An Introduction to the Luxembourg Startup Ecosystem

4 June 2021
What is a startup ecosystem?

Startups at various development phases

- Research Based IPR / Ideas
- Innovations
- Big Companies
- Support Organizations & Services
- People (talent, entrepreneurs, biz angels)
- Entrepreneurial Talent

Idea - Teams - People - Organizations

Finance Organizations

Local & National Governments

Startup Ecosystem Dynamics - From ideas to businesses and teams to organizations.

www.startupcommons.org
Speakers

Stefan Berend  
Head of Startup Acceleration

Philippe Linster  
CEO

Diego De Biasio  
CEO

Kenny Graham  
CEO

Neil Cocker  
Director
AGENDA

11:00 - 11:05  Introduction – Neil
11:06 - 11:15  The Luxembourg Ecosystem – Stefan
11:16 - 11:23  House of Startups – Philippe
11:24 - 11:31  Technoport – Diego
11:32 - 11:39  Tomorrow Street – Kenny
11:40 - 12:00  Q&A / Close
START-UP
ECOSYSTEM
OUR ECONOMIC HISTORY
A start-up way of thinking

1870
Steel industry

1980
Global financial centre

2000
Knowledge based economy
Innovation and R&D
IDEAL TEST BED ENVIRONMENT
Find a global partner to grow
LUXEMBOURG START-UP ECOSYSTEM
Fast growing and data driven

START-UPS
ICT, Space, FinTech, HealthTech, CleanTech, Cybersecurity...

FINANCING
Growth programmes, pitching contests, national subsidies, business angels, banks, VCs...

INCUBATION
Incubators, Accelerators, Innovation hubs...

EVENTS
International fairs with more than 5,000 attendees and numerous thematic events.
LUXEMBOURG START-UP ECOSYSTEM
Supporting start-ups from start to scale
FUNDING
Financing start-ups during their growth

YOUNG INNOVATIVE ENTREPRISE Up to €800 K
Support for high growth start-ups matching equity investments from private investors

SNCI
Focus on the mid and long-term financing of Luxembourgish companies by providing loans to foster investment and innovation

DIGITAL TECH FUND €20 M
Public-Private seed fund financing start-ups

R&D and Innovation
Financial aid in the form of subsidies for R&D and Innovation projects

LUXEMBOURG FUTURE FUND €150 M
Investing in international technology focused SMEs and VC Funds developing activities in Luxembourg
ACCELERATION PROGRAMME

The fast lane to join the Luxembourg ecosystem

2 editions and 35 start-ups selected per year

More than 1800 applications over the last year

Free access to co-working space at technoport

A jury composed of experienced entrepreneurs and investors

Up to 150,000 € in equity free funding
www.startupluxembourg.com

@Startup Luxembourg
@StartupLux
@Startup Luxembourg

LET’S MAKE IT HAPPEN!
PUBLIC PRESENTATION

House of Startups
Vision & Mission

- Setup in 2017 by the Luxembourg Chamber of Commerce
- With the ambition to become a driving force behind the startup and innovation ecosystem in Luxembourg.
- Its mission is to federate, promote and support the startup ecosystem but also the innovation needs of businesses.
- HoST supports and promotes innovation, the creation of innovative startups and economic growth.
The Innovation Campus

4 innovation hubs

5 floors
6 000 square meters
24/7 access
HoST – Our Services

Startup Events

The HoST welcomes all sort of public and private events, such as for example:

- HoST Community Events
  - ✓ Lunch & Learn,
  - ✓ Meetup Thursday,
  - ✓ Monthly Breakfast
- Conferences (ex. EdTech)
- Hackathon (ex. Schroeder & Associés)
- International Visits
- Pitching Competition (ex. Startup Stories)
- Etc.
Ecosystem Enabler

The HoST’s mission extends to the whole ecosystem. We get involved as a key partner to many initiatives such as:

- Hack The Crisis
- Startups vs. Covid-19
- Startup World Cup
- Startup Guide Luxembourg 2021
- Game of Code
- Startup Weekend
- And many more…
Au service des entreprises et de l'économie

CHAMBER OF COMMERCE LUXEMBOURG
POWERING BUSINESS

House of Training
by Luxembourg Chamber of Commerce and ABBBL
houseoftraining.lu

House of Entrepreneurship
powered by the Luxembourg Chamber of Commerce
houseofentrepreneurship.lu

House of Startups
powered by the Luxembourg Chamber of Commerce
host.lu
Supporting creativity, innovation & entrepreneurship since over 20 years
MORE THAN A SIMPLE INCUBATOR

Laboratory to test new concepts for the ecosystem
We were pioneers in introducing/developing these concepts in Luxembourg:
Digital Fabrication Laboratory, Digital Experience Studio, Hackathons, Co-working space, Living Lab

