



AMI4 EUROPE



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The North East Regional Innovative Cluster for Molecular and
Structural Imaging in Romania OCT 29TH 2012

Cluster initiatives in Lazio

Region:

*access to finance for Biotech spin off
companies*



Contents

- The Lazio region Triple Helix
- Past experience of Bioscience cluster
- ERD Funds for cluster initiatives

The Lazio region triple helix

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Bioscience Hi-tech Cluster

- 2000 SMEs
- Large pharmaceutical companies
- 8 Universities
- Research Institutions
- Public and private hospitals

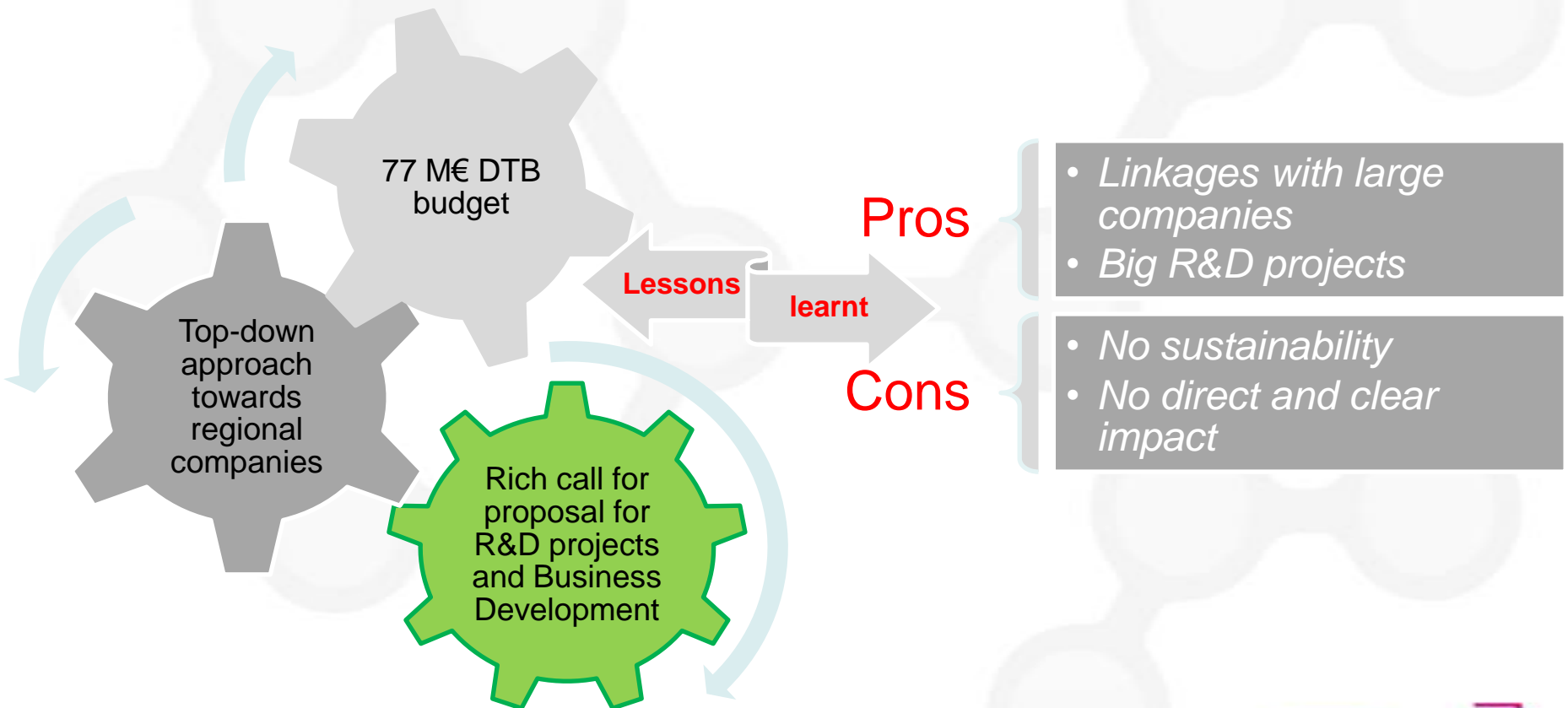
Sectors of Interest

- Pharmaceutical
- Neuroscience
- Medical Imaging and disposal
- Agrofood technologies
- ICT

