Services for innovating firms: the role of technopoles and incubators

CMI/EIB Workshop - Marseille, April 28-29 2011

Feedbacks and recommendations

ANIMA - Sebastien DAGAULT
Working with start-ups: main needs expressed

Based on 100 business plans from 100 MedVentures entrepreneurs / 2010
Check their profiles here!
Mapping financing resources & issues

- Medibtikar (2006-2008): What is the Mediterranean start-up deal flow?
  - 300 “bankable” innovative projects
  - A need for coaching, internationalisation and information
  - Consolidate angels networks (Tunisia, Jordan)

  - US$31bn in equity raised in Med in 2006
  - The equity gap: 50k€ - 0.5 million €
  - Risk reduction through larger portfolios, mutualisation of investors & equity guarantees

- MedaFinance: get SMEs closer to finance
  - €22 billions of credit lines available

- MedAlliance financing workshops
Working with investors: key findings

- Difficulties in risk analysis
  - i.e. financing innovation: assessing risks in innovation, R&D and immaterial investments

- Getting Med investors & banks involved in small and ambitious projects is not easy
  - Cost of due diligence (+ lack of data/transparency)
  - Underevaluation of the needed investment
  - Exit issues (+global reach /communication)

- How to build trust and proximity?
  - Difficulty to fit with auditing & reporting processes
  - Bureaucracy & length of financing mechanisms is an issue (i.e. Algeria)

- The importance of local relays
  - Coaches, incubators, entrepreneurs networks play a pivotal role
Working with Business players

- **PLATO Egypt: transfer of know-how and networking**
  - Mentorship of Egyptian SMEs by major companies: access to financing and international markets (monthly workshops)

- **Med Entrepreneurs Coaching Network**
  - Developing seed funding and coaching instruments for start-ups and SMEs in Tunisia, and Lebanon (tools, trainings...)

- **Textechmed**
  - Business to Investors meetings based on value chain analysis in the technical textile, involving 5 European and Med clusters

- **DistriMed 2.0**
  - Supporting women entrepreneurs in their access to finance in the distribution sector (workshops, BtoB and trainings with banks, entrepreneurs and their customers)

- **Young Entrepreneurs let’s Invest in Med**
  - Trainings & workshops on access to finance, multicultural management, internationalisation, between young entrepreneurs and banking organisations in 4 countries

- **PACEIM**
  - Identifying and support start-ups projects led by scientific expatriates in French/European Universities
Key issues for incubators & Technopoles

- Support market driven innovation processes
- Develop internationalised services
  - Co-incubation
  - Business development
  - Co-financing
  - Team Building
- Play a new role in access to finance
  - Build peer review networks
  - Develop low cost due diligence schemes
Thank you

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