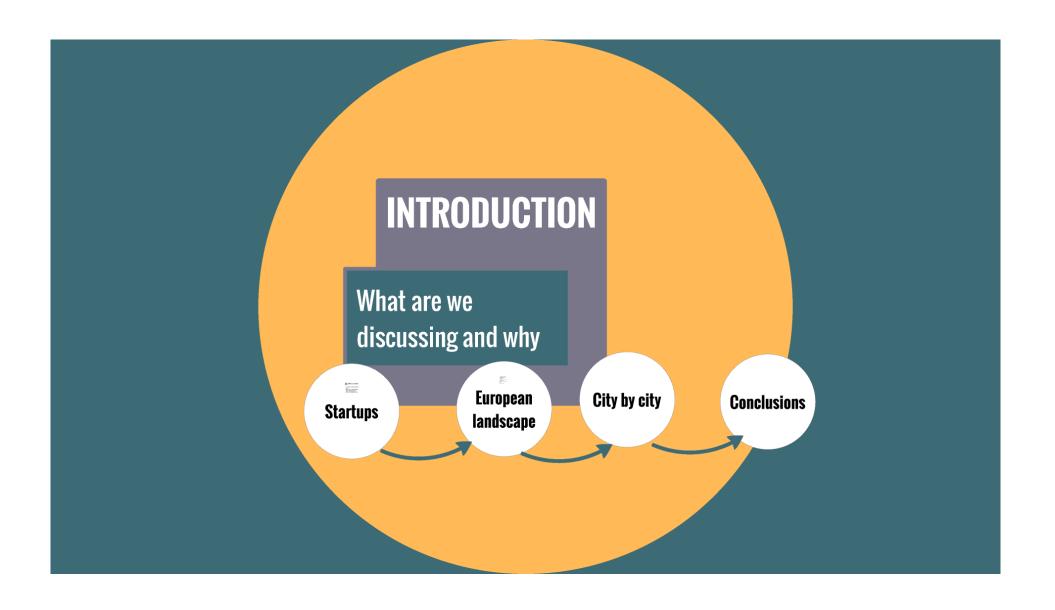




# What is a startup?

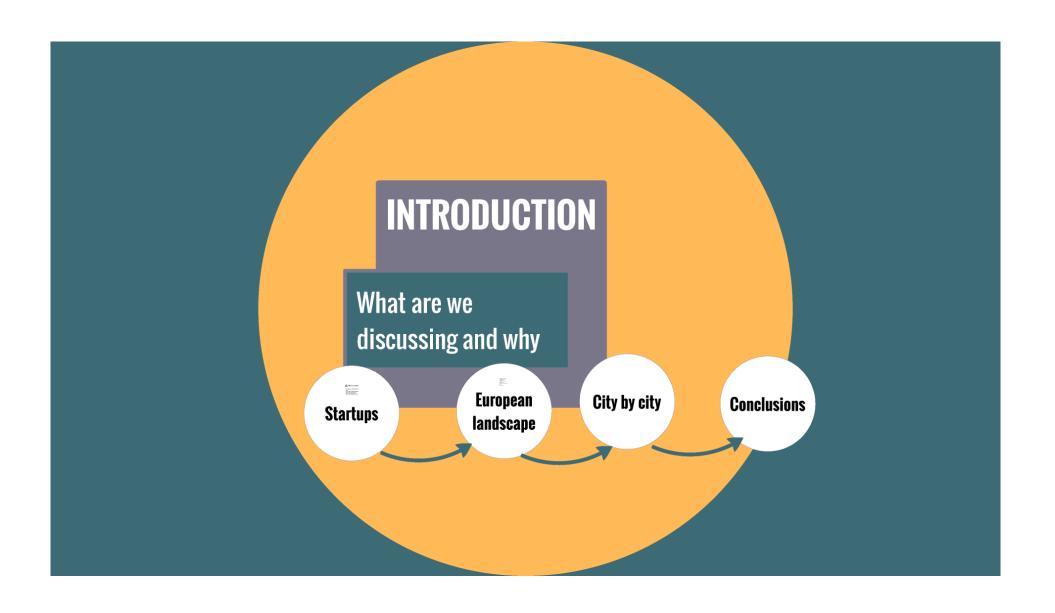
- The company has to be younger than 10 years;
- It has to have an innovative business model and/or product/service;
- It has to have the intention to grow.



