

START-UP SUPPORT IN LUXEMBOURG

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LUXINNOVATION
TRUSTED PARTNER FOR BUSINESS

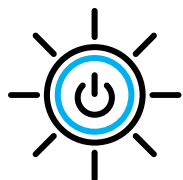
PASSION LED US HERE

Introduction to Luxinnovation



Our mission

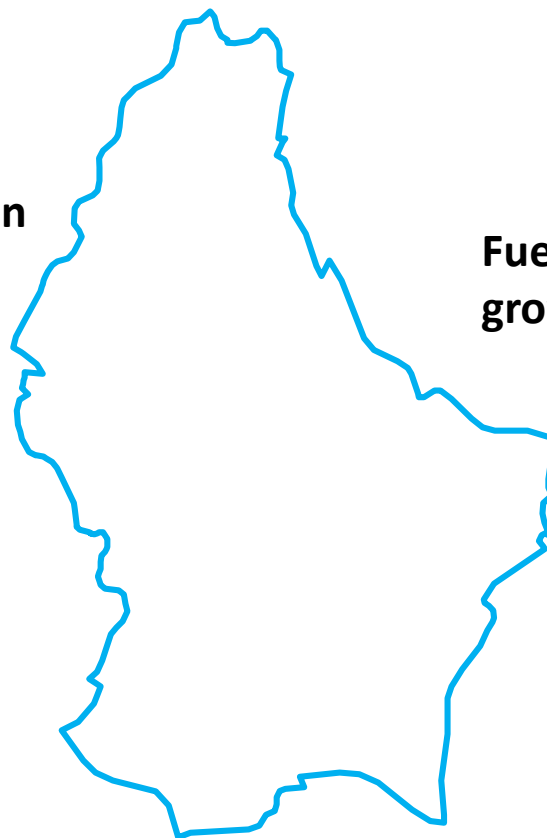
Contribute to Luxembourg's economic development by:



