

# *Κεφάλαια επιχειρηματικών συμμετοχών στην Ελλάδα*

*Hellenic Innovation Forum & Awards 2021  
Athens, 19<sup>th</sup> November 2021*



# Agenda

- 1 Equity financing
- 2 The Greek landscape

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# *Equity financing*

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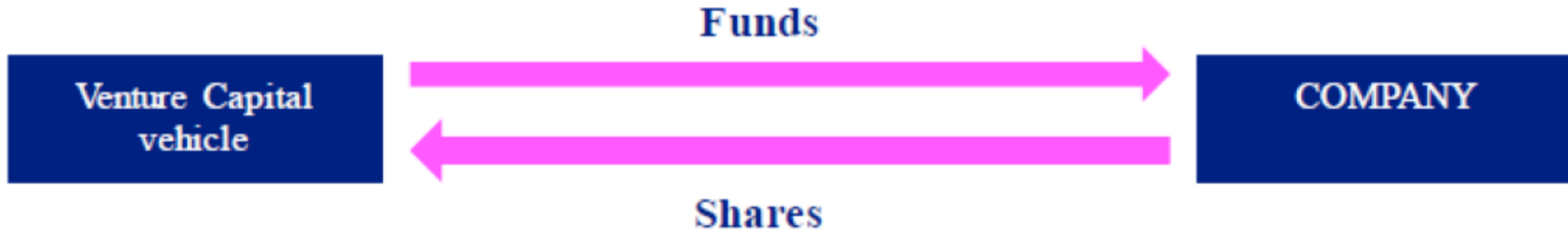
*Basic notion*

*Pitching*

*Timeline*

*Benefits*

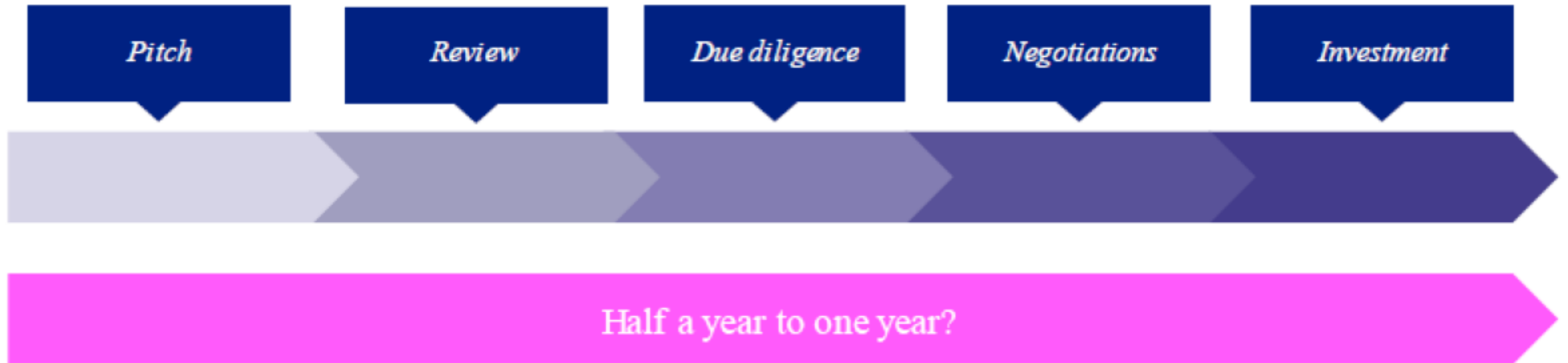
# Basic notion



# Pitching

	MARKET	PRODUCT	TEAM	FUTURE
<b>Question:</b>	Is there an opportunity?	Do we address it?	Can we make it?	Can we grow?
<b>Evidence</b>	<p>There is problem</p> <p>Inefficient use of time / money (equipment, supplies, output...)</p> <p>People would pay for solution</p>	<p>It is ready</p> <p>It works</p> <p>It has customers</p>	<p>Expertise</p> <p>Experience</p> <p>Skills</p>	<p>Not just viability</p>
<b>Investment</b>	How much money? What for?			

# Timeline



# Benefits



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# *Greek landscape*

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*EquiFund*

*Innovation*

*Early Stage*

*Growth*

*Other initiatives*





# EquiFund

EquiFund investment platform is an initiative created by cooperation between the Hellenic Republic and EIF. It is financed by the Greek ESIF Fund of Funds TAESYM under the European Union / European Regional Development Fund / Operational Programme EPANEK, the EIF and Private Investors, with the objective to facilitate access to finance, mainly to SMEs, by developing the Venture Capital / Private Equity ("VC/PE") in Greece in cooperation with selected Financial Intermediaries.



