



## Developing the equity ecosystem

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**Ando Siitam**

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# Building equity ecosystem

1

Developing equity instruments

2

Supporting the deployment of equity instruments

3

Knowledge Platform

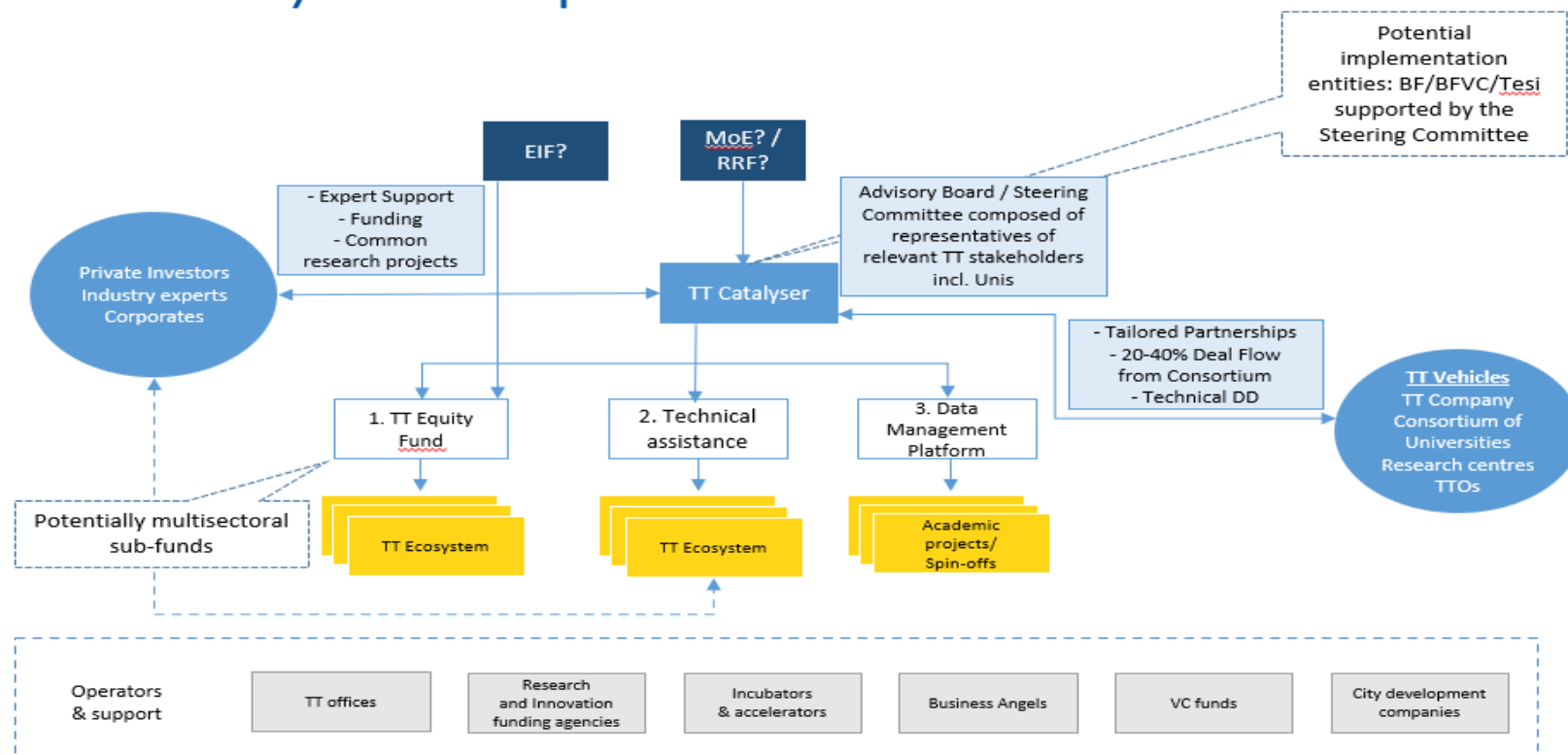


# Design and development of new instruments

**BUSINESS  
FINLAND**

Boost TT in Finnish universities and research institutions in preparation for EIF TT mandate

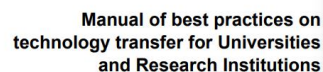
## TT Catalyser: Implementation model







Technical assistance to support the deployment of the instruments through...