Fostering innovation



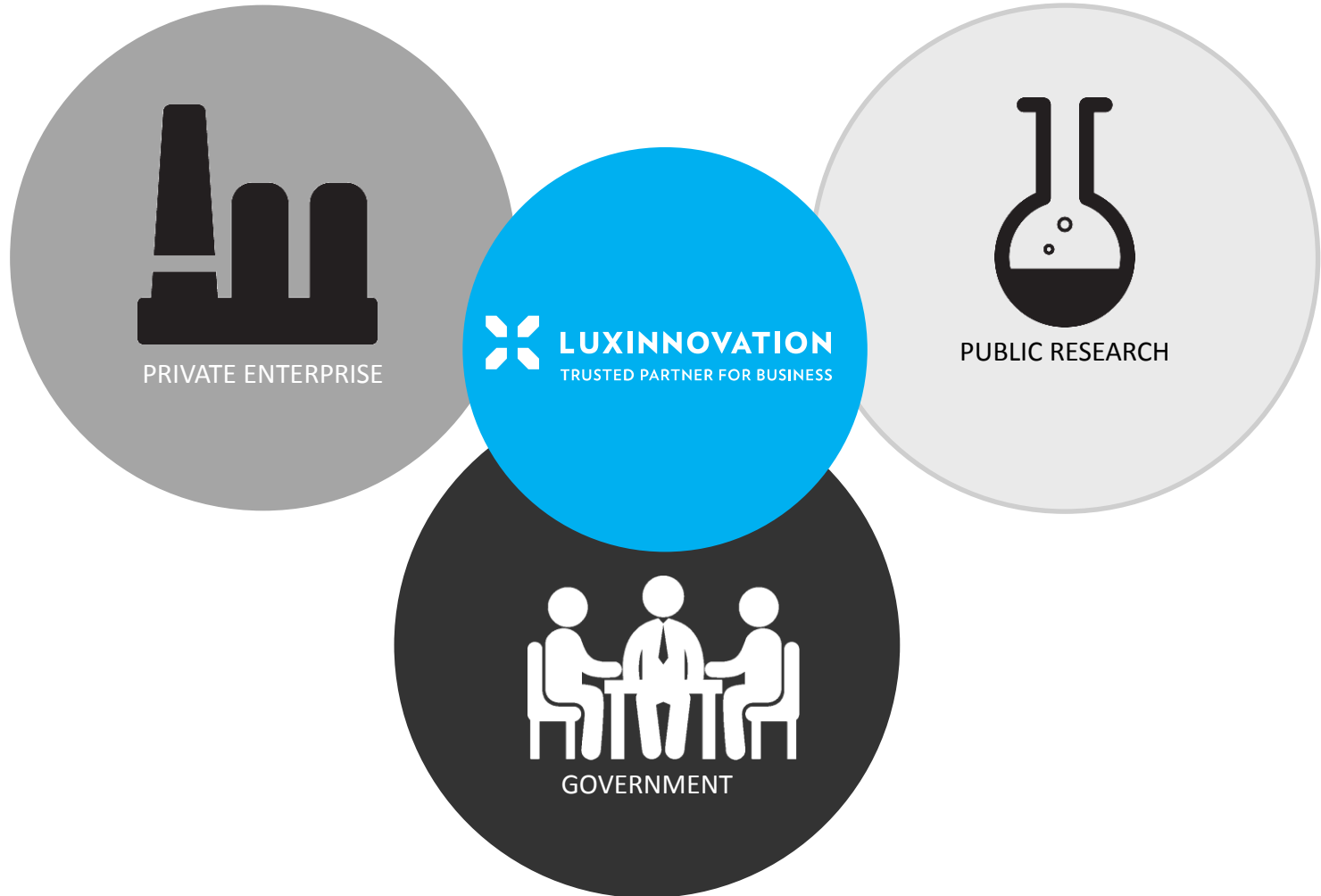
Attracting foreign direct investment



Fuelling international growth



Our position in Luxembourg's innovation system



Luxinnovation: a private-public partnership

MINISTRY
OF THE ECONOMY



LE GOUVERNEMENT
DU GRAND-DUCHÉ DE LUXEMBOURG
Ministère de l'Économie

CHAMBER
OF COMMERCE

CHAMBRE DE
COMMERCE
LUXEMBOURG

FEDIL



CHAMBER OF
SKILLED CRAFTS



MINISTRY
OF HIGHER EDUCATION
AND RESEARCH

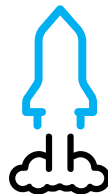


THE GOVERNMENT
OF THE GRAND DUCHY OF LUXEMBOURG
Ministry of Higher Education and Research

Our clients

Luxinnovation provides a wide range of integrated and tailor-made services to:

