

Latest NEWS



Success of the Venture Academy concluded by South West Regional Authority at Cork

On the 4th May 2011, an AT Venture Academy was organised by the South West Regional Authority (SWRA) supported by the Cork and Kerry Enterprise Boards and the Cork Business Innovation Centre (Cork BIC). The Academy was designed for businesses seeking new investors and additional finance. There were seven participants of the Venture Academy that were selected by the SWRA, Enterprise Boards and Cork BIC.

The key deliverables of the Venture Academy for the participants were:

- To understand the tools necessary to generate an investor-ready business plan
- To prepare and present a confident investor pitch or submission
- To ensure full client understanding of funding options, process and issues

The Venture Academy proved to be valuable for entrepreneurs that are near investor-ready. The Academy aimed to bring them up to a standard where they could confidently seek investment, filling the gap in the support infrastructure for new entrepreneurs. Based on the evaluation SWRA has recommended that the course continues to be developed and offered by the five Enterprise Boards throughout Cork and Kerry. Additionally there is potential for the Venture Academy to be delivered on a nationwide programme that could be offered by all of the Enterprise Boards. SWRA will promote this development in the coming months.

Adral held Venture Academy

The first AT Venture Academy took place in Portalegre, Portugal on the 30th March 2011.

Special departments of the municipalities of Alto Alentejo offered support to organisations. The aim was to outsource the expertise of the project staff who attended the course in the subject at Madrid Business School.

Business plan design, mechanisms of Risk Capital and Business Angels were all topics under discussion.

The same session included a visit to the School of Management of Polytechnic Institute of Portalegre, in order to share the knowledge and technologies of the Institute to potential entrepreneurs.

Further sessions were organised on the 8th April in the Baixo Alentejo (Beja) and the 5th May in Central Alentejo (Évora).

On the 13th April the intermediate conference of AT Venture Project, entitled 'Fill the Gap - Venture Capital and Other Mechanisms to support entrepreneurs', took place in Alqueva Lake, Alentejo, Portugal. The event, involving companies and entrepreneurs, was attended by all partners of the project.

The sessions included analysis of the Portuguese financial solutions for SMEs, namely the FINICIA System, promoted by IAPMEI (National Institute of Support to SME and Innovation).

The vice president of the National Federation of Business Angels (FNABA) and the vice president of the European Trade Association for Business Angels (EBAN) discussed the work of national Business Angels networks in Portugal and other European countries.

The seminar also promoted the AT Venture Forum, which took place in June 2011, in Asturias, Spain.



IRELAND | PORTUGAL | SPAIN | UNITED KINGDOM

NEWSLETTER

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Welcome to the fourth edition of the AT Venture newsletter.

Consisting of the latest Venture Capital news from our partner regions, this document provides a summary of VC activities in Ireland, Portugal, United Kingdom and Spain and throughout the EU. We hope you enjoy.

<http://www.at-venture.org/>



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AT Venture Forum - a high level meeting point for investors and companies from Europe

The AT Venture Forum took place on the 1st and 2nd June 2011 in Oviedo, Asturias, Spain. The forum was an excellent opportunity for highly innovative small and medium sized enterprises (SMEs), professional experts and European Venture Capital (VC) and Business Angel (BA) investors to meet and share their knowledge on strategic information, market opportunities and business trends.

European Venture Capital investors and Business Angels discussed investment and market trends, whilst innovation experts' shared good practices and exchanged views on the impact of Venture Capital in innovation and research & development (R&D) activities in different regions. A total of 22 companies from the regions of Castilla y León, Cantabria, Galicia, Asturias and Portugal were selected to present their business proposition to a panel of investors.

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The AT Venture Forum was a high-level meeting point for investors and companies from partner regions and other leading European cross-border investors. The forum had a networking approach focused on identifying, collecting and benchmarking through exchanging models of best practice and main findings of Venture Capital and Business Angel activities. For this purpose, high level round-table sessions were organised to exchange experiences and analyse success stories in the regions.

Round-table sessions focused on:

- Investment trends and market opportunities in sectors such as ICT and Life Sciences
- Transnational partnering
- Good practices on investment readiness, including case studies in Ireland and Scotland
- Good practices on growth and investment

Venture Academy:

A tailored workshop, provided by highly-qualified coaches, was held the day prior to the Venture Forum to fine tune the presentation of selected companies. The Venture Academy allowed high quality networking between Venture Capitalists, Business Angels and industry experts.