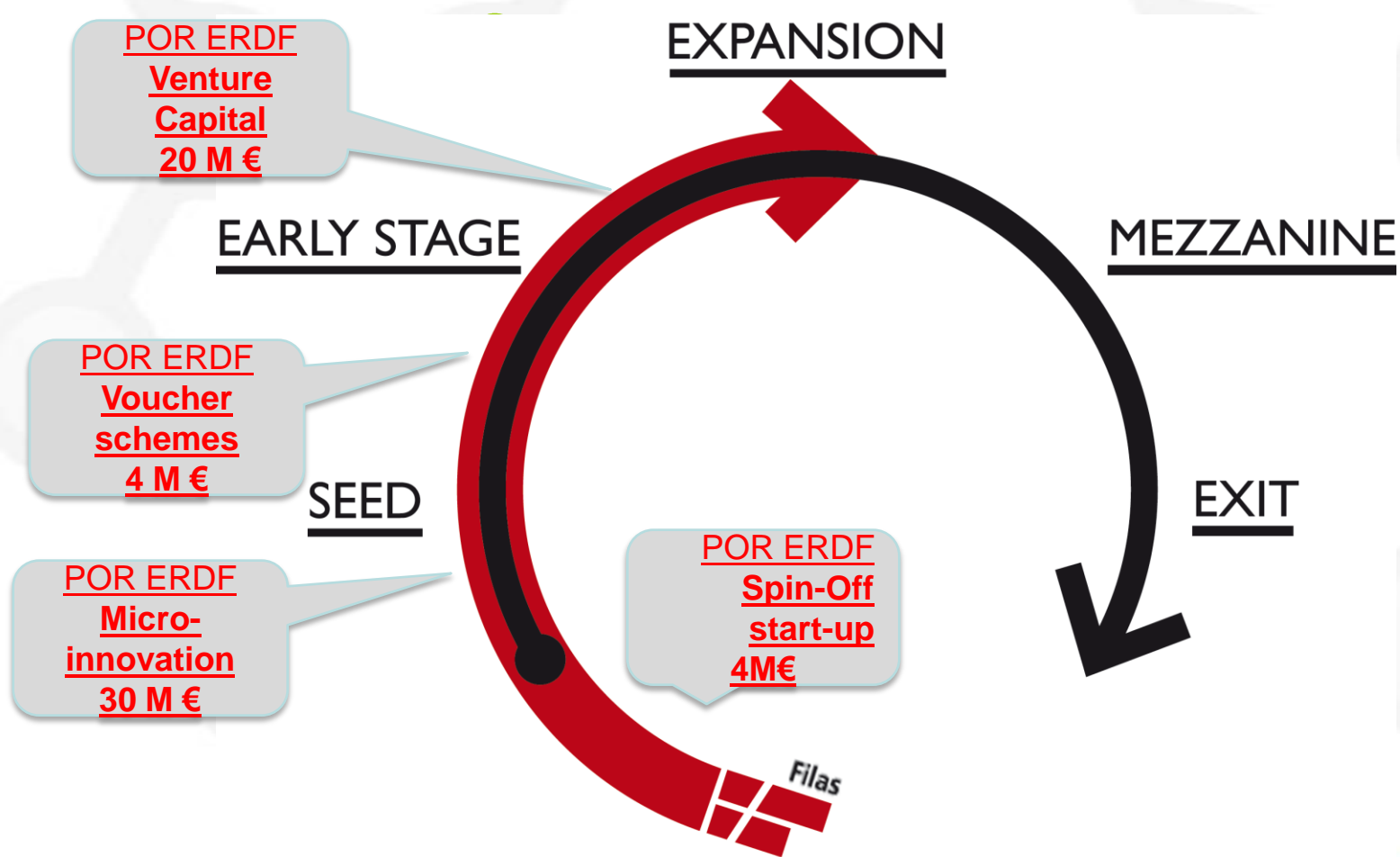


Cluster management