Innovative start-ups



Companies of any size



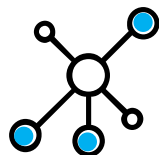
Potential international investors

Our services



Funding opportunities

- National
- European



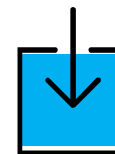
Luxembourg Cluster Initiative

- Innovation
- Business development
- Cross-sector cooperation



Entrepreneurship support

- Start-up creation
- Business acceleration



Invest in Luxembourg

- Business Development
- Promotion & Prospection
- Marketing & Communication

Entrepreneurship support

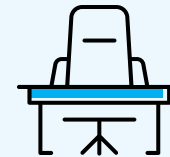


Fit 4 Start

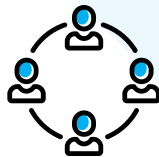
Launch your ICT start-up in Luxembourg



**16 weeks of “Lean Start-Up”
coaching and follow up**



**Free access to the co-working
space of an incubator**

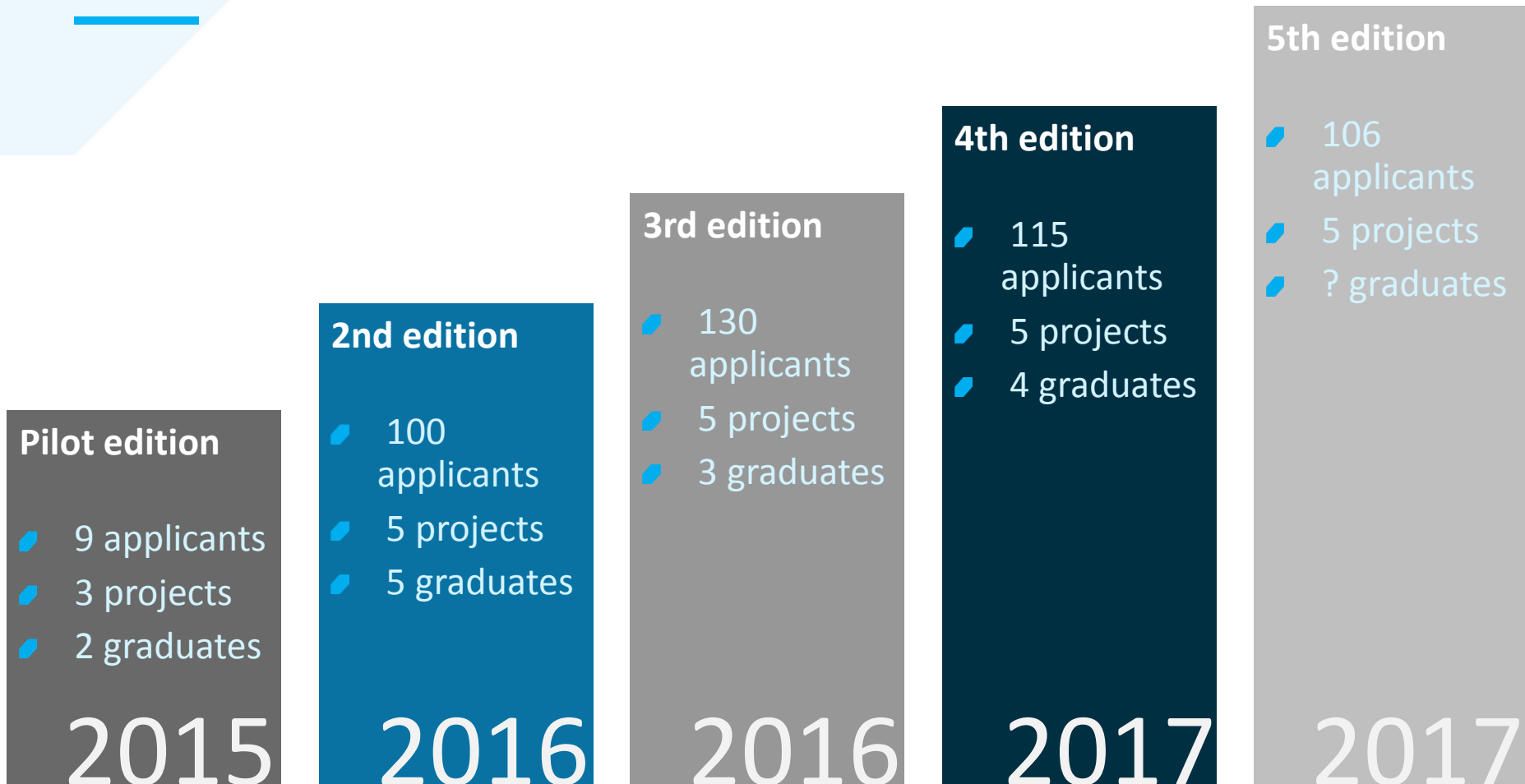


**Opportunities to benefit from the
offer of other Luxembourg
