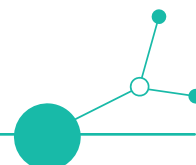


Virtual knowledge Center for innovative support schemes

Deliverable D1.2.1



Version 1
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NATURE OF THE DELIVERABLE	R	
Dissemination Level		
PU		
CL		
CO	Confidential to FI4INN project and CE Programme Services	

* **R:** Document, report (excluding the periodic and final reports)

DEM: Demonstrator, pilot, prototype, plan designs

DEC: Websites, patents filing, press & media actions, videos, etc.

OTHER: Software, technical diagram, etc.



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Preface

The Virtual Knowledge Center of the FI4INN project is conceived as repository of the know-how created within the project. This platform represents a space for sharing the main outputs of the project intended for public sharing. The main part of this VKC is a section dedicated to Innovative Support Schemes (to which this document is primarily devoted) collecting and presenting factsheets of case studies in this area within key categories as described in this document. However, the VKC will also include other types of documents related to the goal of the project, such as reports, handbooks, guidelines etc., which will be generated throughout the project. Due to the technical possibilities provided by the project's website (as also mentioned later in this document), these materials will be placed in the Other Documents category. If, in the future, the project team considers that it is more appropriate to present the outputs under other specific categories (e.g. due to the large number of published documents in this section), it will create relevant categories for individual document types. The priority is to keep the VKC as a whole user-friendly and with a logical structure.

As mentioned, the **Virtual Knowledge Center for Innovative Support Schemes** (hereinafter **VKC-ISS**) is a key component of the wider FI4INN knowledge hub and is dedicated to exploring innovative intervention models to finance start-ups and SMEs with high innovation potential. It is meant to be a repository of selected cases, examples, and best practices of innovative financing and support schemes from across Europe (and beyond).

The purpose of this document is to report on the work carried out for the design and set-up of the VKC-ISS, as well as on the agreed work-plan for its progressive enrichment with relevant content.

The document also serves to establish within the project consortium the agreed implementation steps, the shared objectives and the milestones for the set-up and progressive completion of the VKC-ISS, which will continue for almost the entire duration of the project, in order to guarantee a wealth of selected content.

The implementation process of the VKC-ISS has been widely discussed and agreed among the project partners in multiple online meetings. The implementation proposals were elaborated by Finpiemonte as Leader of Activity 1.2 and Responsible for the Deliverable 1.2, under the supervision of CzechInvest as Leader of WP1.

The following pages summarize the implementation proposal shared with the project partners and jointly approved, and can be used as a reminder during the development of the VKC-ISS.

The document is articulated into three sections:

1. Definition of the objectives of the VKC-ISS and identification of its target users
2. Articulation of the structure and identification of the key content
3. The implementation steps and timeline agreed among the project partners

Attachments refer to the initial factsheets elaborated by the project partners in this first phase of content production.



1. Objectives of the Virtual Knowledge Center for innovative support schemes

The VKC-ISS is a key deliverable of Activity 1.2, which is dedicated to exploring innovative intervention models to finance start-ups and SMEs with high innovation potential.

The VKC-ISS is meant to be a lively repository embedded in the project website, to be enriched with relevant content throughout the entire duration of the FI4INN project. It will gather selected cases, examples, and best practices of innovative financing and support schemes from across Europe (and beyond). Such schemes may not necessarily be focused on the specific theme of innovative SMEs and start-ups, but rather present innovative approaches in public finance that could be replicated and applied to support start-ups and SMEs with high innovation potential.

Through the VKC-ISS, the intention of the FI4INN partners is to build an open access showcase of exemplary and highly innovative cases that can serve as inspiration and motivation for public and private promoters of support measures.

Virtual Knowledge Center for Innovative Support Schemes A learning tool

Focus: collect cases of financing schemes that present innovative approaches in public finance and are applicable to support measures for start-ups and innovative SMEs.



Aim:

- Build a showcase of exemplary and highly innovative cases that can serve as inspiration, even if not directly referring to start-ups and innovative SMEs.
- Identify what are the pre-conditions required for replication.

1.1. Target Users

With the final goal of promoting the adoption of innovative approaches for the set-up of financial schemes for innovation in partners' countries and beyond, the VKC-ISS is intended to become a learning tool for the use of the following main targets:

a) **The project partners**

As primary beneficiaries of this tool, the project partners (and their stakeholders) will have the possibility to explore the available information on relevant examples to acquire new useful elements for the purpose of defining their pilot's approach and framework.



Furthermore, in line with the mutual learning methodology applied in the project, the VKC-ISS also establishes the common thread of the set of 3 Transnational Knowledge Transfer Workshops (see paragraph 2.1.3).

b) Public and private finance providers and policy makers

More widely, the VKC-ISS will be accessible to actors who are involved with various roles in supporting the projects of SMEs and innovative start-ups. Among these, the most representative are the managing authorities of structural funds, the intermediate bodies and financial instruments implementing bodies. For this purpose, it will be important to ensure the correct promotion of the instrument through the most appropriate communication channels.

1.1.1. Distribution channels

Promoting the FI4INN Virtual Knowledge Center across various platforms, including LinkedIn, news websites, involves a strategic approach to engage project partners, public and private finance providers, and policy makers. The following communication channels are based on the Communication Strategy Plan of the project.

1. LinkedIn: Post engaging updates about the Virtual Knowledge Center, highlighting key features, recent additions, and upcoming events. Encourage discussions and interactions through comments and shares.
2. News Website Promotion: Issue press releases announcing the launch of the Virtual Knowledge Center and any significant updates. Distribute these releases through online news platforms and industry news websites.
3. Webinars and Online Events: Conduct interactive webinars and virtual events to disseminate project insights.
4. Email Newsletters: Regularly send informative newsletters to key stakeholders to keep them informed about the Virtual Knowledge Center and upcoming activities.

Regularly analyse the performance of promotional efforts using analytics tools and optimize strategies based on user engagement and feedback to continually enhance visibility.

By implementing a combination of these strategies, the FI4INN Virtual Knowledge Center can effectively reach its target audiences, fostering engagement and ensuring that relevant stakeholders are aware of and actively involved in the platform.

1.1.2. The case studies content usability

The target users will be able to find, consult and use the information made available to them in a functional way to their objectives, as the contents will address different themes, adaptable to the different needs of the users (e.g. type of support, type of beneficiary companies, replicability, ...). Partners will guarantee that the usability of the contents will be ensured in terms of layout, readability, and comprehensibility.

An important aspect to be explored during the implementation of the VKC-ISS is also the identification of what are the pre-conditions required for replication.



HOW TO ADDRESS TRANSFERABILITY



PRE-CONDITIONS TO ADOPT A SUPPORT SCHEME
ARE REFERRED TO DIFFERENT ASPECTS

- BUDGET (size of available resources)
- TYPE OF BENEFICIARIES (e.g.: sector, maturity, etc..)
- NUMBER OF POTENTIAL BENEFICIARIES (critical mass)
- ACTORS (number and type)
- STATE AID REGULATION/PROGRAMME (ERDF, ESF, regional, national)
- LOCAL FINANCIAL MARKET (credit crunch, interest rates, venture capital market)
- STATE AID EXEMPTION (e.g. particular regions)

The texts to present the selected cases will be drafted carefully in order to be effective, avoiding redundant information and limiting the content to the information that is actually useful and necessary for the understanding of each case in its peculiar aspects.

References will also be provided for further information and direct contacts.

For this purpose, Finpiemonte elaborated a factsheet template where information on each case study is structured into 4 macro-block.

➔ Goals, final recipients, beneficiaries

Users will find in this section:

- The objectives for which this specific support scheme was implemented.
- Who are the target organizations that benefit from the support scheme (e.g. SMEs, start-ups, etc...).
- If any intermediary organization is involved in the management of the support scheme (e.g. financial intermediaries, banks, development agencies, etc).
- The source of the funding (e.g. ERDF, ESF, own regional/national funds, etc) and the total amount invested in the support scheme.
- The geographical coverage.

➔ Eligible projects / activities / expenses

Users will find in this section:

- What kind of projects and activities the scheme support (e.g. start-up, growth, industrial investment, R&D, ...)
- What are the eligible cost categories (e.g. labor cost, machinery, equipment, ...)
- What obligations and constraints the beneficiary have to fulfill (e.g. new employment, diversification, innovation, empowerment, ...)

➔ Type of support and description

Users will find in this section an explanation on how the beneficiaries are supported through the scheme and on how the support schemes work (e.g. guarantees, equity, in-kind, ...).

The support provided to the beneficiary will be quantified and described (e.g. interest rate, maximum aid, etc...)

**➔ Procedures**

Users will find in this section:

- The procedures followed to set up and manage the instrument (e.g. involved actors and commitment, steps, authorizations, preparation costs, ...)
- The procedures for the beneficiaries to access to the support scheme (e.g. application procedures, selection criteria, evaluation process, timing, ...)

The above contents are complemented by 2 conclusive boxes on:

➔ Status and results

Describing the implementation status, progresses and results achieved to date.

➔ Remarks

Providing useful indications and recommendations for the setting-up and replicability of the support scheme.

To increase the content usability, the factsheet template was conceived with an appealing and dynamic layout that enables to get immediately the key information of each case (see pag.7-8). To ensure clarity and effectiveness, the content of the texts was limited to a maximum number of characters in order to guarantee concise and effective texts. In addition, the text is complemented by charts and graphs supporting the understanding of the overall content. It's important to note that the factsheet template aligns with the coordinated image of the project, adhering to the guidelines stipulated by the Interreg Central Europe program.



