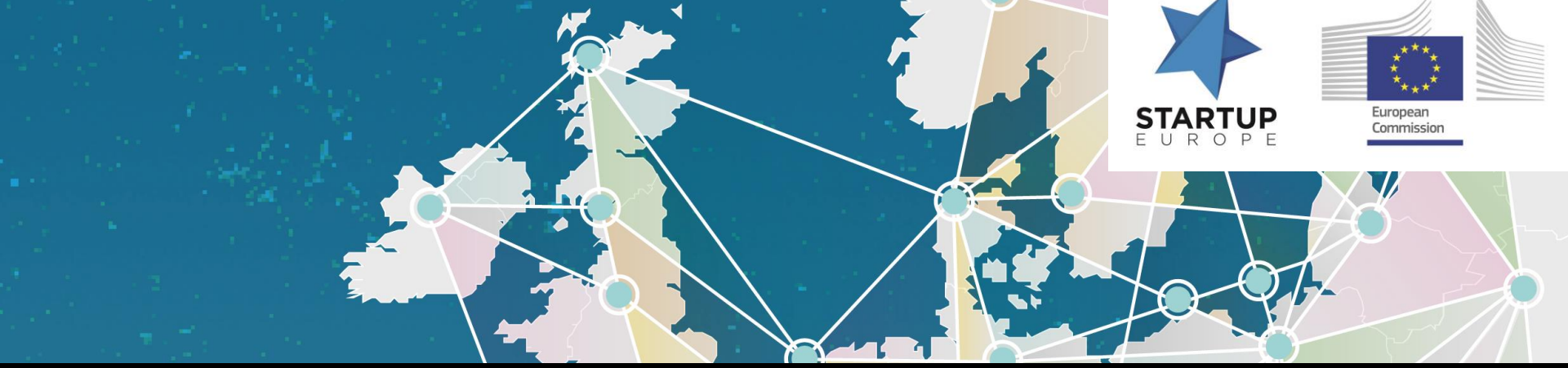


TII 2016 Annual Conference

Startup Europe

28th of April 2016

Matevz Gantar, Bisite Accelerator, Startup Europe – WELCOME & SEP project

@matevzgantar

BISITE ACCELERATOR

PARQUE CIENTÍFICO UNIVERSIDAD DE SALAMANCA

Startup Europe Partnership

STARTUP
EUROPE

European
Commission

How do you connect with other players like you across EU?

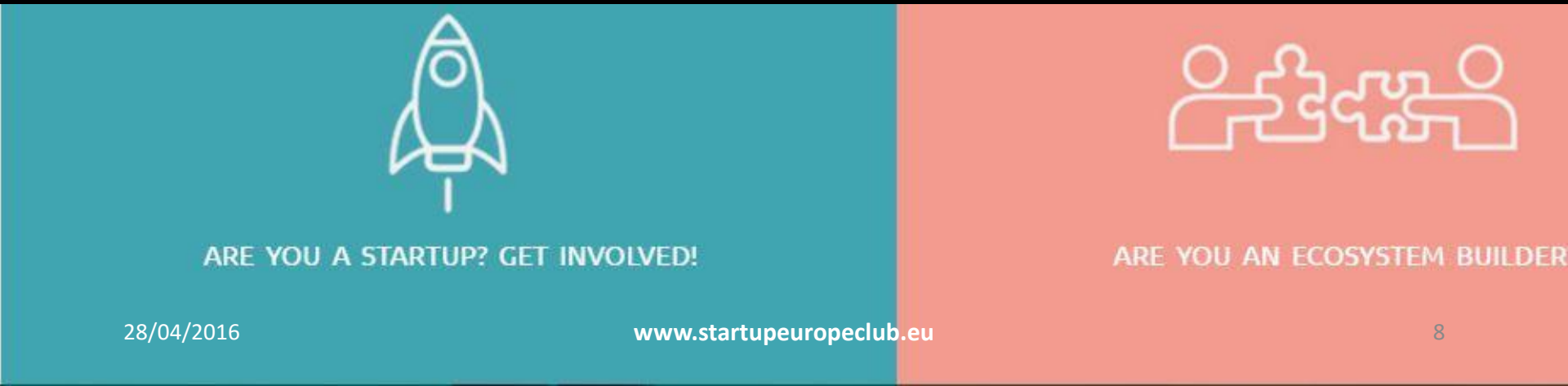
How do you discover resources available for you across the EU?

