



TAFTIE “SOFT POWER TASKFORCE”

**NATIONAL AGENCIES
AT THE FOREFRONT OF A NEW MODEL
FOR INNOVATION SUPPORT IN THE EU:**

THE FUNDERS’ PERSPECTIVE

30 May 2018 | 9h00-18h00

European Investment Bank, Luxembourg (Kirchberg)



How to participate in the interactive debates:

Go to sli.do

Join us with the event code:

#N416

No parking space is available at the EIB for participants.



PROGRAMME

30 MAY 2018

NATIONAL AGENCIES AT THE FOREFRONT OF A NEW MODEL FOR INNOVATION SUPPORT IN THE EU: **THE FUNDERS' PERSPECTIVE**

Master of Ceremony: Ian Cresswell, Head of International Affairs, Luxinnovation

Venue: European Investment Bank, 98-100, boulevard Konrad Adenauer, L-2950 Luxembourg

09:00 – 09:30 **Welcome coffee**

09:30 – 09:40 **Opening**
SIMON BARNES, HEAD OF ADVISORY SERVICES, EUROPEAN INVESTMENT BANK
MARIO GROTZ, PRESIDENT, LUXINNOVATION

09:40 – 10:00 **Setting the scene**
SHIVA DUSTDAR, HEAD OF DIVISION,
INNOVATION FINANCE ADVISORY, EUROPEAN INVESTMENT BANK



Security checks at the entrance of the EIB may take up to one hour. Please make sure that you have an ID Card or passport with you.

PART I.

ALIGNING INVESTORS / PUBLIC BODIES

10:05 – 11:20 Interactive session

Different type of funders with different rationales intervene in the process of supporting innovation in companies. What is the most effective way to support the emergence of new economic activities?

Traditionally innovation agencies focus on investments with a higher risk profile whilst other financial intermediaries (venture capitalists, banks) intervene at later stage when solutions succeed on the market. How to address the gap in between?

- Are there successful ecosystems that cover the gap?
- Is there a way to design financial instruments (blended instruments) to fill this gap?
- In a context of limited financial resources, is it better for innovation agencies to focus on the emergence of many ideas (ideation process, early-stage) or rather to encourage the successful market entry of promising innovative solutions?
- How to coordinate with the EU instrument so as to avoid overlap and enhance the efficiency of European and national innovation policies?

MODERATOR SHIVA DUSTDAR, HEAD OF DIVISION, INNOVATION FINANCE ADVISORY,
EUROPEAN INVESTMENT BANK

MINNA SUUTARI CUSTOMER EXPERIENCE DIRECTOR, BUSINESS FINLAND

PROFESSOR AKSEL MJØS CHAIR OF THE NORWEGIAN CAPITAL ACCESS COMMISSION, NORWEGIAN
SCHOOL OF ECONOMICS

INGA BEILIUNIENE HEAD OF PROJECT MANAGEMENT DIVISION, INVEGA (LT)

DONNCHADH CULLINAN MANAGER, GROWTH CAPITAL AND BANKING RELATIONS,
ENTERPRISE IRELAND

LARISSA BEST PRESIDENT, LUXEMBOURG BUSINESS ANGEL NETWORK

NICOLAS SABATIER ADVISER TO DIRECTOR B, DG RTD – EUROPEAN COMMISSION

FRANK KRINGS CHIEF EXECUTIVE OFFICER OF DEUTSCHE BANK LUXEMBOURG S.A -
MEMBER OF THE BOARD OF DIRECTORS OF THE LUXEMBOURG BANKERS' ASSOCIATION

PART II.

EXPERIENCES IN INCREASING INVESTMENT READINESS / ROLE OF ADVISORY SERVICES

11:25 – 12:40 Interactive session

In addition to diversifying the mix of instruments, increasing investment readiness of innovation activities can also be a key factor in preparing projects for future investments. How are these advisory services implemented in practice? How are they channelled towards the beneficiaries? As outlined in the Compendium of Evidence on the effectiveness of innovation policy, “studies generally find that technology and innovation advisory

services provide positive benefits for participating firms”. What type of advisory services increase the investment readiness of projects? What are the needs? Are there market barriers for companies to get access to such services? Is it the role of innovation agencies to provide innovation advisory services? Are advisory services consistent with the typical activity of selecting and funding projects? Is it State Aid compliant to provide such services?

