	FED4SAE	<b>FED4SAE Deliverable D6.10</b>
	761708	Work package <b>WP6</b>

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WP6

Interim report on access to finance activities

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## Abstract


The FED4SAE *Access to Finance* task aims to establish links to other funding sources, such as public or private investment programs, or potential customers for FED4SAE-supported businesses, to provide business development support to Third Parties. To achieve this objective, the FED4SAE consortium builds a catalogue of available funding sources and events (matchmaking events or investors pitches) for having a good overview of these opportunities. By encouraging collaboration with investors and establishing links with them the long-term sustainability and growth of major project outcomes can be ensured.

This deliverable reports on the collection and analysis of information about available funding opportunities with the goal to facilitate matching FED4SAE-supported SMEs and other Third Parties to those programmes most useful to them and initiate follow-up actions.

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## 1. Introduction


The FED4SAE *Access to Finance* task aims to provide an overview of the available funding opportunities known to the project partners. Activities in this task will be dedicated to establishing links to funding sources, such as public or private investment programs, and to identifying events to discover potential customers for FED4SAE supported businesses to provide business development support to these Third Parties. For the engaged businesses in the FED4SAE application experiments, such support will be managed by the input from innovation management activities on the specific needs of the individual Third Parties. Overall, these activities help to ensure the long-term sustainability and growth of major project outcomes.

The main objective of this deliverable is to provide an analysis of the available funding sources to indicate which are the most valuable to whom and *act* on this analysis by engaging with Third Parties.

### 1.1 Task Objective


The task objectives cover the following set of activities:

- Build a catalogue for each FED4SAE centre of existing funding programs on a regional or national level, relevant organizations that can provide financial support (incubators, accelerators, investors, etc.), and events to support match-making with potential customers.
- Define a process to match Third Parties to the right sources according to their needs, based on input from the work package on Innovation Management. The table below (Table 1) displays the status of the actions managed in that WP to introduce FED4SAE running AEs to Venture Capital companies. The process of introduction to investors and training the companies to pitch is part of the services included in the Innovation Management work package.
- Relate interested Third Parties that are not involved in AEs to relevant regional or national funding programs.
- Promote FED4SAE-supported businesses at relevant events (exhibitions, investor pitches, etc.) and link them to potential investors to reach the industrialization phase for their experiment results.

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Company	Project	Status of support for access to VC	comment
Glanta	Surewash	coaching delivered	Company was trained to pitch and introduced to investors. GLANTA also received a wild card to the INPHO Venture event.
Bettair cities	BETTAIR	coaching delivered	Company received support for coaching and was introduced to Bosch Venture after its participation to the Bosch Venture Forum
ARVRtech doo Novi Sad)	Immersive4Learning	coaching started	pitch training in progress
HOP Ubiquitous Srl	SpecifiCity	coaching started	pitch training in progress
Althexis Solutions Ltd	Spectrox	coaching started	pitch training in progress
App Check BnB	ECO-Smart Homes	coaching started	pitch training in progress
OTA Analytics	Air Tech	no request	No request from OTA
Green Tropism	HYPERCOOK	no request	no need
Artomatix	AI VLIT	not applicable	Artomatix has been offered a Wild card to INPHO but chose not to participate. The company raised xM€
Encore-lab	Hsens	not applicable	The profile of the company is not suitable for fundraising
Wegoto	Cadix	not applicable	Wegoto already commissioned a fund raiser in an exclusive relationship
Energica Motor Company	MAMMUT	not applicable	no need, listed company
ALITEC SRL	OPTILIGHT	not applicable	no need
ARTAL Technologies	T4S	not applicable	ARTAL is a 200 people SME and will not open its capital in the short term
OMTLAB Ltd	WearTLS	not applicable	The profile of the company is not suitable for fundraising
FENTISS	Time4PS	not applicable	The profile of the company is not suitable for fundraising
Link Software	RATE	not applicable	The profile of the company is not suitable for fundraising
Zannini	INCOMING	not applicable	Zannini is a stable SME not willing to open its capital
ISSD	Smart-Tunnel	not applicable	The profile of the company is not suitable for fundraising
Safecility	Safecility SAE	not applicable	The profile of the company is not suitable for fundraising
Kalmia	BETP	not applicable	Kalmia is not interested into VC introduction
Protolab	Embrace	not applicable	The profile of the company is not suitable for fundraising
Genport srl	HYPEMLIFE	to be determined	The business model is not attractive for investors
Sleep Advice Technologies	PRESLEEP	to be determined	
Fictitious Capital Limited, tAerodrums2		to be determined	The company is successful in crowdfunding
Nanotech Analysis	NANOLEAK	to be determined	
Sentinum	Sentinal	to be determined	
ASINCO GmbH	RobRad	to be determined	
Ubotica Technologies	IDRD	to be determined	
IoT Solutions	IoTSG	to be determined	
Ghost Labs	GHOST	to be determined	
Kineton	C2MICROCAR	to be determined	

**Table 1: status of the training for introduction to investors**

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## 2. Data Gathering and Activities in phase one

As the first step for enabling access to regional and national investment opportunities, all FED4SAE partners were asked to provide information on the funding opportunities known to them. To produce a valuable catalogue of funding sources, which can be explored usefully, key information such as the admission requirements and eligibility criteria and the area of investment was gathered.