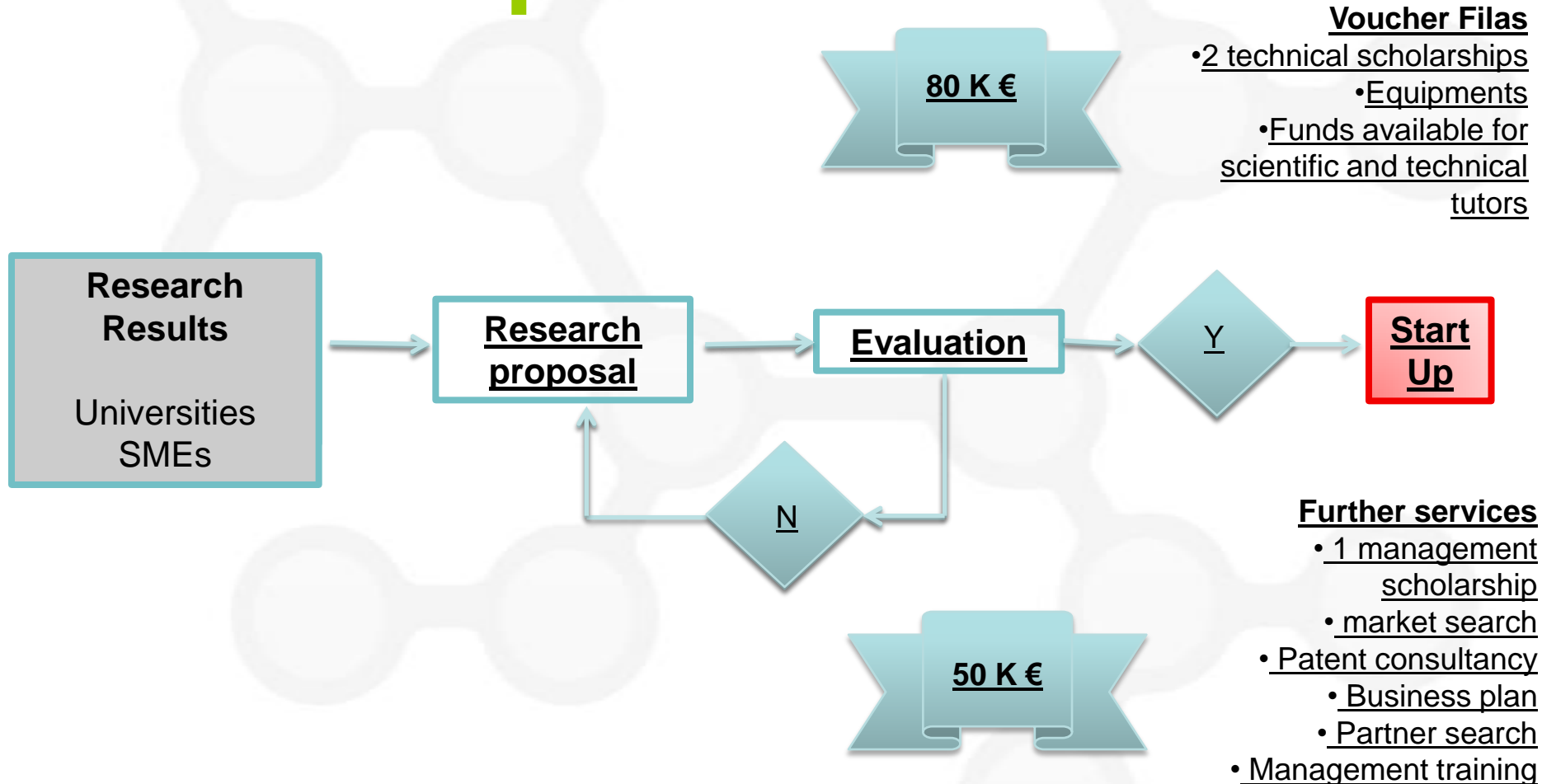
2008 - DTB – Bioscience Technological District



