

Digital Single Market

Entrepreneurship and Investment forum

The forum hosted sessions dedicated to support for start-ups and innovative SMEs. It included coaching and pitching sessions with investors. It also allowed networking between researchers, entrepreneurs, start-ups and innovative companies, students, investors and EU / EIB/ EIF officials.




Programme (Investment forum area - Central room, Hall 4)

6th November (13h30 - 17h50): From labs to start-ups, support measures at EU level

- **From lab to start-ups (13h30 - 14h40)** Central room, Hall 4

Sharing best practices on how to move from European collaborative research projects to commercial exploitation.




The session will illustrate the need for maturing research outcomes and preparing strategies for exploiting them, in particular through the creation of start-ups in miniaturized smart systems.

- *Geraldine Andrieux (COWIN - YOLE finance)*  [Commercial exploitation of FP6 and FP7 research projects in smart systems](#) [1];
- *Jesus Ruano (Ikerlan)*;  [Best practices to set-up EU projects while optimizing potential commercial exploitation](#) [2]
- *Nicolas Blanc (CSEM)*;  [Examples of Success Stories and Technology Transfer @ CSEM](#) [3]
- *Henk Leeuwis (LioniX)*

Networking break

- **What accelerators can do for you? (15h00 - 16h10)** Central room, Hall 4



Knowing better accelerators: Their positioning with respect to incubators and other actors; the types of programmes they offer and their ways of working; opportunities for participants in FP7/H2020 to apply for accelerating programmes; actions for strengthening the impact of accelerators in Europe.

- *Manuel Tanger (ATALANTA - Beta-I)*  [Beta-i Presentation](#) [4]
- *Agustin Moro Canada (OPENAXEL - Wayra Spain)*;  [Opening Acceleration Across Europe](#) [5]
- *Rokas Tamošiūnas (StartupHighway)*  [Wayra Presentation](#) [6]

Networking break

- **New measures at EU level, supporting entrepreneurs, start-ups and innovative SMEs (16h30 - 17h50)** Central room, Hall 4

Discovering the Open and Disruptive Innovation (ODI) scheme of the ICT Work Programme using the new SME instrument and support measures for Access to Risk Finance in Horizon 2020.

- *Ignacio Puente Gonzalez (EU Commission - DG RTD);*  [Access to Risk Finance under the EU Framework Programme for Research and Innovation 2014-2020](#) [7]
- *Pierre Marro (EU Commission - DG CONNECT)*  [Open Disruptive innovation SME instrument](#) [8]

Networking activities running in parallel (in side rooms of the Investment Forum)


14:00	17:00	H4 - side room2	Start-ups presentation	Start-ups selected for pitching during the forum present their activities
15:00	16:00	H4 - side room3	Developping investment readiness (EIG project)	The EIG project supports participants in the EU programmes and other innovative companies in ICT to develop investment readiness
14:00	17:00	H4 - side room4	Private coaching sessions	For selected start-ups to prepare their pitch in front of investors on 7 November
16:00	17:00	H4 - side room4	Services for cross border and international development of start-ups and innovative companies (ACE project)	The ACE project supports the development of start-ups and innovative SME cross border and at international level
14:00	15:00	H4 - side room5	Women entrepreneurs	knowing more on initiatives supporting Women entrepreneurs

7th November (9h00 - 18h00): Securing investments

- **Investment readiness (9h00 - 10h40)** Central room, Hall 4

Which financial instruments suit which business idea?

Learning from individual learning sessions through roundtable discussions covering the following topics: Commercialisation strategies for (EU) research projects; Financing strategies: VC, bank loan, crowdfunding ...; Cross boarder investments

- *Alexandra Rudl & Jürgen Jähnert (EIG);*  [EIG – European Investor Gate - Bridging the gap between public research funding and private investment](#) [9]
- *Siobhan McQuaid (ACE);*
- *Matthias Frieden (Go Beyond);*  [Overview on financing instruments: Which instruments suit which business idea?](#) [10]
- *Catherine Delevoye (Technoport);*
- *Umberto De Feo (Meta Group)*

Networking break

- **Pitching session Part 1 (11h00 - 13h15)** Central room, Hall 4

Start-ups in the Mediatech and Creative industrCentral room, Hall 4y sector pitching in front of investors

(This session provides also real learning cases for participants in the investment readiness session)

Startups: 8 pitches from *Pixelsummoners Gameloop (GE); Even Bigger Fish (GE); Aensys Informatikai (HU); Matchrider (GE); Exacaster (LT); Mylap.se (LT); MELT icepops (NL); GCTrader (LT); Aciety (LT); BitBrain technologies (ES); MyHotel (CZ); Markcon Communication (HU)*

Investors form *Sophia BA; Angelwings; Lewiatan Business Angels; Finland BA; St Petersburg BA; EBAN; LiIO Ventures; MOOR; Go Beyond; Meta Group; Estban; BaltCap*

Moderation: *Thierry Baujard* '(Media-deals)

Lunch break

• **Neelie Kroes meeting entrepreneurs and investors (14h30-15h30)** Central room, Hall 4

Entrepreneurs and investors meeting Neelie Kroes, Vice President of the European Commission, in charge of the Digital Agenda.

