



austria wirtschaftsservice

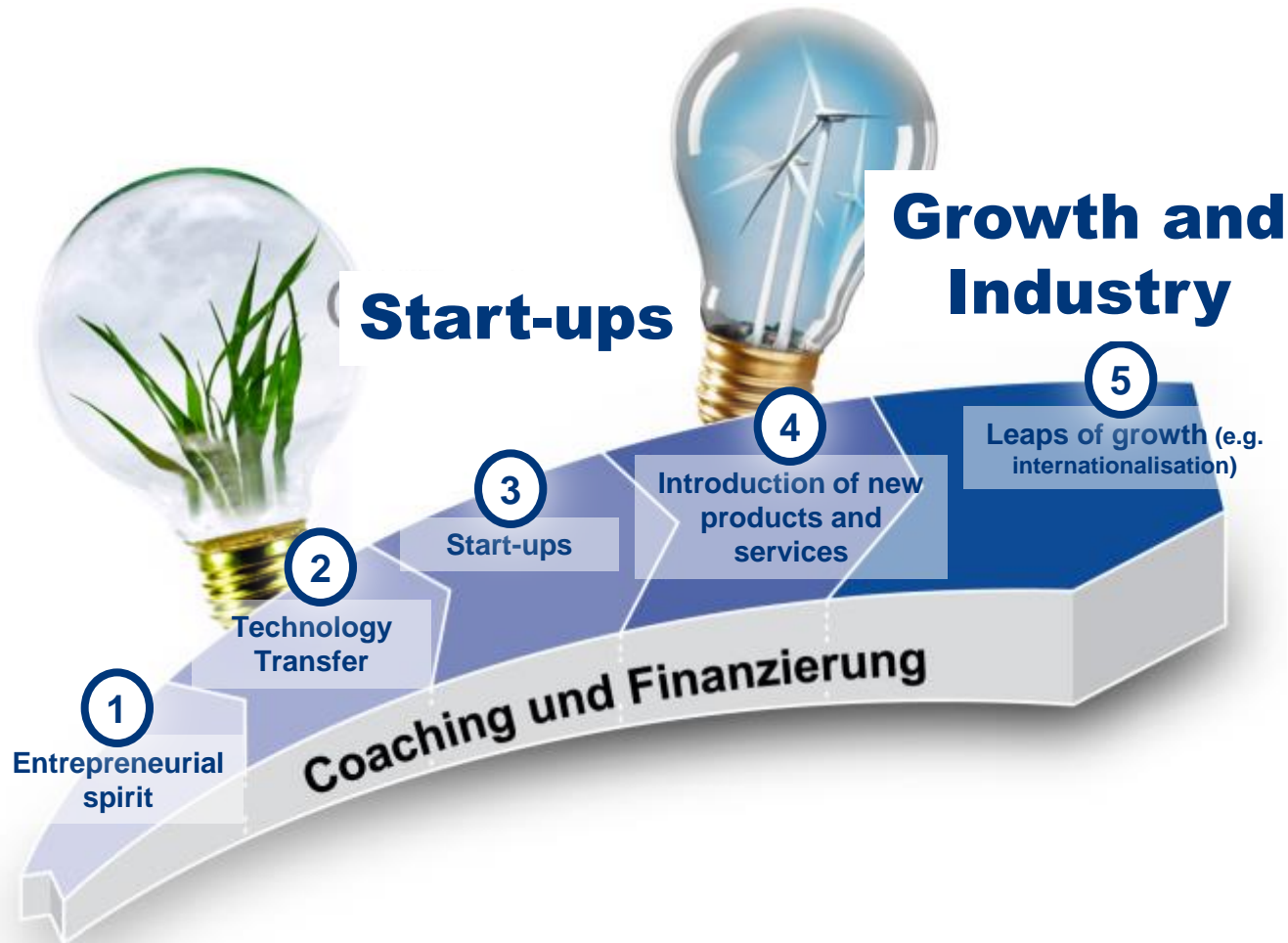
The Startup Economy - "Life is a Pitch"

