

Wallonia, The European Hubs For Technology Startups  
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## Funding for startups in Europe, Belgium and Wallonia

Professor Jean-Claude Ettinger  
Solvay Business School  
Brussels University

## OUTLINE

### About the Solvay Business School

### European Context

Lisbon Strategy

EU Policies, Instruments and Institutions

### Belgian Context

Federal Policy

Other Instruments

### Walloon Context

“Marshall” Plan

R/D Support Institution

Financial Institutions

### By Development Stage



# About the Solvay Business School

## Short history

- Part of the “Université Libre de Bruxelles”(ULB), one of the largest universities in Belgium created in 1834 (18 000 students today)
- Integral part of the Faculty of Social, Politic and Economic Sciences
- The SBS has been created in 1903 by the industrialist Ernest Solvay

## Key features

- Master of Science in Management: 1000 students
- MBA: 119 students
- 30 Executive Education programmes with more than 1000 participants
- 53 doctoral students from 18 countries
- 500 Faculty Members
- 53 student exchange agreements with universities in Europe, America and Asia
- Alumni: 13 000
- EQUIS certified
- 12<sup>th</sup> in the European FT ranking



# European Context

## Lisbon Strategy

- creating a European Research Area
- reach 3% of GDP by 2010 for European R&D & raise the level of business funding
- concrete actions in Member States to promote increased business investment in R&D and innovation
- developing human resources in science and technology

## Favourable EU Policies and Financial Instruments

- 7th Framework Program for Research and Technology Development : grants for R&D
- The Competitiveness and Innovation Framework Programme (CIP) : risk capital and guarantees
- Innovation 2010 : funding (EIB loans)
- European Structural Funds : European Regional Development Fund (ERDF)

## Other European Instruments and Institutions

- European Investment Bank & Fund (tools for programs)
- European Venture Capital and Private Equity Association (EVCA)
- European Business Angels Networks Association (EBAN)



# Belgian Context

## Federal Policy encouraging R&D and risk capital

- Tax deduction for risk capital
- Fiscal exemption for researchers recruitment in companies
- Personal tax deduction for researchers
- Several incentives to employment
- Federal research policy : coordination & support to national programs or national research institutions

## Other Belgium Instruments

- More than 35 private Venture Funds operating in Belgium (Capricorn Venture, GIMV)
- Stock Market : Euronext specific segmentation for SME's
- Support :
  1. Belgian Venturing Association
  2. Business Angels Networks



# Walloon Context

## "Marshall" Plan

- Financing projects with EU ERDFund  
(themes : bio-tech, space, agrobusiness, mechanic engineering, transport)
- Competitiveness Poles : growth dynamic
- Fiscal advantages
- Education subsidies and new university research program subsidies

## DGTRE (Technology, Research and Energy General Direction)

- Patent grant
- R&D personnel subsidies
- grants for tech/business feasibility studies
- assistance to technology transfer
- cash advance for R&D projects
- grants for innovative software
- reimbursement of costs related to projects introduction in a European programme

## Regional Public Financial Institutions (Sowalfin & SRIW)

- All sectors, from seed stage to development stage
- Long term investment (capital or loans) or co-investment with venture capitalists or european institutions (e.g. EIB)
- Specific funds (e.g. for technology and innovation, space, TIC, BA guarantees and spin-offs funds)
- Bank loans guarantee schemes