(Continuing the discussion) Exit strategies (15h30 -16h15) Central room, Hall 4

Investment criteria are not just about good investment proposals but more and more on exit strategies opportunities. Especially in the digital media sector where its fragmented, the level of M&A activity is very low and do not offer the exit perspectives expected by investors investing in numerous start-ups.

The session will look at ways of dealing with exit from the point of views of the Business Angel community, Venture Capital Companies but also looking at trade sales and IPO on alternative markets

Jean Louis Brelet (Sophia BA); Stefanie Pingitzer (LiLO Ventures); Katja Bergman (MOOR); Robert Kwiakavski (Warsaw Stock Exchange)

Moderation: *Thierry Baujard* '(Media-deals)

Networking break

• **Pitching session Part 2 (16h45 - 18h00)** Central room, Hall 4

Start-ups in the Mediatech and Creative industry sector pitching in front of investors (This session provides also real learning cases for participants in the investment readiness session)

Startups: 4 pitches from *Pixelsummoners Gameloop (GE); Even Bigger Fish (GE); Aensys Informatikai (HU); Matchrider (GE); Exacaster (LT); Mylap.se (LT); MELT icepops (NL); GCTrader (LT); Aciety (LT); BitBrain technologies (ES); MyHotel (CZ); Markcon Communication (HU)*

Investors form *Sophia BA; Angelwings; Lewiatan Business Angels; Finland BA; St Petersburg BA; EBAN; LiLO Ventures; MOOR; Go Beyond; Meta Group; Estban; BaltCap*

Moderation: *Thierry Baujard* '(Media-deals)

Closing Remarks: Viorel Peca (EU Commission, DG CONNECT)

Networking activities running in parallel (in side rooms of the Investment Forum)



10:00	17:00	H4 - side room2	Start-ups presentation	Start-ups selected for pitching during the forum present their activities
16:00	17:00	H4 - side room3	Developping investment readiness (EIG project)	The EIG project supports participants in the EU programmes and other innovative companies in ICT to develop investment readiness
16:00	17:00	H4 - side room4	Presentation of EU HUB	EU HUB is on line platform on activities supporting the development of start-ups and innovative SME
11:45	12:45	H4 - side room5	Services for cross border and international development of start-ups and innovative companies (ACE project)	The ACE project supports the development of start-ups and innovative SME cross border and at international level

16:45	17:45	H4 - side room5	Investing in Robotics	Meeting Robolution VC fund investing in robotics
16:15	17:15	H4 - side room6	Women entrepreneurs	knowing more on initiatives supporting Women entrepreneurs
11:45	16:45	H4 - side room6	EU level support for access to risk finance	knowing more on H2020 measures supporting access to finance

8 November (9h00 - 12h15): Corporate Venturing - Towards longer term strategic investments

• Corporate venturing in ICT - key trends and issues (9h00 - 10h00) Central room, Hall 4

Opening presentations and discussion




- Erik Vermeulen (Philips);  [The New Venture Capital Cycle & The Role of Corporations](#) [11]
- Dieter Kraft (Robert Bosch Venture Capital);
- Detlef Pohl (Siemens Venture Capital);
- Paulo Andrez, (EBAN);
- Quentin Carruthers (Global Corporate Venturing)  [Corporate Venturing in ICT](#) [12]

Moderation: William Stevens (Europe Unlimited)

Networking break

• EU policies and measures for longer term strategic investment in ICT (10h30- 12h15) Central room, Hall 4

What are the main challenges & bottlenecks which larger European corporations face to be investing (more and longer-term) in innovation in the digital/ICT space? How can corporate venturing/partnering/investment be facilitated at EU level? Which initiatives could the European Commission take?

- Marnix Botte (Alcatel Lucent);
- Dugyu Oktem (Turk Telecom);
- Xiaoqun Clever (SAP);  [Presentation](#) [13]
- Gary Stewart (Wayra);  [ICT - Corporate Investment into Innovation](#) [14]
- Jussi Hatonen (European Investment Bank);  [EIB and EIF financing instruments for innovation](#) [15]
- Khalil Rouhana (EU Commission - DG CONNECT)

Moderation: William Stevens (Europe Unlimited)

Networking activities running in parallel (in side rooms of the Investment Forum)

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10:00	11:00	H4 - side room3	Presentation of EU HUB	EU HUB is on line platform on activities supporting the development of start-ups and innovative SME
11:00	12:00	H4 - side room4	Services for cross border and international development of start-ups and innovative companies (ACE project)	The ACE project supports the development of start-ups and innovative SME cross border and at international level
10:00	11:00	H4 - side room5	Investing in Robotics	Meeting Robolution VC fund investing in robotics
10:00	10:45	H4 - side room6	Women entrepreneurs	knowing more on initiatives supporting Women entrepreneurs

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Team responsible

[DG CONNECT](#) [16]

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Links

- [1] <https://ec.europa.eu/digital-single-market/sites/digital-agenda/files/presentation%20COWIN%20ICT%202013.pdf>
- [2] <https://ec.europa.eu/digital-single-market/sites/digital-agenda/files/MNBS%20METHODOLOGY%20FOR%20ICT2013%20v2.pdf>
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