

# ***Financing sound & sustainable innovative / circular projects***

LCM 2017  
Luxembourg, 06.09.2017

**Liesbet Goovaerts**  
**Innovative Industries Division**

# What do we finance ?

- ✓ Financing **sound** and **sustainable** projects from basic research to commercial scale plants

## Eligible R&D

- OPEX: such as personnel costs, contract research, consumables, overheads
- CAPEX: such as facilities, equipment, acquisition of tangible & intangible assets - if a prerequisite.

## Eligible Innovation

- Prototypes & pilot plants
- First of a kind production lines
- Full-scale commercial production lines
- Investments in manufacturing capacity for innovative products, services and processes of SMEs and Mid-caps
- Investments in Advanced Manufacturing & Key Enabling Technologies (KETs)

# Sound investment or skating on thin ice? 1

✓ What makes a *sound investment*:

**1. Who and what:** management and core activities,

**2. How is this profitable:** stable cash flows, reliable customers

**3. Growth potential:** scalability/replicability

**4. How do you market your concept:** why you and not existing solution

**5. How do you define price / value your concept**

# Sound investment or skating on thin ice? 2

✓ What makes a sound investment:

**6. *Who are your supply chain partners*** and collaboration structures

**7. *Working capital needs*** and operating costs

**8. *Technical risks*** and IP management

**9. *Environmental impact*** & regulatory framework

**10. *Ways of funding***

# How can we help so your project gets the chances it deserves?

- ✓ Get connected : specific sector knowledge and network
- ✓ Get bankable: fine-tune business model, advice on how to mitigate risks and adjust timely where needed

## ***AND***

- ✓ Get the right finance solution: knowledge financial products and financial structuring