### **European Startup Nation Standards\*:**

- Speed up and simplify the creation of startups
- Attract and retain talent
- Stock options with non-voting rights
- Innovate in regulation
- Facilitate the acquisition of innovation through new tech transfer policies
- Facilitate access to financing
- Social inclusion, diversity, and protection of democratic values
- Digitalization

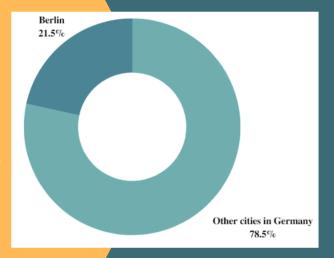
\*https://startupnationsstandard.eu/

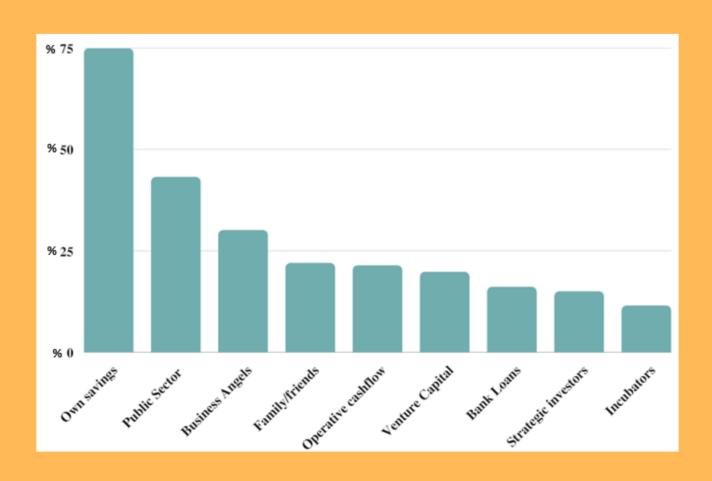




# **Berlin**

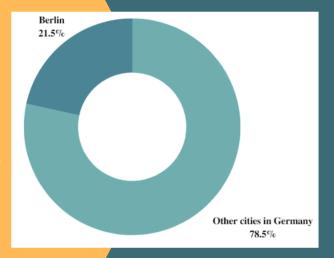
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- Foreign startups plan to relocate here
- Public policies support startups in their first steps
- Big investments rounds come from abroad

