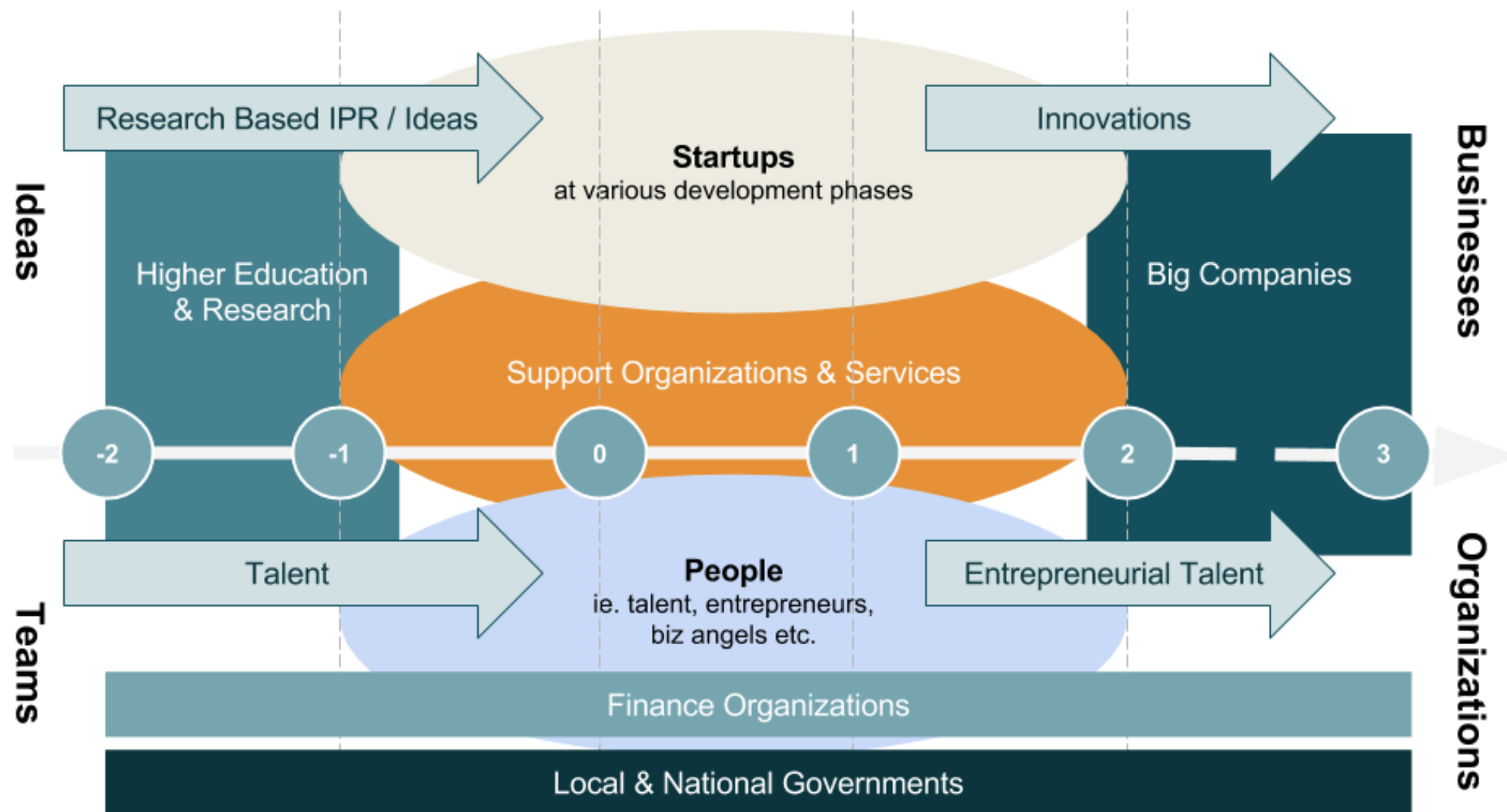


# **An Introduction to the Luxembourg Startup Ecosystem**

**4 June 2021**

# What is a startup ecosystem?



# Speakers



**Stefan Berend**  
**Head of Startup**  
**Acceleration**

**Philippe Linster**  
**CEO**

**Diego De Biasio**  
**CEO**

**Kenny Graham**  
**CEO**

**Neil Cocker**  
**Director**

# AGENDA

<b>11:00 - 11:05</b>	<b>Introduction – Neil</b>
<b>11:06 - 11:15</b>	<b>The Luxembourg Ecosystem – Stefan</b>
<b>11:16 - 11:23</b>	<b>House of Startups – Philippe</b>
<b>11:24 - 11:31</b>	<b>Technoport – Diego</b>
<b>11:32 - 11:39</b>	<b>Tomorrow Street – Kenny</b>
<b>11:40 - 12:00</b>	<b>Q&amp;A / Close</b>