Discover, network, make partnerships, do deals, change regulation,....

EU is able to build good startups but not to create big tech buyers

Source: startupeuropepartnership.eu

Reasons for EU underperforming

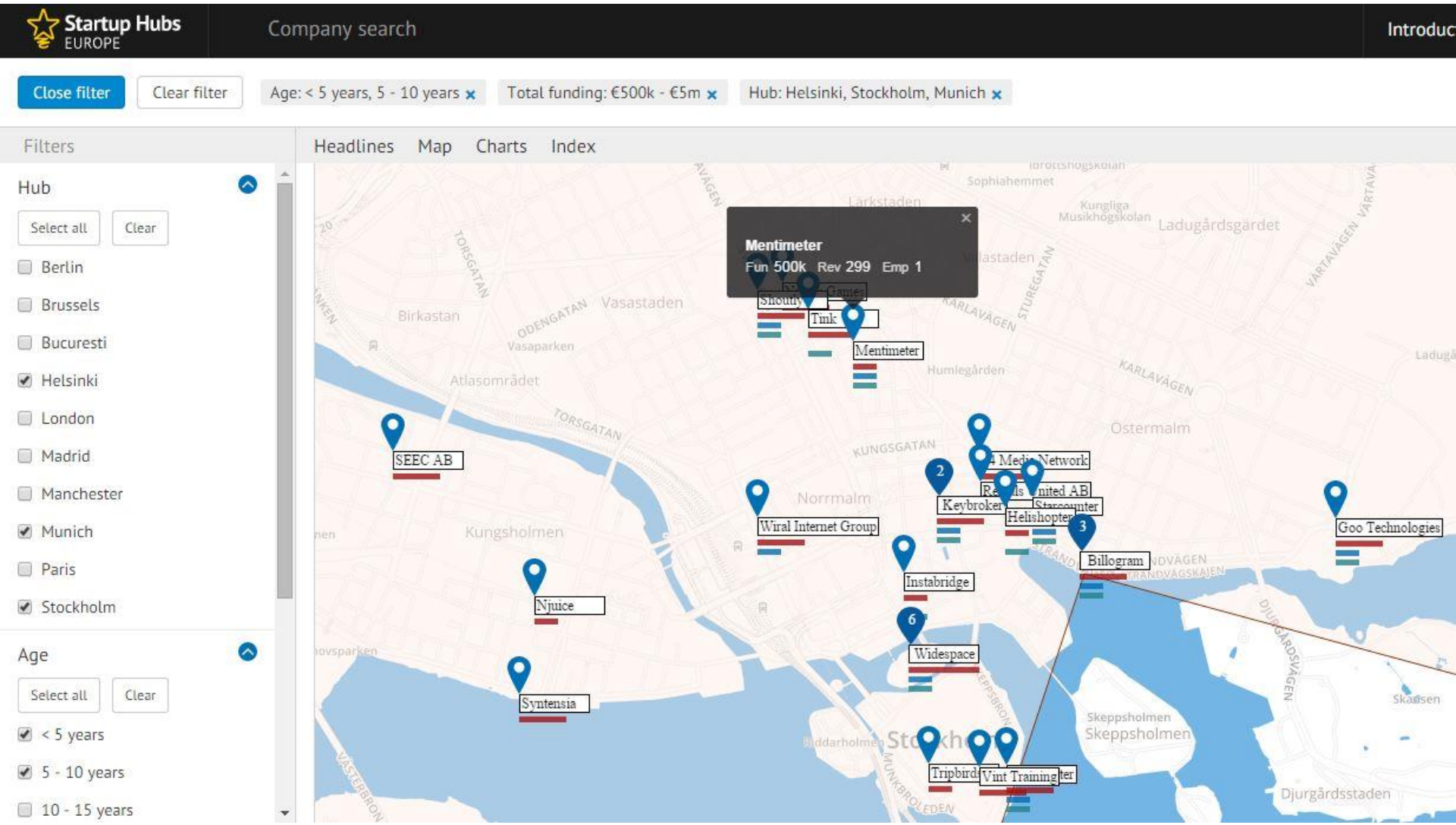


Disconnected islands
Not Enough Density

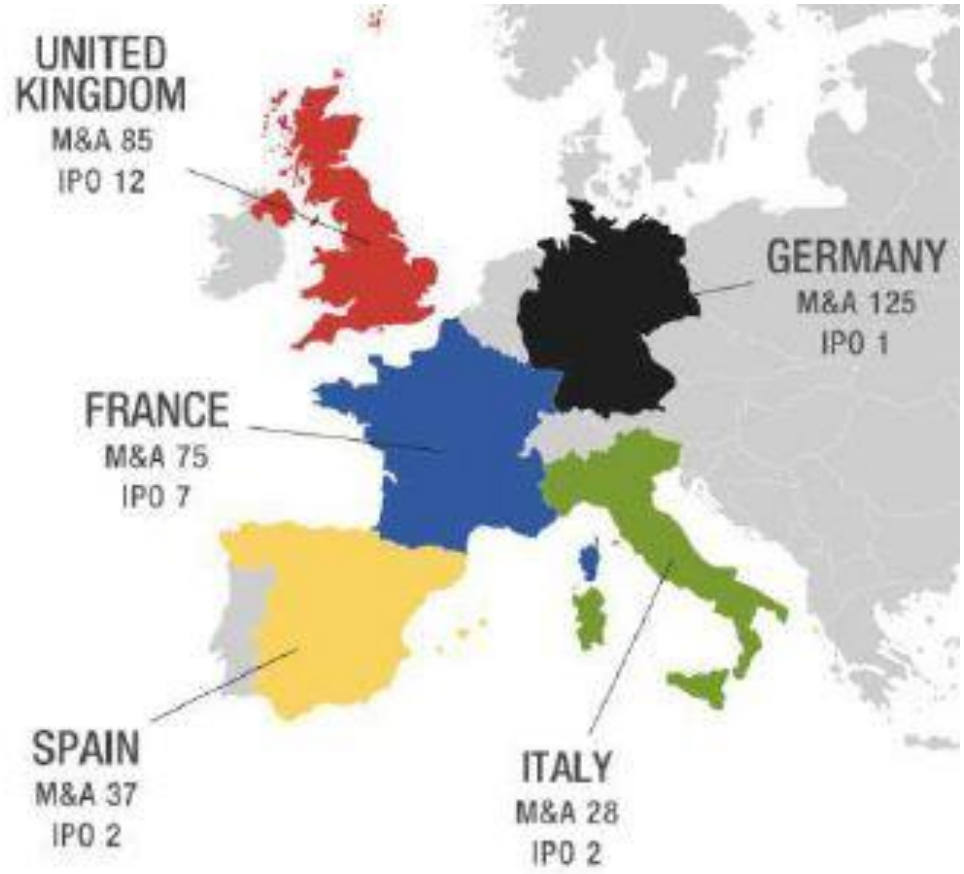
Source: startuphubs.eu

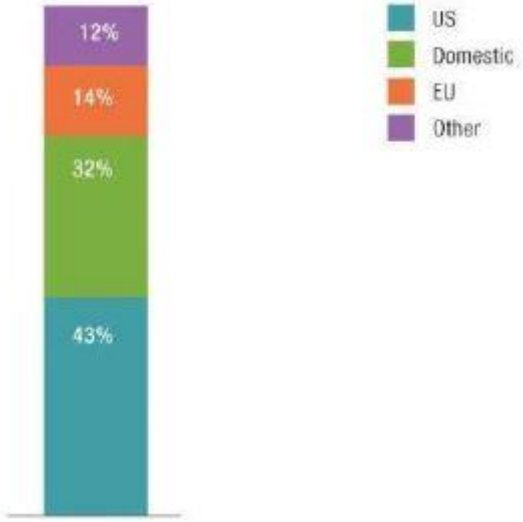
Scouting is very time consuming and inefficient

