

Lab



Innovation **Lab**
by META Group®

“READY TO USE” VENTURE CAPITAL FUNDS HOW TO SET UP AND LAUNCH FINANCIAL ENGINEERING MEASURES USING ERDF (European Regional Development Fund)

September 30th 2011

10:30 Regus Airport Meeting Centre - Brussels

META Group Innovation Lab

Is a small interactive group and practical workshop formula, addressed to civil servants and innovation intermediary company managers, for disseminating innovative tools and management tips in the domains of Entrepreneurship, Finance, Technology transfer and Clustering.

Background

The 2007-2013 programming period is about to close and many Regional Public authorities are willing to launch effective Venture Capital activities and have the ERDF financial resources to do so. However, there is no more time available to deliver feasibility studies for the design and launch of new measures.

The intensive session with experts will provide tailored practical professional advice, guidance and tools. At the same time, dramatically reducing the time to market of the new measures will ensure a well conceived strategic and operational framework for new Early Stage Funds.

Workshop objectives and contents

This unique hands on workshop, that will be delivered by EU early stage financing professionals, aims at providing civil servants committed to implementing an early stage fund in their regions, along with all the information and tools necessary to design and make operative a regional early stage fund within the 2007 – 2013 programming period.

During the workshop all the relevant aspects affecting the launch of an early stage fund will be discussed, including the European legal framework, the assessment criteria to make strategical choices of an early stage fund model (size, target companies, investment modalities, etc), the operational steps to be undertaken to launch the measures and related tested “ready to use” tools (technical specifications, tenders).

Real life successful early stage fund case studies targeting both intensive start up know how and existing SMEs, will be presented and analysed, also in terms of results and the impact made.

Furthermore, in order to let participants get the most from the workshop, ninety minutes will be allocated for a one to one Q&A session with the scheduled workshop speakers.

Teaching methods

Lectures
Case studies
Discussions
One to one Q-&-A-session

Target groups

- Civil servants of National and Regional Public Authorities, responsible for ERDF programming and/or implementation.
- Managing Directors and Senior Managers working for Regional Development Agencies.
- Regional policy makers interested in financial engineering

Why you should attend this workshop

To have an intensive training experience, provided by professionals with practical and extensive experience in innovation financing mechanisms and to quickly gain practical capacity and operational tools to get an early stage financing fund up and running, using ERDF funds for the 2007-2013 programming period.

By attending the workshop participants will:

- quickly develop a clear understanding of the early stage funds' set up process
- understand which European regulations are necessary to comply with
- learn how to set criteria for choosing their regional early stage fund model
- access "ready to use" tools for designing the fund and launching the measures
- learn from the experience of others, by sharing insights and useful hints coming from those who have already implemented early stage financing measures
- get tailored advice from speakers on specific strategical and operational issues
- meet and network with colleagues and Early Stage Financing and Innovation Policy experts.

Workshop Agenda

- 10.30 - 11.00 **Arrival and registration**
- 11.00 - 12.00 **"ERDF financial engineering and State aid compliance: How to set up an investment fund in line with EU State aid rules"**
Mr. Christian Harringa - European Commission
The talk will focus on the analysis of technical and legal aspects related to the implementation of financial engineering measures using ERDF and on the procedures to be followed to ensure a smooth implementation from a State aid point of view. State Aid provision and Commission Guidelines will be presented in details, including recent approaches for ERDF resources under the JESSICA initiative.
- 12.00 - 13.00 **"One size does not fit all": Criteria for choosing the most adequate Early stage fund model for your region and State aid directives of Risk Capital**
Mr Luigi Amati – META Group
This session will focus on analysing the key criteria for the design of an early stage fund both in terms of size, public and private financing and investment typology. Practical indications will be given to allow the participants to relate such criteria to their regional context and financial needs. Alternative ways of building a fund will be presented in the light of the State Aid directives with particular reference to the necessity of going through further assessment of specific measures
- 13.00 - 13.30 **Q&A session**
- 13.30 - 14.00 **Networking Lunch Break**
- 14.00 - 15.00 **"Creating your Fund": Technical Specifications and Call for tenders**
Mr Luigi Amati – META Group
This session will be presenting the technical details of real cases illustrating ready to use tools for implementing regional funds. Different options on how to develop the main points of the technical specifications and tenders will also be presented
- 15.00 - 16.00 **Case studies: Emilia Romagna, Slovenia and Sardinia regions**
Mrs Francesca Natali - Zernike META Ventures
Ms Marjana Majerič - President of the Evaluation Committee for financial engineering measures of the Slovenian Government
Case studies of real life experience in implementing and monitoring an early stage fund will be presented. The various cases will reflect a wide range of possibilities, ranging from a fund focused mainly on high tech start-ups in a very dynamic region to others dedicated to the expansion of more traditional SMEs and concluding with a new fund just created in a region where venture capital is starting up for the first time
- 16.00 - 17.30 **Question room one to one**
All Speakers
During this interactive session, participants can approach speakers on a one-to-one basis to pose specific questions, therefore getting the benefit of tailored advice