TITLE TILE TILE

GOALS, RECIPIENTS, BENEFICIARIES

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DETAILS:

- COUNTRY:
- REGION:
- TITLE:
- PERIOD:

ADD IMAGE / CHART

ELIGIBLE PROJECTS / EXPENSES

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ADD IMAGE / CHART

CONTACTS:

- BODY:
- PERSON:
- EMAIL:
- PHONE:

PROCEDURE

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Remarks:

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2. The content of the Virtual Knowledge Center for innovative support schemes

2.1.1. Defining the scope of the VKC-ISS

The scope of the VKC-ISS is related to the identification and characterization of some key elements:

- Innovative features
- Type of support
- Recipients of aid

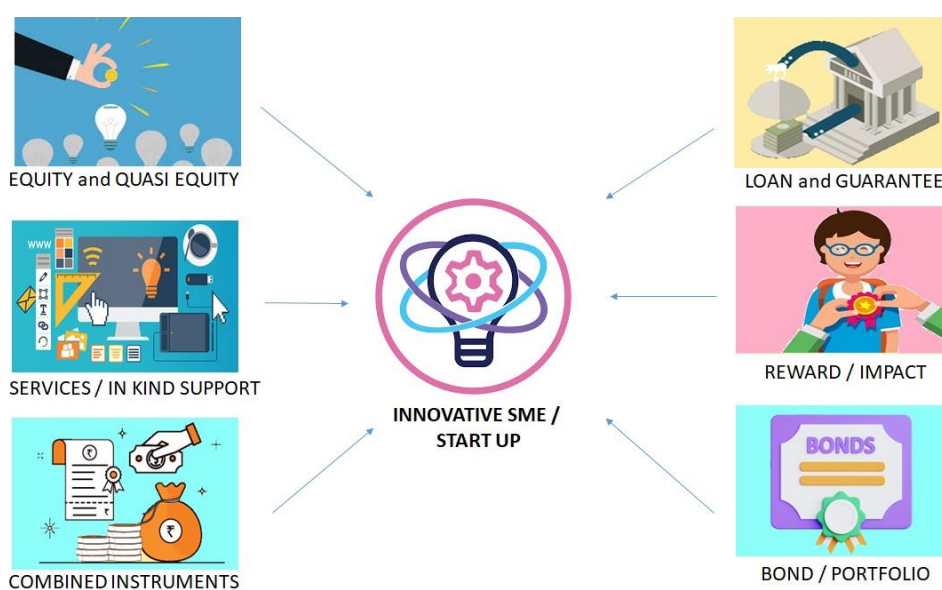
2.1.1.1. Innovative features

To define the concept of innovativeness, we mainly referred to the type of support provided to the beneficiary companies.

From this perspective, it was decided not to include all the most typical forms of aid provided by managing authorities and by the credit system. Namely, it was agreed to exclude from our search non-repayable grants, traditional loans and guarantees, as well as fiscal incentives and tax reductions, and to evaluate on a case-by-case basis the degree of innovativeness of the other types of support schemes, while proceeding in populating the online tool.

2.1.1.2. Type of support

The support schemes to be collected and included in the VKC-ISS were articulated into 6 different types, depending on their nature and structure.





- **Equity and quasi equity:** this type of scheme includes venture capital investments through the acquisition of shares in a company, and hybrid forms of finance with characteristics of both debt and equity investments. It includes not only schemes providing direct investments/support, but also schemes providing indirect support by facilitating and favoring the access of SMEs and start-ups to private investors and the development of the private equity market.
- **Loans and guarantees:** this type of scheme includes advanced forms of financial instruments, like securitization, patient capital, portfolio guarantees, bullet forms and other innovative forms of financing.
- **Services and in-kind support:** this category includes all the form of support that are not provided through finance but rather through the provision of services, facilities, commodities that can favor the growth and consolidation of a company in order to increase its possibility to access to financial instruments. Under this category, also support programmes are included, provided that they are finalized to promote the access to finance as a final scope.
- **Reward / Impact:** this category includes incentives and support based on the generated impact on the company or based on its performances. This type of support scheme can be developed through the valuation of environmental, social and governance (ESG) impacts of a company, or by rewarding its growth and financial performances.
- **Combined instruments:** this category includes all the schemes that are a combination of a financial instrument and a grant in a single operation, like for instance, combination of financial instruments and: capital grants, grant for interest rate and guarantee fee subsidies, grants for technical support, performance-based grants.
- **Basket bonds / Portfolio instruments:** this type of scheme includes all the financial instruments (mainly debt instruments) that refer to groups of companies, intended as joint and collective beneficiaries of the funding.

Loan	Combined	Bond	Equity	Support	Reward
Factsheet 1	Factsheet 1	Factsheet 1	Factsheet 1	Factsheet 1	Factsheet 1
Factsheet 2	Factsheet 2	Factsheet 2	Factsheet 2	Factsheet 2	Factsheet 2
Factsheet 3	Factsheet 3	Factsheet 3	Factsheet 3	Factsheet 3	Factsheet 3
Factsheet 4	Factsheet 4	Factsheet 4	Factsheet 4	Factsheet 4	Factsheet 4

The objective is to collect up to 25 cases, throughout the FI4INN project, trying to ensure as much as possible a representation of the different type of support schemes, as well as ensuring a territorial coverage from around Europe.

2.1.1.3. Recipients of aid

In order to ensure a richer portfolio of innovative tools, it was decided to extend the collection of cases regardless of the specific type of beneficiary. At the same time, attention will focus on cases that can present aspects of transferability and replicability towards the beneficiaries identified by the project, which are, namely, innovative SMEs and start-ups.



2.1.2. The online structure of the Virtual Knowledge Center for innovative support schemes

The design of the VKC-ISS structure has been tailored to conform to the specifications outlined by the Interreg Europe Programme for the provided website. Despite the initial intention to create a dedicated tab for the Virtual Knowledge Center, constraints and restrictions necessitated reconsideration. Subsequently, after collaborative deliberation among partners, a strategic decision was made. Therefore, the partners deliberated that the overall project knowledge hub will be placed in the "Media" section of the FI4INN project website, as portrayed in the image here below.

Consequently, VKC-ISS occupies the top part of the "Media" section, and the case studies are grouped under the different types of support schemes. As the project develops, more case studies will appear in this section.

The remaining content of the Virtual Knowledge Center will be accessible below the VKC-ISS, ensuring a comprehensive user experience for all stakeholders.

The screenshot shows the website's navigation bar with 'Media' selected. The main content area is titled 'Project documents' and lists several case studies under different categories:

- CASE STUDIES | LOANS AND GUARANTEES**
 - [Tranched Cover IT](#)
Italy / Piemonte
- CASE STUDIES | EQUITY AND QUASI EQUITY**
 - [Guarantee Fund For Venture Capital IT](#)
Italy / Friuli Venezia Giulia
 - [Funderbeam Crowdfunding Quasi Equity HR](#)
Croatia / All Regions
- CASE STUDIES | IMPACT / REWARD**
 - [Technology Incubation CZ](#)
Czechia / All Regions
- CASE STUDIES | SERVICES**
 - [Investment Ready Program EU](#)
The Netherlands / All Regions



2.1.3. The Transnational Knowledge Transfer Workshops

The workshops were planned in consistency with the articulation of the VKC-ISS content. In fact, it was agreed that each workshop will address, with the support of experts, two of the six types of support schemes included in the VKC-ISS.

The workshops will offer the project partners (and their observers/stakeholders) the opportunity to learn more about each type of support scheme addressed by the project and, through high-level experts, to delve into the merits of some real and specific examples.

TYPES OF INNOVATIVE SUPPORT SCHEME		
Workshop 1 Prague (CZ) – 3 October 2023	Workshop 2 Torino (IT) – March 2024	Workshop 3 Austria – TBD 2024
<p>PROPOSED AGENDA</p> <p>Session 1 – Equity and quasi equity Michal KOŠINA - European Investment Fund, Mandate Manager 14:10 - Presentation 14:45 - Q&A with experts</p> <p>15:05 - Break</p> <p>Session 2 – Loans & guarantees Jan RIGEL - National Development Bank, Director of the methodology department 15:20 - Presentation 15:55: Q&A with experts</p> <p>Additional - Session 3 – Bilateral deep dive 16:15 - Bilateral short meeting with the experts could be envisaged upon request (10' for each PP requesting to meet)</p>	<p>TOPICS TO BE ADDRESSED:</p> <ul style="list-style-type: none"> • Session 1 – Combined instruments • Session 2 - Bond 	<p>TOPICS TO BE ADDRESSED:</p> <ul style="list-style-type: none"> • Session 1 - Services and in-kind support • Session 2 - Reward / Impact

2.1.4. The Podcasts

FI4INN initially explored the possibility of establishing an independent podcast to disseminate its findings. However, following a communications meeting held by Interreg Central Europe in Vienna, a strategic decision was reached. Rather than pursuing an independent podcast, the project opted for a collaborative approach, engaging with established podcasts in partner regions to leverage their reach and visibility.

The benefits of this approach include:

- **Thrive with existing Audiences:** This can significantly increase the visibility of the project and findings among audiences already interested in the subject matter.
- **Expertise and Credibility:** Partnering with established podcasts means engaging with hosts and platforms that already have credibility and expertise in the field. This can lend more weight to your project and findings.
- **Networking Opportunities:** It allows the partners to connect with influencers, experts, and other stakeholders in the field, potentially opening doors for future collaborations or partnerships.



- **Increased Reach and Visibility:** Podcasts have dedicated audiences, and partnering with them can give your project exposure to a broader and diverse set of listeners, potentially reaching regions and demographics that might be challenging to target otherwise.

In terms of execution, creating a mapping of possible podcasts and reaching out to hosts to formalize participation requests is a strategic approach. The content will be later be published on the project's website to ensure that remains accessible to your audience and can easily be shared through various channels.

