



## ERIK+ study visit Evora 11 - 12 July 2006

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## Hamburg and Metropolitan Region

	Hamburg	Region as a whole
Population	1.7 mio	4.1 mio
Employees	0.8 mio	1.3 mio
GDP in EUR	72 bn	119 bn

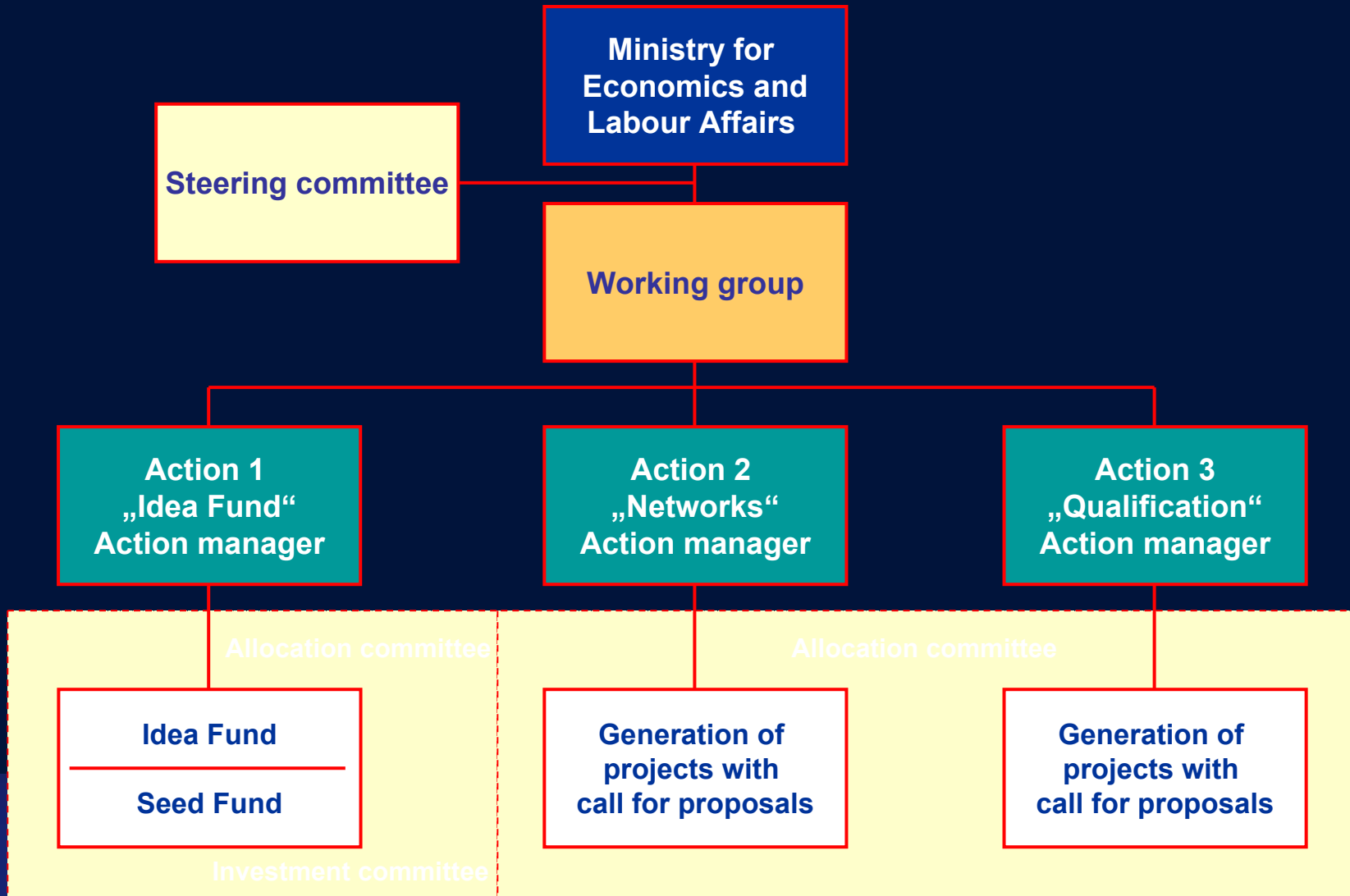


## Regional Programme for Innovative Actions for the Hamburg Region: RIS++ Hamburg

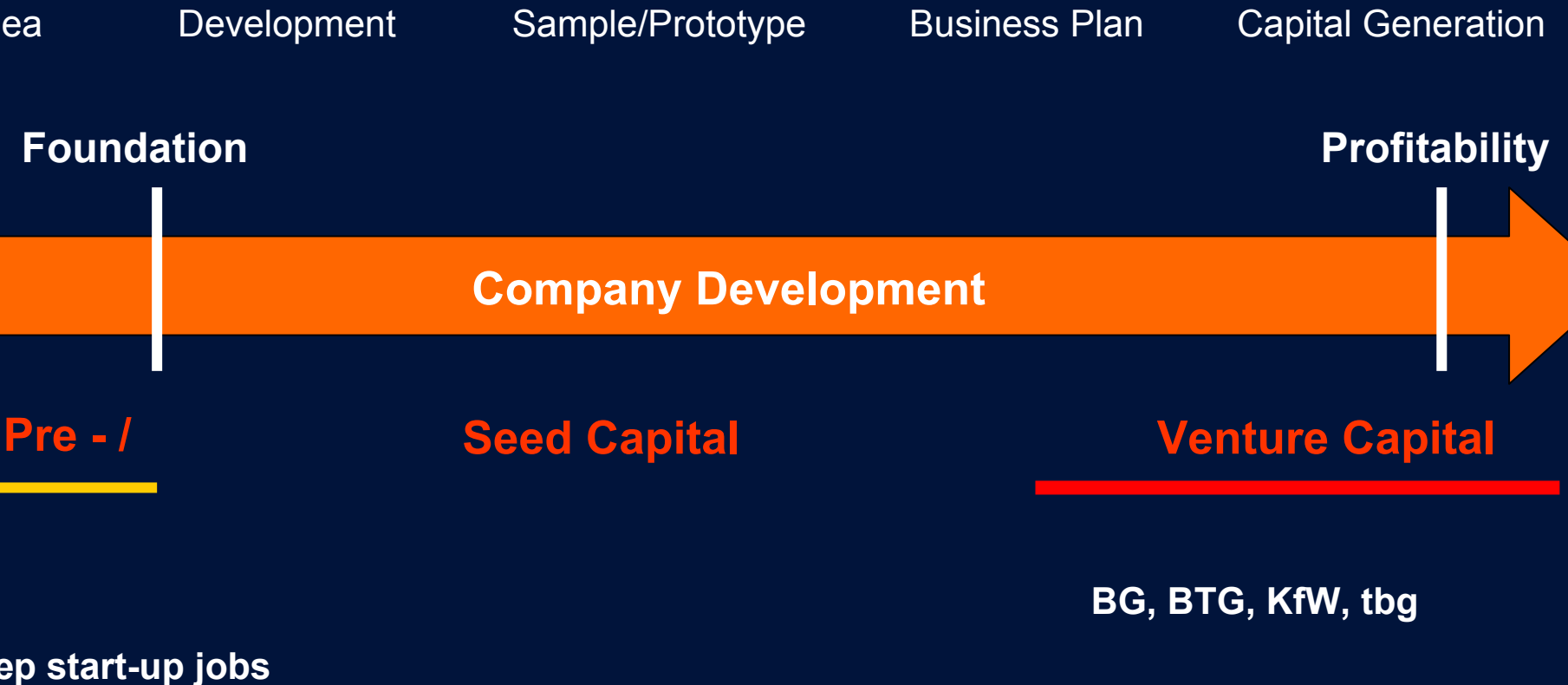
- Programme duration: March 2002 – May 2005
- **Objective:** contribute to an increased attractiveness and sustainable development of the technology and business location Hamburg.
- 3 complementary **actions** co-acted in a comprehensive support concept:
  - Idea / Seed Fund for the support of innovative start-ups in their pre-seed and seed phase;
  - Set-up and structuring of thematic networks („Network of the Networks“);
  - Qualification and presentation of career profiles and opportunities in technological key fields
- focus on **key technologies**  
(life sciences, micro- and optoelectronics, aviation and aerospace, nanotechnology)



