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Europe's Network of Digital Innovation Hubs

Exploring the challenges of access to private investments

DIHNET final event

26th October 2021

TNO innovation
for life

tecnalia Inspiring
Business



euROBOTICS

BLUMORPHO
Create value with all forms of innovation





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Europe's Network of Digital Innovation Hubs

Exploring the challenges of:

- SME access to private investments
- role of EDIHs to orient and educate SMEs
- fostering a dynamic financing ecosystem



Bianca MUNTEAN

- ▶ Founder and manager of the Transilvania Digital Innovation Hub
- ▶ Finalist of the DIH Champion challenge in 2019.
- ▶ 2019 EU Cluster Manager of the Year
- ▶ Member of the European Cluster Expert Group, DG Grow, European Commission



Franck MURRAY

- ▶ Founder & CEO @ IPDIA

A DeepTech company now a @Murata France company

- ▶ President of Normandie Participation

A co-investment fund with 100 M€, 100% regional & one of the key players in the Normandy business financing ecosystem.



Yves PAINDAVEINE

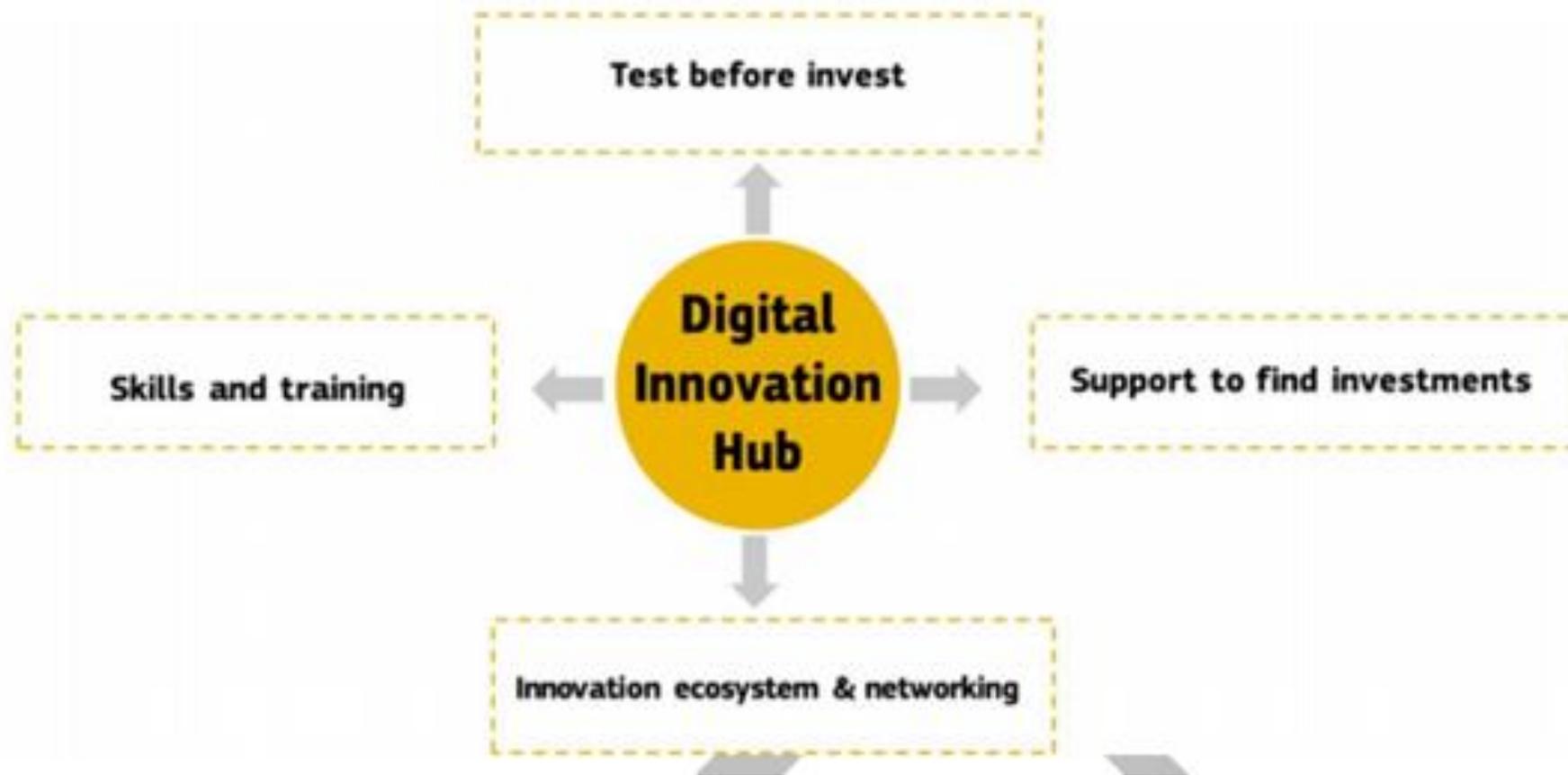
- ▶ Head of sector

Digitizing European Industry governance

Unit 4, Digital transformation of ecosystems

European Commission (DG CONNECT)

The 4 pillars objectives of EDIH/DIH networks



How would you assess the level of challenge of the 4th pillar "support to find investment" ?

How would you assess the level of challenge the 4th pillar "support to find investment" of DIHs' activities represents for you?

Easy to achieve

Challenging

Very challenging

No idea

This is a required question.