Filas support in the life cycle



Initiatives for spin-off companies



Voucher Filas

- 2 technical scholarships
- Equipments
- Funds available for scientific and technical tutors

Further services

- 1 management scholarship
- market search
- Patent consultancy
- Business plan
- Partner search
- Management training

Initiatives for spin off

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Voucher scheme

Access to specialized
Services for

- New markets
- New products
- Patent protection
- Design and technologies

Max contribution 30K €

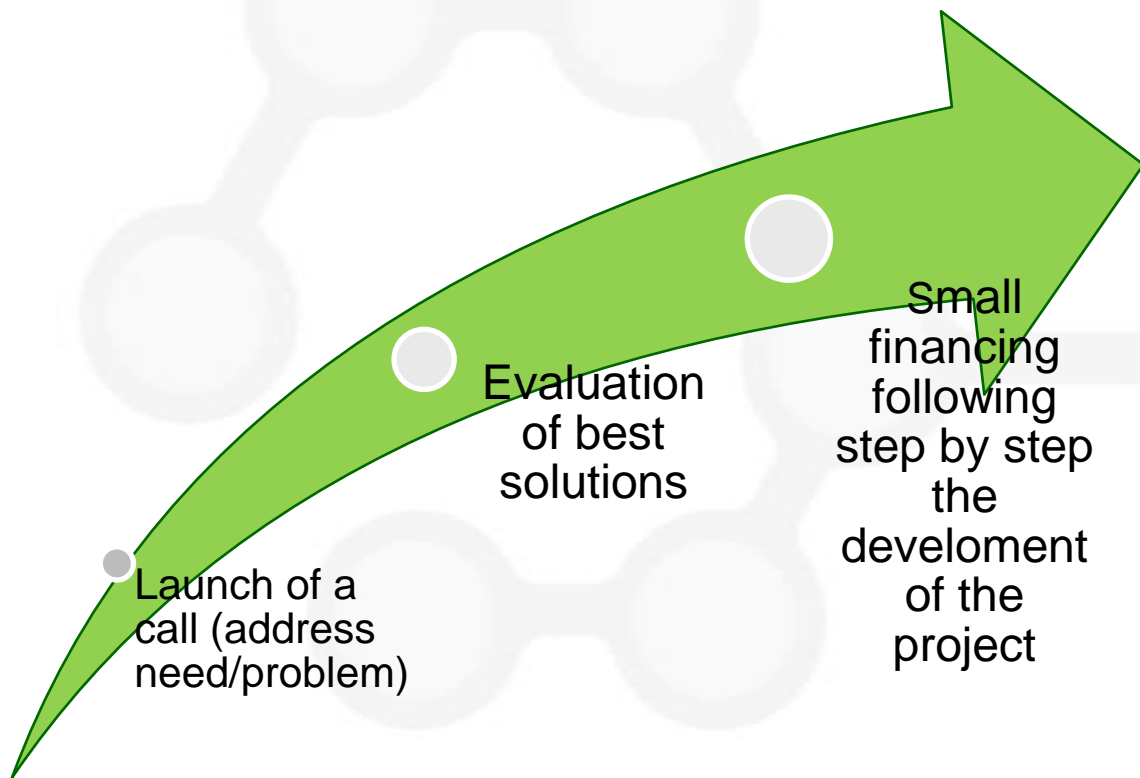
Spin off

Establishment of
new companies

- Equipment
- Intangible assets
- Personnel costs

Max contribution 100 K €

Expected Results



- ✓ Less financial resources needed
- ✓ Clear sustainability
- ✓ Direct results on the territory
- ✓ Assessment of real problems/needs

FILAS Venture Capital

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Matching of competencies and money
Clear interlinked roles and actions

Market failure approach
Biz/social job creation approach

Good understanding of markets
Fast decision making
Need of a fast ROI

Public money + Private money

FILAS VC instrument

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Direct co-investment with Biz Angels and private investors

20 M € budget

Spin off and spin out

Early stage and expansion support

Subsidiarity and complementarity

Smart co-financing mechanism



FILAS VC advantages for investors

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Risk mitigation



Independent
evaluation

Joint scouting and
evaluation phases

Thank You!