Speakers

Mr. Christian Harringa, European Commission



Christian Harringa is working as a National Expert for the European Commission, responsible for State aid for Research & Development, Innovation and Risk Capital. He is part of the case team responsible for notifications of financial engineering instruments using EU Structural Funds resources, notably based on the new Commission approach for JESSICA (Joint European Support for Sustainable Investment in City Areas), a policy initiative of the European Commission supported by the European Investment Bank (EIB) in cooperation with the Council of Europe Development Bank, designed to help Member States in using financial engineering mechanisms to support investment in the context of EU Cohesion Policy in the programming period 2007-2013. Prior to his secondment to the European Commission, Christian Harringa has been working for the City of Hamburg in the field of technology transfer and cluster management.

Mr. Luigi Amati, META Group



Luigi Amati has more than twenty years of experience in the fields Research, Innovation and Entrepreneurship. Since 1993, he has been the CEO (and co-founder) of META Group. A current focus is on creation and management of Seed funds and the mentoring of young Knowledge Intensive companies. He has worked and lived in Italy, England, Tunisia, Holland, Argentina, Spain and Russia. He is the Vice President of EBAN (www.eban.org European Association of Business Angels Network and Early stage funds) and a founder of the Italian Angels for the Growth Club in Milan (www.italianangels.net). He currently sits on a number of investment committees for European early stage funds.

Mrs. Francesca Natali, Zernike META Venture



Francesca Natali has more than ten years experience in Technology transfer and Seed Finance having worked in the development and management of a number of Seed Funds including a fund based in central Italy (Prisma), one in Northern Italy (Ingenium), one in Southern Italy (Sardinia region), one in Slovenia and another in Tunisia with the European Investment Bank. She is currently engaged in the operations of a number of regional funds.

Ms. Marjana Majerič, President of the Evaluation Committee for financial engineering measures of the Slovenian Government



Marjana Majerič is holder of honorable award received from American government – "Woman and Entrepreneurship" within "International Visitor Leadership Programme". She is Slovene Pioneer in different fields: Horizonte Venture Management – First Slovene VCF – Pioneer in Slovene SME equity investments; Smart Start Inkubator – deputy of general manager in the first Slovene private incubator; Business Angels Club – First Slovene business Angels Club; Ljubljana University Incubator – one of the founders and Programme council member; Volks Bank – Second foreign bank in Slovenia - Credit department – large credit-loan lines, Member of different committees, Consultant, Professional lecturer; Member of editorial committee for monthly magazine Slovene Venture Capital Association.



Logistics and organizational details

META Group Innovation Labs are international workshops with a "Fly in, Fly out" formula for optimizing participants travelling time and costs.

Venue

Regus Airport Meeting Centre

Brussels Airport
Box 75
Zaventem 1930
Belgium

Date of Event

30th September 2011, Brussels.

Booking Modalities

It is recommended to book soon, as places are limited. For organisational matters, we kindly ask you to complete the registration form in block letters.

Workshop Language

The seminar language will be in English.

Workshop Price

Early buy contingent until the 15th July 2011:
350 Euro, excl. VAT if applicable

Normal price from the 16th July 2011:
450 Euro, excl. VAT if applicable

The above price covers the following:

- Entrance for the event day
- Soft drinks, coffee/tea
- Lunch on event day
- Hand-out documentation

Please contact the Sales manager if you wish to apply for a group reduction or if you need additional information on workshop contents.

Contact details

To register - Secretariat

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