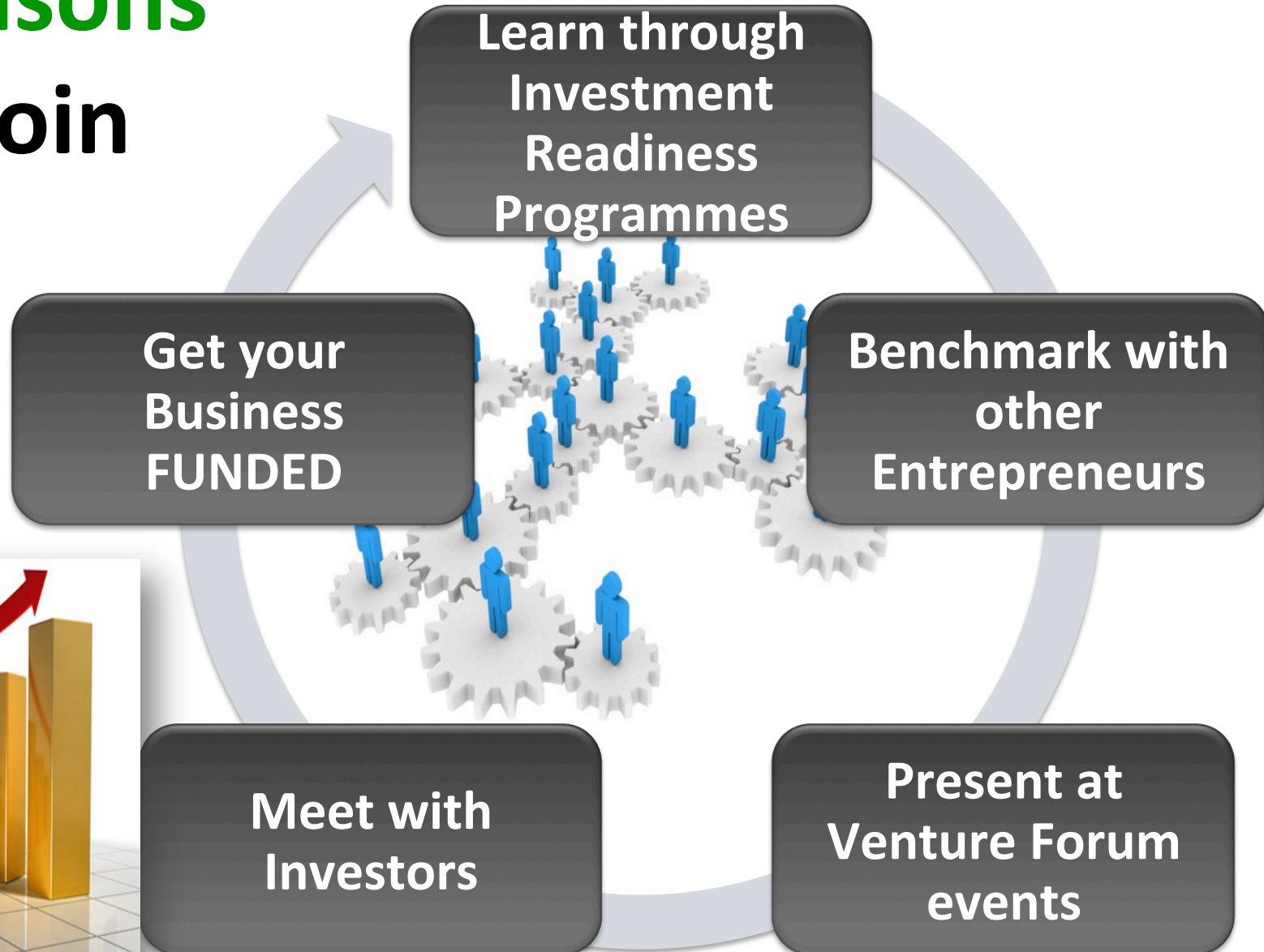
Stand out  
and get funded!