## Project structure



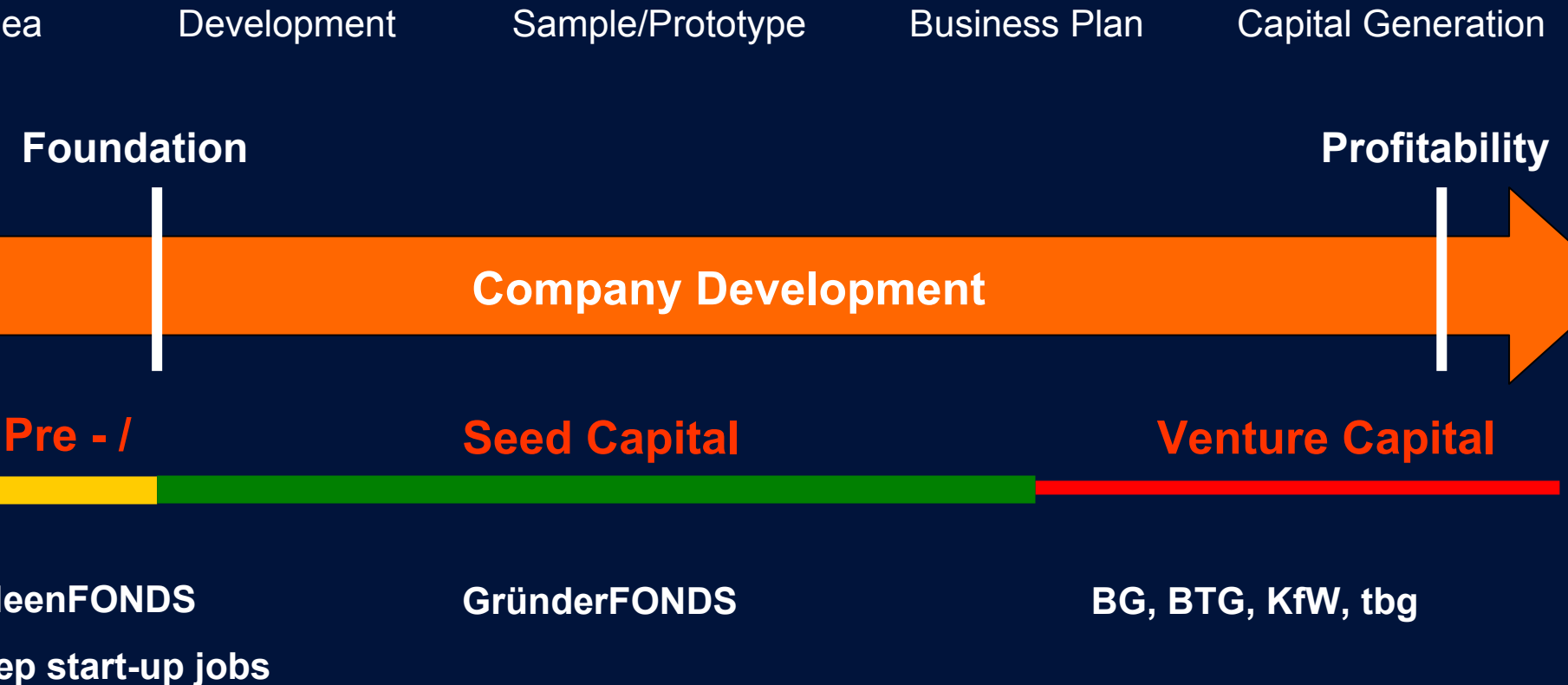
## Ideen- and GründerFONDS (Idea and Seed FUND)