Two main categories of the gathered data are Funding Sources and Relevant Events.

### 2.1 Funding Sources

The funding sources were mapped based on:


- Funding Organization Name
- Funding Organization Type (Incubator, Accelerator, Investor, or Funding Program)
- Funding Sources Type (Private Investment or Public Funding)
- Funding Program Name
- Funding Program Level (Regional, National, European, or International)
- Short Description
- Investing Area / Domain
- Amount
- Duration
- Requirements (admission criteria / eligibility criteria)
- Contact Person (Name / Email)
- URL
- Additional Information

The ultimate goal for gathering this data and the catalogue is to relate interested Third Parties that are not involved in FED4SAE AEs to relevant regional or national funding programs.

### 2.2. Relevant Events

Relevant events were mapped based on:

- Event Name
- Event Type (Investor Pitches, Matchmaking Events or Exhibitions)
- Venue Location

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- Venue Date
- Short Description
- Investing Area / Domain
- Requirements
- Contact Person (Name / Email)
- URL
- Additional Information

The eventual use and purpose for this gathered data is to promote FED4SAE-supported businesses at relevant events (exhibitions, investor pitches, etc.) and establish a link to potential investors to reach the industrialization phase for their experiment results.

## 2.3 Initial dataset and Analyses

From the initial dataset that was gathered from partners in France (Grenoble), Germany (Munich, Erlangen), Hungary (Budapest), Spain (Santander), Sweden (Stockholm) and UK (London), a number of funding opportunities were identified; the distribution of the types of funding source is shown in the pie chart below (Figure 1):

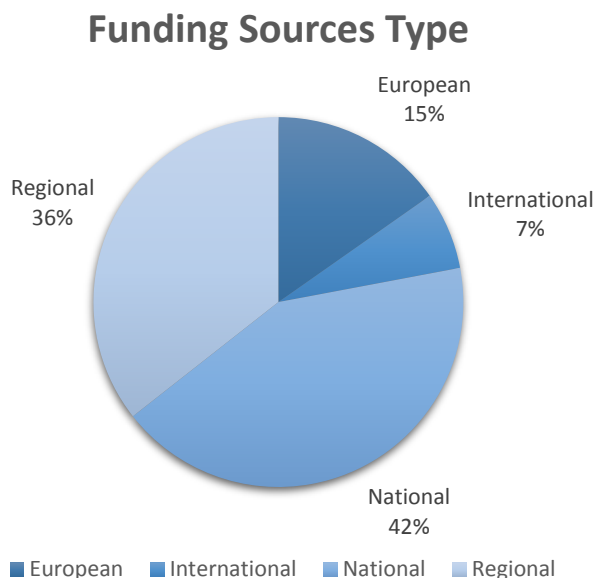



Figure 2: FED4SAE identified funding sources

The following table (Table 2) gives a snapshot of the identified National Funding Sources (Accelerator, Incubator, or Funding program), which can be either public or private investment ones.

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<b>Funding Organization Name</b>	<b>Funding Program Name</b>
ZIM (Das Zentrale Innovationsprogramm Mittelstand)	<a href="#">Einzelprojekte Förderangebote, Kooperationsprojekte Förderangebote</a>
UnternehmerTUM	<a href="#">TUM START-UP CONSULTING</a>
EXIST	<a href="#">EXIST start-up grant</a>
BMBF (Bundesministerium für Bildung und Forschung)	<a href="#">KMU-Innovativ</a>
MVM smart future lab	<a href="#">MVM Incubator Program</a>
HIVENTURES	<a href="#">Incubation investment program</a>
NKFIH Alap	<a href="#">NKFI Alap</a>
Vinnova	<a href="#">Innovationsprojekt</a>
The Swedish Research Council	<a href="#">Grundforskning</a>
CEA TECH	<a href="#">Challenge first step</a>
French Tech	<a href="#">French Tech seed</a>
French Tech	<a href="#">XPREENEURS incubator programme</a> <a href="#">French Tech Pass</a>
AURA	<a href="#">Ambition PME program</a>
National Governments	<a href="#">Eureka</a>
National Governments and European Commission	<a href="#">Eurostars</a>
London City	<a href="#">European Regional Development Fund</a>
UK government	<a href="#">Global Challenges Research Fund</a>
DBU (Deutsche Bundesstiftung Umwelt)	<a href="#">DBU</a>
EUREKA	<a href="#">Eurostars</a>
1Kubator	<a href="#">1Kreation</a>
French Ministry of Economy	<a href="#">PSPC</a>
French Defense administration (DGA)	<a href="#">RAPID</a>
BPI France	<a href="#">Concours Innovation -i-Nov</a>
French Ministry of Research	<a href="#">concours I-Lab</a>

**Table 2: National funding sources**

The following (table 3) provides a snapshot of the Regional Funding Sources (Accelerator, Incubator, or Funding programs) that can be public or private.