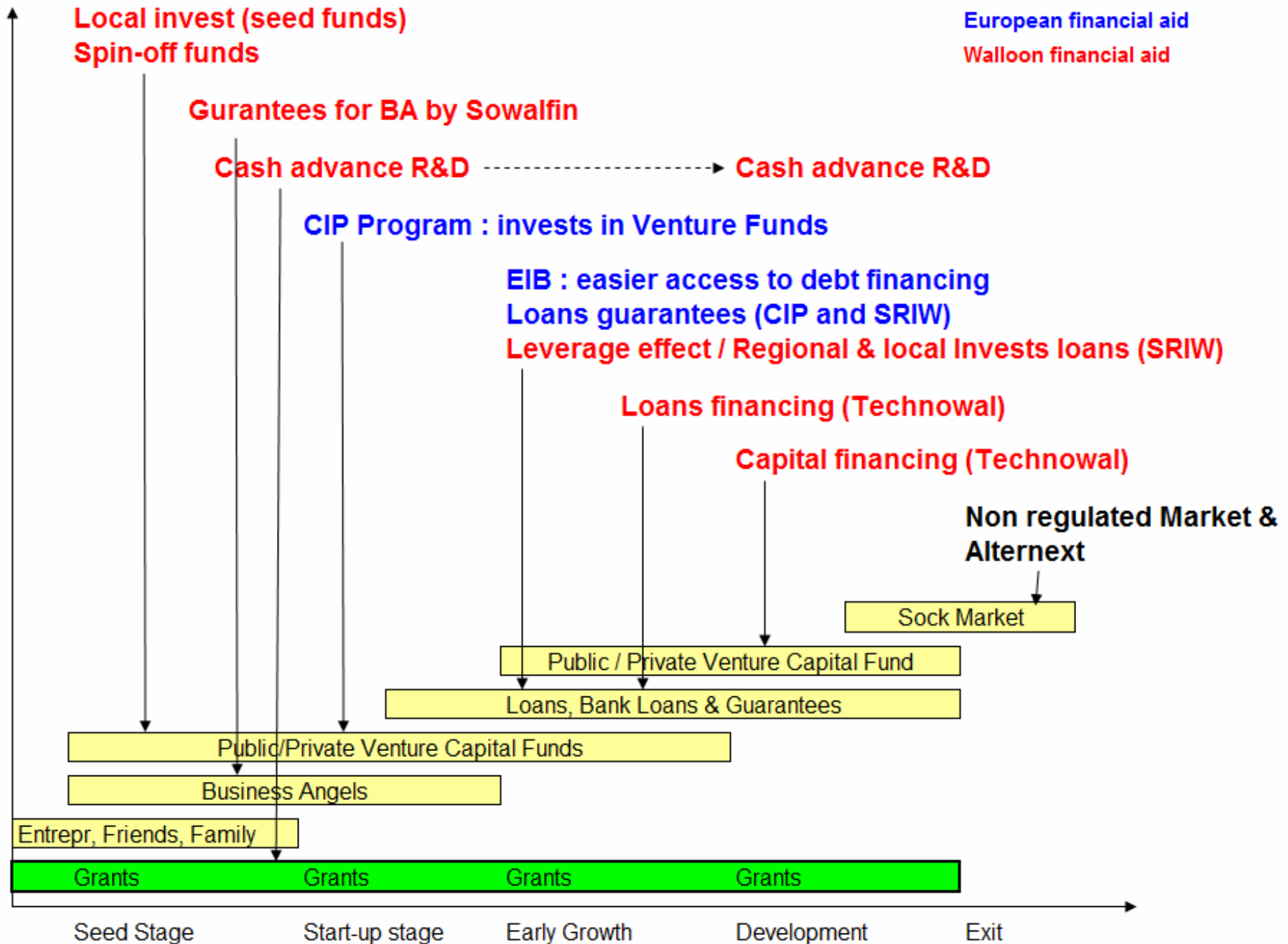
## AWEX : support to export

- Development of an export department
- Personnel training
- Prospecting
- Marketing
- Partnership development
- Establishment abroad
- Company international strategy definition
- ...