start-up support players**

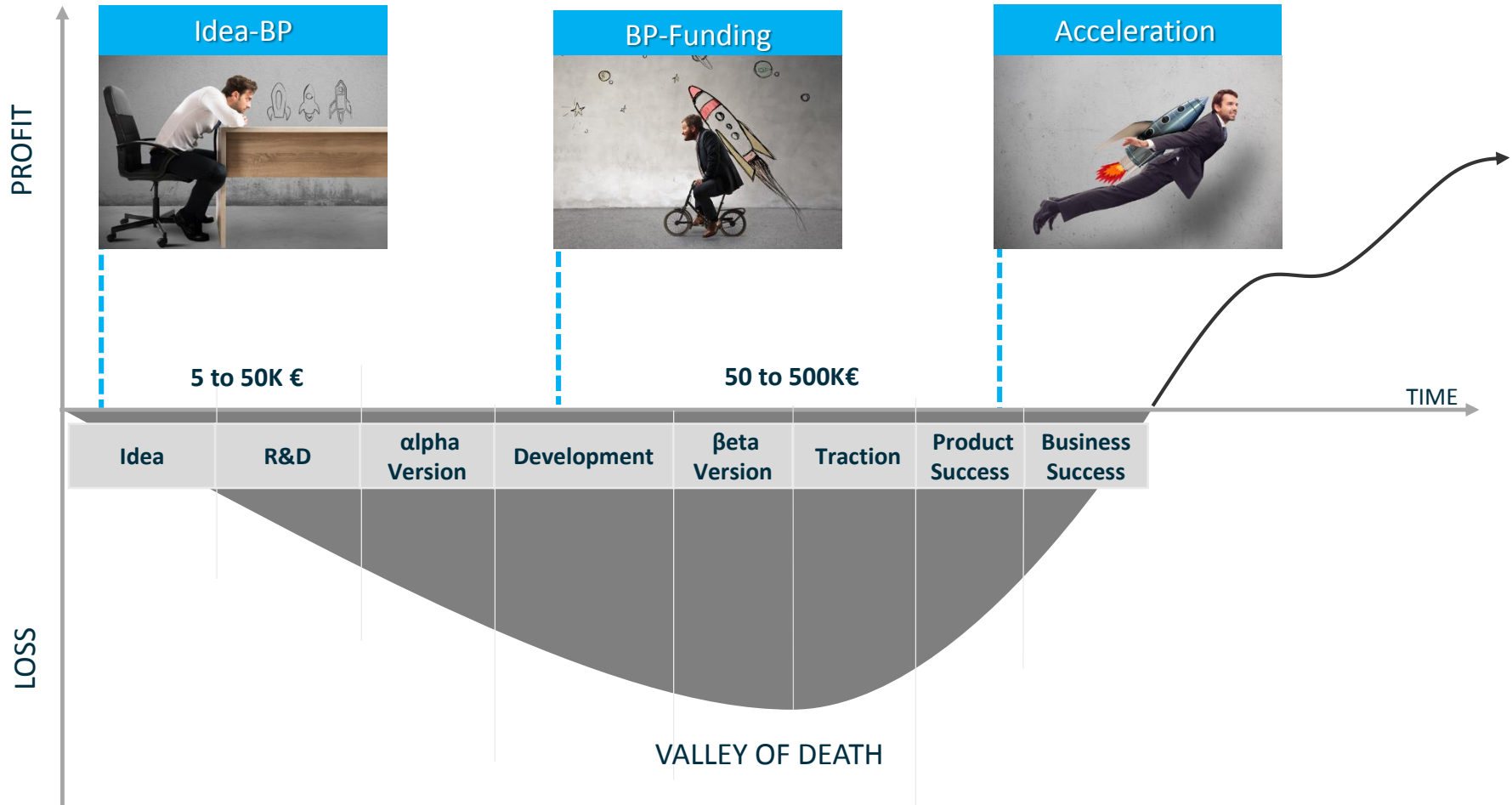


A grant of €50,000

Figures



Start-up packages



From idea to businessplan

- Access to the Start-up Toolbox
- Access to our network
- Value proposition workshop
- Lean canvas / Business model canvas workshop
- Full assessment on your Businessplan



From BP to funding

- Stresstest of your pitchdeck and pitch training
- Development of your funding roadmap
- Introductions to private investors
- Analysis of public funding applications for research, development and innovation



Acceleration

- Support for your 'Young Innovative company' public funding application
- Collaboration with Plug&Play Tech Center in Silicon Valley



Key performance indicators 2016

567

first contacts

321

first meetings

63

innovative companies
created

After 2 years
of existence:

