

Access to Risk Finance: New tools for funding SMEs Innovation

Event Agenda & Overview

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IPR, Legal & Financial Issues Expert

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What is this event?

Identify (alternative) sources of finance

Targeted to the private sector (SMEs)

Grants | Loans/Guarantees | Private Funds

EASME: Executive Agency for SMEs

EIB: European Investment Bank

Borsa Istanbul

ACT Venture Capital

Today's Agenda

- **4 sessions**
 - **GRANTS:** H2020 Grants for SMEs
 - **BANKS:** Financing Tools: InnovFIN (EIB)
 - **FUNDS:** Borsa Istanbul Private Market & Venture Capitals
 - **PREPARING FOR INVESTMENT:** de-mystifying the external fund raising process
- **Lunch / Coffee breaks / Networking / Open discussion**



Presentations

- SESSION 1 (GRANTS)
 - Horizon 2020 Grants dedicated to SMEs
 - SME Instrument Presentation
 - FTI: Fast Track to Innovation
- SESSION 2 (BANKS & PRIVATE FUNDS)
 - European Investment Bank and InnovFIN tools
 - An approach from a Venture Capital
 - Demystifying the external fund raising process
- SESSION 3 (PRIVATE FUNDS)
 - Investibility: Create a Funding Strategy for your company
 - Borsa Istanbul Private Market
- SESSION 4 (WORKSHOP)
 - “Turning the Tables – Putting yourself in the shoes of the investor”



Our Speakers

KE1/TL **Dr. Aleksander Bakowski**
Key Expert. Team Leader / Turkey in Horizon 2020 Project

KE3 **Odysseas Spyroglou**
Key Expert. IPR, Legal & Financial Issues | Turkey in Horizon 2020 Project

TUBITAK **Emre Yurttagül**
SME & Access to Risk Finance National Contact Point | TUBITAK

TUBITAK **Mustafa Büyükkara**
SME & Access to Risk Finance National Contact Point | TUBITAK

IDI **Gerry O' Brien**
Head of Project Delivery | International Development Ireland Ltd

EIB **Dr. Lara Tassan-Zanin**
Representative in Ankara | European Investment Bank (EIB), the EU Bank

ACT VC **Okan Kara**
Managing Partner | ACT Venture Partners

BORSA ISTANBUL **Doç. Dr. Recep Bildik**
Director of Private Market Department | Borsa Istanbul



What will you learn today?

- **Learn about EC funding opportunities for SMEs**
 - SME Instrument
 - Fast Track to Innovation Pilot
 - SME Innovation Associate
- **Learn about alternative financing tools & private funds**
 - EU Finance for innovators: InnovFin (EIB)
 - Borsa Istanbul Private Market
 - Venture Capitals
- **Increase your chances for funding: Create a Funding Strategy for your company**

EU support to SMEs

EASME

Executive Agency for Small and Medium-sized Enterprises

The EASME manages programmes on behalf of the European Commission, turning EU policies into action.

European Commission

Enterprise Europe Network
@EEN_EU

COSME the EU programme for the Competitiveness of SMEs
€ 0.8 BN*

Horizon 2020 SME Instrument
@H2020SME € 3.1 BN*

Horizon 2020 Energy Efficiency
@H2020EE € 0.8 BN*

EU Sustainable Energy Week (EUSEW)
@euenergyweek

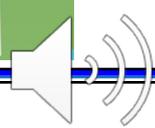
+ FTI Pilot
COMPANY

CIP Eco-innovation

Intelligent Energy Europe (IEE)

LIFE the EU Programme for the Environment and Climate Action
@LIFE_Programme € 3.1 BN*

The European Maritime and Fisheries Fund (EMFF)
€ 0.34 BN*



SME Instrument

Horizon 2020's SME Instrument

Looking for Europe's next innovation leader

As part of the Horizon 2020 programme, the European Commission is selecting potentially disruptive businesses to invest in and support as part of the SME Instrument. SMEs with a strong growth potential and the ambition to become world-market leaders could receive **up to €2.5 million*** in funding, and world-class **business support** and **mentoring**.