MODERATORS GASTON TRAUFLER, DIRECTOR MARKETING, COMMUNICATION & STRATEGY, LUXINNOVATION AND PASCAL FABING, HEAD OF NATIONAL FUNDING, LUXINNOVATION

ALEX GLENNIE PRINCIPAL RESEARCHER, NESTA (UK)
- *State of play in innovation agencies: coaching, mentoring services*

MARC D’HOOGHE SENIOR ADVISOR, INNOVATION FINANCE ADVISORY, EUROPEAN INVESTMENT BANK
- *Increasing investment readiness, the EIB’s perspective*

JOHNNY BREBELS HEAD OF CLUSTER INITIATIVE & FLAGSHIP PROJECTS, LUXINNOVATION AND
MARC JACOBS BUSINESS ANGEL (LU)
- *Innovation agency / Business angel’s perspective: Molecular Plasma Group case presentation*

SANDRINE LAURENT POLICY OFFICER, SMEs, FINANCIAL INSTRUMENTS AND STATE AID, DG RTD – EUROPEAN COMMISSION
- *European support services*

PHILIPPE VANRIE HEAD OF EUREKA SECRETARIAT (BE)
- *Eureka E!nnoVest*

GILLES LE COCQUEN DIRECTOR OF EUROQUITY, BPI FRANCE
- *Building a community of high potential SMEs*

ANDREA KINDLER PROJECT MANAGER ENTERPRISE EUROPE NETWORK, FFG (AT)

PAULO ANDREZ FOUNDER OF ENTREPRENEURSHIP AGENCY DNA CASCAIS, PRESIDENT EMERITUS EBAN (PT)

12:45 – 13:45 Walking Lunch

PART III.

THE CASE OF SPIN-OFF COMPANIES: HOW TO BRIDGE THE GAP?

14:00 – 15:15 Interactive session

Spin-off companies typically face the valley of death. After having matured a technology to a minimum viable product and with the first clients, many questions arise. What is the role of founders? How to structure the company? Is the business model scalable? What type of funding when a spin-off is too mature for “research funding” and too early stage for investors?

While main knowledge-intensive areas in Europe (For example : Oxford, Cambridge, Leuven or Gothenburg) demonstrate success in terms of spin-off creation, the aim of this session is to think about a sustainable model in areas where the potential for launching spin-off companies is more scattered. What role can innovation agencies play in terms of both project advice and funding schemes?

MODERATOR: PASCAL FABING, HEAD OF NATIONAL FUNDING, LUXINNOVATION

ANDREEA MONNAT HEAD OF UNIT – INNOVATION PROGRAMMES, NATIONAL RESEARCH FUND AND
ERIC TSCHIRHART SPECIAL ADVISOR – TECH TRANSFER & FUNDRAISING, UNIVERSITY OF LUXEMBOURG
- Luxembourg greenfield approach – building the spin-off ecosystem

FENRIR VAN KOERT SENIOR ADVISOR, NETHERLANDS ENTERPRISE AGENCY
- The Dutch valorisation programme – how innovation agencies can shape local ecosystems

CATARINA MAIA HEAD OF TECHNOLOGY LICENSING OFFICE, INESC TEC (PT),
- What respective roles for TTOs / innovation agencies / investors in bridging the gap?

SANDRA FERRI HEAD OF TECHNOLOGY TRANSFER INVESTMENTS, EUROPEAN INVESTMENT FUND
- EIF experience – Tech transfer fund: EIF tools to reinforce local ecosystems?

ALAIN RODERMANN MANAGING PARTNER, DIGITAL TECH FUND - EXPON CAPITAL (LU)

BENCE KATONA DEPUTY CEO, HIVENTURES (HU)

PART IV.

