



Thematic Working Group – Support for Start Ups and Spin-Offs

Presentation of Case Study

Ideen -/GründerFONDS HAMBURG **(Idea- and Seed Fund)**

Dr. Helmut Thamer
TuTech Innovation GmbH



Ideen- and GründerFONDS

Process Model and Accompanying Activities/Programs

Idea Development Sample/Prototype Business Plan Capital Generation

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Pre-seed Capital

Seed Capital

Venture Capital



hep
start-up jobs

IdeenFONDS

GründerFONDS

BG, BTG (Hamburg)
KfW (national)
VC Funds
Strategic Ventures



Pre-seed Fund



IdeenFONDS

- focused on individuals:
 - willing and having the ability of funding a business
 - having an innovative idea in a technology field
 - planning to create marketable products
- financial support:
 - individuals receive up to 2 x 50.000 € for the development of their business ideas
- successfully working since 2002
- 19 supported individuals \Rightarrow 14 existing companies, >83 employees
- managed by TuTech Innovation GmbH





Pre-seed Fund



hep start-up jobs

- focused on founders of universities and R&D institutes:
 - having an innovative idea in a technology field
 - having the ability of funding a business
 - starting their own company
- financial support:
 - founders receive 2.000 € per month up to 12 month and up to 3 founders per business idea to cover their living expenses in the first period of the foundation of their company
- successfully working since 1999
- 82 start-up jobs \implies 42 existing companies, drop out rate < 20%, >319 employees
- managed by TuTech Innovation GmbH





Seed Fund

Hamburger GründerFONDS

- focused on High-Tech start-ups:
- financial support:
 - 500.000€ - of which 50% are refinanced through RIS++ in form of a loan repayable in case of success
 - success and sustainability is secured through
 - an interdisciplinary and competent committee
 - Professional support
- successfully working since 2003
- approval of 10 investments, some in cooperation with other investors
- managed by MAZ level one





GründerFONDS

Financing of an investment

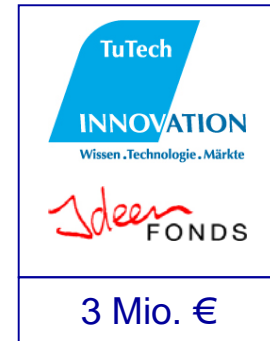


250 T€
Venture Capital



GründerFONDS
6 Mio. €

250 T€
loan



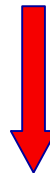
1,5 Mio. €



1,5 Mio. €



500 T€ Capital

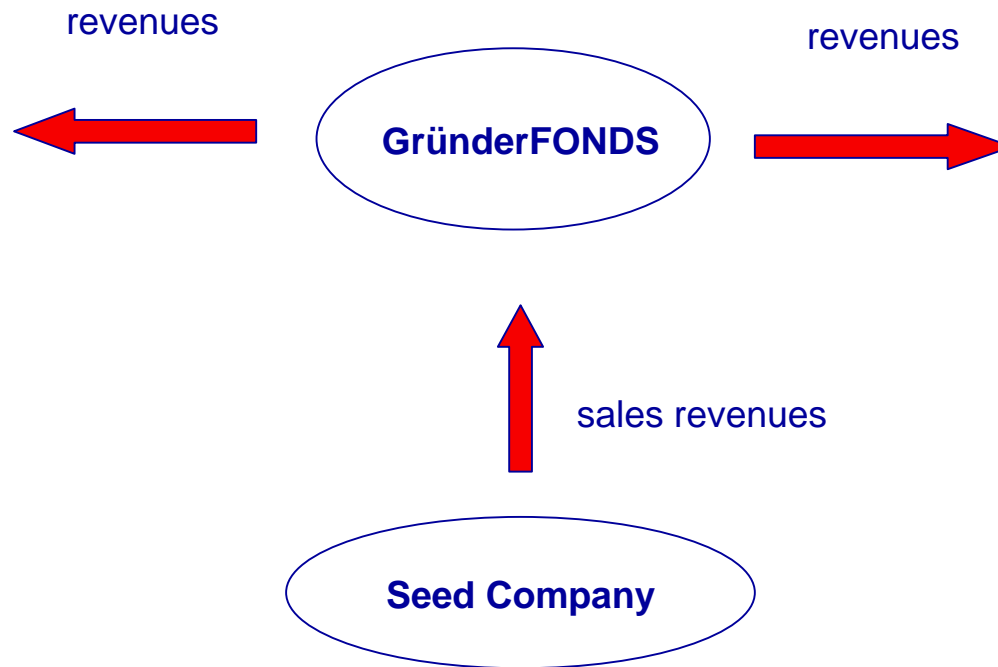


Seed Company





GründerFONDS Revenue





Effectiveness and Added Value

PROS

- The overall results expected were achieved.
- Both funds are embedded in a network of support activities and programs to promote innovative entrepreneurship in Hamburg.
- The success rate is high.
- A large number of additional investors – VCs, Business Angels, Private Funds, Public R&D Programs – have been involved.

CONS

- The interconnectivity of the different funds has not achieved the expected level, despite the personal and institutional interaction.
- The absolute number of start-ups is insufficient.
- The public and the published interest is not as high as necessary.
- There are only few strategic investors.



Thanks for your attention!

TuTech Innovation GmbH

- Harburger Schloßstrasse 6-12
- D-21079 Hamburg
- TEL. +49 40 76629-6112
- FAX +49 40 76629-6119
- E-Mail gf@tutech.de
- www.tutech.de