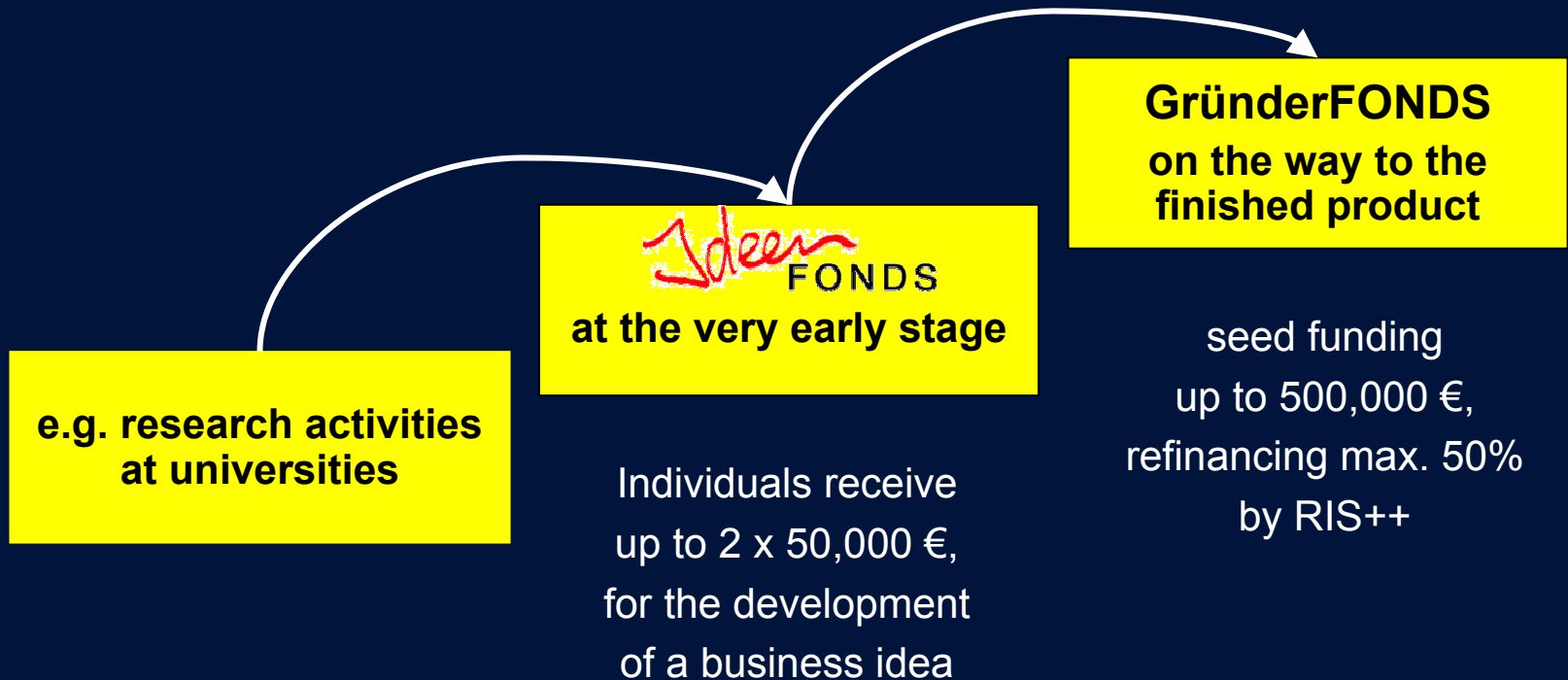
BG, BTG, KfW, tbg



## Ideen- and GründerFONDS (Idea and Seed FUND)



## Ideen- and GründerFONDS





## IdeenFONDS

### Possible problems when founding a new business

- The potential of the business idea is not clear
- The evaluation is time-consuming, expensive and brings uncertain results
- third capitals are not available

### IdeenFONDS Solutions

- financial support to individuals:
  - willing and having the ability of founding a business
  - having an innovative idea in a technology field
  - planning to create marketable products
- Success and sustainability secured through
  - an interdisciplinary and competent committee
  - Professional support



### Conclusions

- The IdeenFONDS is a successful financial tool for the creation of hi-tech start-ups



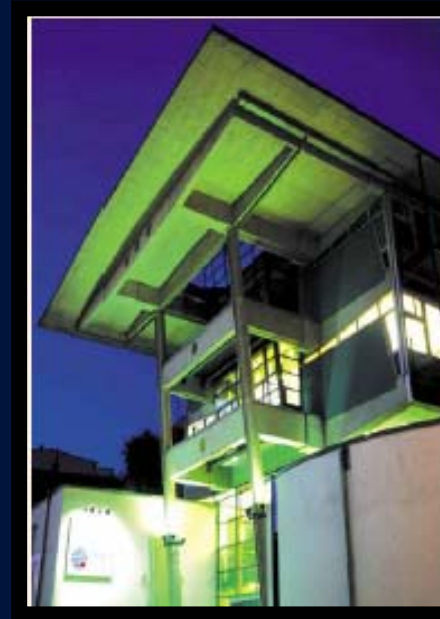
## GründerFONDS

### Possible problems of young hi-tech companies

- The need for financial resources is very high
- The equity capital is often very low

### GründerFONDS Solutions:

- 500.000€ - of which 50% refinanced through RIS++ - is not very much, but often sufficient to support a young company
- Success and sustainability secured through:
  - an interdisciplinary and competent committee
  - Professional support
- The refinancing model prevents windfall profits