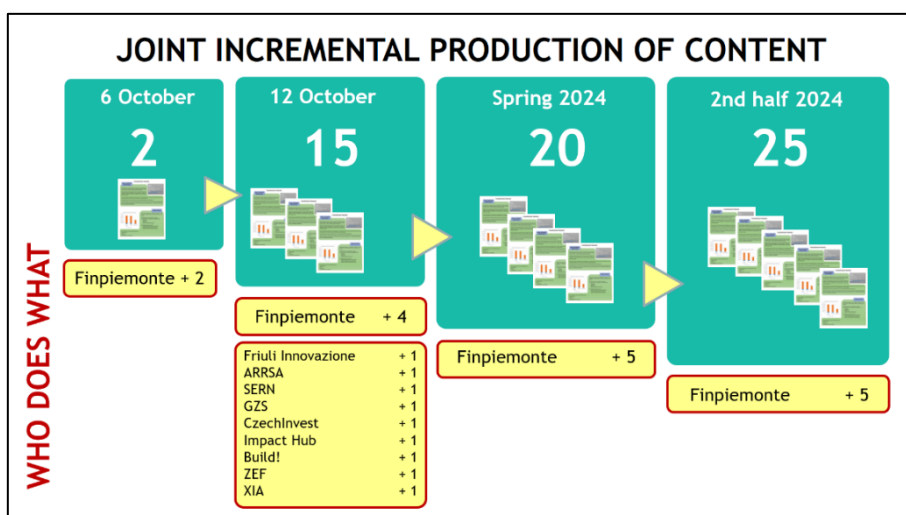


3. The implementation steps

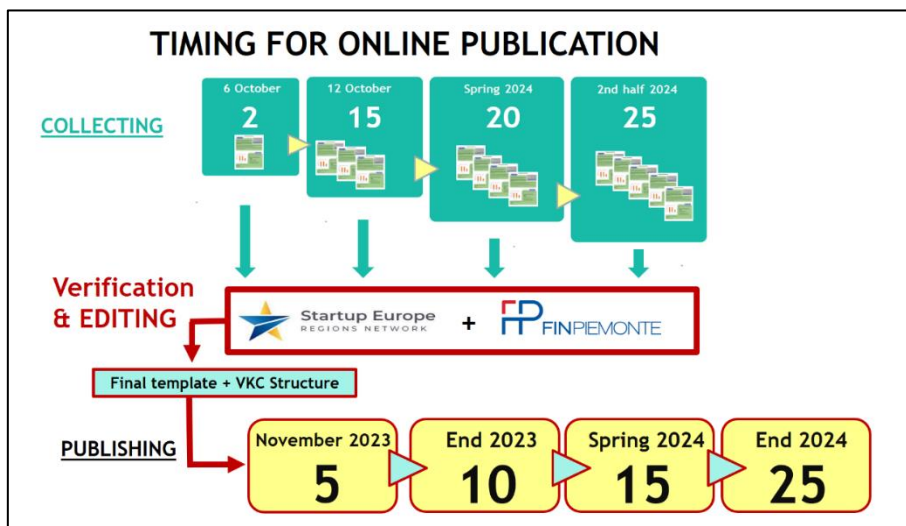
The production of the VKC-ISS will be a collective and progressive work involving all the project partners under the coordination of Finpiemonte. Each project partner will be asked to produce at least one case study, in order to ensure a content baseline for the VKC-ISS (approx. 30% of the total content).

Finpiemonte, through its knowledge and network, will collect additional cases from other territories in order to enrich the online repository up to the desirable result of about 25 cases.

The timeline for the content production (and online publication) will spread throughout the entire project, also to enable the project partners to detect more and more relevant cases.



The timeline considers the time lag between the collection and analysis of cases, the drafting of the documents in the prepared graphic format, as well as the verification and online publication phases. We plan that by the end of 2024, the online repository will be filled with a wealth of valuable content, embodying the culmination of our dedicated efforts and commitment to comprehensive documentation and dissemination.





3.1.1. Collection of cases from non-partner territories

In order to broaden the territorial representativeness of the VKC-ISS and ensure the collection of a satisfactory number of quality cases, Finpiemonte is activating its network of European contacts.

In particular, Finpiemonte set-up an online dedicated tool to simplify the collection of contribution for non-partner organisations.

In this first phase, a request for collaboration was address to:

- EURADA - European Association of Development Agencies
- EAPB - European Association of Public Banks
- ERRIN - European Regions Research & Innovation Network

Furthermore, Finpiemonte consulted the FI-COMPASS platform and further direct contacts with EIB - European Investment Bank and the European Investment Fund officers will be developed to identify thought their support other relevant cases.

3.2. Initial Content

Below, we present the initial cases submitted by our project partners, now accessible in the online VKC-ISS. Complete details can be found in the attached documents.

Partner & Country	Name of the support scheme	Type of support
Business and Investment Development Agency CzechInvest (PP5) Czechia	Technology Incubation	Impact/reward
Friuli Innovazione / FINN (LP) Italy	Guarantee Fund for investments in venture capital	Equity and quasi-equity
Cooperative for ethical financing (PP9) Croatia	Crowdinvestment	Equity and quasi-equity
Impact Hub (PP6) The Netherlands	Investment Ready Program	Services and in-kind support
Finpiemonte (PP7) Italy	Tranched Cover Piemonte	Loans and guarantees

4. Annexes

1. First 5 factsheets published in November 2023
2. Online tool for the collection of cases from non-partner organisations
3. Email exchange with EU Networks



ANNEX 1.
First 5 factsheets
published in November 2023

IMPACT/REWARD

TECHNOLOGY INCUBATION

DETAILS

COUNTRY: Czechia

REGIONAL COVERAGE: Nationwide

IMPLEMENTATION PERIOD: 2022 - 2027 (ongoing)

GOALS, RECIPIENTS,
BENEFICIARIES

The purpose of the Technology Incubation project is to create a system of technology incubation centres (HUBs) and to directly support the creation and development of start-up and spin-off companies based in the Czech Republic.

The aim of the project is to select by the end of 2025* about 250 start-up technology companies that develop innovative products or services in market areas identified as promising for Czech companies. The selected companies are provided with direct financial support and indirect support in the form of continuous mentoring and intensive work with the company by the incubation team (the system of direct and indirect support is defined as "incubation").

An amount of CZK 850 million will be distributed among the beneficiaries over a period of five years, using funds provided from national sources.

* Start-ups selection will be completed in 2025, but the incubation process lasts two years, so the project will end in T+2, i.e., in 2027.

ELIGIBLE PROJECTS / EXPENSES

Eligible applicants must follow Czech Act 90/2012, on Business Companies and Cooperatives, established for the purpose of entrepreneurship, which are start-ups with a connection to one of the defined key sectors (key activities):

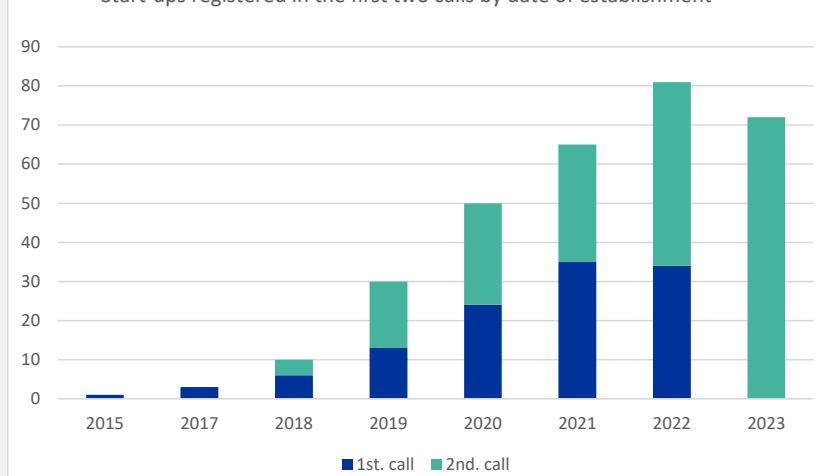
- Advanced technologies and materials;
- Artificial intelligence;
- Cultural and creative industries;
- Eco-innovation;
- Life sciences;
- Defence;
- Mobility;
- Space technologies;

The applicant organisation must not be older than 3 years at the date of submission of the application for support, or 5 years if justified by specific technological needs and the nature of the application.

Direct support is used to purchase services. The most common are services of scientific research organisations, legal services, industrial property protection, pilot actions, etc.

Indirect support is used in the form of workshops, seminars, assistance from incubation managers, consultations with business and technology experts.

Start-ups registered in the first two calls by date of establishment



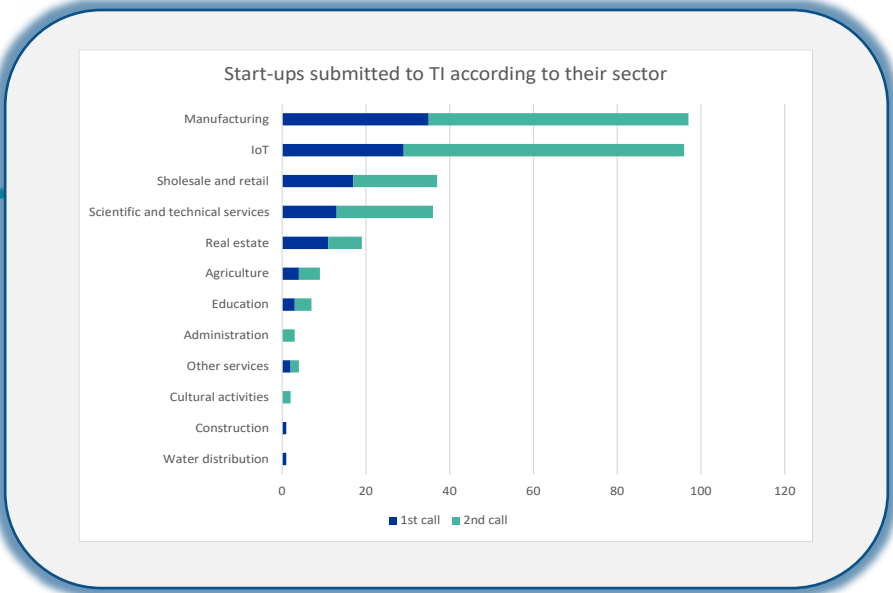
SUPPORT

Selected technology start-ups will receive direct support in the amount of € 45.000 or 187.000 and indirect support in the amount of € 20.500*. No financial contribution is required from the company up to this amount. The company participating in the project does not lose its ownership share.