Lack of data


Startup Hubs EUROPE
Company search
Introduc
Close filter
Clear filter
Age: < 5 years, 5 - 10 years
Total funding: €500k - €5m
Hub: Helsinki, Stockholm, Munich
Filters
Headlines
Map
Charts
Index
Hub
Select all
Clear
Berlin
Brussels
Bucuresti
Helsinki
London
Madrid
Manchester
Munich
Paris
Stockholm
Age
Select all
Clear
< 5 years
5 - 10 years
10 - 15 years
Mentimeter
Fun 500k Rev 299 Emp 1
Tink
Mentimeter
SEEC AB
Wiral Internet Group
Keybroker
Helishopter
Billogram
Instabridge
Goo Technologies
Njuice
Widespace
Syntensia
Tripbird
Vint Training
Vasastaden
Kungsholmen
Norrmalm
Ostermalm
Skeppsholmen
Djurgårdsstaden

Few cross border deals done - Unqualified meetings with investors and corporates



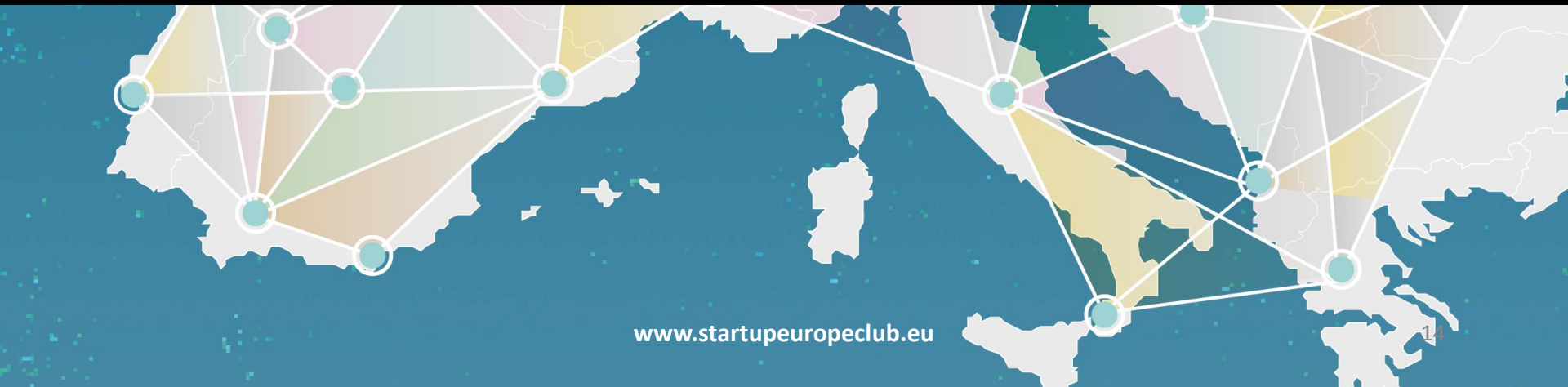