Co-financed by Greece and the European Union

# Innovation Window

- The **EquiFund Innovation Window** encompasses two main elements:
  1. **Technology Transfer** aiming to commercialise the outstanding research and development of Greek Universities and Research Centers
  2. **Accelerators**, i.e., ideas and initiatives already cultivated in incubator spaces, co-working spaces, or accelerators
- **Four Funds** selected - aggregate size of **EUR 130m**
- **Targeted sectors** (indicative): deeptech, fintech, robotics, clean-tech, robotics, cyber security, energy, etc.



**METAVALLON**



# Early Stage Window

- The **Early stage venture capital** funding provides equity investment, support and guidance to start-ups with high-growth potential, indicatively supporting product development, business strategy, go to market and commercialisation.
- **Two Funds** selected - aggregate size of **EUR 82m**
- **Targeted sectors:** generalist ICT, both B2B and B2C



# Growth Window

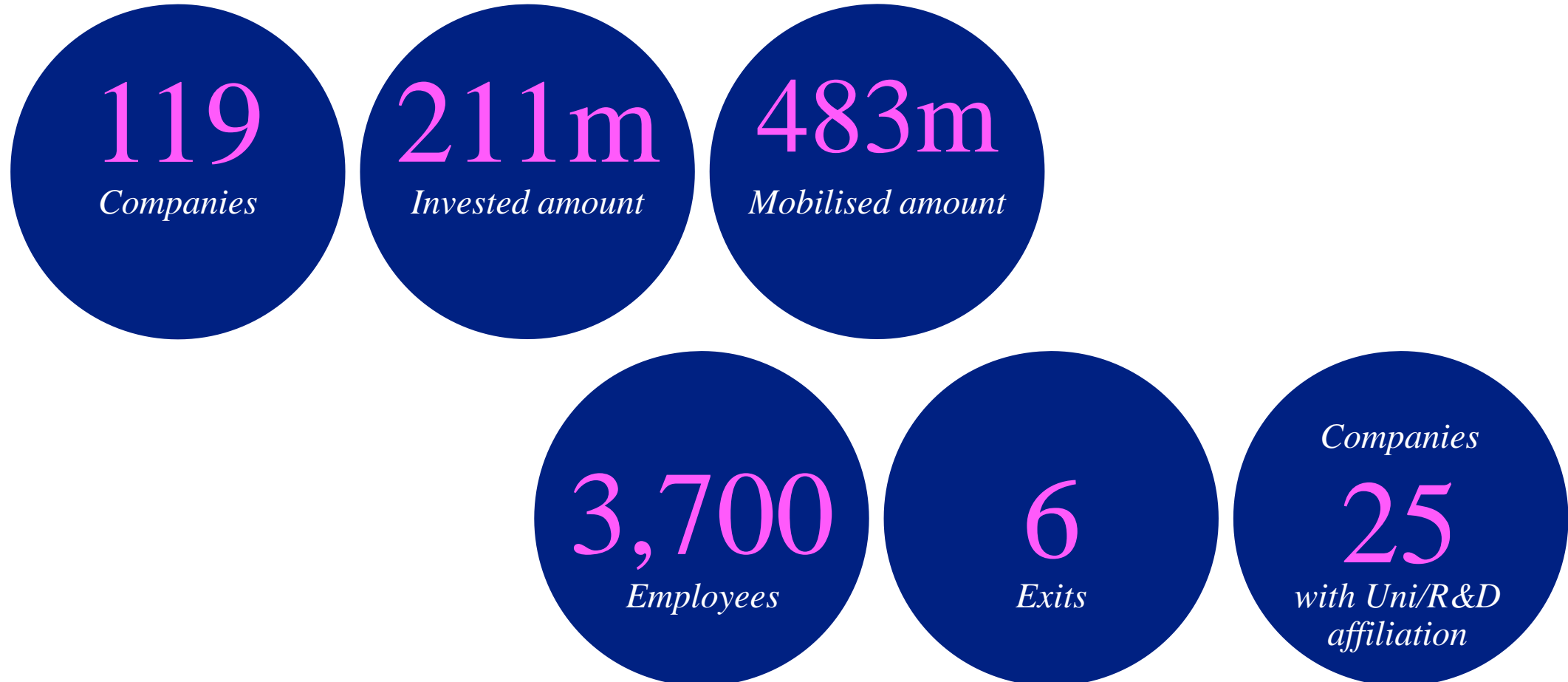
- The **Growth window** will support enterprises ready to expand and compete at the international level, by providing financing, networking and professional expertise
- **Three Funds** selected - aggregate size of **EUR 288m**
- **Targeted sectors:** all (indicatively including tourism, retail, energy efficiency, pharmaceuticals, agri-business, etc.)