Market & Technology knowledge
In 23 years of existence, we have acquired a broad knowledge on market and technology trends as well as industries’ life cycle

Open innovation ecosystem builder
We support your company development by connecting you with the right partners thanks to our wide local and international networks

Support to foreign corporates and scale-ups
Beyond the incubation program for early-stage startups, we have a soft landing program for foreign corporates and a joint venture to support late-stage startups
INCUBATION PROGRAM
FOR STARTUPS & SPIN-OFFS

PRE-COMMERCIAL PROGRAM

- **Duration**: 4 months
- **Price**: free of charge
- **Target**: seed or early-stage tech startups and spin-offs
- **Selection**: approval by Technoport team
- **Support**: proof of concept and business case validation + access to a professional work environment

OFFICIAL INCUBATION PROGRAM

- **Duration**: up to 3-5 years (depending on company industry)
- **Price**: fee-based
- **Target**: early-stage or mature tech startups and spin-offs
- **Selection**: approval by Technoport team / panel of experts / board of directors
- **Support**: access to our network of partners (technical, business, investors, media), coaching, events + your own equipped office or industrial hall in Belval or Foetz
Some of our success stories
thanks for your attention
TOMORROW STREET – VISION

Build a world class innovation centre that accelerates leading edge technology through scaling late-stage startups. Create a hub that attracts great companies, great people, and is connected to a dynamic global ecosystem.

Joint Venture launched between Technoport and Vodafone in Sept 2017
TOMORROW STREET’S CORE OBJECTIVES

**vodafone**

Identify and accelerate innovation from scaleups, supporting Vodafone’s repositioning as a Tech Comms company

**LUXEMBOURG**

Establish new technology companies in Luxembourg, helping to strengthen the technology ecosystem

**Scaleups**

Provide business development support to navigate corporate environment and access Vodafone’s global scale
Tomorrow Street scales late-stage startups through a 3-step collaborative framework:

- **Scout** for late-stage startups / scaleups through global ecosystems
- **Validate** startups with Vodafone and Luxembourg stakeholders
- **Grow and Scale** across Vodafone footprint

Over 600m customers in 24 local markets and 43 partner markets
HOW WE FIND, EVALUATE AND GROW COMPANIES

**SCOUT**

We have a strong network of global partners to source scaleup companies, including:

*accenture*  *amdocs*

*exclusive networks*  *intel capital*

*USA*  *South Korea*  *Israel*  *Netherlands*

**VALIDATE**

We perform a robust evaluation process to ensure scaleup's have strong alignment with Vodafone’s strategic priorities

- Technology and business deep dive
- Stakeholder and expert validation
- Dynamic scorecard
- Proof of Concept/RFX
- Due Diligence

**SCALE**

We sign a long-term partnership with each scaleup and focus on growing their business across the Vodafone footprint

- Establish partnership
- Team established in Luxembourg
- Opportunity planning
- Business development
- Operational support
ENABLING DIGITAL TRANSFORMATION AND NEW CUSTOMER PROPOSITIONS WITH SCALEUP PARTNERS

<table>
<thead>
<tr>
<th>Digital First</th>
<th>SITETRACKER</th>
<th>Vizibl</th>
<th>Quantexa</th>
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<tbody>
<tr>
<td>Cloud platform enabling effective management of highly complex infrastructure projects</td>
<td>SaaS solution enabling intercompany collaboration and innovation</td>
<td>AI-powered analytics enabling companies to connect the dots in their data</td>
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<tr>
<th>Leveraging Vodafone’s core connectivity</th>
<th>Digital Barriers</th>
<th>expeto</th>
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<td>Edge video analytics &amp; cloud services to manage the capture, analysis &amp; streaming of video</td>
<td>Providing enterprise customers with control of devices across public and private networks</td>
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<th>Enabling new customer propositions</th>
<th>SecurityScorecard</th>
<th>GeoSpock</th>
<th>block gemini</th>
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<tr>
<td>Cybersecurity ratings platform that instantly measures security risks of any company</td>
<td>Database technology processing extreme scale datasets to enable advanced IOT analytics</td>
<td>Blockchain solutions for supply chain and logistics</td>
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PROPELLING TOMORROW’S GLOBAL SUCCESS STORIES

LET’S CONNECT

www.tomorrowstreet.co
Follow us on LinkedIn
Upcoming events – www.bcc.lu

16 June

BCC LIVE: "Sustainable Business: A Mindset, not a Label"
16/06/2021 18:30
The People & Leadership group of the British Chamber of Commerce is pleased to invite you to a BCC LIVE Event: “Sustainable Business: A Mindset, not a Label”. This will take place on Wednesday 16 June at 18:30.

1 July

BCC LIVE: Online Wine Tasting
01/07/2021 18:30
The British Chamber of Commerce Luxembourg is delighted to invite you to an Online Wine Tasting on Thursday 01 July at 18:30.
Become a member...

To find out more click here