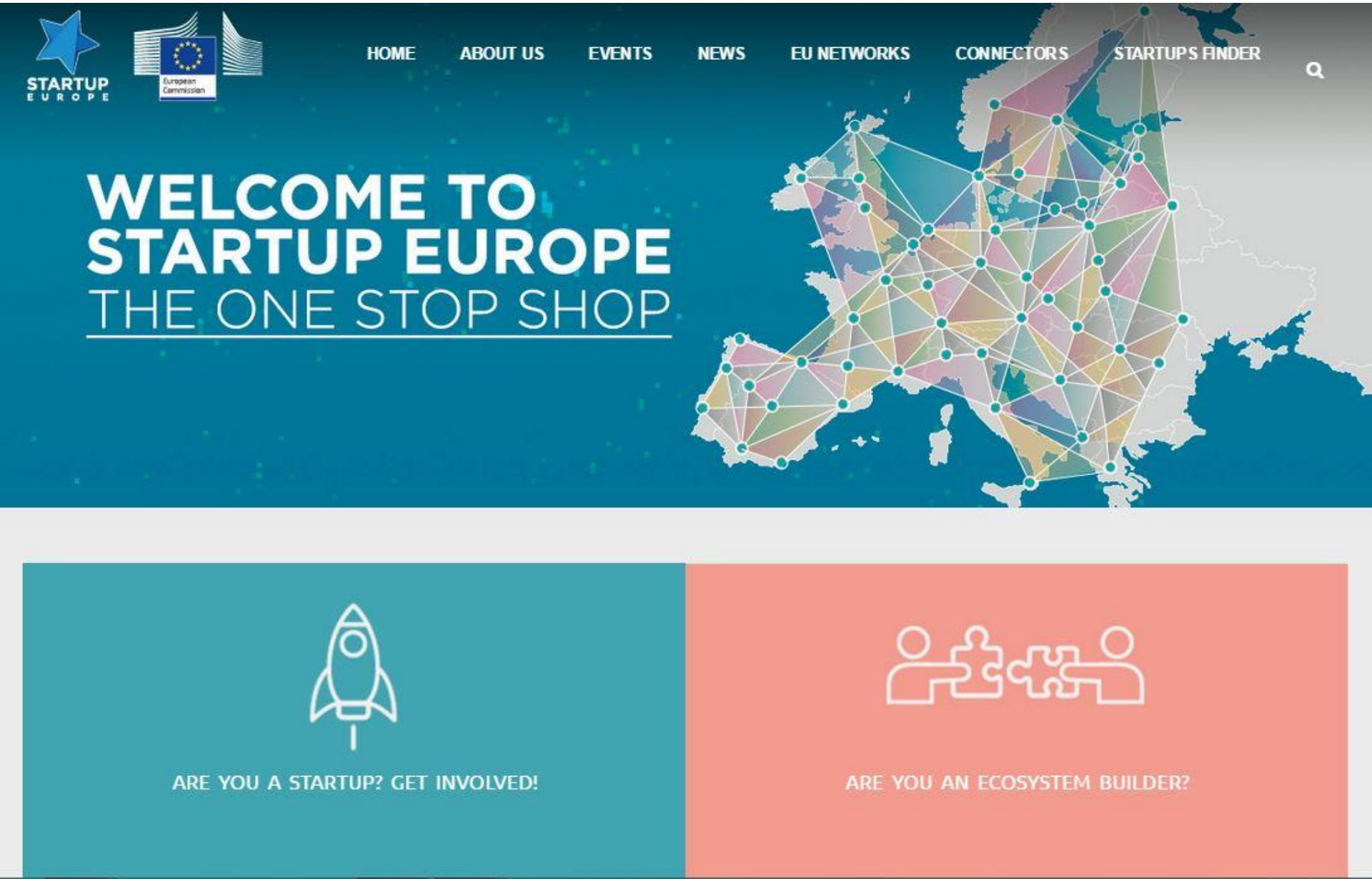
"Only 14% of the M&As come from another EU country"

Source: startupeuropepartnership.eu. May 2015

Difficulty to grow
Lack of connections in Local Markets

A way to improve it .....





www.startupeuropeclub.eu

Startups

Get connected across Europe
All the activities our partners have available in Europe for you
EU Funds and Support
Find information about EU Funds and support
Local Support
The closest support we have to help you grow and go global
Regulation
Be aware of the legal rules you have to follow in Europe
Are you in the map?
If not what are you waiting for? Gain exposure
EU AWARDS and events
The most important in Europe
Find your customers
Connect with Corporates to boost your business
Internation-alization
Go from local to global