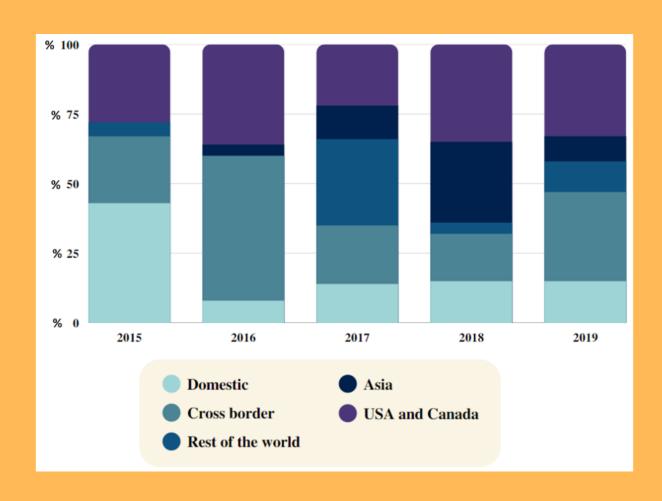




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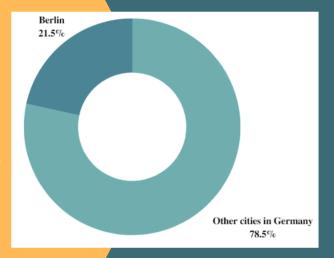
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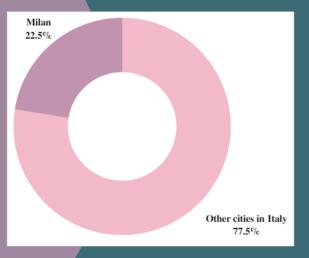
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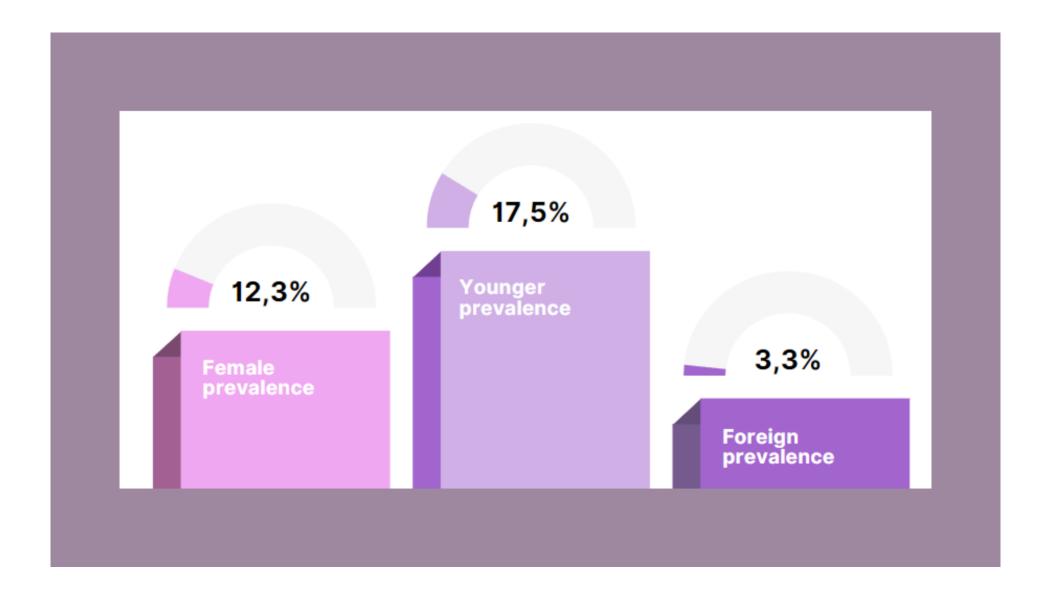




# Milan

- Online procedures
- Access to capital for all startups
- Only few non-national and young startuppers