The financing scheme is a combination of ex ante and ex post. The successful applicant receives a small part of the funds immediately (€ 12.500), and the remaining amount is split into two payments (three in case of incubation+). Their disbursement is conditional on the fulfilment of commitments. It is assessed in terms of compliance with the commitments and the actual use of the subsidy. The incubation, financial and project manager decide on the continuation of the start-up within the TI programme.

If a company fails to deliver its promises, it is not allowed to proceed to the next stage of incubation. However, there is no financial penalty (assuming the basic conditions are met).

*There are two levels: classic incubation and incubation+. If a start-up proves that classic incubation does not offer enough funds for its development, it can apply for a higher amount.



PROCEDURE

The preparation process took more than three years, and each sector was considered separately. The approval of individual key activities, also of this whole support scheme, was made at the level of the Ministry of Industry and Trade. Due to the robustness of the project, it was necessary to create an entire department within the CzechInvest agency and in addition, the capacity of the regional offices to carry out scouting and pre-mentoring was used. At the same time, experts representing different sectors were contracted to be responsible for mentoring and assessing the innovativeness of the products for which the start-ups were seeking support.

Applying for Technology Incubation is possible through calls, which are usually held twice a year. Scenario is as follows:

- Start-up companies apply through a form on the website and are then assigned to a pre-incubation manager who assists with the application.
- If the company passes the assessment, it is invited to present the project to a panel of experts.
- The company is evaluated based on the following criteria: innovativeness, scalability, feasibility.
- The panel selects companies suitable for incubation that can begin to draw down funds for further development.

STATUS / RESULTS:

At the time of publication of this Factsheet, two calls have been made, with a total of 887 projects consulted 310 start-ups applying and 92 companies succeeding.

The goal is to support 250 start-up projects over the lifetime of the project, i.e. until the end of 2027

REMARKS:

The aim of the tool is to help start-ups in their development phase, when the lack of customers and references makes it difficult to get an investment. In addition to funding for product/service development, start-ups will also get the opportunity to collaborate with experts, personal assistance during the whole incubation process, get publicity, join a network of partners (SMEs, corporates, research organisations, other incubated start-ups, universities, innovation centres, etc.).

CONTACTS

ORGANISATION: CzechInvest

PERSON: Tereza KUBICOVA

E-MAIL: tereza.kubicova@czechinvest.org

FI4INN

EQUITY and
QUASI-EQUITYFunderbeam Crowdfunding
Quasi-Equity Scheme

DETAILS

COUNTRY: Croatia

REGIONAL COVERAGE: Nationwide (and beyond)

IMPLEMENTATION PERIOD: 04/2016 - Ongoing

LINK: <https://www.funderbeam.com/companies>GOALS, RECIPIENTS,
BENEFICIARIES

Funderbeam, as a financial platform, has multiple objectives to serve its users and stakeholders. While the specific objectives might evolve over time, some common goals and intentions behind platforms like Funderbeam typically include:

1. *Democratizing Investment:* by providing a platform that allows a wide range of investors to access start-up investments, Funderbeam seeks to democratize the investment process, breaking the traditional barriers where only venture capitalists or angel investors had access.
2. *Providing Liquidity:* one of the standout features of Funderbeam is its secondary market, which allows for the trading of investments. This brings liquidity to traditionally illiquid start-up investments.
3. *Transparency and Security:* by using a blockchain technology, Funderbeam aims to offer a transparent and secure method of recording and verifying investments.
4. *Supporting Start-ups:* by offering an alternative fundraising method, Funderbeam supports start-ups in accessing capital that might be out of reach through traditional venture capitals or bank loans.
5. *Data-Driven Insights:* Funderbeam not only wants to be a platform for investment but also a source of intelligence and data for investors and start-ups alike. Their data services aim to offer insights that can guide investment decisions.
6. *Global Access:* by serving a global audience, Funderbeam's objective is to bridge the gap between start-ups and investors across borders, allowing for international growth and diversification.

7. *Educating the Market*: through educational content and resources, Funderbeam aims to inform both novice and experienced investors about the start-ups landscape, risks, opportunities, and best practices.

8. *Compliance and Trust*: operating within the regulatory boundaries ensures that the platform is trustworthy and reliable. It is essential for Funderbeam to maintain compliance to build and retain the trust of its users.

9. *Fostering Innovation*: by supporting start-ups, Funderbeam indirectly contributes to the ecosystem of innovation, helping bringing new ideas, products and services to the market.

All the funding comes through institutional and private investors who have registered themselves on the platform. The platform itself is able to support companies from the following countries:

- UK (Nominee)
- Estonia (Nominee & Loan note)
- Denmark (Nominee)
- Iceland (Nominee)
- Finland (Loan note, Registry Direct)
- Norway (Loan note)
- Austria (Nominee)
- Ireland (Nominee)
- Croatia (Loan note)
- Singapore (Nominee)
- Lithuania (Loan note)
- USA (Delaware) (Nominee & Loan note)

However, in practice we see that due to availability of local support, vast majority of supported companies originate from Baltic States, Croatia and Singapore.

ELIGIBLE PROJECTS / EXPENSES

Funderbeam primarily targets start-ups and growth-stage companies seeking for funding. The platform is designed to support these businesses by providing them with access to a global network of investors. Specifically, the target organizations/beneficiaries can be characterized as:

1. *Start-ups*: early-stage companies having a product/service idea and seeking for initial rounds of funding to develop or scale their operations.
2. *Growth-Stage Companies*: businesses that have passed the initial start-up phase and are looking for additional capital to expand, enter new markets, or further develop their products/services.
3. *Innovative Companies*: Funderbeam often caters to companies that are breaking new ground in their respective fields or industries, offering innovative solutions or business models.
4. *Global-Minded Companies*: since Funderbeam has a global investors' base, companies that have international ambitions or operations often find the platform appealing.

In Croatia, the scheme is particularly successful since it is supported by the Zagreb Stock Exchange and also Funderbeam runs a support office in Zagreb which helps a lot in supporting local companies to prepare themselves for the fundraising on the platform.

Any type of cost is eligible and there are no special restrictions on beneficiaries

SUPPORT

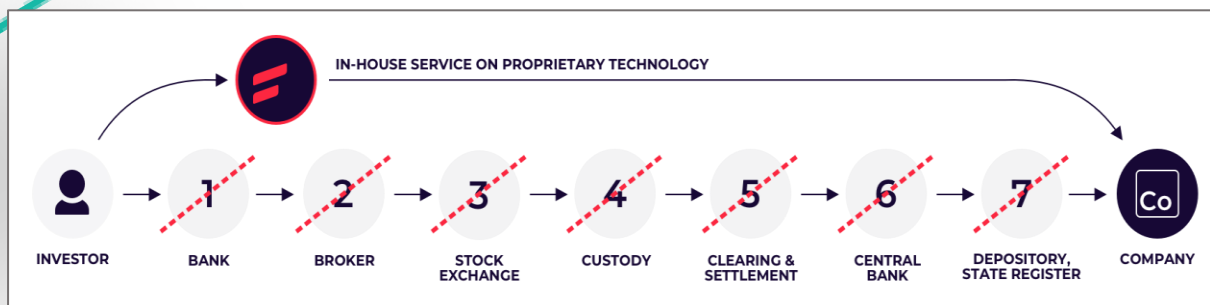
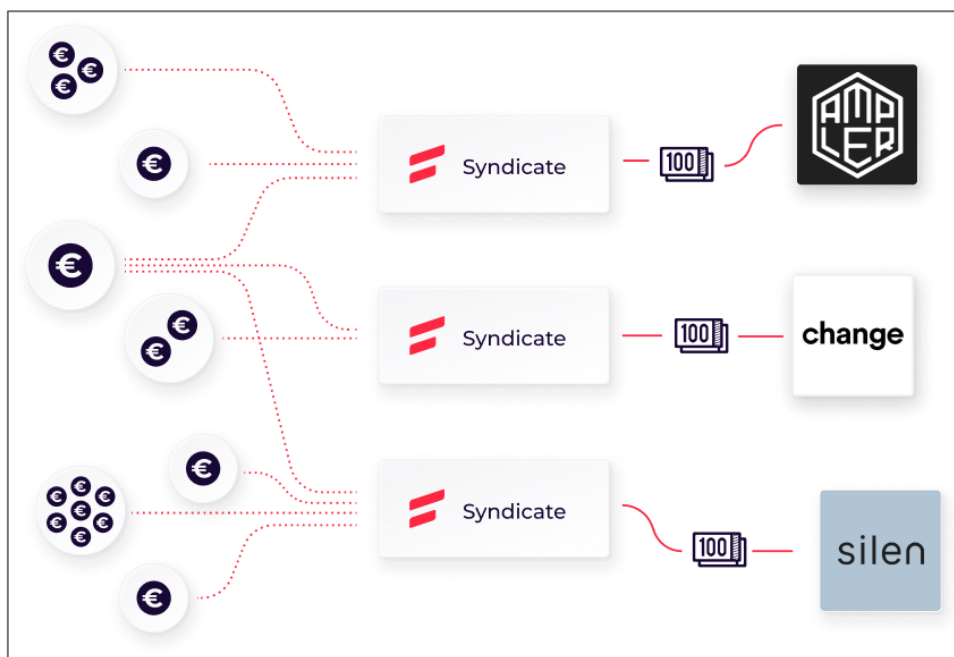
The guarantee is provided free of commission on the eligible operations for an amount up to 70% of the investment operation and for a total guaranteed amount up to Euro 1 million. The guarantee will cover the amount of the loss which is equal to the difference between the purchase price and the selling price of the shares. If the conditions for exercising the put option are not met and therefore a selling price is not available, an estimated fair value will be used to estimate the amount of the loss.