EIC

MODERATOR: MARCUS BIDMON, NATIONAL CONTACT POINT FOR ACCESS TO RISK FINANCE, FFG (AT)

15:20 – 15:40 **Towards FP9 and the EIC – main novelties, possible role for innovation agencies**
STÉPHANE OUAKI HEAD OF UNIT “SMES, FINANCIAL INSTRUMENTS AND STATE AID”,
DG RTD, EUROPEAN COMMISSION

15:40 – 15:55 **Debate with innovation agencies**
AGNES DIVINYI NRDI OFFICE (HU)
DAVID GOLDING INNOVATE UK
STÉPHANE OUAKI EUROPEAN COMMISSION

15:55 – 16:00 **Presentation of project ideas for a possible COFUND instrument under the EIC**
YOUNIS HIJAZI HEAD OF EU LIAISON, LUXINNOVATION

16:00 – 16:30 **Coffee break and feedback collection on project ideas**

PART V.

KEY FINDINGS

16:30 – 17:30 Open debate

The last session will discuss the main findings and analyse them in relation to collected ideas around:

- activities and skills to be developed within innovation agencies in order to better support the innovation ecosystem.
- identified limits and risks, issues around the expectations.
- what potential joint-programmes of Innovation can be developed under FP9/Innovation Pillar (soft skills, SME-oriented research project)? Any leads?

MODERATOR: ANA PONTE, PARTNERSHIPS AND COOPERATION, ANI (PT)

REPORT ON 3 SESSIONS:

- **ALESSANDRO DE CONCINI (EUROPEAN INVESTMENT BANK)** TIMING OF INTERVENTIONS / FORM OF FINANCIAL SUPPORT
- **BARBARA GRAU (LUXINNOVATION)** INCREASING INVESTMENT READINESS
- **JEAN-MICHEL LUDWIG (LUXINNOVATION)** BRIDGING THE GAP FOR SPIN-OFF COMPANIES

REPORT ON POTENTIAL JOINT-PROGRAMMES OF INNOVATION : YOUNIS HIJAZI, HEAD OF EU LIAISON, LUXINNOVATION

17:30 – 17:40 Closing remarks by European Investment Bank & LuxInnovation

17:40 – 18:45 Networking Cocktail at the European Investment Bank

PART VI.

SOCIAL DINNER

19:00 – 23:00 Dinner



A dinner will be organised for all participants at La Table du Belvédère, a bistronomic restaurant offering authentic dishes and excellent wines in a modern setting at the heart of the Place de l'Europe in Luxembourg's Kirchberg district.

The dinner will be an excellent opportunity for further networking and exchange with Taftie members.



GENERAL INFORMATION

VENUE

European Investment Bank, 98-100,
boulevard Konrad Adenauer
L-2950 Luxembourg

The European Investment Bank (EIB) is the European Union's bank. It is the only bank owned by and representing the interests of the European Union Member States. The EIB works closely with other EU institutions to implement EU policy.

The EIB is the world's largest multilateral borrower and lender. It provides finance and expertise for sustainable investment projects that contribute to EU policy objectives. More than 90% of the EIB's activities are in Europe, but it is also a major investor around the world.

The EIB supports projects that make a significant contribution to growth and employment in Europe. Its activities focus on four priority areas: Innovation and skills; Access to finance for smaller businesses; Infrastructure; and Climate and environment.