# 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

## INDUSTRY



## ICT



## LOGISTICS



## Finance



## EU Institutions



# LUXEMBOURG START-UP ECOSYSTEM

Fast growing and data driven

## START-UPS

ICT, Space, FinTech, HealthTech,  
CleanTech, Cybersecurity...

+400

## FINANCING

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

+14

## INCUBATION

Incubators, Accelerators, Innovation  
hubs...

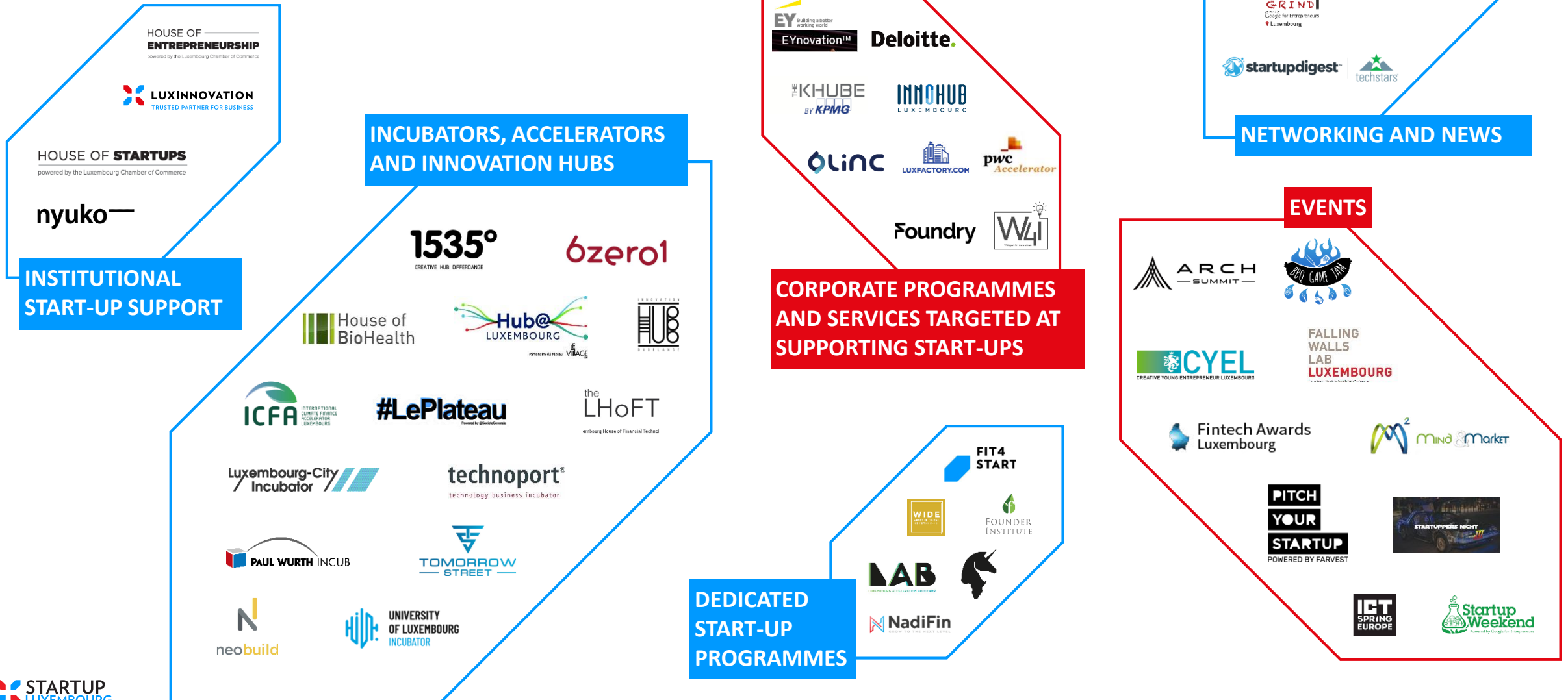
## EVENTS

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



### R&D and Innovation

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

### 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

EXPON  
CAPITAL

FINARTA

itravel

nektria

nexten.io

NextGateTech

passbolt

Salonkee

WIZATA

### LUXEMBOURG FUTURE FUND €150 M

SNCI  
SOCIÉTÉ NATIONALE DE CRÉDIT ET D'INVESTISSEMENT

EIF  
EUROPEAN INVESTMENT FUND

Investing in international technology focused SMEs and VC Funds developing activities in Luxembourg