# Funding by development stage

# Capital & Loans



# Grants

**First Spin-off : researcher financing**

European financial aid  
Walloon financial aid

FP7 : R&D grants

Compet poles/ERDF: grants for innovative projects

Patent grant

Patent grant

Patent grant

research grant for industrial application

1st Entreprise : researcher financing

Tech Innovation manager financing  
Tech transfer  
AWEX : aids to exportation

Grants Grants Grants Grants

Stock Market

Public / Private Venture Capital Fund

Loans, Bank Loans & Guarantees

Public/Private Venture Capital Funds

Business Angels

Entrepr, Friends, Family

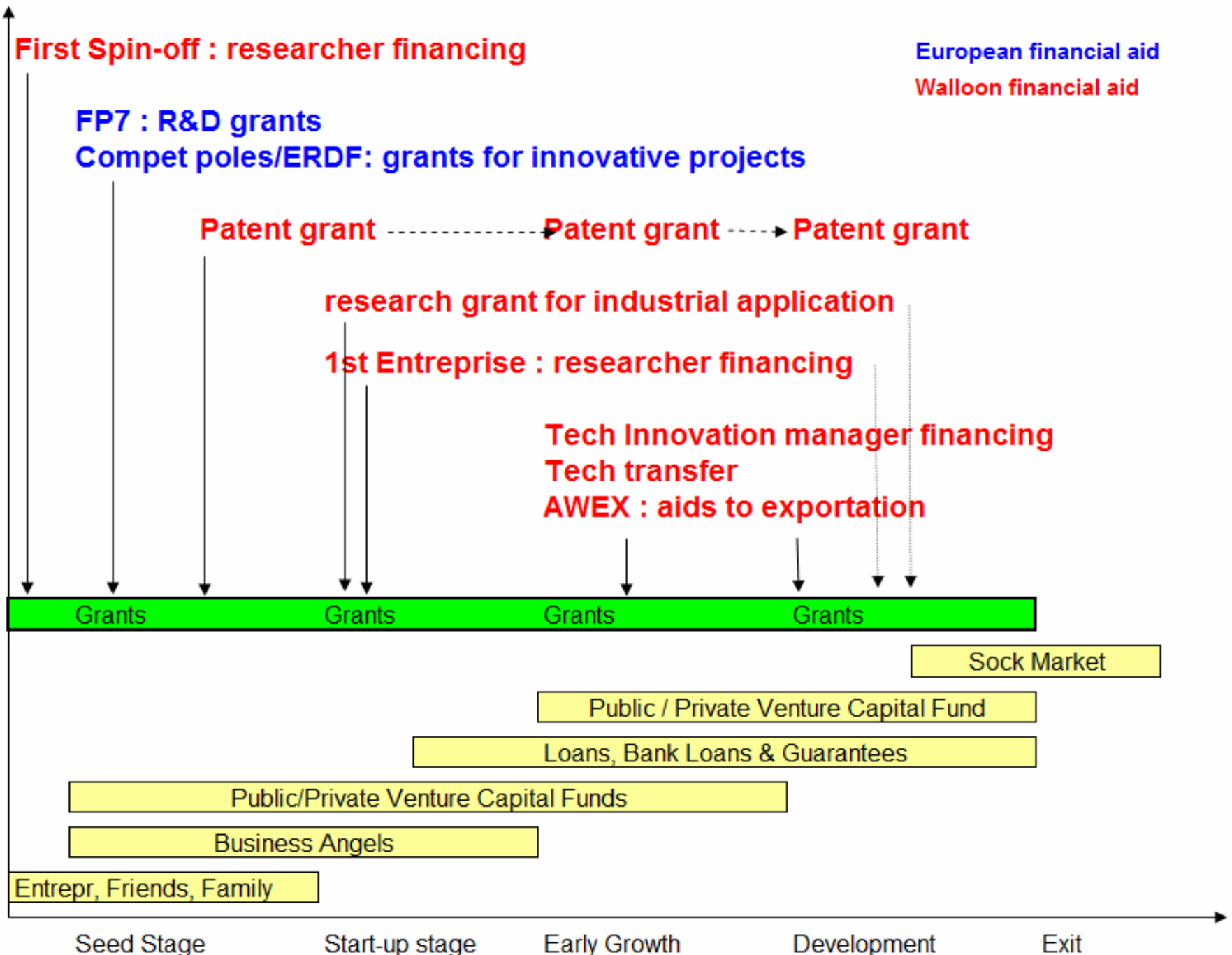
Seed Stage

Start-up stage

Early Growth

Development

Exit



## Q & A

### References:

<http://cordis.europa.eu/>

<http://www.belgium.be>

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### Contact :

Jean-Claude Ettinger

(32) 2 650 41 61

[Jean-claude.ettinger@ulb.ac.be](mailto:Jean-claude.ettinger@ulb.ac.be)