InnoAgora match-making platform and other business support by the Hellenic Development Bank

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Doing Business with CERN

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HDB mission and vision

**MISSION**
Facilitate access to finance for Greek enterprises, create value for our shareholders and employees, generate positive economic, social and environmental benefits.

**VISION**
Be THE key development institution, a multilateral Development Bank serving Greek enterprises’ needs to innovate and succeed, fostering fair, inclusive and sustainable growth.

- Hellenic Development Bank is the National Promotional Institution authorized in providing leverage.
- 100% Owned by Hellenic Republic.
- HDB designs and implements financial products that counterpart financing gaps and promote the access to finance.
2020: a year to remember

+1.689%
Number of approved loans

+2.489%
Value of approved loans

# 34 K
loans approved

Number of
loans

€ 8 bn
loans approved

Value of
approved loans

€ 7.8 bn
loans disbursed

Value of
disbursed loans

# 15,600
new jobs created

Number of
new jobs created
Building up an operating model to support all stages of SME evolution

**HDB main mission:** to support micro, small and medium sized enterprises by facilitating their access to funding sources to address and cover any market failures.

**Innovation Unit mission:** to create the right frameworks for both financial and non-financial support on an instant basis, covering all stages of SME evolution enabling the market.

SMEs product or service innovation & business innovation in extroversion
How we categorize Innovation Support

Financial Support
- Loans
- Equity
- Repayment Holidays
- Guarantees
- Grants
- Third Party Finance

Non-Financial Support
- Knowledge Acquisition: Awareness/Coaching - Mentoring
- Knowledge Management: Market & technology intelligence/ R&D+I, Human capital

To cover:
- R&D
- IPR
- Demonstration production means
- Prototyping
- Human capital expenses
- Company set up & continuation
- Quality Improvement

To cover:
- Marketing/branding
- Technology watch
- Networking/clustering
- Standard setting
- IP & Patent protection
- Legal-taxation planning

Innovation Support
Non-Financial support is a vibrant ecosystem by itself with many satellite activities

- **Incubators**
- **Accelerators**
- **Co-working spaces**
- **Prototyping**
- **Living labs**

**Human Capital**
- Education
- Talent
- Skills
- Vocational training
- Team selection
- Outplacement of PHD students

**Enablers**
- Open competition organizations
- Boot camps
- Brokers
- Hackathons
- Business angels networks

**Exchange of knowledge**
- Research centers
- Technology centers
- Collaborative projects
- Innovation platforms
- International innovation ecosystem

**ESG values**
- Sustainable development toolboxes
- Social innovation mandates

**Diaspora**
- Greek scientific community of Diaspora
- Network of experts per sector

**Support Infrastructure**
- Support

**Business Development**
- Enterprise support
- Info on global competition
- Standards
- Procurement
- First client
- Buyers – meet the buyer
- Investors
- Accreditations
- Fairs
- Pre-commercial public procurement

**Enterprise Support**
- Spin off
- Spin out
- LC innovation hubs
- Pro Bono services
- Mentoring
- Professional services on tax/ legal issues
- “Consultancy vouchers” for business consulting
- Audit
- Placement of Experts

**Social Capital**
- Clusters – cooperative relations
- sharing intelligence
- Cooperative research
- Academic- enterprise partnership

**Non-Financial Support**
InnoAgora is a new, dynamic digital community powered by HDB that provides real networking opportunities and contributes to international business development. It is a matchmaking community that enables three different groups of participants: enterprises, investors and supporting mechanisms, to enter into investment agreements and commercial partnerships.

InnoAgora is hosted on the internationally renowned EuroQuity platform of Bpifrance operating for more than 10 years. EuroQuity fosters business growth by creating communication channels with investors and other partners. Specifically, it enables companies and entities to create online profiles so that they can promote their unique competitive elements to potential investors and partners.
Characteristics and Development of InnoAgora

InnoAgora will bring **added-value in content and services** to its members by sharing premium info and privileges. Furthermore, **webinars, matchmaking** and **e-pitching events** will be organized exclusively for InnoAgora members.

To date, the EuroQuity network has more than **16,500 companies and more than 2,400 investors**. This is a unique opportunity for InnoAgora members to create collaborations with multiple stakeholders of the international ecosystem.

InnoAgora members will have the opportunity to join the international **matchmaking events, e-certifications**, and **business acceleration** programs organized by other 33 EuroQuity communities.

HDB has already developed **collaborations with several Greek collective bodies**, creating a dynamic network of local enterprises that will grow through InnoAgora.

About **€ 500 million** already generated through EuroQuity.
What’s in it for the members?

**Enterprises**
- Find potential investors and business partners mainly from Europe and Africa.
- Seek/Share collaborative business expansion plans.
- Get updates of exclusive news and opportunities from HDB and other community managers.
- Join the network of more than 16,500 companies and 2,400 investors.
- Participate in webinars, e-pitching & matchmaking events.

**Investors**
- Find potential co-investors for follow-on investments.
- Find attractive companies to invest in.
- Exchange knowledge and useful practices.
- Participate in free webinars and other training programs.

**Support Mechanisms**
- Provide access to the platform for businesses associated with the mechanism.
- Create a label / certification that will act as a “seal” of certification for these companies.
- Exchange knowledge and useful practices.
- Participate in free webinars and other training programs.
Thank you !