## Slovenia & Croatia

Support to the deployment of TT-linked EIF-SID-HBOR mandate



**Investing in  
Technology Transfer**  
*Manual of best practices for  
the fund manager*

1. Capacity building support to ecosystem stakeholders
2. Digital solutions for eligibility assessment and reporting/monitoring



## Green Guide for Fund Managers

Online tool developed to **help fund managers** (for VC / PE / PC funds) recognize potential transactions in the area of climate action & environmental sustainability.

## 2. Joint actions to tackle common topics of interest

## Backing the stars of Europe: Public investors and the Space Economy



“Supporting the development of the equity ecosystem is essential for fostering economic growth, wealth creation, and financial stability, while promoting innovation, entrepreneurship, and good corporate governance in the global economy.”

ChatGPT





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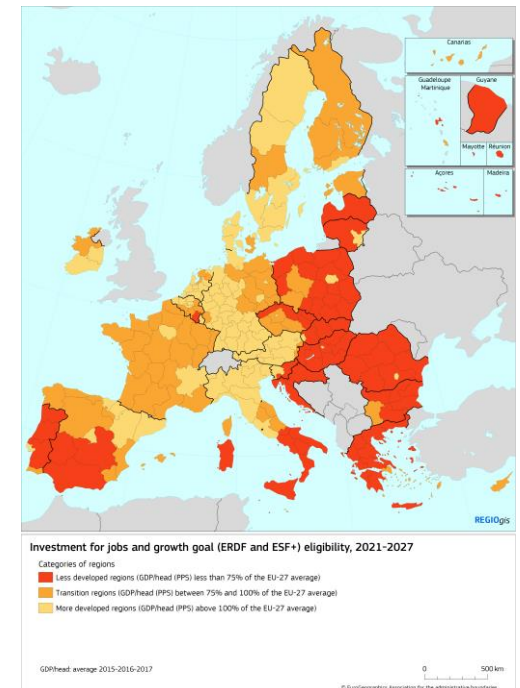
**Sara Dagostini**

Policy Officer, DG REGIO, European Commission

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# Focus on Innovation and Regional opportunities





## Quote

“ When an entrepreneurial idea had a high potential for success, the VC factor expand opportunities for growth.”

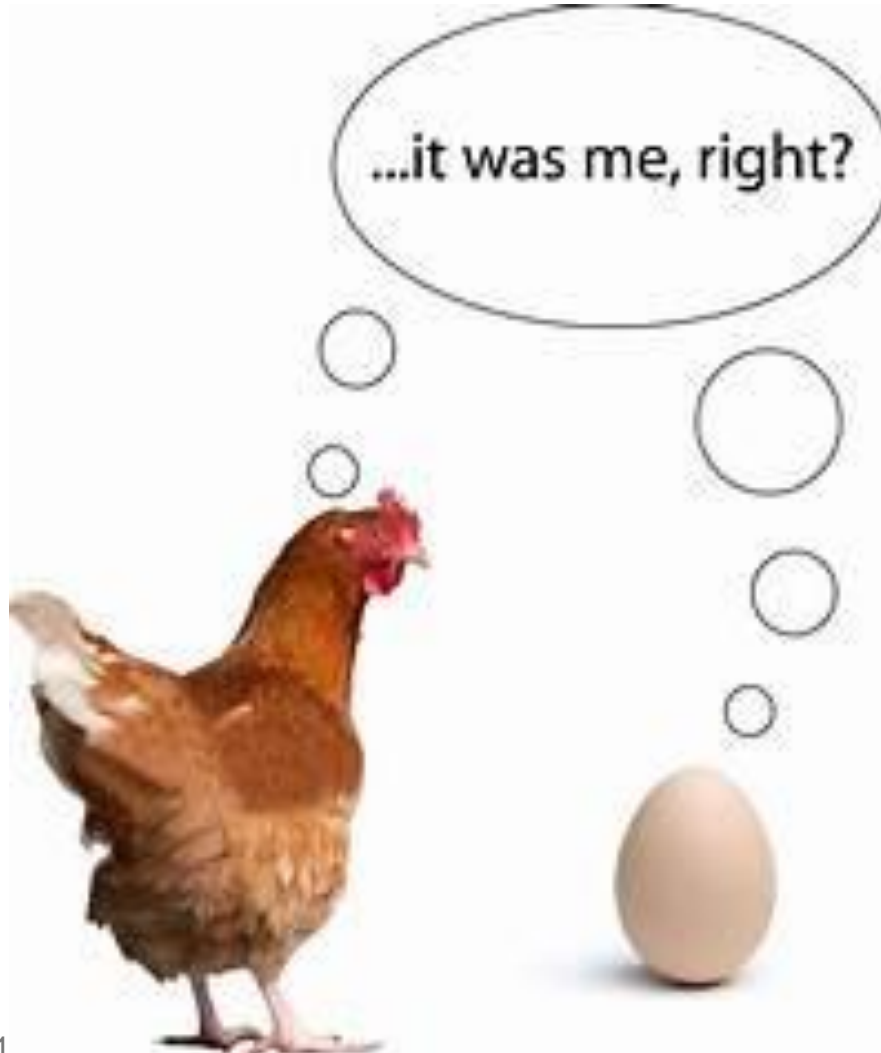


# ECOSYSTEM



The **ecosystems** contribute to regional and national **economic growth** through job creation, economic diversification, productivity, and competitiveness.