The investment operation must be completed, with all the amounts being paid to the beneficiary, within 24 months from the approval of the guaranteed eligibility. The guarantee is offered for the entire time horizon of the investment operation, provided that it does not exceed 7 years.

In case of need to ask for the execution of the guarantee, the venture capitalists have to fill a request to the Managing Committee of the Revolving Fund for Economic Initiatives. A preliminary amount equal to 50% of the guarantee is paid to the investor. The final payment is operated after the conclusion of the winding-up operations.

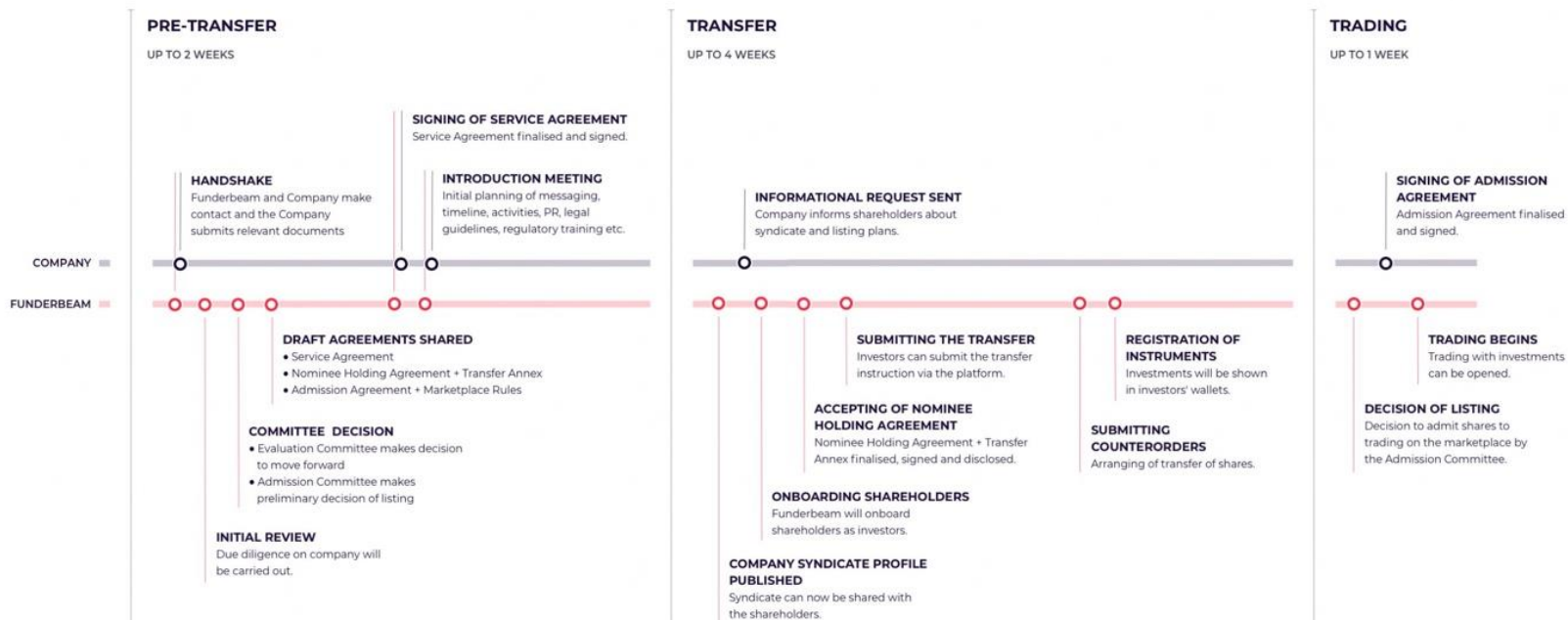
Reimbursement of the entire amount of the investment operation in the form of equity is operated in case of:

- Sale of the shares for the final beneficiary.
- Deadline of the last term for exercising the put option.
- Reduction of the share capital to zero for covering accrued losses.



The Listing Process

Nominee structure

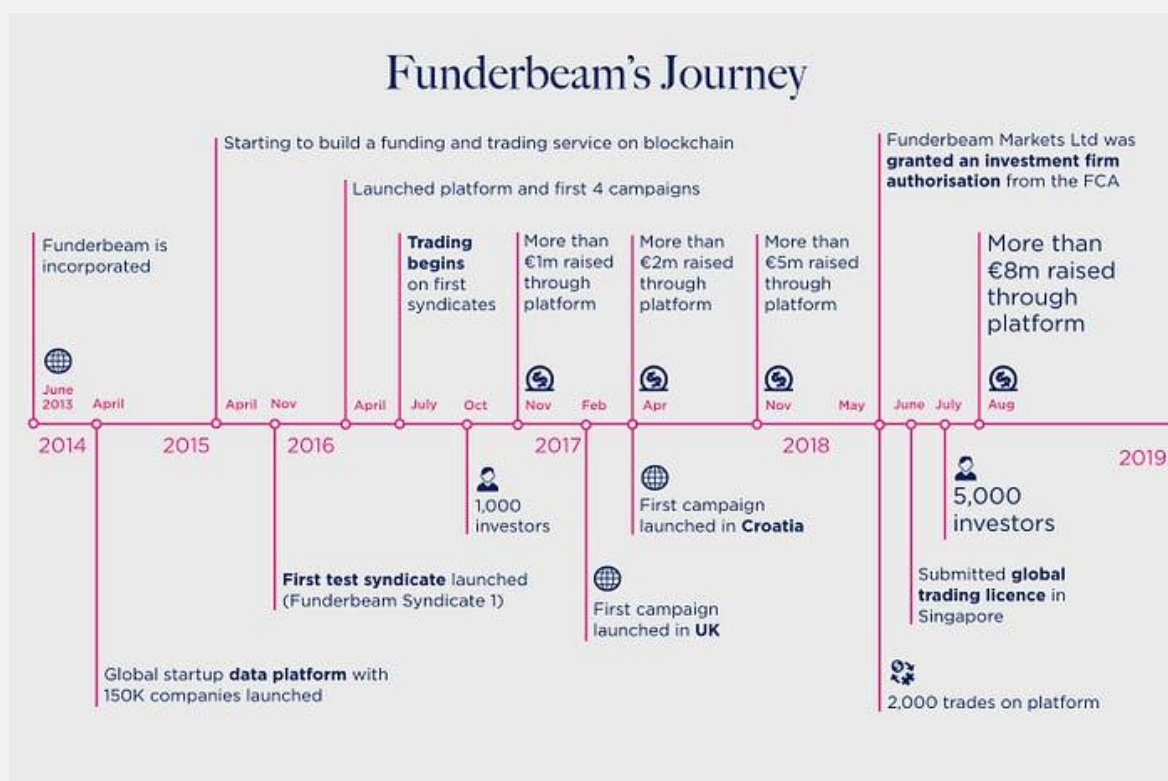


PROCEDURE

Funderbeam is a global funding and trading platform for private companies.

Established in mid-2013, it started out as a global data platform for start-up companies and then achieved its main goal to fund and trade private companies in 2016.

After Funderbeam has validated the product in pilot countries (Croatia and Estonia), tested the technology and received the necessary authorisation for operating across Europe from Estonian financial regulator, it is aiming to scale globally. Currently Funderbeam has an international team and investors from 113 countries.



The process of running a private investment round on Funderbeam consists of 4 main phases:

1. Applying for funding
2. Preparation and signing of agreements
3. Launching the investment offer
4. Closing

The following documents are needed for the application process:

➔ *Pitch deck / Project summary*

- Describing the problem, solution, market (TAM, SAM, SOM), traction (users, revenue, margins, growth), unit economics (CAC, LTV, churn), team, competition, capital (previous rounds, how will funds be deployed), risks and exit scenarios.
- Annual reports for 5 years (or from founding date of the company)

➔ *Deal terms*

- **Equity** – pre-money valuation, type of shares issued to investors.
- **Convertible note** – valuation cap, discount rate, interest rate, maturity date, effective date, trigger event(s).
- The minimum and maximum amount for funds raised target.
- Lead investor(s) and their ticket size (or strategic investor / VC and their ticket size). Lead carry fee.

➔ *Up-to-date cap table*

- Most up to date and fully diluted capitalisation table.

➔ *Historical financials*

- Income Statement (P/L) for the past 5 years or since the inception of the company if the company is newer.
- Balance Sheet for the past 5 years or since the inception of the company if the company is newer. Outstanding liabilities (loans, convertibles, warrants, options).

➔ *Required legal documents*

- **Articles of Association** - a document similar to the Founders' Agreement set out when you create your company.
- **Shareholders' Agreement** - a legal contract among a company's shareholders that describes how the company should be operated and outlines shareholders' rights and obligations.
- **List of Shareholders** - an alphabetical list of the names, addresses, and telephone numbers of the shareholders of the Company along with the number of shares held by each of them.
- **Incorporation and commercial registration details**

STATUS and RESULTS

This instrument represents a first attempt of the decentralised finance tailored to support the regional VC market and to meet the financing needs of companies in the early stage unable to get funds from other sources in under-developed financial markets such as Croatia.

There are no minimum or maximum limits in requests for funding, so they range between couple of hundreds of thousands of euros to several million euros.

REMARKS

Venture capital is largely accepted as a key contributor to the financing of RTDI-driven businesses. Venture capitalists are well-equipped to evaluate the risk-return potential of RTDI-driven businesses and may be actively involved in the operations of their investments.