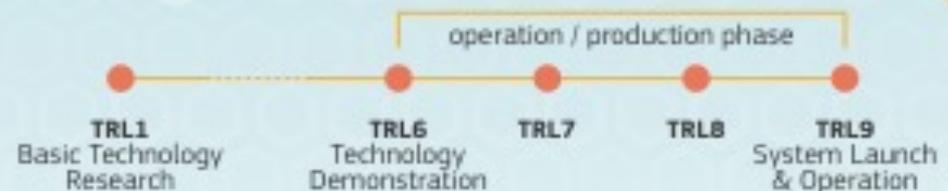


Who should apply?

We are looking for high growth, highly innovative SMEs with global ambitions. You should be actively investing in innovation, and looking to grow. You should have been established for a while – further than the start-up stage.

Projects sought

Projects at the **technology readiness level 6 or higher** (technology demonstration) have the best chances to receive funding.



Fast Track to Innovation Pilot

THE ULTIMATE BOOST FOR OUTSTANDING BUSINESS INNOVATORS WITH A NEED FOR SPEED...

PREPARE YOUR PROPOSAL

Build your industry-intensive consortium*
minimum 3 partners - maximum 5 partners
(all based in the EU and / or in Horizon 2020
associated countries)

Proposal



Outstanding Business Innovation Concept
(high-readiness level / TRL 6, meaning
demonstrated in a relevant environment)

Continuous open call
until end 2016

6 months time-to-grant

DEVELOP YOUR INNOVATION

Receive an EU grant of EUR 1 million to 3 million
(70% of funding, 100% of funding for non-profit entities)

From Mature R&D
Demonstration
Market-Oriented
R&D
to Market-Mature Innovation

12-24 months for implementation

HIT THE MARKET!

Start your commercial activities



The Market
Market-Maturity to Market
Launch



Market-ready result
(finished product, service,
process/ TRL 9)

At most 36 months from grant to market

... AND EAGER TO COMPETE ON GLOBAL MARKETS...!

ACTIVITIES SUPPORTED

Systems validation in real working conditions – Testing – Piloting – Business model validation – Standard setting – Pre-normative research – EU quality label



SME Innovation Associate

Horizon 2020 SME Innovation Associate

Matching talented researchers and business

Under 'Horizon 2020', the European Union's Research and Innovation Programme, a new pilot action will support 90 SMEs hire a researcher to bring their brilliant idea to life.



Who is it for?

- highly skilled researchers looking for new opportunities
- dynamic SMEs and start-ups with innovative ideas



SMEs



PHDs



**APPLY
NOW**



1) Do you have a brilliant idea but still looking for an 'associate' helping you realise it?

YES!



2) Have you considered looking in the international research job market to find your best candidate?

YES!



3) Do you think you could integrate him/her into your team thus mutually boosting skills & outputs?

YES!



1) Are you a highly-skilled researcher looking for new job opportunities and challenges abroad?

YES!



2) Are you an expert in your field but lack industrial innovation and business management skills?

YES!



3) Do you want to explore the potential of innovative ideas and possibly turn it into a long-term job?

YES!



SME Innovation Associate

This could be the chance of your life!



*for detailed planning please visit the website



@H2020SME

ec.europa.eu/easme/

TURKEYⁱⁿ
HORIZON 2020
COOPERATION INNOVATION COMPETITIVENESS



Find more

- **Check our Helpdesk:** A simple tool for questions: email, web forms, twitter (helpdesk.turkeyinh2020.eu)
- In parallel with our web site (single sign-on)
- **Ask anything** related to Horizon 2020 proposals and projects (IPR, legal or Financial Issues)
- All presentations from events are there.

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Teşekkür ederim!

Thank you!



Credits / Disclaimer

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