MCGV MIDDLEGAME  
VENTURES

PALADIN  
CAPITAL GROUP

CYBERHEDGE

crosslend

lendinvest

solarisBank

spire

Pagantis

# ACCELERATION PROGRAMME

The fast lane to join the  
Luxembourg ecosystem



Up to 150,000€  
in equity free  
funding

**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®** business incubator | coworking | fab lab  
**Luxembourg-City**  
Incubator

A jury composed of  
experienced entrepreneurs  
and investors





[www.startupluxembourg.com](http://www.startupluxembourg.com)

 @Startup Luxembourg

 @StartupLux

 @Startup Luxembourg

**LET'S**

**MAKE IT**

**HAPPEN!**



# PUBLIC PRESENTATION

## House of Startups

HOUSE OF **STARTUPS**

powered by the Luxembourg Chamber of Commerce





# 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

Luxembourg-City  
Incubator

the  
LHoFT  
Luxembourg House of Finance Technology

LE  
VILLAGE

ICFA  
INTERNATIONAL  
CLIMATE FINANCE  
ACCELERATOR OF  
LUXEMBOURG

**5** floors

**6 000** square meters

**24/7** access



# 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...





cc.lu    @ccluxembourg

Au service des entreprises  
et de l'économie

### HOUSE OF **TRAINING**

by Luxembourg Chamber  
of Commerce and ABBL

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





# technoport<sup>®</sup>

technology business incubator

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



## OFFICIAL INCUBATION 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
- 
- **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

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CONTACT US

[incubator@technoport.lu](mailto:incubator@technoport.lu)

FOLLOW OUR ACTIVITIES

[www.technoport.lu](http://www.technoport.lu)



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# TOMORROW STREET – VISION

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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



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



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



## SCOUT

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



## 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



## Digital First



Cloud platform enabling effective management of highly complex infrastructure projects



SaaS solution enabling intercompany collaboration and innovation



AI-powered analytics enabling companies to connect the dots in their data

## Leveraging Vodafone's core connectivity



Edge video analytics & cloud services to manage the capture, analysis & streaming of video



Providing enterprise customers with control of devices across public and private networks

## Enabling new customer propositions



Cybersecurity ratings platform that instantly measures security risks of any company



Database technology processing extreme scale datasets to enable advanced IOT analytics



Blockchain solutions for supply chain and logistics



# PROPELLING TOMORROW'S GLOBAL SUCCESS STORIES

## LET'S CONNECT

[www.tomorrowstreet.co](http://www.tomorrowstreet.co)

Follow us on 

*A joint venture of*





# Upcoming events – [www.bcc.lu](http://www.bcc.lu)

**16  
June**



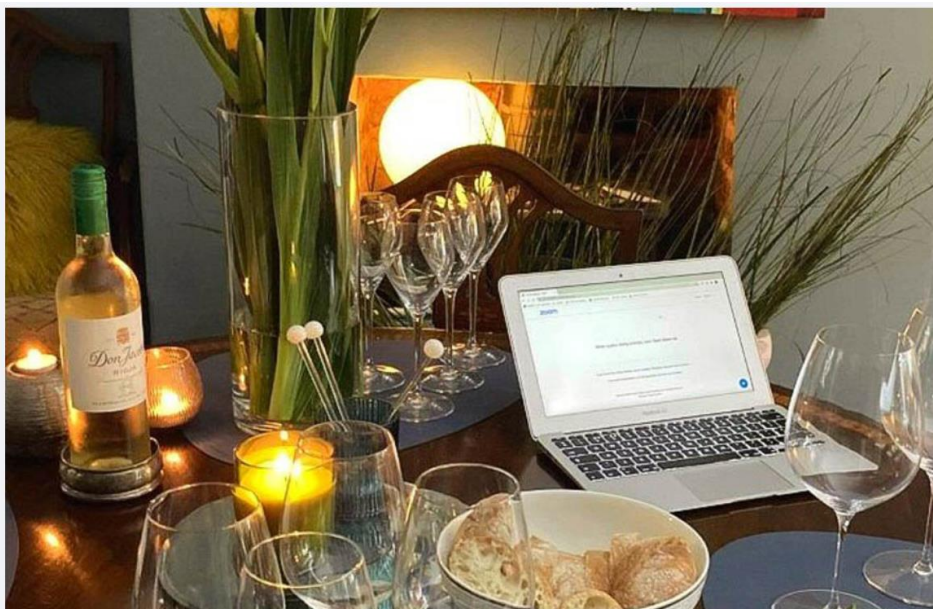
## BCC LIVE : "Sustainable Business: A Mindset, not a Label"