The Croatian Venture Capital industry is in its very early stage of investment, so Funderbeam was among the first platforms that has offered structured approach to VC investors, at the same time offering local support through collaboration with Zagreb Stock Exchange and the presence of a local supporting office.

Funderbeam can operate worldwide, even if nowadays the vast majority of supported projects are in Croatia, Slovenia and Baltic countries.

CONTACTS

ORGANISATION: Funderbeam South-East Europe d.o.o.

PERSON: Damir BIČANIĆ

E-MAIL: damir.bicanic@funderbeam.com

**EQUITY and
QUASI-EQUITY****Guarantee Fund
for investments in venture capital****DETAILS****COUNTRY:** Italy**REGIONAL COVERAGE:** Friuli Venezia Giulia**IMPLEMENTATION PERIOD:** 10/2019 - Ongoing**LINK:** https://www.regione.fvg.it/rafvfg/cms/RAFVG/economia-impresse/accesso_al_credito/FOGLIA357/**GOALS, RECIPIENTS, BENEFICIARIES**

The Regional Guarantee Fund for venture capital investments in innovative start-ups aims to offer capitalisation opportunities to existing innovative start-ups, as well as to promote the birth and establishment of new initiatives in Friuli Venezia Giulia region.

Investors who carry out venture capital operations in innovative start-ups can be guaranteed. These are financial intermediaries and holding companies, as defined by Italian tax law, or independent private investors.

The investment initiative proposed to the Fund is based on the positive assessment of the innovative start-up business plan by the investor or independent professional, carried out according to criteria of professionalism and good faith.

The final recipients targeted are innovative start-ups, as provided by the Italian Law, with head and operations office in Friuli Venezia Giulia Region.

The financial envelope of the Fund is EUR 5.5 million. The Fund's allocations may be supported by:

- contributions from the Region;
- contributions from the State, other public administrations and private entities;
- interest accrued on treasury stocks;
- savings and redemptions related to financial transactions;
- ERDF 2014/2020 structural Funds.

SUPPORT

The guarantee is provided free of commission on the eligible operations for an amount up to 70% of the investment operation and for a total guaranteed amount up to Euro 1 million. The guarantee will cover the amount of the loss which is equal to the difference between the purchase price and the selling price of the shares. If the conditions for exercising the put option are not met and therefore a selling price is not available, an estimated fair value will be used to estimate the amount of the loss.

The investment operation must be completed, with all the amounts being paid to the beneficiary, within 24 months from the approval of the guaranteed eligibility. The guarantee is offered for the entire time horizon of the investment operation if it does not exceed 7 years. In case of need to ask for the execution of the guarantee, the venture capitalists must fill a request to the Managing Committee of the Revolving Fund for Economic Initiatives.

A preliminary amount equal to 50% of the guarantee is paid to the investor. The final payment is operated after the conclusion of the winding-up operations.

- Reimbursement of the entire amount of the investment operation in the form of equity is operated in case of:
- Sale of the shares for the final beneficiary
- Deadline of the last term for exercising the put option.
- Reduction of the share capital to zero for covering accrued losses.

ELIGIBLE PROJECTS / EXPENSES

As part of venture capital investments, the Fund's guarantee shall assist the following investment operations:

- investments in quasi-equity structured as privileged capital to be implemented through subscription of shares or preferred units, with a "put option";
- investments in quasi-equity structured in forms other than privileged capital, to be made in conjunction with investments in quasi-equity structured as privileged capital.

The guarantee is provided free of commission on the eligible operations for an amount up to 70% of the investment operation and for a total guaranteed amount up to Euro 1 million.



1. Investor Evaluation
Positive evaluation of the innovative startup business plan by the investor.

2. Request for guarantee
Application by the investor to the Managing Committee for the guarantee.

3. Granting of Guarantee
Approval of the application by the Managing Committee - 90 days delay maximum.

4. Investment
Investment in quasi-equity structured both as privileged capital and other than privileged capital - 24 months delay maximum

PROCEDURE

The instrument has been activated by the Autonomous Region Friuli Venezia Giulia in 2019, within the Revolving Fund for Economic Initiatives (FRIE), which boasts already a consolidated governance structure.

The Managing Committee of the Revolving Fund for Economic Initiatives requires a positive evaluation of the business plan of the start-up from the promoting investor to decide on the guarantee's request. The Secretariat of Managing Committee receives each application presented by the investors and decides on the guaranteed request.

The initiatives submitted are instructed by the Secretariat of the Managing Committee of the FRIE according to the chronological order of receipt and are granted, in general, within 90 days of receipt of the investor's request.

Investors must, alternatively:



have been active for 5 years, if legal persons, and have closed 10 equity or quasi-equity investment transactions in the last 10 years.



invest together with other investors who have requirements or together with innovative start-up incubators or investors recognized by Consob legislation.



provide a certificate concerning the veracity of the company data and the feasibility of the start-up business plan drawn up by an independent professional.

STATUS and RESULTS

This instrument represents a first attempt of the regional administration to support the regional VC market and to meet the financing needs of companies in the early stage. The fund will target operations for a value of up to 1 million Euro per startup and aims at using all the allocated resources. Therefore, a minimum of five operations conducted with the support of the fund is envisaged.

REMARKS

Venture capital is largely accepted as a key contributor to the financing of RTDI-driven businesses. Venture capitalists are well-equipped to evaluate the risk-return potential of RTDI-driven businesses and may be actively involved in the operations of their investments.

The Italian Venture Capital industry is still lagging many other European countries. In this context, public interventions in the market may be very helpful to drive the Italian VC market to a more mature stage. This guaranteed mechanism represents, therefore, an interesting example of how policymakers can boost the VC market, at a regional level, leveraging on public funds.

CONTACTS

ORGANISATION: Revolving Fund for Economic Initiatives (FRIE) managing committee

PERSON: Paola DEL NERI

E-MAIL: segreteria@frie.it

PHONE: +39 040 377 5641

ORGANISATION: Autonomous Region Friuli Venezia Giulia - Service for enterprises access to credit

PERSON: Stefano FERRANDO

E-MAIL: stefano.ferrando@regione.fvg.it

FI4INN

IMPACT/REWARD**Investment Ready Program****DETAILS****COUNTRY:** The Netherlands**REGIONAL COVERAGE:** Nationwide**IMPLEMENTATION PERIOD:** Annual since 2015**GOALS, RECIPIENTS, BENEFICIARIES**

Impact entrepreneurs play an important role in creating a circular economy. With the Investment Ready Program, Impact Hub Amsterdam offers a unique 5-month accelerator for impact entrepreneurs, strengthening their strategy and getting their business ready for growth, investment, and more impact.

ELIGIBLE PROJECTS / EXPENSES

The program is for growth-stage impact companies with scalable solutions to global problems. Entrepreneurs would be at the stage of developing a fledgling business into one that is stable and investable. At growth stage ventures would be building their operations, already demonstrating social impact, with a prototype and some paying customers.

Ventures would be eligible if active in one of the following domains: Energy and Mobility; Supply Chains and Logistics; New Materials and Waste; Agriculture, Water and Food.

SUPPORT

Participants of the Investment Ready Program receive:

- 2 days of training and strategy sessions;
- 1-on-1 mentoring from seasoned entrepreneurs;
- 1-on-1 legal coaching from De Brauw Blackstone Westbroek;
- 1-on-1 coaching from ING finance and investment experts;
- 1-on-1 coaching on business modelling and strategy from Boston Consulting Group;
- Impact Hub Amsterdam membership, giving access to the global network of impact makers;
- Access to an extensive impact investor network. Peer-to-peer support and exchange amongst the cohort is a significant enabler.

PROCEDURE

Each cohort of selected entrepreneurs engages in a systematic review of their business strategy, model, and team, before crafting a validated growth and investment plan.

In 12 days of training sessions, peer-to-peer interaction, individual mentoring, and legal and financial coaching, the entrepreneurs grow their business from a start-up into a mature company.

The finale: a pitch on Demo Day for a network of purpose-driven impact investors and funds.

STATUS / RESULTS:

90% of IRP alumni make it.

80% of alumni found new strategic partners during the program.

75% of alumni increased revenue since the start of the program and 50% more than doubled it.

IRP alumni companies have so far raised over 18MIL EUR in funding.

REMARKS:

Access to capital is a vital enabler in the impact entrepreneurial journey, and thus in scaling solutions that can facilitate the transition to a just and regenerative economy. However it is equally important to provide frameworks and build ecosystems through which impact entrepreneurs connect to the right kind of funding, combining it with other enablers such as supportive communities and entrepreneurial skills building. This is where one way organisations and entrepreneur support organisations can play a key role, covering together investors and ventures in curated and enabling environments at the right times and the right places.

Find more information including details on alumni ventures here:

<https://amsterdam.impacthub.net/meet-the-entrepreneurs-investment-ready-program-2021/>

CONTACTS

ORGANISATION: Impact Hub

PERSON: Tom JOHNSON

E-MAIL: tom.johnson@impacthub.net

LOANS and
GUARANTEES

Tranched Cover Piemonte

DETAILS

COUNTRY: Italy

REGIONAL COVERAGE: Piemonte

IMPLEMENTATION PERIOD: 2018-2020

LINK: www.finpiemonte.it/agevolazioni/fondo-tranched-cover-piemonte-2017

GOALS, RECIPIENTS, BENEFICIARIES

The objective is to promote access to credit and the provision of new finance for SMEs through a synthetic securitization, named “Tranched Cover Piemonte”, on some selected portfolios of Bank loans.

Thanks to the securitization, that involves a risk coverage through cash collateral, the Banks (Originators) can provide loans to Small and Medium Enterprises with medium-low ratings, without compromising the portfolio rating.

The risk coverage is provided with cash collateral on a “junior tranche” (first losses) by the public entity and on a “mezzanine tranche” by one or more mutual guarantee institutions/funds.

The beneficiary of the Fund is Finpiemonte S.p.A., intermediate body for ERDF in Piemonte.

