



Setting up Seed Funds

Linked to Business Incubators and Clusters

28-29 OCTOBER 2009, DELFT, NETHERLANDS

Accessing start-up and growth finance has always been difficult for innovative businesses. Although the economic downturn has not stopped entrepreneurs from having ideas; it has made it more difficult to obtain funding.

To help client businesses source funding, many leading business incubators and clusters are looking for ways to influence and stimulate the development of early stage finance.

Investors are also facing many challenges in the current economic climate. More than ever investors are looking for a strong deal flow of high potential firms in which to invest.

During this event, the ACHIEVE MORE Partnership will bring together business incubators, investors and clusters, providing opportunities to learn about:

- ✓ Structuring Seed Funds linked to business incubators and clusters
- ✓ The key factors to consider when operating a Seed Fund linked to a business incubator
- ✓ Models of innovative and successful Seed Funds
- ✓ The wide range of public and private sources of funding opportunities available now
- ✓ Developing Business Angel networks and linking incubators and clusters to existing funds.

Over 50 delegates are expected to attend this event.

REGISTER for the event at www.ukbi.co.uk

REGISTRATION FEES

For any questions contact Natalia
Blagburn on N.Blagburn@FinanceTree.biz

€99 – ACHIEVE MORE members
€199 – Non-members

The **ACHIEVE MORE Partnership** is a collaboration of more than 70 early stage investors, business and technology incubators and ICT clusters.

The ambition is to enable and accelerate the growth of knowledge-intensive service (KIS) companies in the ICT sector through:

- Exchanging know-how, expertise and better practice in leading-edge incubation
- Learning about innovative coaching tools and methodologies that are proven to accelerate start-up growth globally
- Experimenting with new models for seed funds attached to incubators & clusters

The Partnership is one of the projects under Europe INNOVA initiative run by the European Commission's Directorate General for Enterprise and Industry and is funded by the Competitiveness and Innovation Framework Programme (CIP).

To follow Partnership's progress, visit our online social platform the **Entrepreneurship and Innovation Exchange (EIX)** on

www.EandIX.ning.com

THE VENUE

Restaurant de Prinsenkelder

Schoolstraat 11
2611 HS Delft

www.de-prinsenkelder.nl

THE EVENT

The event is organised by the ACHIEVE MORE Partnership with the support of TU Delft, YES!Delft Incubator, the City of Delft and the Dutch Ministry of Economic Affairs.

The event will take place over two days:

- **Opening Dinner**
Evening 28 October 2009
- **Full day Workshop**
29 October 2009



Event Opening Dinner

WEDNESDAY, 28 OCTOBER 2009

18:30-23:00

The event will open on the evening of the 28 October 2009 with a dinner in a historic "Prince Cellar" restaurant located in the centre of Delft.

The evening will offer delegates a unique opportunity to see a selection of TU Delft student business ideas pitched in front of an investment panel.

We will also hear an inspirational story of success of a local entrepreneur.

18:30 Arrival and Drinks Reception

19:00 Welcome from the ACHIEVE MORE Partnership and the City of Delft

19:10 Dinner

20:30 Business Idea Challenge

TU Delft Students will pitch their business ideas to an investment panel

21:45 After Dinner Speech

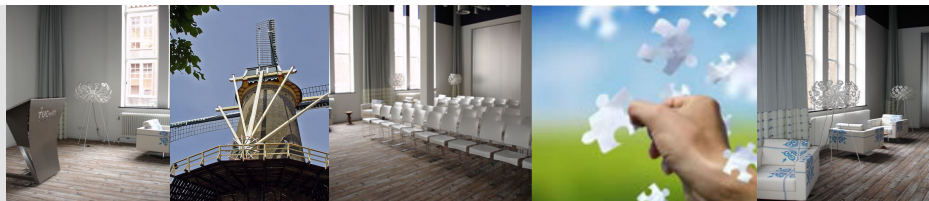
Speaker will be announced shortly

23:00 Close

THE VENUE

TU Delft
Faculty of Architecture

Julianalaan 134
2628 BL Delft



Setting Up Seed Funds

THURSDAY, 29 OCTOBER 2009

08:30-17:00

- 08:30** Registration, Networking and Exhibitions
- 09:00** Welcome from the Conference Chair
- *Peter Hiscocks, Fellow in Entrepreneurship, Judge Business School, University of Cambridge, UK*
- 09:10** Introduction from Hosts and Sponsors
- 09:20** Evolution of Seed Funds
- *David Gill, Managing Director, St John's Innovation Centre, UK*
- 09:55** The Journey of Setting up a Seed Fund
- *Job Nijs, Growth Centre Manager, YES!Delft Incubator, Netherlands*
- 10:20** Networking Break
- 10:40** Sources of Funding for Seed Funds
- Presentations and interactive discussion panel, Q&A
- *Christina Staf, Investment Manager, European Investment Fund, Luxembourg*
 - *Tomas Nygren, Vice President and Regional Director of Mid-Sweden Region, Innovationsbron, Sweden*
- 12:00** Lunch and Networking Break
- 13:30** Seed Funds Models
- Presentations and interactive discussion panel, Q&A
- *Ed Mlavsky, Chairman and Founding Partner, Gemini Israel Funds*
 - *Martin Rigby, Managing Director, ET Capital Ltd, Cambridge, UK*
- 15:00** Networking Break
- 15:30** Innovative Incubation Models: linking with Investors, Funds and Business Angel Networks
- Presentations and interactive discussion panel
- *Feargal Mac Conuladh, Technology and Business Development Director, Parc d'Innovació La Salle, Barcelona, Spain*
 - *Daniel Borrero, Operations Director of Keiretsu Forum, London, UK*
 - *Maurizio Rossi, Partner, H-Farm Ventures, Italy*
- 17:00** Networking and close

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* Registration Fee does not include accommodation/travel

Information about arrival into Amsterdam airport (Schiphol), Rotterdam airport, train connections to Delft, city maps and hotel recommendations can be found at www.ukbi.co.uk

The ACHIEVE MORE Team reserves the right to change the Programme

TRAVEL

Delft is located within easy reach from both Rotterdam and Amsterdam Airport Schiphol.

From Amsterdam Airport Schiphol – take a train to Delft. Trains run regularly and take approx. 45 min (sometimes it is necessary to change at Den Haag).

ACCOMMODATION

The following hotels are in easy reach from the main conference venue and Delft train station. Please contact hotels directly to make a booking.

City Centre Hotel, walking distance to Event Opening Dinner

Best Western Museumhotels Delft

Phoenixstraat 50A

2611 AM DELFT

T: 0031 (0)15 2153070

www.museumhotel.nl

Near by the conference venue (not city centre):

Westcord Hotel Delft

(Former Tulip Inn)

Olof Palmestraat 2, 2616 LM Delft

<http://www.booking.com/hotel/nl/tulip-inn-delft.en.html>

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