# Investors & Industry Experts

- **Develop insights**
  - be aware of the newest development patterns in the European ICT, Life Sciences and Cleantech sectors
- **Follow quality SMEs**
  - have access to a large number of promising and financeable EUREKA companies, carefully selected and coached
- **Find co-investors & get known**
  - network with other investors, and representatives from other financing-agencies

# 5 Reasons to join



# Calendar

**Step 1: Live Webinars**  
9, 17, 25 March 2015

**Step 2: First round of online companies selection**  
April 2015

**Step 3: Regional Venture Academies**  
17,21 April and May 2015

**Step 4: Second round of online companies selection**  
May 2015

**Step 5: Alpine High-tech Venture Forum**  
24&25 June 2015

**Step 6: Regional Investment Fora**  
5 November -7&8 December 2015





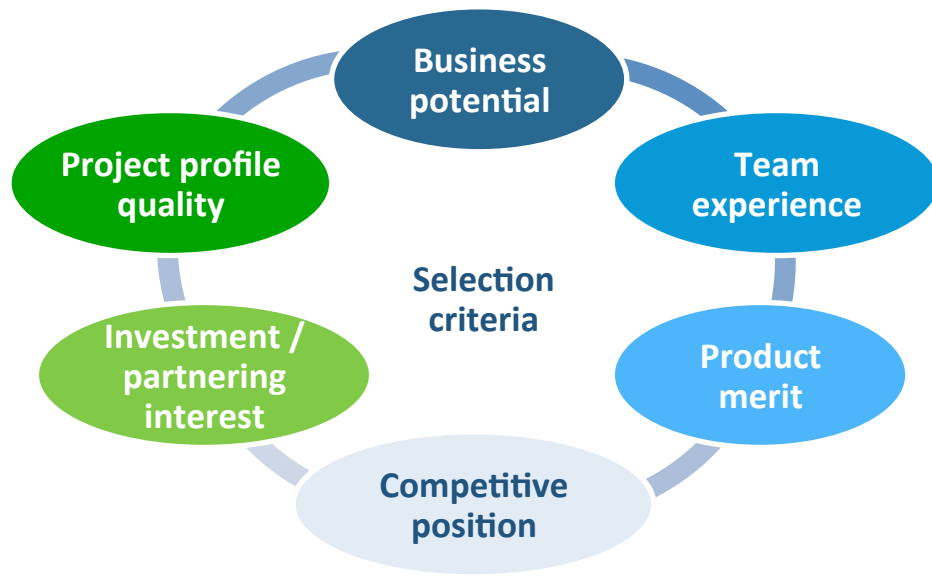


# Step 2 - Online qualification

Release of **dedicated booklet** for SMEs

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



# Step 3 – Venture Academies

## Highlights

- 1 day event
- 15 participating SMEs
- 4 to 6 coaches

## 3 Onsite Academies

- Utrecht Venture Academy, April 17,
  - Copenhagen Venture Academy April 21,
  - Brussels Venture Academy, May
- 
- Online and onsite **reviews by active investors**
  - **30 SMEs selected** to attend the **Alpine High Tech Venture Forum**



# Step 5 Alpine High-Tech Venture Forum

**June 24-25, 2015**  
**Lausanne, Switzerland**

**vaud.ch**  
LAKE GENEVA REGION



## Forum Highlights

- Forum Jun 25
- Dry-run clinics Jun 24
- 60 high-tech company presentations (30 Eureka companies)
- 3 streams (ICT; Life sciences; Cleantech)
- >50 international and regional investors and experts
- Expert speakers heading discussion panels on industry and technology trends
- Pre-arranged One2One

# 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

- Copenhagen, 5 Nov 2015
- Dusseldorf, 7&8 Dec 2015
- The Netherlands, *(To be confirmed)*



# Our Investor Networks

## INDEPENDENT VC FUND MANAGERS



## CORPORATE INVESTORS



## INSTITUTIONAL & GOVERNMENT INVESTORS





# Our Investor Networks

## BUSINESS ANGELS





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