

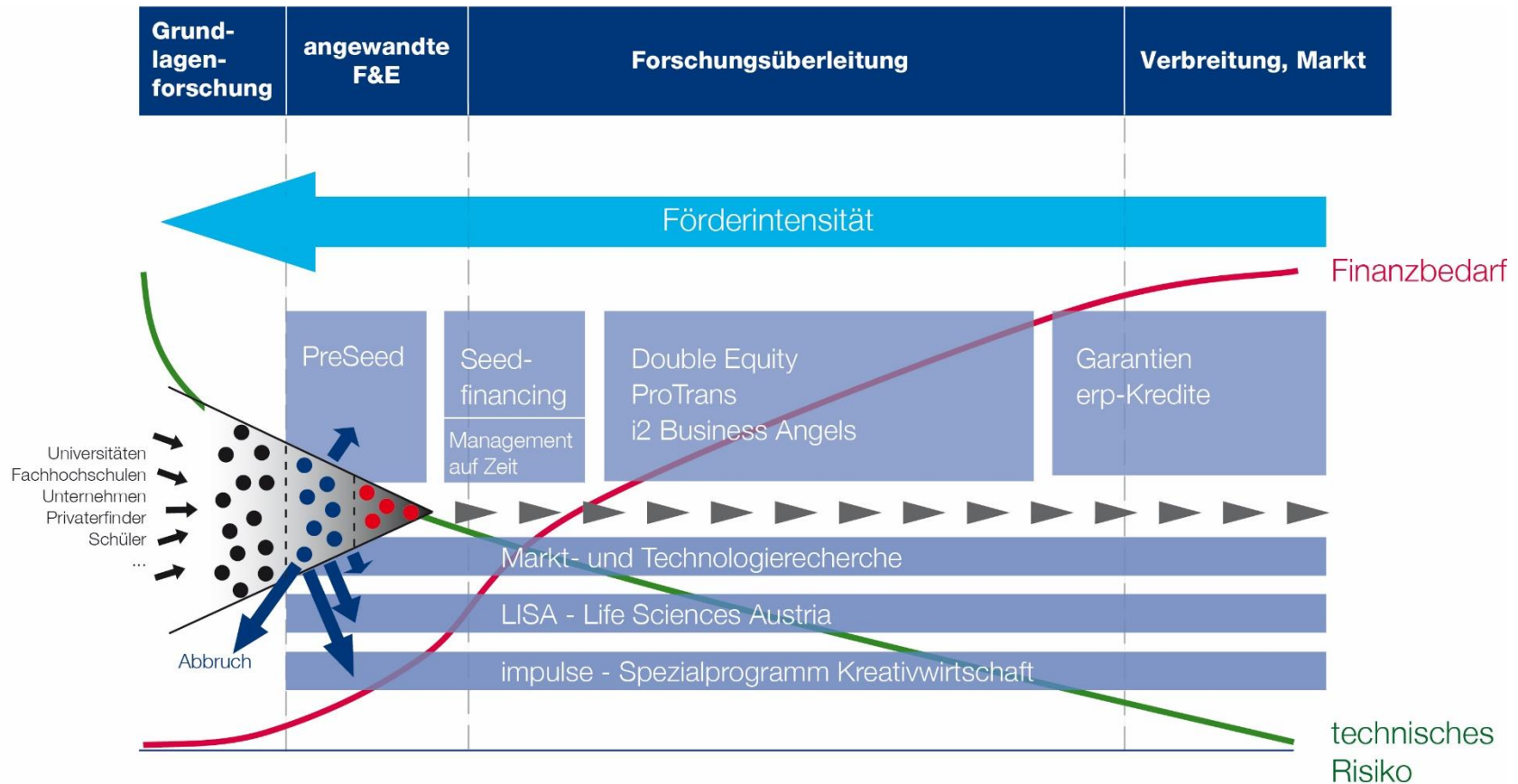


austria wirtschaftsservice

# Financing stages of high-tech Startups

Beteiligungsphase Finanzierungsphase	Early Stage		Expansion	Later Stage	
	Seed	Start-up	First, Second, Third Stage	Growth, Bridge	Buy-out
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<b>Kapitalbedarf</b>	gering		stark steigend	unterschiedlich auf hohem Niveau	
<b>Finanzierungs- quellen</b>	eigene Mittel öffentliche Hand		zunehmende Fremdfinanzierung	variantenreich mit Eigen- und Fremdkapital	
<b>Beteiligungs- kapital</b>	sehr gering	gering	zunehmende Verfügbarkeit	umfassende Verfügbarkeit	
<b>Bedarf Management- unterstützung</b>	sehr hoch		sehr hoch	bei strategischen und Finanzierungsfragen	

# Financing instruments in the enterprise life cycle



## aws High-technology

The aws support programme supports enterprises in technological fields with high potential for growth and strong innovative capacity:

- **Information and Communication Technologies**
- **Physical Sciences**
- **Life Sciences**