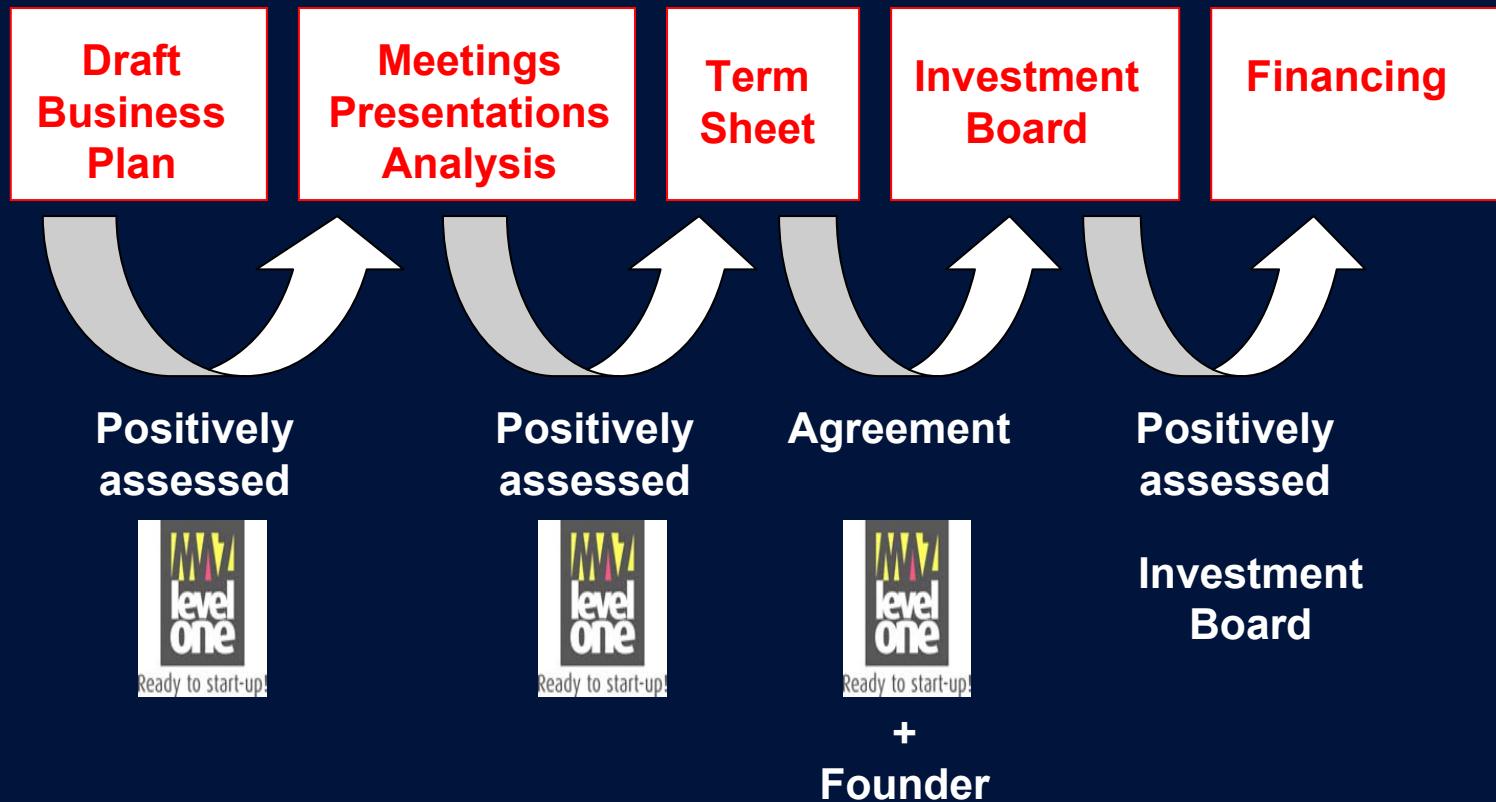


### Conclusions

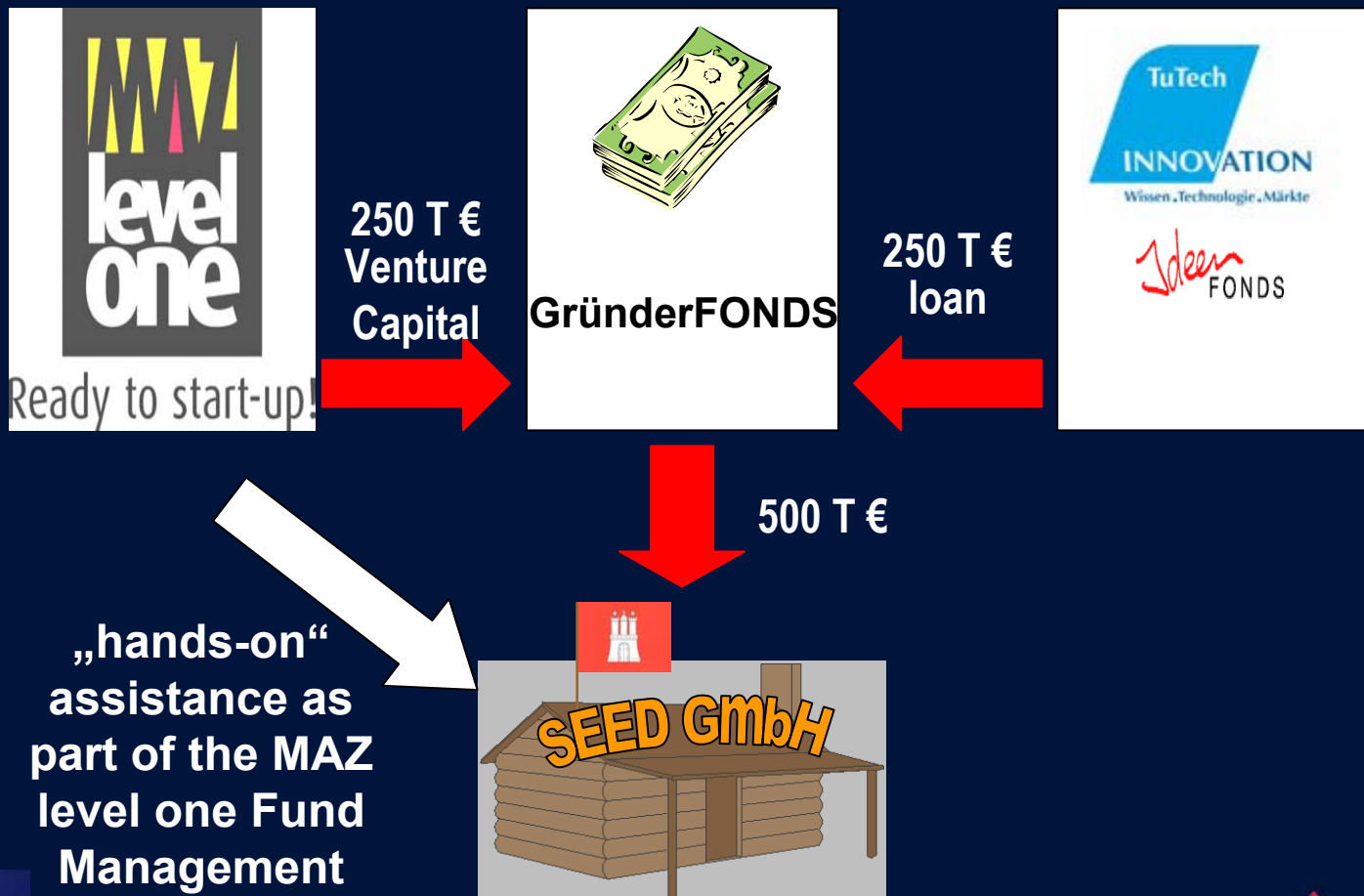
The GründerFONDS is a successful financial tool for supporting young hi-tech companies