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WELCOME TO LUXEMBOURG

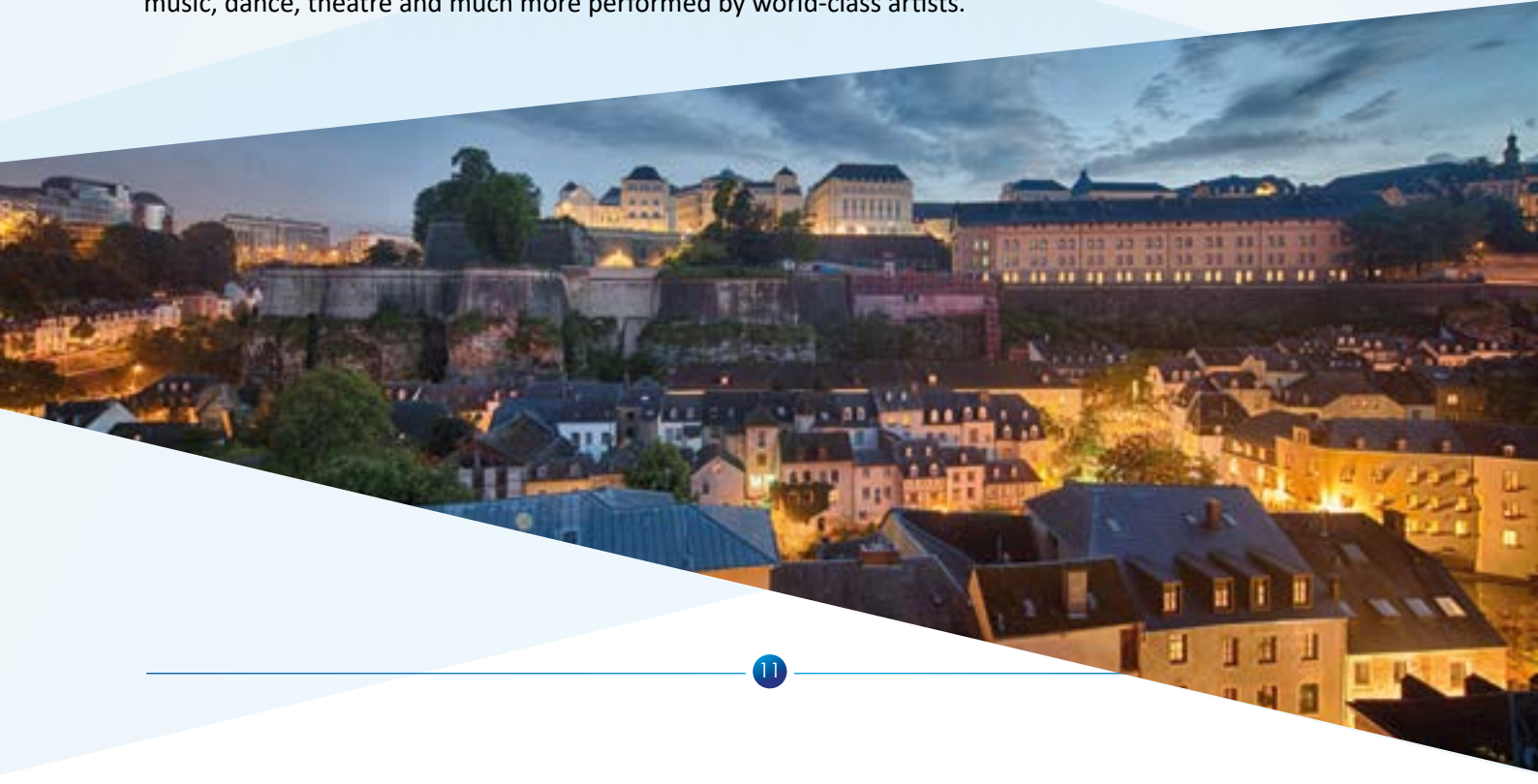
Luxembourg is the beautiful green heartland of Europe and a strategic smart business location with a national character of openness, dynamism, reliability. This small country has its unique history and personality and offers much to discover.

The capital, Luxembourg City, has a history going back more than a thousand years. It was founded in 963, and counts a number of historic sites, including its former fortress (a UNESCO World Heritage Site), as well as more contemporary sites. Luxembourg is one of Europe's most important financial centres. The city is home to several European Union institutions and is one of the capitals of Europe, along with Brussels and Strasbourg.