Company Presentation Panels:

Opportunity to present your business before a panel of investors. These panels focused on the same sectors as the Venture Academy: ICT, Life Sciences and others.

Pre-arranged One2One meetings:

There were 62 meetings arranged, but the availability of the networking area made the companies proactively look for more investors to meet, resulting in more unscheduled meetings.

Key statistics from AT Venture Forum:

- A total of 132 participants attended
- 22 SME's presented
- 30 investors attended
- 62 one2one meetings were held
- three roundtable sessions were held
- 14 speakers attended

For further information about the AT Venture Forum see:

<http://www.at-venture.org/>

Corporate Finance and Venture Capital Guide is launched



A guide to Corporate Finance and Venture Capital has been launched for entrepreneurs and Business Angels. The guide was designed by the IE Executive Education Team and lead by Sodercan in collaboration with AT Venture. It is part of the final results and conclusions of the 'Corporate Finance and Venture Capital Program'.

This guide will attempt to give an overview of basic concepts of VC and BA in an accessible way, clearing some doubts in order to provide better understanding of basic concepts such how to access Risk Capital and Business Angels in order to finance the development of new technologies and research activities.

It also aims to provide basic information on Venture Capital, trying to remove any fears that may involve the entry of a new investor in the company. This guide aims to answer questions such as:

- What is Venture Capital?
- Can it be a good alternative for financing my business?
- What can foreign investors provide me with?
- What skills do I need to develop as an entrepreneur or investor to take out a successful investment process?

Igape Galicia launched investment forum with successful results

The Galicia Investment Forum 2011 took place on the 13th April, organised by the Ministry of Economy and Industry of the Xunta de Galicia, through Igape and Bic Galicia. The objective of the forum was to identify innovative projects with potential growth and match them with public and private investors. The forum was the first of its kind organised in Galicia with the collaboration of regional Business Angels Networks such as: Uniban, Bang, RedInvest, Innobase, I XesGalicia, Unirisco, Vigo Active and Venture Well. Numerous entrepreneurs and investors also attended.

The forum was attended by nearly 200 professionals, with presentations from seven selected projects chosen from 60 projects who applied to take part. The finalists were Aqualgae Companies, Argonautica Yacht Group, Grab Telematic Services, Confirmsign, Hentopharma and Teima Ikimap Desenvolvemento which together have invested more than €1 million in the implementation of their projects. These projects cover the following sectors: aquaculture and biotechnology, control and waste management, boating, tourism and new technologies of communication.

For further information on the Galicia Investment Forum visit www.foroinversiangalicia.com. The forum also has a presence on social networks Facebook and Twitter, with around 400 followers.

 [Foro Inversión Galicia](https://www.facebook.com/foroingalicia)  [Foroinversonga](https://twitter.com/foroinversonga)

Venture academy and local investment round in Castilla y León

The local level Investment Round activity in Castilla y León had two significant parts:

VENTURE ACADEMY

Castilla y León hosted a Venture Academy on the 28th April 2011, which focused on helping innovative companies enhance their investor-readiness.

Companies have been able to join Venture Academy activity where companies from target regions have been coached in their presentation to investors.

The Venture Academy was aimed at ten innovative companies recently created, with the participation from Business Angels; staff from a venture capital entity; and some experts from a notable business school.

LOCAL INVESTMENT ROUND

In the Local Investment Round, ADE Financiación brought companies at regional level, investors from the BANCAL (Castilla y León Business Angel Network) and other private-public investor together.

On the 4th May 2011 a presentation panel took place which aimed to motivate both investors and entrepreneurs. The presentation featured important speakers from Private Equity, Venture Capital and Business Angels Networks.



Cantabria business angels network launches venture academy and local forum

On the 19th April 2011, Cantabria Business Angels Network launched its Venture Academy and Local Forum. The Venture Academy aimed to raise the awareness of the importance of Venture Capital and Business Angels as an alternative financing source for businesses to entrepreneurs and start-up companies.

Contact between entrepreneurs and Business Angels was made once the entrepreneur had developed their business idea and produced a business plan.

Five projects were selected to present at the Venture Capital seminar which was held on the 28th April 2011: Fresh Parking, Aquamanager, Medlumics, Facilvisión Equipos, Técnicos para el Agua, and Orolnet/Bookgy.

During the seminar, three Business Angels talked about their experience in investment projects, sharing their practical views with the audience and discussing the topic.