82% survival rate

220 jobs created

National RDI funding

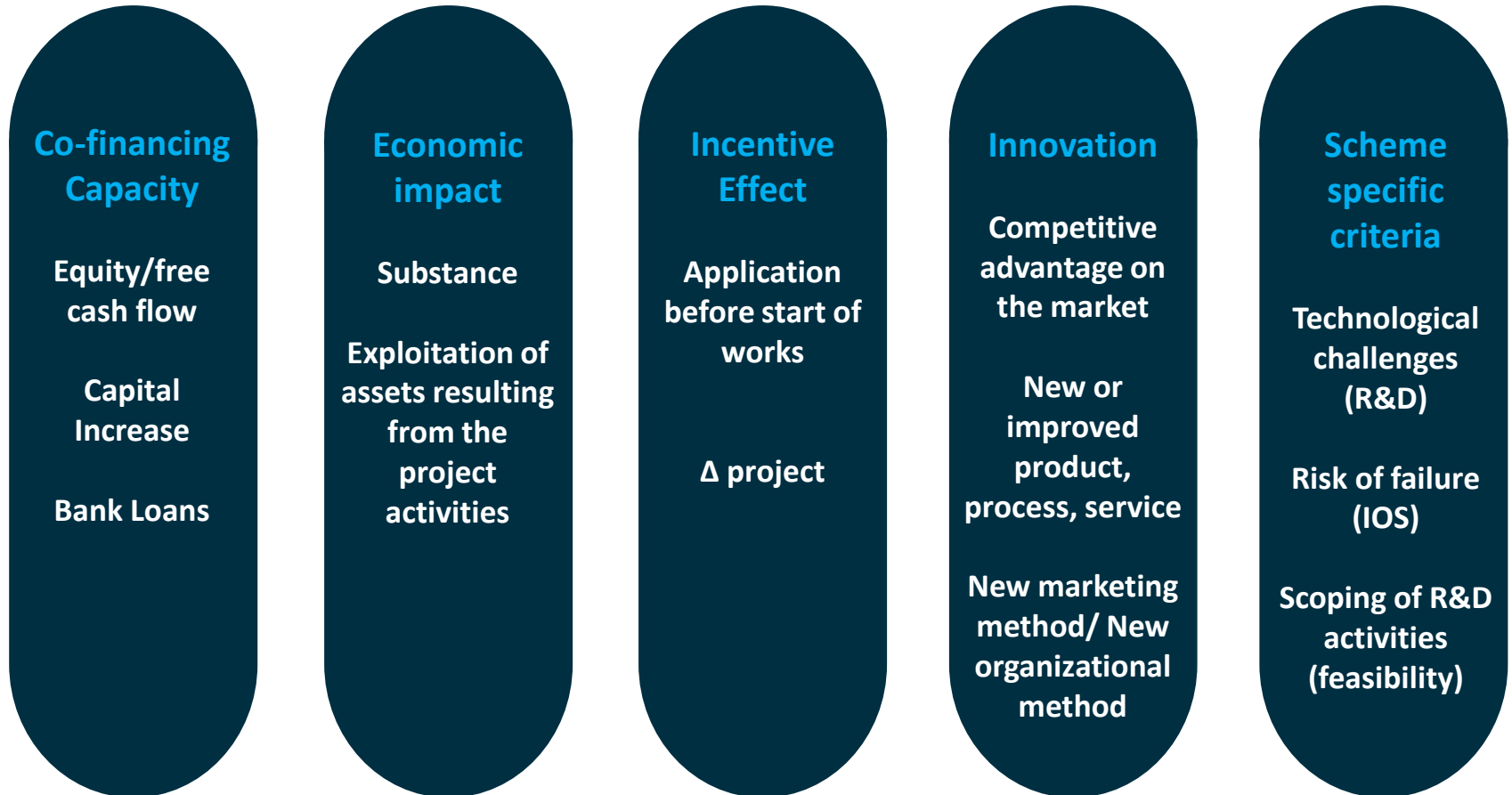


1.1 Main principles of the financial aids

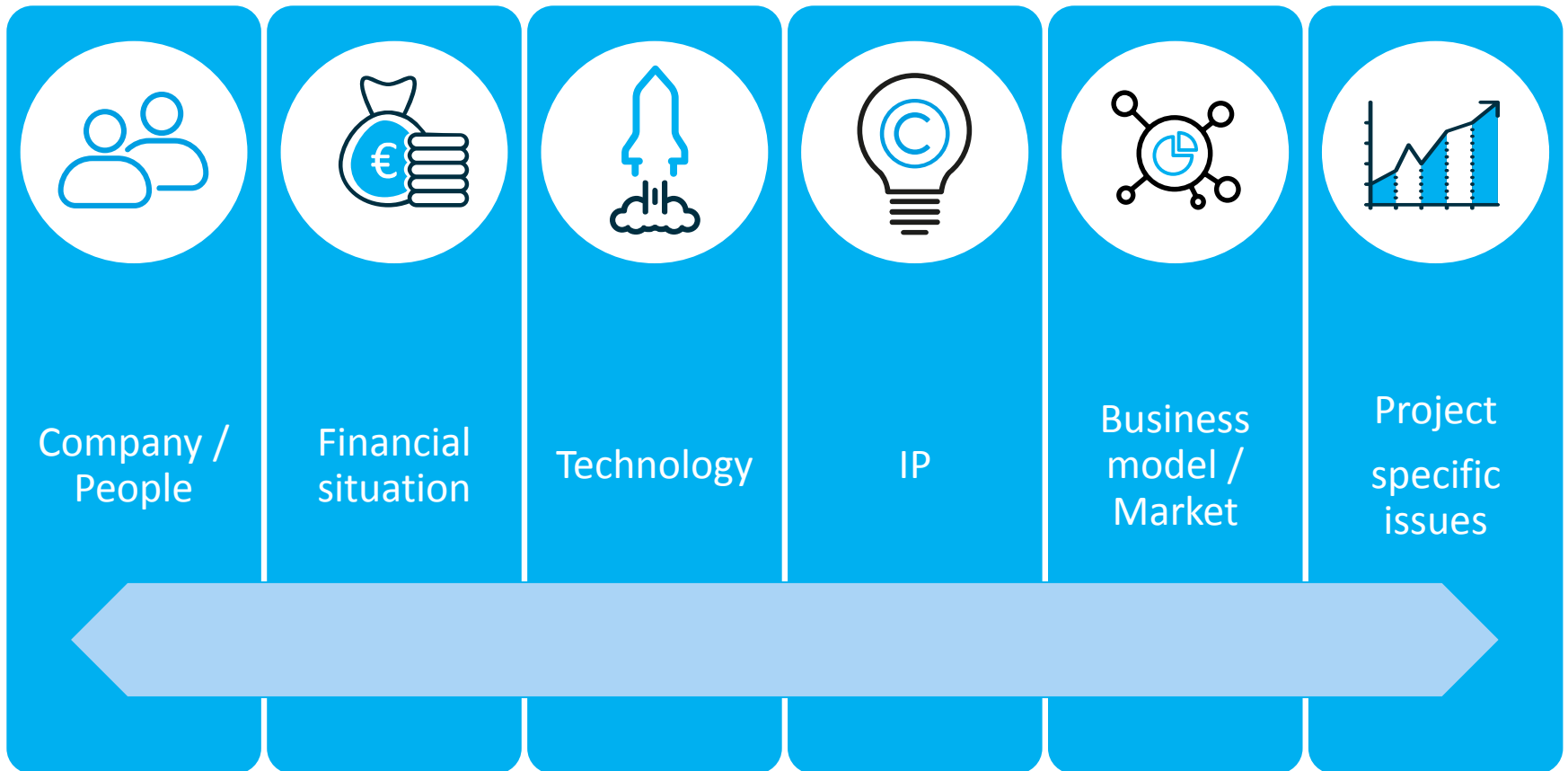
- **Subsidies** to encourage companies to carry out R&D and innovation activities
- Individual assessment of each single project
- The **innovation fund** budget is adapted to the needs of the projects (instead of distributing a budget to the best projects)
- Luxinnovation provides support services to help companies meeting the admission criteria