Venture capital plays a critical role in shaping these ecosystems by providing the **necessary capital and resources** to help startups with high growth potential to grow and succeed.







# The role of public institutions

- Provide stable funding
- De-risk the investment
- Strive for leverage
- Capacity building
- Enablers for friendly regulation



But Member state commitment is key



## Fund managers' quotes

- *“Grants have no impact on innovation, if not combined with equity”*
- *Equity boosts enterprises capitalisation and allow starts ups “that stagnate” to unlock their potential. Only the Equity investor though can see this potential ...*
- *Equity can act as catalyser not only for private investors but also to allow the Start-up to have access to grants or guarantees ...*



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**Antigoni Lymperopoulou**

CEO, Hellenic Development Bank of Investments

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## Developing the equity ecosystem

**Victoria Hristova**

Executive Director, FMFIB, Bulgaria

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# Equity and quasi-equity investments 2014-2020



**EUR 136.4 M**

CONTRACTED WITH FINANCIAL  
INTERMEDIARIES

**EUR 151.7 M**

CONTRACTED WITH FINAL  
RECIPIENTS AS OF 31.12.2023,  
INCL. 108.4 M PUBLIC RESOURCE

**EUR 151.7 M**

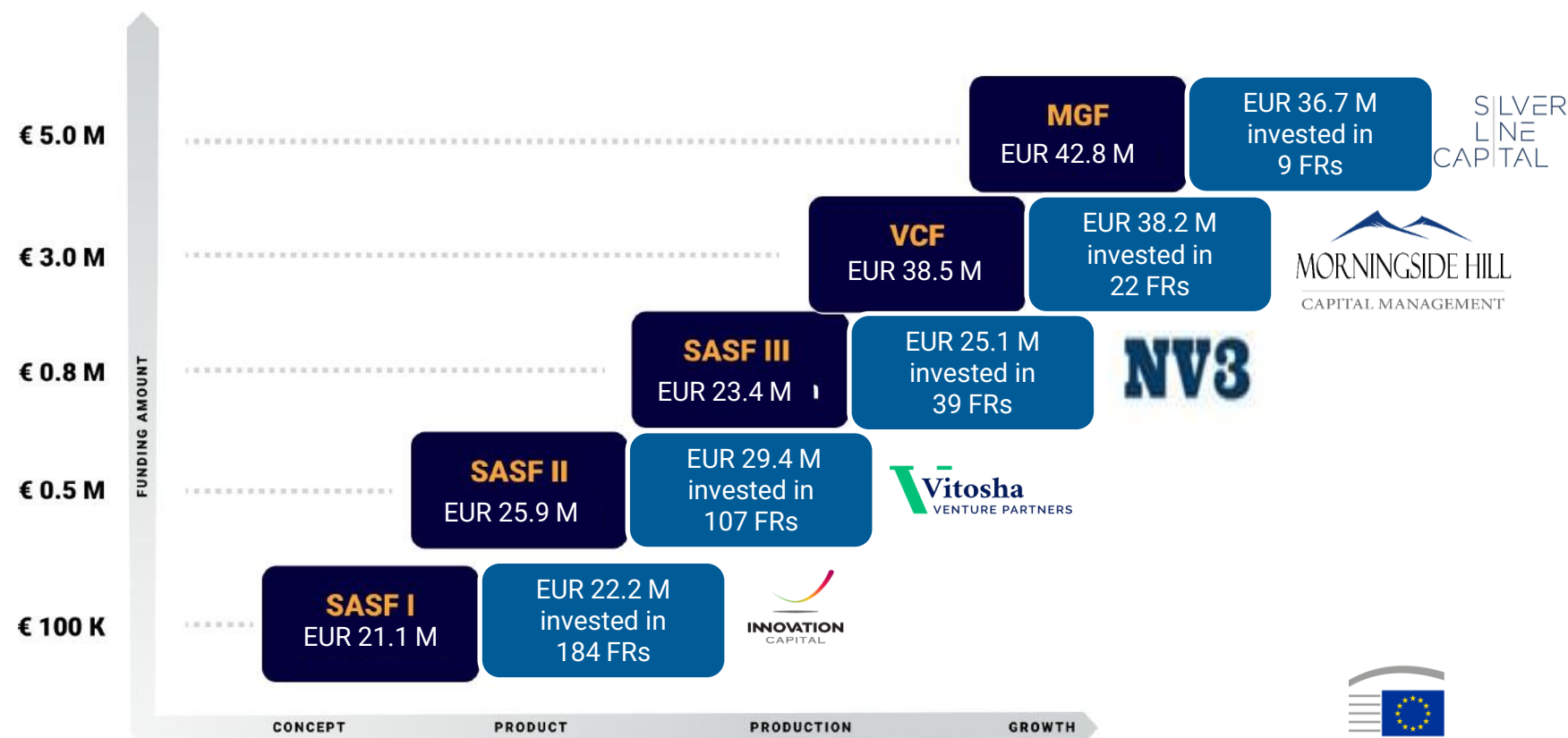
PAYD TO FINAL RECIPIENTS AS OF  
31.12.2023, INCL. 108.4 M PUBLIC  
RESOURCE

**361**

SUPPORTED FINAL RECIPIENTS

## PRODUCTS

- Five equity and quasi-equity funds
- Covering the whole spectrum of a company's lifecycle
- Strategic focus towards SMEs
- Accelerator programs and mentoring



# Supported companies by sectors



## SaaS / PaaS / IaaS

## EDUCATION

## FINTECH

## HEALTH/HEALTHTECH

## FOOD / FOOD TECH / FMCG

## APPLIED DATA / AI / IOT

## MEDIA / ENTERTAINMENT / GAMING / E-SPORTS

## GREENTECH / BIOTECH / ENERGY

## OTHER

## E-MOBILITY / TRANSPORT / LOGISTICS

## E-COMMERCE



# Strategic direction for the upcoming programming period



## INNOVATION AND R&D

### VC FUND FOR INNOVATION (Early stage) € 34.1 M

- Supporting product/process innovation and internal R&D