Ecosystem builders

Startup Europe Partnership

ACCELERATOR ASSEMBLY

SEP Investors Forum

A Startup Europe Initiative

Startup Europe UNIVERSITY NETWORK

Connecting all players of local ecosystems – online & offline

"European startup ecosystem should accelerate its growth by working together"

by @mike_arias CEO of CartoDB and Europioneers winner 2014

Silicon Valley + EU Roadshow

Cross border mentorship

Acceleration programmes

Hackathons

spacehack
The Refugee Journey
Join us for 24 hours to develop solutions
to solve real space problems for migrants
June 4-5, 2016 in Berlin
startupeuropesummit.com/hackathon

Connecting talent with opportunities

EU Partnerships among players

SEP – partnership of corporates and startups

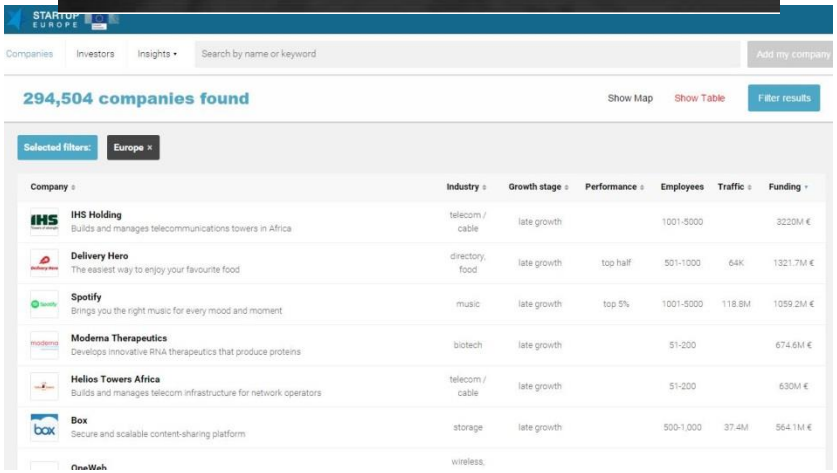
Banking	Utilities	Telco	Software& Electronics	Insurance
BBVA	Enel	orange, Telefónica, TELECOM	Microsoft	Unipol

SEP Investors Forum

SEP Investors Forum · Clip slide · STARTUP EUROPE

An internal communication channel for the European Investment Fund and European Commission with **European and international top notch Investors/Accelerators**

Feeding data



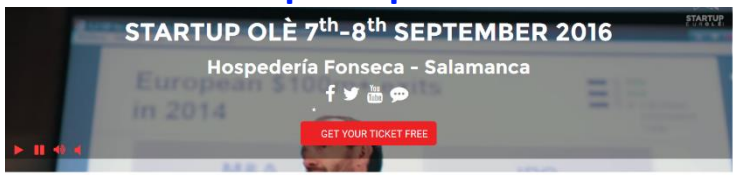
"Deal Room and Startup Hubs are a fantastic effort by the EU to give visibility to European Startups and facilitate contacts with potential investors."

Gonzalo Tradacete Gallart, FARADAY CFA Co-fundador y CEO

www.startupeuropeclub.eu

Events

www.startupeuropesummit.com



OUR SPEAKERS

www.startupole.eu

Europass

DUBLIN WEB SUMMIT

SLUSH

PIONEERS FESTIVAL

MAY 24 & 25, 2016
VIENNA, AUSTRIA

16

"The Commission is taking a new approach to the startup scene and it's highly appreciated,... Startup Ole networking event was crucial for the European startup scene."