Law of 17 May 2017 for the promotion of research, development and innovation

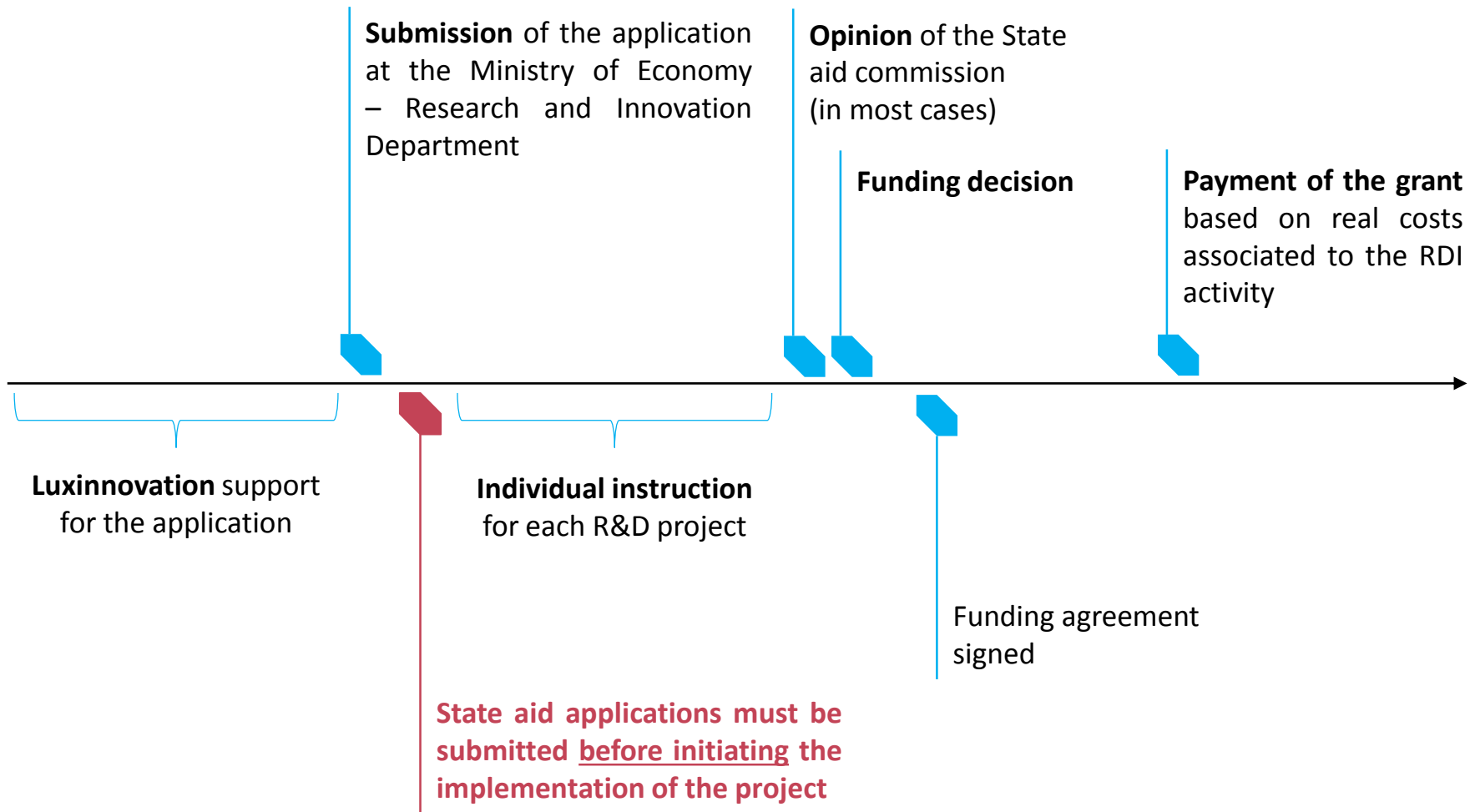
1.2 Main criteria to benefit from a financial aid (1)