The final recipients are SMEs: active and registered; that carry out an activity included among those eligible for Reg 1407/13 (“de minimis”); not the subject of protests and/or prejudicial registrations; not “undertaking in difficulty” (art. 2 par. 18 of Reg. EU 651/2014).

ELIGIBLE PROJECTS / EXPENSES

Development projects, even aimed at starting-up a new business, to be started after submitting the application for the loan.

The development project of SMEs can include:

a) *investment costs in tangible and intangible assets*

- machinery
- equipment
- HW and SW
- patent and intellectual property

b) *capitalization of the company*

- capital contribution of current shareholders
- capital contribution of new shareholders
- transfer of shareholder financing to equity

c) *working capital, inventory, and liquidity needs*

- stock financing
- salaries
- energy costs
- lease payments and rental fees

SUPPORT

Unsecured loan at a fixed or variable rate, lower than the market rate, including the maximum spread that the bank is bound to respect, due to the public guarantee.

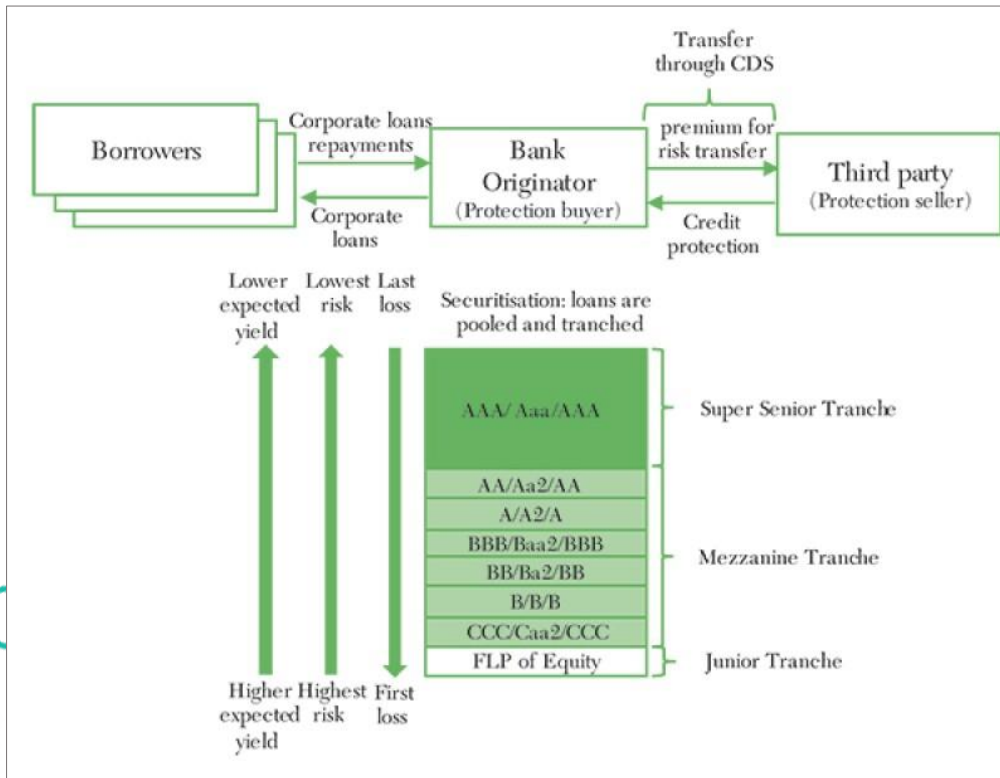
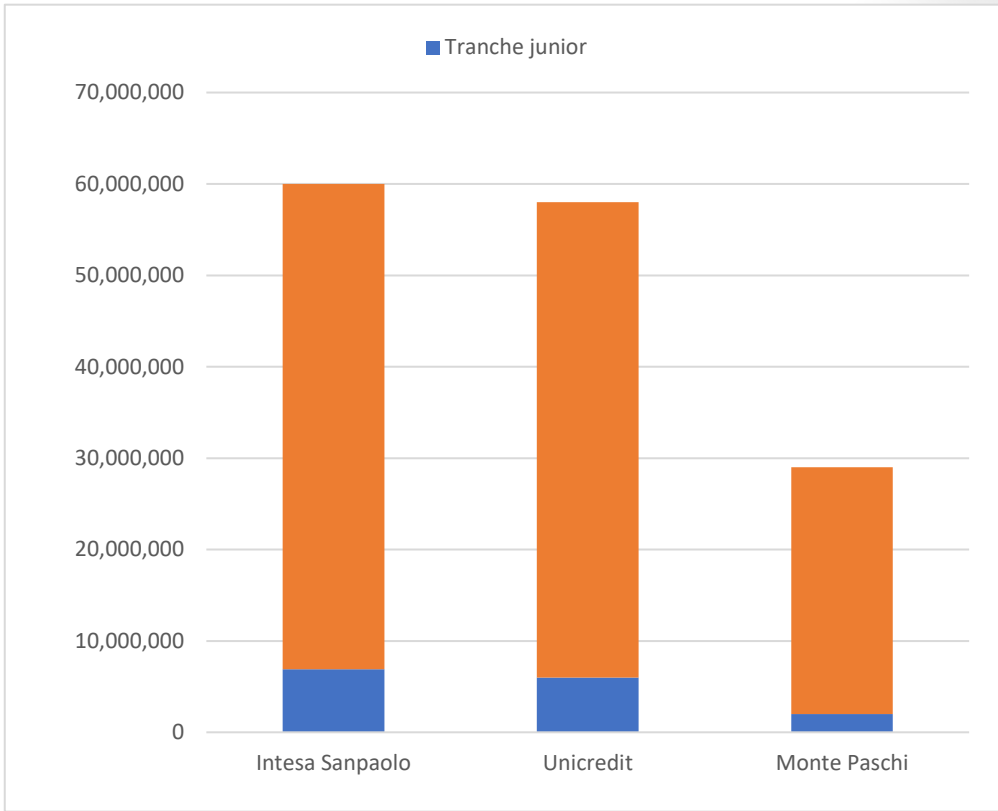
Duration and guarantee coverage:

- min. 36 months and max of 60 months + more possible pre-amortization (for productive and infrastructural investments and company capitalisation);
- min. 18 months and max 36 months + possible pre-amortization (for needs of working capital, inventories and liquidity).

Line A: loans > €150.000 supported only by public guarantee.

Line B: loans between €10.000 and €100.000 assisted both by public guarantee and by that of the mutual guaranteed institution.

Loans between €100.000 and €150.000 can be supported by the public guarantee or by both guarantees, based on the Bank's choice.



PROCEDURE

Setting up procedure

The intermediate body has to:

- 1) select the Originators and the partner mutual guarantee institution, considering:
 - ability to implement the instrument;
 - rates applied to the loans;
 - level of required junior tranche;
 - range of SMEs included in the portfolio (in terms of rating);
 - portfolio diversification (SMEs rating and size);
 - size of the target portfolio.
- 2) assign the cash collateral sums to the selected originators, proportionally to the size of each portfolio expected portfolios.

The Banks selected by Finpiemonte were (Line A):

- Intesa Sanpaolo: Target portfolio: 60 €/Mln, Tranche junior 6,9 €/Mln
- Monte dei Paschi di Siena: Target portfolio: 29 €/Mln, Tranche junior 2 €/Mln
- Unicredit: Target portfolio: 58 €/Mln, Tranche junior 6 €/Mln

SMEs access procedure

- SMEs submit the request for loan to the bank
- the bank proceeds with the evaluation
- the bank grants the loan and, if eligible to the portfolio, applies the best conditions, including it in the securitization.

STATUS and RESULTS

2 calls were opened between 2018 and 2020, more than 250 €/Mln of loans were granted to SMEs. More than 500 SMEs were supported in 3 years.

REMARKS

- ➔ The guarantee with cash collateral (securitization) is more appreciated by financial intermediaries because it allows them to improve the rating of the portfolio, unlike the traditional guarantee.
- ➔ The securitization is concretely practicable by intermediaries who have Internal rating - based approach, IRB.

CONTACTS

ORGANIZATION: Finpiemonte SpA
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PHONE: +39 0115717711



ANNEX 2.

Online tool for the collection of cases from non-partner organisation



Good practices on innovative support schemes

your contribution to the FI4INN Virtual Knowledge Center



1) General information and contacts *

Please specify:

- Name of the Financial Instrument/Scheme
- Implementing Region and/or Country
- Weblink to the funding scheme/financial instrument
- Status of implementation (completed OR running OR under construction)

2) Description of the funding scheme

If you like, please describe briefly:

- Objectives and goals
- recipients and beneficiaries
- Type of financial support (e.g. loan, equity, combined, support services, Reward/Impact grant, etc...)
- Eligible investments and/or expenses/activities

3) Contacts with the Managing body *

Please provide the name and email of a contact person responsible for setting-up and managing the funding scheme

4) UPLOAD documents for further reading

We kindly ask you to upload here any document that can help us in better understanding your experience.

E.g. Factsheet, brochure, leaflet, etc.

(any language admitted)

 [Aggiungi file](#)



ANNEX 3.

Email exchange with EU Networks

Da: susanna.longo@finpiemonte.it
Inviato: lunedì 28 agosto 2023 14:25
A: 'roberta.dallolio@eurada.org'
Oggetto: possible inputs from the EURADA members

Dear Ms. Dall'Olio,

I am contacting you on behalf of Finpiemonte, the regional development agency of Piedmont. We are a partner in a new Interreg Central Europe project that aims to promote innovative and inclusive financial schemes to support innovation projects by SMEs and start-ups (<https://www.interreg-central.eu/projects/fi4nn/>).

Currently Finpiemonte has the responsibility to set-up an online Virtual Knowledge Center that will gather selected cases, examples, and best practices of innovative financing schemes from across Europe. Such schemes may not necessarily be focused on the specific theme of innovative SMEs and start-ups, but rather present innovative approaches in public finance.