SUBMIT



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Yves PAINDAVEINE

- Why is access to private funding important?
- What do you expect from EDIH?
- Our audience point of view

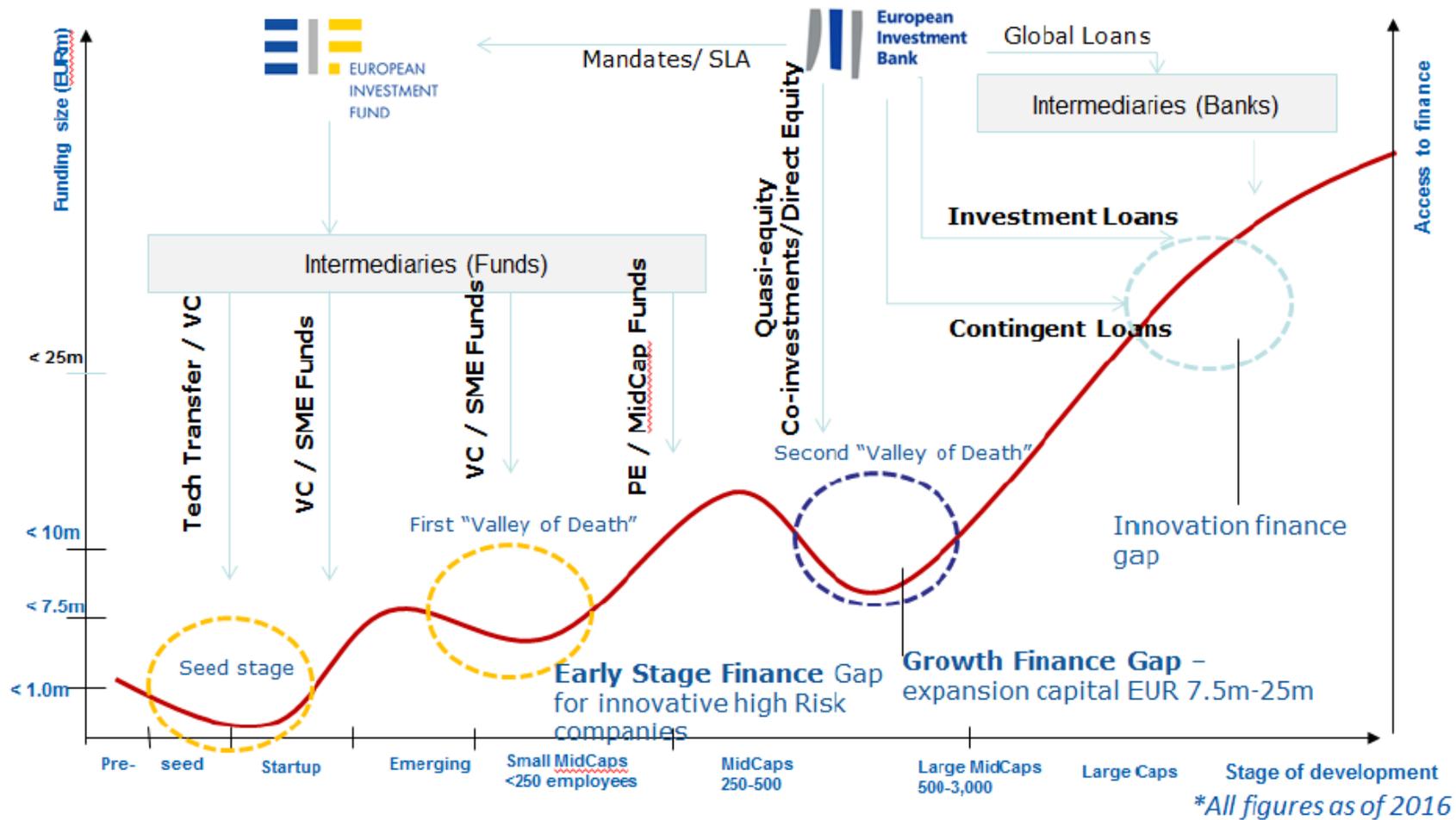
Lessons learnt from Innovation Actions experiences

- ▶ Technology push when investors are rather market driven
- ▶ Higher level of investment in software than in hardware

- ▶ Addressing both innovative companies and low-tech companies
- ▶ Addressing various development maturity and thus different expectations

- ▶ Investors are looking to invest in companies with capacity to become European Champions
- ▶ Banks are looking for companies with recurrent revenues

Funding gaps for innovative R&D intensive companies (source: EIB)



Source: Innovative Finance Advisory Services, EIB

What are the main challenges you are expecting to address this 4th pillar?

What are the main challenges you are expecting?

Raising private investors' interest in supported companies

Preparing companies to meet with investors

Getting access to the right private investors

Lack of private investors

Lack of internal resources

SUBMIT



Bianca MUNTEAN

- ▶ What are the main challenges you are expecting on this mission "support to find investment"?



Bianca MUNTEAN

- ▶ What are the main challenges you are expecting on this mission "support to find investment"?
- ▶ Let's review our audience point of view



- ▶ What about Smart Specialization strategy and its impact on access to private investment?



Franck MURRAY



Franck MURRAY

- ▶ What was your ambition when you've launched Normandie Participation?



Franck MURRAY

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- ▶ What was the main challenge you wanted to address?



Franck MURRAY

- ▶ What was your ambition when you've launched Normandie Participation?
- ▶ What was the main challenge you wanted to address?
- ▶ What results and lessons learnt?

Would you be interested to discuss
such solution further?

Q&A

Use the chat box



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Thank you for your participation!

Any remaining question, feedback, need to prolong the discussion :

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