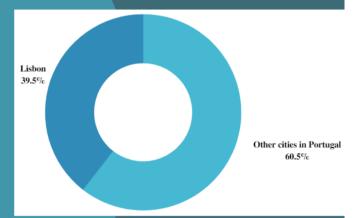


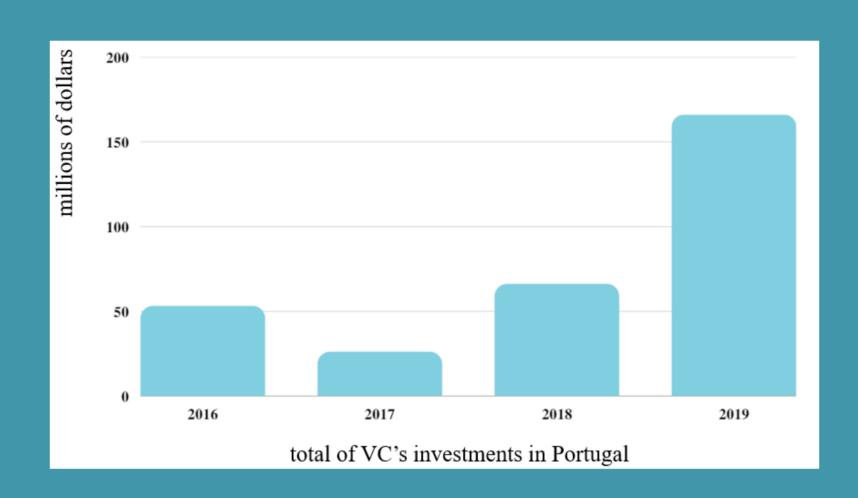




# Lisbon

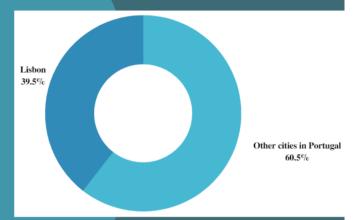
- Startup Visa Programme
- Very young and fast-growing ecosystem
- Hosting Web Summit since 2016
- Only few public policies





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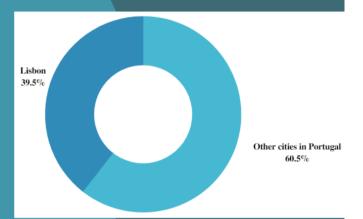
# THE FOUNDING OF YOUR STARTUP? START STA

# WHAT KIND OF **FUNDING SOURCES IS YOUR STARTUP LOOKING FOR** IN THE NEAR FUTURE?

<b>52</b> %	Venture Capital	40%	Corporate Venture Capital
<b>31</b> %	Internal Financing (Operating Cash Flaw)	27%	Business Angels
22%	State Venture Capital/EU Fun	11%	Crowdfunding
10%	Own Savings	8%	Bank Loans
3%	Family and Friends	1%	Other
5%	Not Applicable		

# Lisbon

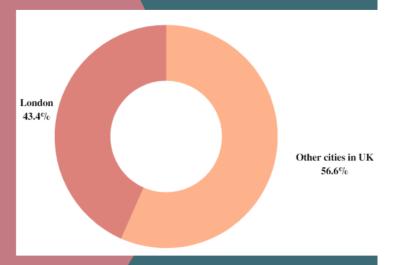
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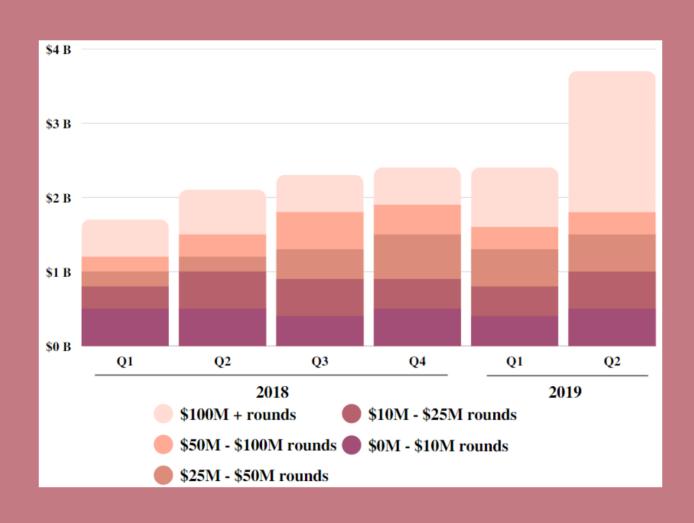




# London

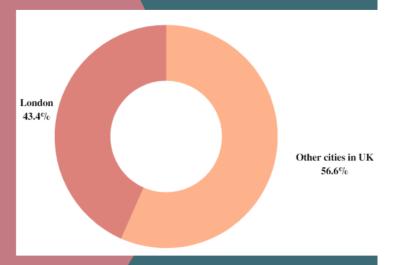
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- Startups are a great job engine
- Only few public policies but very targeted
- Relies on global capital
- BREXIT changed the game





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## **Dublin**

- Very low corporation tax
- Home for many multinationals
- BREXIT made it even more attractive
- IDA Ireland helps foreign startups to relocate
- Incentivezes green transition, digitalization and internationalization