KAIDI RUUSALEPP,
FOUNDER & CEO IN FUNDERBEAM

International missions

SEC2SV.com

International missions

Startup Europe India Network

startupeuropeindia.net

Startupeuropeindia.net

COMING SOON

Connecting local authorities & Startups: Startup Europe Regions Network

www.startupeuroperegions.eu

Connecting local authorities & Startups: Startup Europe Week

www.startupeuropeweek.eu

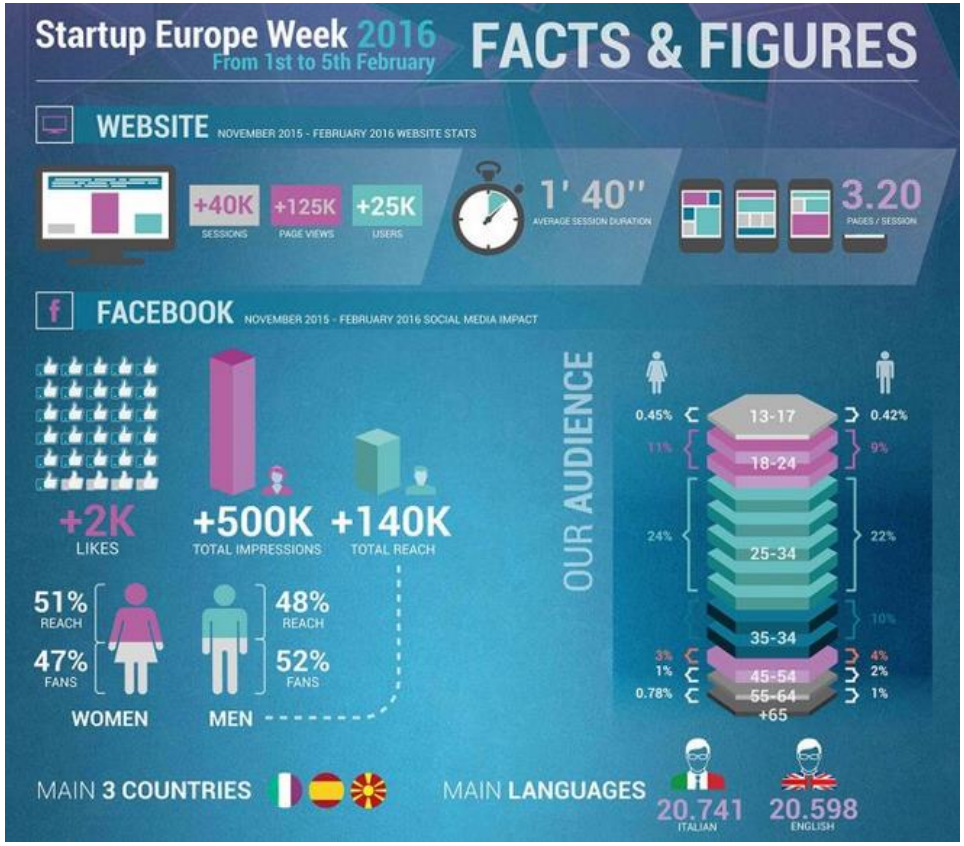
Why?

- What support is available locally
- Making their region a better place to start a business
- Be relevant Europe-wide

Connecting local authorities & Startups: Startup Europe Week

Impact:

- 200+ cities hosted events
- 40+ countries reached
- 400+ co-organizers
- More than 15.000 participants in the events.
- 4 million+ impressions on twitter.
- 500.000+ impressions with 140.000+ people reached on Facebook.
- 125.000+ visits to SEW website until February.
- Super targeted profile of participants, being 80%+ interested in entrepreneurship, business, startups, technology etc.



Form to collect data on the resources available in each ecosystem. http://sew.startupeuropeclub.eu/

Extremely valuable information to define policies and programmes

Following the example: European Makers Week

www.startupeuropeweek.eu

- 200 + events already confirmed
- 30 countries

Results so far?

www.youtube.com/watch?v=kB18ISyQ1cI

THANK YOU

www.linkedin.com/in/matevzgantar

@matevzgantar

www.startupeuropeclub.eu

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@StartUpEU