- Max. Ticket € 1 M
- SMEs, small mid-caps, mid-caps

### VENTURE DEBT FUND (Growth stage) € 33.9 M

- Supporting product/process innovation and internal R&D
- Max. Ticket € 5 M
- SMEs, small mid-caps, mid-caps

## DIGITALIZATION AND INDUSTRY 4.0

### Nurture I4.0 VC FUND FOR HIGH-RISK PROJECTS € 52.3 M (incl. € 22 M is Grant component)

- Supporting development & deployment of Industry 4.0 technologies
- Max. Ticket € 2,2 M
- SMEs, small mid-caps, mid-caps

### Achieve I4.0 STARTUP FUND FOR DIGITLIZATION € 41.5 M

- Supporting development & deployment of Industry 4.0 technologies
- Max. Ticket € 5 M
- SMEs, small mid-caps, mid-caps

### Expand I4.0 GUARANTEES FOR DIGITALIZATION € 48.3 M (incl. € 52 M Grant from the Ministry of Innovation and Growth)

- Supporting development and deployment of Industry 4.0 technologies
- Max. Loan Amount: TBD
- SMEs, small mid-caps, mid-caps

## ENTREPRENEURSHIP

### FAMILY OF 3 VC FUNDS FOR ENTREPRENEURSHIP (From pre-seed/seed, VC and Growth) € 100 M

- Supporting entrepreneurship from pre-seed to growth
- Max. Ticket € 5 M
- SMEs, small mid-caps, mid-caps

## TECHNOLOGY TRANSFER

### TECHNOLOGY TRANSFER FUND €60 M (incl. € 10 M is Grant component)

- Supporting translation of R&D&I into marketable products and technologies, commercialization and IP management.
- Max. Ticket € 5 M
- Spin-off companies, high-tech start-ups and knowledge-based enterprises

## CIRCULAR ECONOMY

### FINANCING/ GUARANTEES FOR ENERGY EFFICIENCY € 133.3 M (incl. € 48.1 M Grant component)

- Supporting projects for energy efficiency and reduction of greenhouse gas emissions
- Max. Loan Amount: TBD
- SMEs, large enterprises

### FINANCING/ GUARANTEES FOR RESOURCE EFFICIENCY € 155.4 M (incl. € 58.3 M Grant component)

- Supporting projects related to the deployment of circular models of production and consumption of resources
- Max. Loan Amount: TBD
- SMEs, small mid-caps, mid-caps





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