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.

[READ MORE](#) — [REGISTER](#) —

**1  
July**



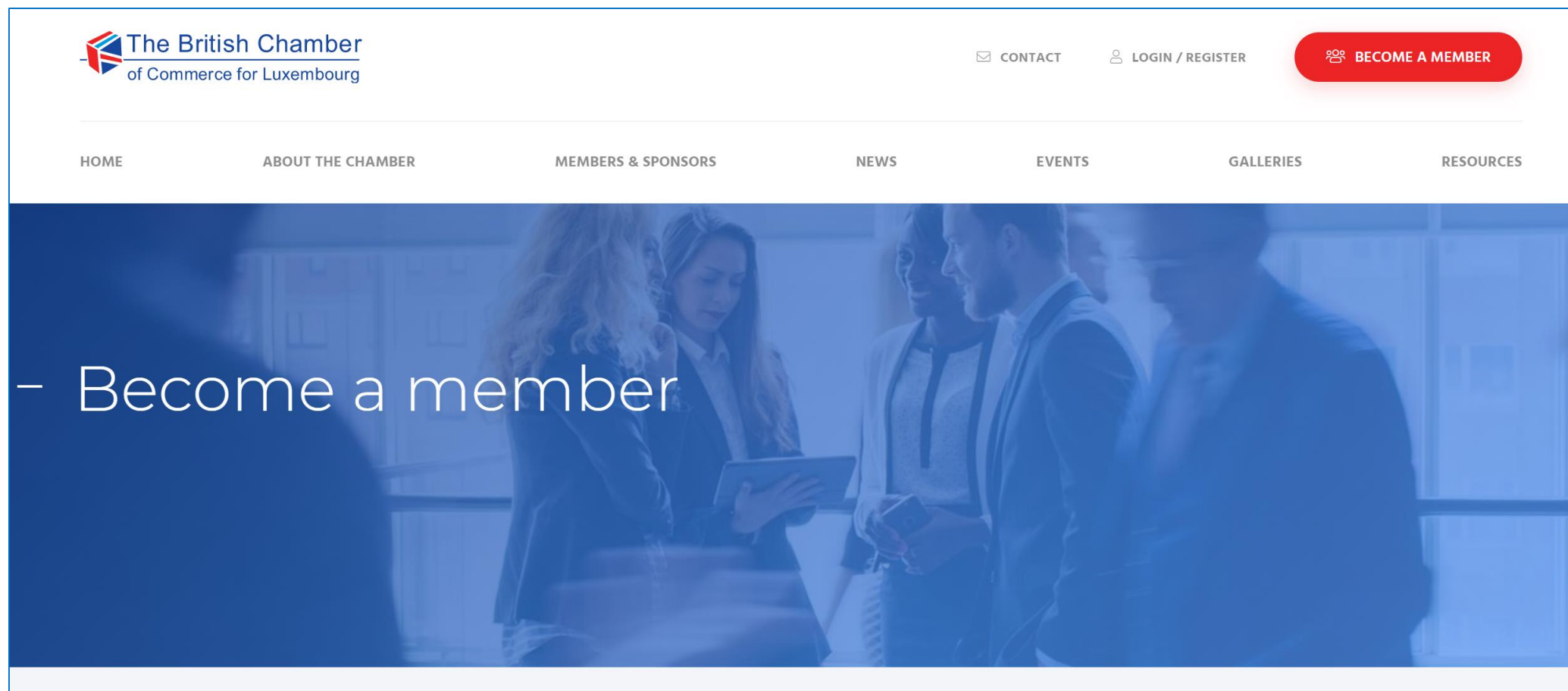
## BCC LIVE: Online Wine Tasting

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.

[READ MORE](#) — [REGISTER](#) —

# Become a member...



To find out more click [here](#)