We aim to build a showcase of exemplary and highly innovative cases that can serve as inspiration and motivation for public and private promoters of support measures.

In this regard, we believe that bringing this initiative to the attention of EURADA members could provide an opportunity to identify significant experiences that the FI4INN partners may not be aware of.

Therefore we wonder if it would be possible for you to circulate the message here below to your associates.

As you will see, there is no need to elaborate long texts; we simply ask to provide basic information by filling a short online form.

The ideal deadline for us to receive inputs from the EURADA Associated members would be September 20th.

I thank you in advance for your cooperation and remain at your disposal for any clarification.

With my best regards,

Susanna Longo

Susanna Longo



European Affairs and Projects

Finpiemonte SpA
Galleria San Federico, 54
10121 Torino
tel. 011.5717.769 – cell. 335.1905160
www.finpiemonte.it

To the kind attention of the EURADA members.

We are contacting you in the framework of the newly started Interreg project FI4INN (*Co-designed impactful financial instruments for boosting innovation in SMEs and start-ups* - <https://www.interreg-central.eu/projects/fi4nn/>).

We are currently engaged in collecting a selection of approx. 30 cases, examples, and good practices of **innovative financing schemes** from all around Europe (even if not expressly referring to boosting innovation in SMEs and start-

ups) to set-up a Virtual Knowledge Centre. It will consist of a valuable open repository of information and knowledge accessible to stakeholders, managing authorities, and companies.

In our quest to broaden the scope of representative cases, we have identified the EURADA members as a potential source of relevant information.

Therefore, we would like to invite you to tell us about any relevant experience in your territory, particularly referring to innovative support schemes.

We are particularly interested in cases and experiences that meet the following characteristics:

- Based on public or public+private sources
- Not including mere grants or fiscal incentive/tax reduction
- Successfully completed OR currently running OR still under construction

We kindly ask you to answer the 3 questions in the following online form and feel free to upload there any supporting document for further reading (any language is accepted): <https://forms.gle/epSVDkARAdTzV4s79>

Your input is extremely valuable to us, and we would greatly appreciate it if you could take a few moments to complete this very short questionnaire or share it with other relevant organisations within your network.

The deadline to submit your contribution is September 20th.

We hope you will be able to meet this deadline, but we remain open to greater flexibility if necessary.

Please do not hesitate to reach out if you have any questions or if there is any additional information you require. We thank you for considering our request, and we will be pleased to share with you the result of this data collection, as well as the link to the FI4INN Virtual Knowledge Centre once it will be online.

Finpiemonte team for the FI4INN Project

progetti@finpiemonte.it



Finpiemonte SpA
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10121 Torino (IT)
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Da: susanna.longo@finpiemonte.it
Inviato: lunedì 28 agosto 2023 17:19
A: Paolo Zaggia (paolo.zaggia@finlombarda.it)
Cc: 'fabrizio.gramaglia@finpiemonte.it'; 'gianfranco.disalvo'
Oggetto: raccolta di casi innovativi tramite EAPB

Caro Paolo,

è da molto tempo che non ci sentiamo e spero che il mio messaggio ti trovi bene.

Ti contatto su indicazione di Fabrizio Gramaglia in relazione ad un nuovo progetto Interreg Central Europe di cui siamo partner e che, in sintesi, è finalizzato a promuovere schemi finanziari innovativi e inclusivi a sostegno di progetti di innovazione di PMI e start-up.

In questa fase Finpiemonte ha il compito di predisporre un Virtual Knowledge Center che raccolga alcuni casi selezionati, esempi e buone pratiche di schemi di finanziamento innovativi da tutta Europa (non necessariamente sul tema specifico delle PMI e start-up innovative).

Si tratterà di costruire una vetrina di casi esemplari e particolarmente innovativi che potranno essere di ispirazione e stimolo per i promotori pubblici e privati di misure di sostegno.

In questo senso abbiamo pensato che portare all'attenzione dei membri di EAPB questa iniziativa potrebbe offrire l'occasione di intercettare delle esperienze di rilievo di cui non siamo a conoscenza.

Cosa ne pensi? Ti sarebbe possibile aiutarci a veicolare il messaggio qui in calce?

Come vedrai, non è richiesto di elaborare dei contenuti, ma solo di segnalarci attraverso un breve form online le informazioni di base.

Speriamo di riuscire a raccogliere un po' di spunti entro il 20 settembre.

Ti ringraziamo per l'aiuto e rimaniamo ovviamente a disposizione per ogni chiarimento.

Un caro saluto e a presto,

Susanna

Susanna Longo



European Affairs and Projects

Finpiemonte SpA
Galleria San Federico, 54
10121 Torino
tel. 011.5717.769 – cell. 335.1905160
www.finpiemonte.it

To the kind attention of the EAPB members.

We are contacting you in the framework of the newly started Interreg project FI4INN (*Co-designed impactful financial instruments for boosting innovation in SMEs and start-ups* - <https://www.interreg-central.eu/projects/fi4nn/>).

We are currently engaged in collecting a selection of approx. 30 cases, examples, and good practices of **innovative financing schemes** from all around Europe (even if not expressly referring to boosting innovation in SMEs and start-ups) to set-up a Virtual Knowledge Centre. It will consist of a valuable open repository of information and knowledge accessible to stakeholders, managing authorities, and companies.

In our quest to broaden the scope of representative cases, we have identified the EAPB members as a potential source of relevant information.

Therefore, we would like to invite you to tell us about any relevant experience in your territory, particularly referring to innovative support schemes.

We are particularly interested in cases and experiences that meet the following characteristics:

- Based on public or public+private sources
- Not including mere grants or fiscal incentive/tax reduction
- Successfully completed OR currently running OR still under construction

We kindly ask you to answer the 3 questions in the following online form and feel free to upload there any supporting document for further reading (any language is accepted): <https://forms.gle/epSVDkARAdTzV4s79>

Your input is extremely valuable to us, and we would greatly appreciate it if you could take a few moments to complete this very short questionnaire or share it with other relevant organisations within your network.

The deadline to submit your contribution is September 20th.

We hope you will be able to meet this deadline, but we remain open to greater flexibility if necessary.

Please do not hesitate to reach out if you have any questions or if there is any additional information you require. We thank you for considering our request, and we will be pleased to share with you the result of this data collection, as well as the link to the FI4INN Virtual Knowledge Centre once it will be online.

With our best regards,

Finpiemonte team / FI4INN project
progetti@finpiemonte.it



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Galleria San Federico, 54
10121 Torino (IT)
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Da: susanna.longo@finpiemonte.it
Inviato: lunedì 28 agosto 2023 14:31
A: 'pirita.lindholm@errin.eu'
Cc: 'ryan.titley@errin.eu'
Oggetto: possible inputs from the ERRINN members

Dear Ms. Lindholm,

I am contacting you on behalf of Finpiemonte, the regional development agency of Piedmont. We are a partner in a new Interreg Central Europe project that aims to promote innovative and inclusive financial schemes to support innovation projects by SMEs and start-ups (<https://www.interreg-central.eu/projects/fi4nn/>).

The FI4INN project is currently setting-up an online Virtual Knowledge Center that will gather selected cases, examples, and best practices of innovative financing schemes from across Europe. Such schemes may not necessarily be focused on the specific theme of innovative SMEs and start-ups, but rather present innovative approaches in public finance.

We aim to build a showcase of exemplary and highly innovative cases that can serve as inspiration and motivation for public and private promoters of support measures.

In this regard, we believe that bringing this initiative to the attention of ERRIN members could provide an opportunity to identify significant experiences that the FI4INN partners may not be aware of.

Therefore we wonder if it would be possible for you to circulate the message here below to your associates.

As you will see, there is no need to elaborate long texts; we simply ask to provide basic information by filling a short online form.

The ideal deadline for us to receive inputs for the ERRIN Associated members would be September 20th.

I thank you in advance for your cooperation and remain at your disposal for any clarification.

With my best regards,

Susanna Longo

Susanna Longo



European Affairs and Projects

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To the kind attention of the ERRIN members.

We are contacting you in the framework of the newly started Interreg project FI4INN (*Co-designed impactful financial instruments for boosting innovation in SMEs and start-ups* - <https://www.interreg-central.eu/projects/fi4nn/>).

We are currently engaged in collecting a selection of approx. 30 cases, examples, and good practices of **innovative financing schemes** from all around Europe (even if not expressly referring to boosting innovation in SMEs and start-

ups) to set-up a Virtual Knowledge Centre. It will consist of a valuable open repository of information and knowledge accessible to stakeholders, managing authorities, and companies.

In our quest to broaden the scope of representative cases, we have identified the ERRIN members as a potential source of relevant information.

Therefore, we would like to invite you to tell us about any relevant experience in your territory, particularly referring to innovative support schemes.

We are particularly interested in cases and experiences that meet the following characteristics:

- Based on public or public+private sources
- Not including mere grants or fiscal incentive/tax reduction
- Successfully completed OR currently running OR still under construction

We kindly ask you to answer the 3 questions in the following online form and feel free to upload there any supporting document for further reading (any language is accepted): <https://forms.gle/epSVDkARAdTzV4s79>

Your input is extremely valuable to us, and we would greatly appreciate it if you could take a few moments to complete this very short questionnaire or share it with other relevant organisations within your network.

The deadline to submit your contribution is September 20th.

We hope you will be able to meet this deadline, but we remain open to greater flexibility if necessary.

Please do not hesitate to reach out if you have any questions or if there is any additional information you require. We thank you for considering our request, and we will be pleased to share with you the result of this data collection, as well as the link to the FI4INN Virtual Knowledge Centre once it will be online.

With our best regards,

Finpiemonte team for the FI4INN Project

progetti@finpiemonte.it



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