Luxembourg is also a major European hub of business, research and innovation specialising in fields such as the automotive sector, clean technologies, ICT, life science, logistics, materials and manufacturing and space technologies. The country's excellent business climate attracts a high number of international companies. Luxembourg is an excellent gateway for the dissemination of products and services in Europe and well beyond. The country is situated at the heart of several major European markets: 60% of the EU's GDP can be reached by a one-hour flight. International studies on the competitiveness of countries consistently rank Luxembourg among the first.

Luxembourg is exceptionally cosmopolitan and home to people of over 170 nationalities. The language skills of the multicultural population are outstanding: fluency in three or more languages is the norm rather than the exception. A true knowledge economy, it has an exceptionally skilled workforce and attracts talent from neighbouring countries and well beyond.

The city of Luxembourg offers a mixture of tradition and modernity with UNESCO World Heritage monuments, contemporary headquarters of many European, cultural and financial institutions and numerous museums and squares. The countryside is never far away in this verdant gem of natural beauty. Diverse and unique landscapes are crisscrossed by several thousand kilometres of hiking and biking paths, and there is a wide range of leisure and sports activities. Luxembourg's vibrant cultural life includes art, music, dance, theatre and much more performed by world-class artists.



LUXINNOVATION

Luxinnovation contributes to the economic development of Luxembourg by fostering innovation, fuelling international growth and attracting foreign direct investment. Our comprehensive range of services to help make that happen focus on:

- Start-up support
- Stimulating innovation and improving the performance of SMEs
- R&D and innovation funding
- Strategic sector development

Our job is to act as facilitator for companies or entrepreneurs that are planning to launch cutting edge projects, enhance their performance, or expand their business and innovation partnerships at an international level. We also contribute to Luxembourg's sector-specific trade promotion and prospection efforts. We participate in missions around the globe, in tandem with the Ministry of the Economy, the Chamber of Commerce or other representative bodies. Our priority is to attract foreign direct investment in a targeted and service-oriented manner.

We provide young entrepreneurs with individual support to set up a business plan, develop a viable business model, find their first clients and start to accelerate their business. We offer programmes such as Fit 4 Start, which offers ICT start-ups early-stage funding and coaching, and Plug and Play, which sends start-ups to the Silicon Valley for a chance to break into the US market.

We provide SMEs with information on how to gain competitive advantage by improving or changing their products, services, production processes, internal or external organisation, marketing plan or even their business model.

We offer you advisory and support services for R&D and innovation projects. Our clients benefit from guidance to find the most appropriate funding available and develop successful applications. Luxinnovation has in-depth knowledge of national funding schemes. We are also the National Contact Point for Horizon 2020 and the National Project Coordinator for EUREKA.

We employ a targeted and sectoral approach in line with the Luxembourg government's keen focus on becoming more globally competitive. This we do by leveraging the potential of key sectors considered of prime importance for the development of Luxembourg's economy. We also manage the Luxembourg Cluster Initiative, which fosters innovation, business development and cross-sector cooperation amongst local players.

COUNTRY INFORMATION

AREA: 2,586 SQUARE KILOMETRES

The Grand Duchy of Luxembourg extends from north to south over a maximum distance of 82 km and 57 km from east to west.

POPULATION: 590,700 INHABITANTS (1 JANUARY 2017), OF WHOM 48% ARE FOREIGNERS OF MORE THAN 170 NATIONALITIES

HEAD OF STATE: HRH GRAND DUKE HENRI

HEAD OF GOVERNMENT: XAVIER BETTEL, PRIME MINISTER, MINISTER OF STATE

LANGUAGES: FRENCH, GERMAN AND LUXEMBOURGISH. ENGLISH IS WIDELY SPOKEN

CURRENCY: EURO

COUNTRY CODE (TELEPHONE): +352

ELECTRICITY SUPPLY: 220-240V, 50 HZ

LUXEMBOURG INFORMATION:

Luxembourg City Tourist Office: www.luxembourg-city.com/en

Visit Luxembourg: www.visitluxembourg.com/en



Workshop organised in the framework of the TAFTIE “SOFT POWER TASKFORCE”.