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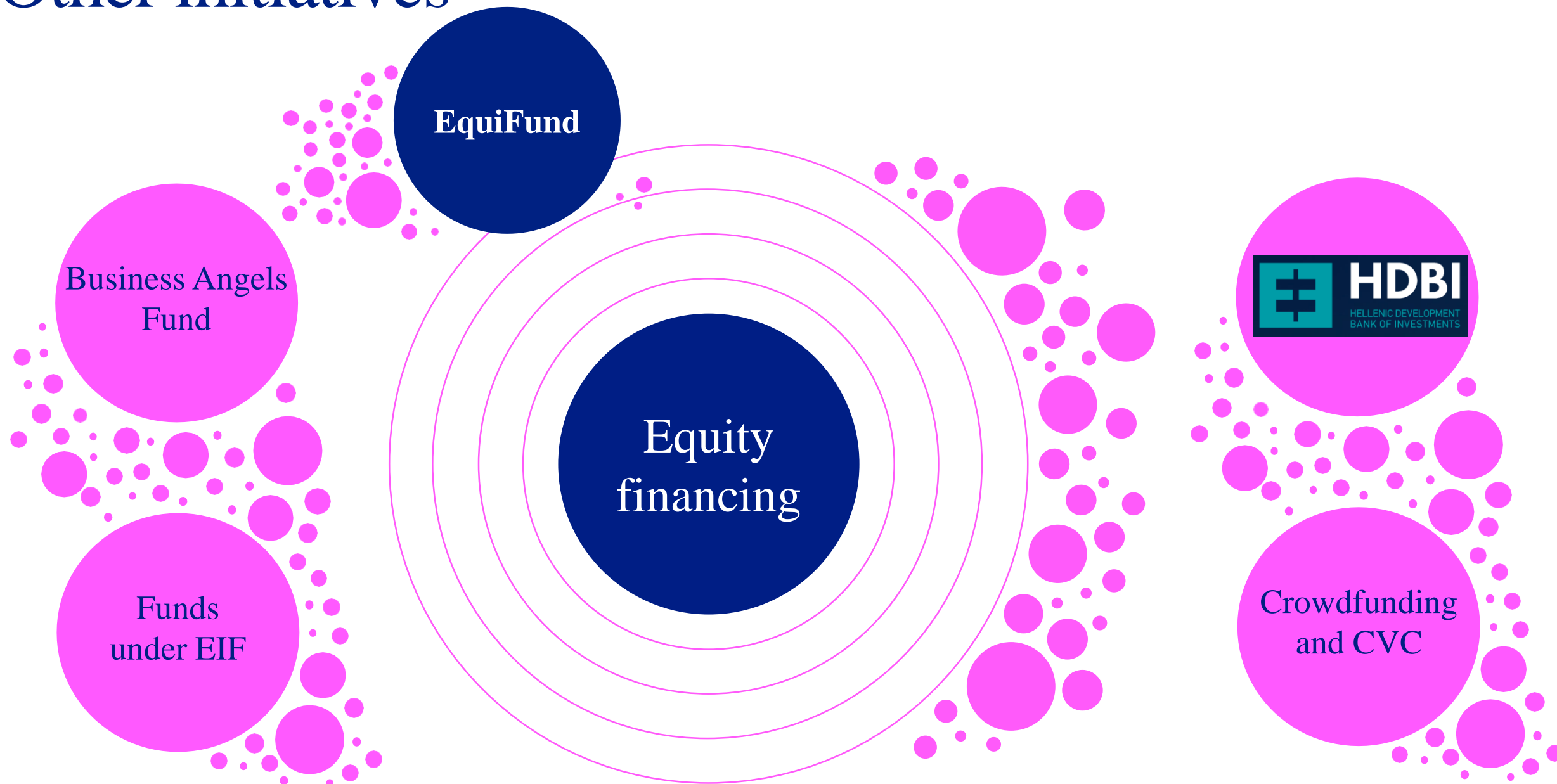


# EquiFund results

(as of 30.09.21)



# Other initiatives



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George Giakoumakis, [g.giakoumakis@eif.org](mailto:g.giakoumakis@eif.org)

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[www.eif.org](http://www.eif.org)  
[www.equifund.gr](http://www.equifund.gr)

European  
Investment Fund  
37B avenue J.F. Kennedy  
L-2968 Luxembourg