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Funding Organization Name	Funding Program Name
FLÜGGE	<a href="#">Das FLÜGGE-Programm</a>
MKB Fintechlab	<a href="https://fintechlab.hu/">https://fintechlab.hu/</a>
IRT NanoElec	<a href="#">EASYTECH program</a>
Gate 1	<a href="#">Gate 1 program</a>
GEM	<a href="#">IncubaGEM</a>
réseau entreprendre	<a href="#">Réseau Entreprendre Isère</a>
le tarmac	<a href="#">TARMAC program</a>
Savoie Technolac	<a href="#">incubator program</a>
le Carré	<a href="#">START-UP TO SCALE-UP program</a>
Investitionsbank Berlin	<a href="#">Pro FIT</a>
Bayrische Forschungsstiftung	<a href="#">Diverse</a>
Innovationsgutschein Bayern	<a href="#">Diverse</a>
BMW (Bundesministerium für Wirtschaft und Energie)	<a href="#">BayTP+</a>
French ministry of Economy + Auvergne Rhône Alpes council	<a href="#">PSPC Region</a>
Auvergne-Rhône Alps council	<a href="#">R&amp;D Booster</a>
Auvergne-Rhône Alps council	<a href="#">PIA3 Régionalisé</a>

Table 3: Regional funding sources


The collected European Funding Sources (Accelerator, Incubator, or Funding programs) are as follows (Table 4):

Funding Organization Name	Funding Program Name
EIT Digital	<a href="#">EIT Access to Finance</a>
Initiative for Industrial Innovators	<a href="#">Initiative for Industrial Innovators</a>
EH Invest	<a href="#">Startup Campus Incubator</a>
OXO labs	<a href="#">OXO Labs startup incubation and acceleration program</a>
Virgo Ventures	<a href="#">Digital Product Incubation</a>
NKFIH H2020	<a href="#">NKFI H2020</a>
EIT Digital	<a href="#">EIT Access to Finance</a>
European Commission	<a href="#">Horizon 2020</a>
European Commission	<a href="#">ERDF</a>

Table 4: European-funding sources

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In addition, a few International Funding Sources (Table 5) were also identified:


Funding Organization Name	Funding Program Name
XPRENEURS	<a href="#">XPRENEURS incubator programme</a>
TECHFOUNDERS	<a href="#">TECHFOUNDERS</a>
BNL Start	<a href="#">Seed Funding Program</a>
ABC Accelerator	<a href="#">#10 BATCH Business-focused accelerator</a>

Table 5: International-funding sources

Moreover, various exhibitions and matchmaking events (Table 6) were listed:

Event Name	Event Type	Venue Location
<a href="#">DATE 2020</a>	Matchmaking Events	Grenoble, France
<a href="#">Developing IoT Tech in the 5G Era</a>	Exhibitions	Wayra, Kaufingerstraße 15., München, 80331
<a href="#">EFECS 2019</a>	Matchmaking Events	Helsinki, Finland
<a href="#">Forum 5i</a>	Exhibitions	Grenoble
<a href="#">Future Resource</a>	Exhibitions	NEC, Birmingham
<a href="#">HIPEAC 2020</a>	Matchmaking Events	Bologna, Italy
<a href="#">IoT Tech Expo</a>	Exhibitions	Olympia Grand, London
<a href="#">munichnetwork (WakeUp!, LunchBriefing and TecEve_145i)</a>	Matchmaking Events	München, Germany
<a href="#">Smart City Expo World Congress</a>	Exhibitions	Barcelona, Spain
<a href="#">SPS (Smart Production Solutions)</a>	Exhibitions	Nürnberg, Germany
<a href="#">TALKING TECH: IOT</a>	Exhibitions	Vinters Business Park, Maidstone, ME14 5NZ
<a href="#">TELE2 IOT TALKS STOCKHOLM</a>	Exhibitions	Östra Järnvägsgatan 35, Stockholm, 111 20
<a href="#">The Digital World: IoT</a>	Exhibitions	Royal College of Pathologists (Events at No6), 6 Alie Stree, London, E1 8QT
<a href="#">venture 5i</a>	Investor Pitches	Grenoble

Table 6: Relevant Events

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### 3. Opportunities and Activities in Final Phase

The next phase will be during the third year when the application experiments have been running for a while, which makes it a perfect time to help them connect with investors in regards to their business ideas.

The last step of that phase will be to summarize key accomplishments of Access to Funding services based on the gathered data for supporting Third Parties in the execution of their exploitation plans.