Dr. Joachim Seipelt

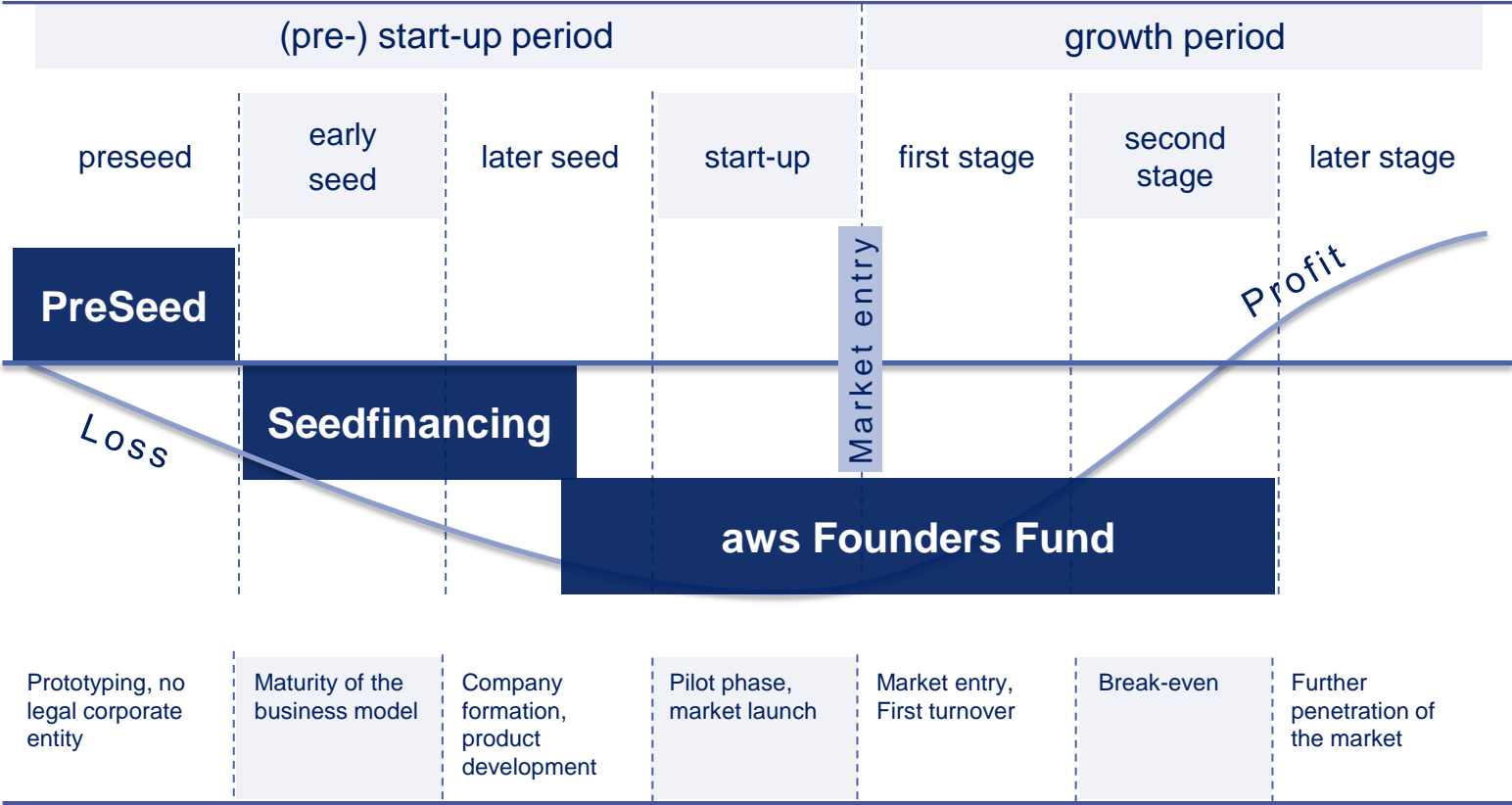
austria wirtschaftsservice (aws)

- aws is the Austrian federal promotional bank
- We provide:
 - Grants
 - erp soft loans
 - Guarantees
 - Equity
 - Consulting (e.g. intellectual property)
- In 2014: € 200 Mio. transferred into start-up companies ²

Five entrepreneurial challenges



aws early stage funding in the Investment Cycle



aws grants Technology & Innovation



High Tech Startups



aws Preseed/Seed

€ 5-12 Mio.

Creative Industries



aws impulse XS/XL

€ 3- 4,3 Mio.

Creative Industries



Kreativwirtschaftsscheck € 1,5 - 3 Mio.

SME: Innovation/Industry 4.0



aws Protrans 4.0

€ 5 Mio.



New: Entrepreneurship



aws first (seit 2014)

New: Innovative Services



aws ISC (2014)

€ 1,8Mio.

aws Equity Products

Risk capital matching service



i2 – Business Angels Network

SME Guarantee



Double Equity Guarantee

Investment in VC-Funds



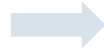
Venture Capital Initiative

Investment in companies



aws-mittelstandsfonds

Investment in companies



aws-Founders Fund

Investment in companies



aws-Business Angels Fonds

Aim: Risik capital for austrian companies

aws Founders Fund: Your Strong Partner in Venture Capital

Strong equity partner

- Austria's most active venture capital fund
- EUR 68.5 m fund volume
- Strong network of national and international co-investors
- Highly experienced management team

Stable partner

- Long-term orientation, partnership approach
- Investment horizon of up to 10 years

Flexible & customized solutions

- Possibility of equity and mezzanine investments as well as tailor made financing solutions
- Access to additional growth capital as well as to industry know-how

„Hands-on“ mentality

- We see ourselves as the company's sparring-partner
- Active support with the preparation and execution of fundraising activities
- Support in business development

Access to multipliers and accelerators

- Excellent access to public funding agencies (aws and others)
- Consultants
- Lenders/banks
- Public relations/marketing

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