1.2 Main criteria to benefit from a financial aid (2)



1.3 Decision Process



1.4 R&D aid schemes

Type of aid schemes

Innovation aid	Project driven	Open Innovation	Growth
<ul style="list-style-type: none">• Innovation aid for SMEs (art. 7)<ul style="list-style-type: none">• Constitution of IP assets• Secondment of highly qualified personnel• Innovation advisory and support services• External advisory services	<ul style="list-style-type: none">• R&D aid schemes (art. 3-5)• Feasibility Studies (art.6)• Process and organisation Innovation (art.9)	<ul style="list-style-type: none">• Research infrastructures (art. 10)• Investment aid for innovation cluster (art. 11)• Operating aid for innovation clusters (art. 12)	<ul style="list-style-type: none">• Young Innovative enterprises (art. 8)
SMEs	SMEs and large enterprises	SME / large enterprises / public research institutes	Small enterprises

1.4 R&D aid schemes

Aid intensities

	Maximum aid intensities (effective aid intensity is below the maximum)		LE	ME	SE
Innovation aid	Innovation aid for SMEs (art. 7)		0%	≤ 50%	≤ 50%
Project driven	Process and organisational innovation (art. 9)		≤ 15% (effective collaboration required)	≤ 50%	≤ 50%
	Feasibility Studies (art. 6)		≤ 50%	≤ 60%	≤ 70%
	Experimental development (art.3)	Collaboration bonus: + max 15% in case of an effective collaboration with a maximum of 80%	≤ 25%	≤ 35%	≤ 45%
	Industrial research (art.3)		≤ 50%	≤ 60%	≤ 70%
Open innovation	Research infrastructures (art. 10)		≤ 50%		
	Investment aid for clusters (art. 11)	Regional bonus: + max 5% in the communes of Dudelange and Differdange			
	Operating aid for clusters (art. 12)				
Growth	Young innovative enterprises (art. 8)	Regional bonus: + max 400K€ in the communes of Dudelange and Differdange	n.a.	n.a.	Up to 800K€ (50% of the financial need, capped by the amount of the capital increase in cash)

EU funding



Horizon 2020

- Luxinnovation is the Luxembourg **Horizon 2020 National Contact Point** and also manages the programmes AAL and EUREKA.
- Luxinnovation's EU funding team collaborates closely with the start-up team on H2020 topics targeting start-ups e.g. on ICT-related SME instrument proposals (phases 1 & 2), on the **Next Generation Internet** calls.
- There will be many *cascading grants* in the last years of H2020.
- Luxembourg has a Brussels RDI liaison office – **LUXCOR** – since 2015.
- Luxembourg has 2 (founding) members in **EC SO**.
- Luxembourg has created a **Cybersecurity Competence Center (C3)**.

Luxembourg Start-up Ecosystem



Luxembourg Start-up Ecosystem

Entrepreneurship support

- House of entrepreneurship
- 1,2,3 Go
- Mind&Market
- Partner of Amazon Web services

startup success guide ideas innovation opportunity vision ...

HOUSE OF **ENTREPRENEURSHIP**
ONE-STOP SHOP

1,2,3 GO

Mind&Market²

GAME OF [HACK]ATHON CODES

CNPD

Fedil
Business Federation Luxembourg

Startup Weekend Luxembourg

IPI INSTITUT DE LA PROPRIÉTÉ INTELLECTUELLE LUXEMBOURG

JE LUX
JUNIOR ENTERPRISE
UNIVERSITY OF LUXEMBOURG

APPS FOUNDRY CONTEST
CODE, GRAPHIC AND UX DESIGN

MADE IN LUXEMBOURG

amazon web services™

Luxembourg Start-up Ecosystem

Co-working spaces, incubators and accelerators

- Technoport
- New incubator 'Innovation hub' in Dudelange



Luxembourg Start-up Ecosystem

Find funding

- Luxembourg Business Angel Network
- Digital Tech Fund
- Luxembourg Future Fund



Luxembourg Start-up Ecosystem

Contests and networking



www.start-up.lu



Linkedin group
"Start-up
Luxembourg"
+3100 members



@startuplu
+2900 followers



Thank you!

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Making.Innovation.Happen



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Luxinnovation receives support from



European Union
European Regional Development Fund
Investing in your future