# aws **High-technology**

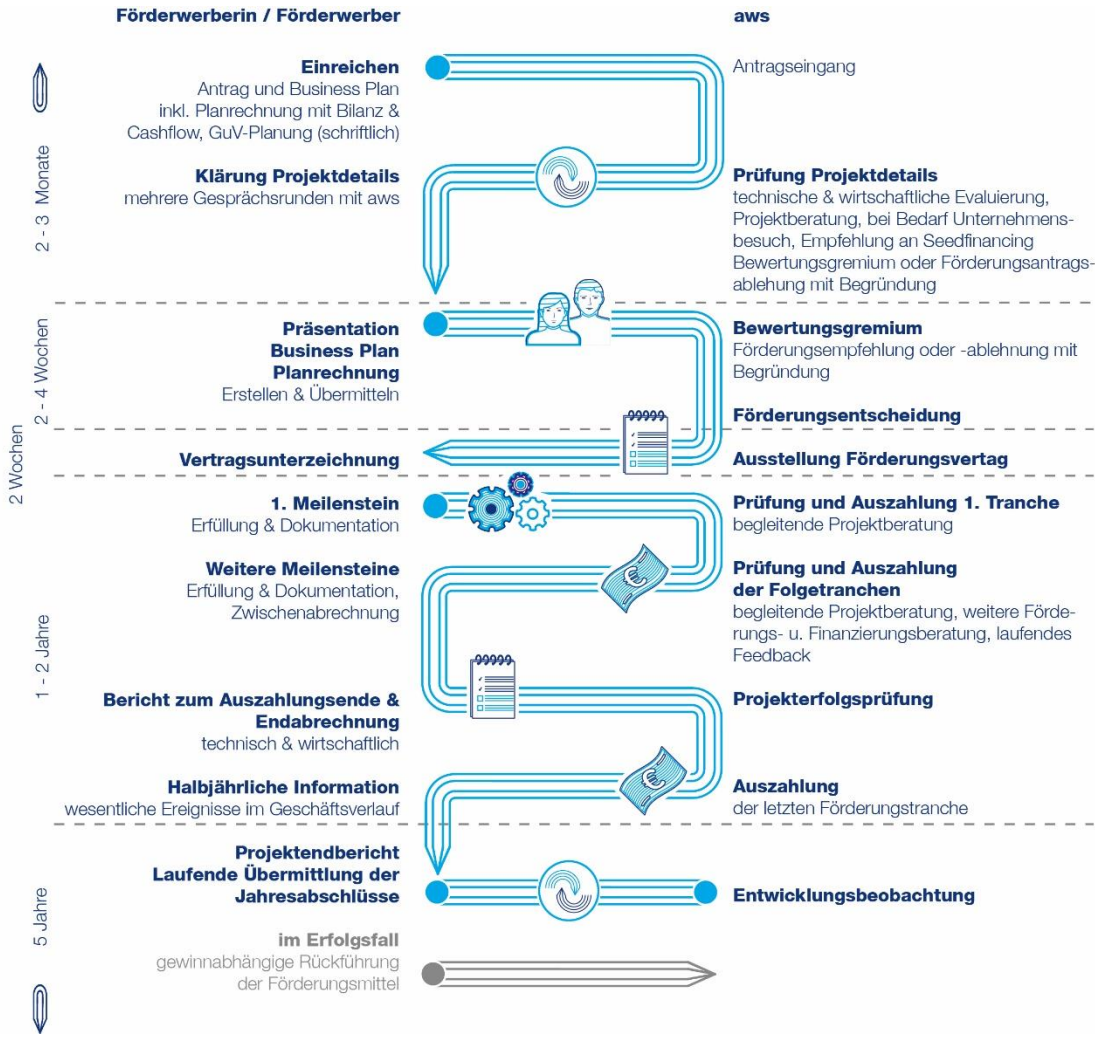
Product	Mode of funding	Funding period	Focus
<b>aws PreSeed</b>	Grant up to € 200,000.-	up to 2 years	High-tech start-ups in their pre-founding phase – Development of a marketable proof of principle/concept
<b>aws Seedfinancing</b>	Grant up to € 800.000.-.	up to 12 years	Founding and building up of innovative high-tech enterprises
<b>aws Interim Management</b>	Grant up to € 50,000.-	6 – 9 months up to 1 year in cases of maternity leave	High-tech enterprises that receive funding from aws Seedfinancing, temporary deployment of external experts
<b>aws Life Science Austria</b>	aws PreSeed aws Seedfinancing aws Interim Management	-	Cooperation, support of Life Science enterprises

# aws **Seedfinancing**

## Eligibility criteria

- Unique selling proposition (USP) through technology intensity and novelty on an international scale
- High growth potential
- High commitment and risk-taking attitude of the founders-to-be
- Worked-out business plan available
- No share of 25 percent or more held by medium or large company
- The start-up company is a small enterprise in the meaning of the definition of the European Union and is operative in a high-tech area

# Process Flow aws Seedfinancing



# aws High-technology

Technology, innovation

IP (patents, etc)

USP, **real** customer need,

Status quo – real facts

Market –entry barriers, QM, customer size, time2market, etc)

Financing – business model, cash flow, (time2market!)

Contracts - shareholders, employees, research partners, etc.

Founders –relevant experience, team completion, commitment



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