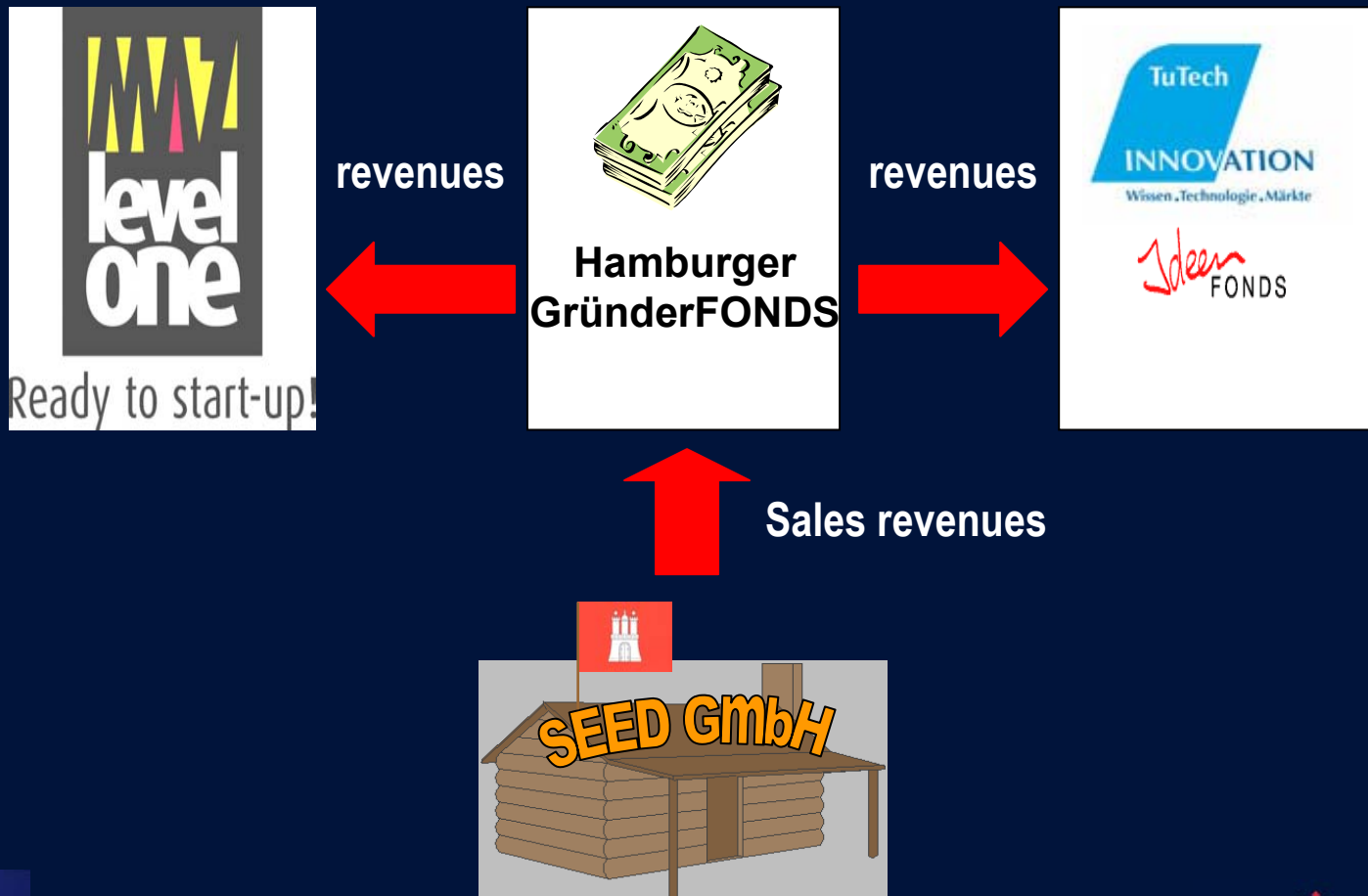
## GründerFONDS– Selection process



## GründerFONDS– Financing of an Investment



## GründerFONDS– Revenues



## GründerFONDS

### Preliminary Remark

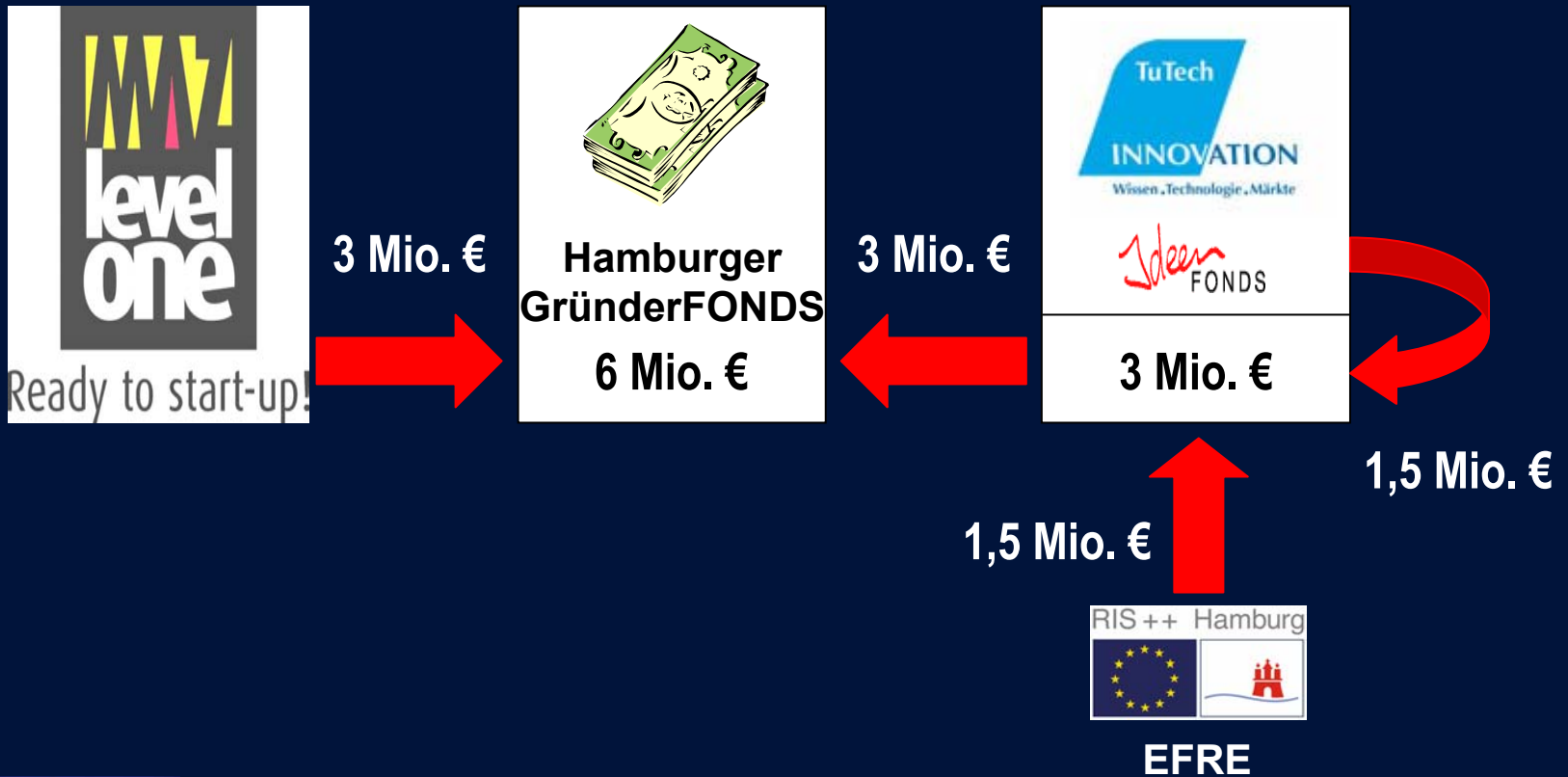
- setting up an investment fund is a complicated formal procedure

### Approach:

- Idea competition and selection of a fund concept
  - idea competition launched on 25.06.2002
  - deadline set on 26.07.2002
  - 8 concepts submitted by 7 different institutions
- Three-step selection model
  - the steering committee chooses a concept on 26.08.2002
- Further detailed planning and draft of contracts until January 2003
- All contracts signed by 30.01.2003



## GründerFONDS



## Ideen- and GründerFONDS

### Assessment of the action

#### Outcomes of the Idea and Seed Fund

- a total of 22 business foundations
- > 80 jobs

#### Professional selection and active support & coaching led to sustainable success

- almost all projects of the Idea Fund led to business foundations
- no insolvency during the project period

#### Overall assessment

- professional implementation of the Idea and Seed Fund



The duration of the programme was too short to evaluate the economic impacts for the business location Hamburg.

## ***Economic impacts***

- Strengthening of the start-up climate
- Stimulation of business start-ups
- Formation of new technology seeds
- Creation of new jobs
- Strengthening of the business location

## ***Innovative impact***

- Supporting persons and companies regarding their innovation abilities



## Success factors

- Regional commitment
- Driving forces
- Public-Private-Partnership
- Experienced competent partner
- Network
- Public initial financial support
- Critical masses in universities and research institutes



# ERIK+ Study Visit



**Thank you for your attention!**

