

# Venture Capital Investing in Europe: key issues and the first VICO findings

## Second Focus Group Meeting

### EU FP7 project VICO

Programme

24 September, 2009

University Foundation

Egmontstreet 11

B-1000 Brussels

Meeting room Emile Francqui

#### **PART 1: BACKGROUND FOR THE MEETING**

**11.00-11.15** Introduction to the meeting by Dr. Terttu Luukkonen, The Research Institute of the Finnish Economy

#### **PART 2: VC IN EUROPE: PRELIMINARY FINDINGS FROM THE VICO DATABASE**

**11.15-13.00** Introduction to the theme and animation of discussion by Prof. José Martí Pellón, Universidad Complutense de Madrid (UCM) and Prof. Massimo G. Colombo, Politecnico di Milano, Coordinator of the project

Prof. José Martí Pellón: The unique characteristics of the VICO database

Prof. Massimo G. Colombo: VC investments in European companies: a comparative view

Prof. José Martí Pellón: Macro-level determinants of VC investments in Europe

Open discussion on key issues

**13.00-14.00** Lunch

**14.00-14.15** Discussion on how to improve response rate of the VC survey, to be launched by the VICO project  
Prof. Sophie Manigart, Vlerick Leuven Management School

**PART 3: ARE SEED AND PRE-SEED POLICY SCHEMES WELL INTEGRATED IN POLICIES FOR HIGH-GROWTH COMPANIES?**

**14.15-15.15** Introduction to the theme and animation of discussion by  
Prof. Philippe Mustar, École Nationale Supérieure des Mines de Paris

**PART 4: INTERNATIONALISATION OF VC INVESTMENTS: WHY, WHERE AND HOW?**

**15.15-16.15** Introduction to the theme and animation of discussion by  
Dr. Tereza Tykvová, Zentrum für Europäische Wirtschaftsforschung

**PART 5: CONCLUSION**

**16.15** Concluding summary by Prof. Sophie Manigart, Vlerick Leuven Management School

**16.30** End of the workshop

# Focus Group Meeting within VICO

## What is VICO?

VICO is an acronym for an EU funded project entitled “Financing Entrepreneurial Ventures in Europe: Impact on innovation, employment growth, and competitiveness”. It is a three-year project, which started on 1 April, 2008.

The project has participants from seven European countries (Belgium, Germany, Finland, France, Italy, Spain, and UK). It aims to provide a better understanding of the impact of VC/PE financing on the economic performance of innovative entrepreneurial ventures in Europe, as reflected in innovation rates, employment creation, growth, and competitiveness. Furthermore, attention is devoted to the role which VC/PE investors play in helping these firms bridge their resource and competence gap. The project will assess the impact of VC/PE financing on the economic performance of European innovative entrepreneurial ventures by type of investors. Specific emphasis is placed on the moderating role played by i) the characteristics of the invested companies (e.g. the stage of their life cycle in which financing is obtained) in addition to those of the investors, and ii) the characteristics of the business and institutional environments in which they operate (e.g. industries with different appropriability regimes and countries with different regulatory and policy frameworks). *The key assumption made by the VICO project is that there is no “one best way” to provide financing to European innovative entrepreneurial ventures.*

The project extends our understanding of the factors that influence the demand for and the supply of VC/PE financing in European countries, at both micro and macro level. It addresses specific issues that are generally considered crucial for the development of the European VC/PE sector but are so far under researched, namely i) the influence of the characteristics of the investor and the invested firm on exit mechanisms, ii) the internationalization of VC/PE investors and the integration of the VC/PE sector at European level, and iii) the policy mix to target seed and pre-seed capital and to attract investors towards early stage companies.

The project duration is three years: 1.4.2008-31.3.2011

The scientific coordinator is Professor Massimo Colombo, Politecnico di Milano, Italy

Coordinator: Prof. Philippe Mustar, Armines, France

The partners include the following institutes:

- Armines, France
- Politecnico di Milano, Italy

- Università Carlo Cattaneo, Italy
- Research Institute of the Finnish Economy, Finland
- Centre for European Economic Research, Germany
- Universidad Complutense de Madrid, Spain
- Nottingham University Business School
- University College, London
- Vlerick Leuven Management School, Belgium
- University of Gent, Belgium

## **VICO Focus Group Meeting**

In order to establish interaction with and to obtain valuable advice from practitioners and policy-makers, the project organizes quite early on two meetings with key persons from the study countries and from the European level. The purpose of the meetings is to discuss central issues, which are pertinent to the development of venture capital activities in the EU, and which can contribute to the project design and interpretation of its first findings, and thus help it become a success. By participating, the practitioners and policy-makers can provide a highly valuable contribution to the final formulation and implementation of an important European project on the financing of entrepreneurial ventures in Europe. The meeting is intended to be a mutual learning experience. The invited practitioners and policy-makers are expected to interact actively in the discussions of the meeting.

The 2009 Focus Group meeting will be organized in Brussels on 24 September 2009. The meeting agenda is at the end of this note. The meeting will be interactive, and under each theme, more specific discussion points will be introduced and the discussions animated by the project participants.

VICO is inviting highly experienced key persons to participate in this interactive meeting. The project can pay for the travel costs of the participants, at the rate of economy class, upon demand.