Focuses on
strategy & design / performance / fundraising

Serves
technology innovation ecosystem: corporates, start-ups and their investors

Roles
Lead Advisor, Swiss Federal Commission for Technology and Innovation (CTI) 
Advisor EU Commission/DG R&D and Innovation 
Senior Advisor, Go4Venture (finance boutique) 
Former NED at Irish National Digital Research Center (NDRC) 
Former CEO of European TechTour
Small Business Administration

Founded in 1953, the U.S. SBA helps entrepreneur and small business owners grow and create jobs by providing: greater access to capital, counseling, federal contracting opportunities and disaster assistance.

- Employs 3000 people + 2000 others on call
- At least an office in each U.S. State – 900 business development centers
- $ 90 billion in loan guarantees
- $ 100 billion in federal contracts to small businesses
- 1 million entrepreneurs supported for free counseling and technical assistance
Services

- **Counseling and training**
  - Access to resources, training and counseling
  - Through the Office of Entrepreneurial Development
  - SCORE network of volunteers mentor corps through 300 chapters

- **Contracting**
  - The most recognized and differentiated program of the SBA
  - Through the Government Contracting and Business Development (GC/BD) offices

- **Advocacy, laws and regulations**
  - The Office of Advocacy helps reducing the burden created by federal laws

- **Disaster Assistance**
  - Recover from disaster by preparing
  - The Office of Disaster Assistance (ODA) delivers low-interest, long term loans to the repair and rebuilding
Initiatives (some)

- **Emerging 200 (e200)**
  - Focus on the emerging top 200 leaders

- **Regional Cluster Initiative**
  - $37 millions to support the development of 20 high-growth regional clusters

- **Small Business Teaming Pilot**
  - Funding scheme to enhance skills for competing for larger procurement contracts

- **Management and Technical assistance**
  - Business development assistance to eligible small government contractors

- **Venture Capital**
  - Small Business Investment Companies (SBIC)
  - Licensing scheme for privately owned investment co. to provide private capital and favorable loans
Key Figures

(1/2)

Source: Intuit
SUCCESS RATE OF SMALL BUSINESSES IN THE U.S.

- 31% survive at least seven years
- 44% of new firms survive four years
- 49% chance of failing within 5 years
- 69% of businesses survive at least two years

A CLOSER LOOK AT SMALL BUSINESSES AROUND THE GLOBE

<table>
<thead>
<tr>
<th>Country</th>
<th>Number of Small Businesses</th>
<th>Number of Small Business that Survive Within 5 Years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canada</td>
<td>5 million</td>
<td>48%</td>
</tr>
<tr>
<td>New Zealand</td>
<td>42%</td>
<td>51,800</td>
</tr>
<tr>
<td>United States</td>
<td>50%</td>
<td>627,208</td>
</tr>
<tr>
<td>China</td>
<td>60%</td>
<td>99%</td>
</tr>
<tr>
<td>France</td>
<td>33%</td>
<td>18,994</td>
</tr>
</tbody>
</table>

Source: Intuit
Financing initiatives

• **New Markets Venture Capital Companies (NMVCC)**
  • 6 NMVCCs since 2008, for-profit funds with private management
  • Focus on Low Income geographic areas (HubZones, >20% poverty, …)

• **SBIC Licencees**
  • Small Business Investment Companies (SBIC)
  • Regulated and licensed by SBA
  • Provides Venture Capital to small businesses
The bad news: Venture performance generally disappointing.

Source: NESTA Report – Preqin + other data
The better news: LPs see the opportunity

<table>
<thead>
<tr>
<th>Category</th>
<th>Proportion of Respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small to Mid-Market Buyout</td>
<td>55%</td>
</tr>
<tr>
<td>Distressed Private Equity</td>
<td>20%</td>
</tr>
<tr>
<td>Venture</td>
<td>17%</td>
</tr>
<tr>
<td>Large to Mega Buyout</td>
<td>12%</td>
</tr>
<tr>
<td>Mezzanine</td>
<td>9%</td>
</tr>
<tr>
<td>Secondaries Funds</td>
<td>8%</td>
</tr>
<tr>
<td>Funds of Funds</td>
<td>8%</td>
</tr>
<tr>
<td>Growth</td>
<td>5%</td>
</tr>
<tr>
<td>Cleantech</td>
<td>4%</td>
</tr>
<tr>
<td>Other</td>
<td>3%</td>
</tr>
<tr>
<td>None</td>
<td>11%</td>
</tr>
</tbody>
</table>

Source: Preqin
Adressing the 3 challenges in Financing

- **Credit Crunch**
  - Facilitates loans and grants

- **Equity Crunch**
  - SBIC

- **Innovation Financing**
  - Facilitating federal contracts
  - Activating competences networks
  - Lobbying for small businesses

AND ...

Preparing the floor for a future potential take-up
Thank You