Science & Technology Park (STP)

TECHNOPOLIS

Value Added Business Environments For Hi-tech Since 1982

Julia Fomina, Advisor, Technopolis Consulting

TECHNOPOLIS
CONTENTS

• Technopolis technology park concept

• Technopolis business incubator:
  – Incubation processes
  – Internationalisation support
  – Financing mechanisms

• Technopolis development services:
  – For companies
  – For STPs
TECHNOPOLIS GROUP

- First STP in Scandinavia
- Biggest STP in Europe
- 930 company customers: 12,000 experts
- About 400,000 m² ready or under construction
- World class quality business environments for hi-tech customers
- Listed in Nordic exchange since 1999
- Market cap over 300 Mio
MAJOR SHAREHOLDERS  
6/ 2007

% of share capital

City of Oulu 5.8
City of Tampere 3.7
OP Life Assurance Company Ltd 2.2
Varma Mutual Pension Insurance Company 1.8
OP Bank Group Pension Fund 1.6
City of Vantaa 1.5
OP Bank Group Pension Foundation 1.4
Odin Forvaltnings AS 1.4
Finnish Cultural Foundation 1.4
Lappeenranta City Holding Company Ltd 1.3

Foreign and nominee-registered 56.3
THE TECHNOPOLIS CONCEPT

AN EXCELLENT HI-TECH BUSINESS ENVIRONMENT
TEVE BUSINESS INCUBATOR

Technopolis Ventures:
• Technopolis’ non-for-profit daughter company
• 4 sites in Finland
• Ca 180 clients, getting state funds 6 M€/year
• The leading business incubator in northern Europe
• Awarded from European Union and Finnish Association of Science Parks (TEKEL).
• A strong national and international Business Network

Technopolis Ventures results:
• Post-incubation survival rate 86%
• Average growth rate 50%
• Average 5-7 jobs/start-up at exit
TAILORED SERVICES CONSTITUTE A STANDARDIZED INCUBATION PROCESS

0...6 months

Discovery
- FAST TRACK
- Feasibility Studies
- Traffic Light

Evaluation
- Assessment and feed-back on business idea feasibility

Pre-Incubation
- Business Plan
- FAST TRACK
- Pre-Incubation and Kick-off Services

Pre-Incubation Contract

12...24 months

Incubation
- Business Development Road-map

Incubation Contract
- Creation of a solid business platform for business growth

Incubation Services

6...12 months

Acceleration
- Growth Preparation Services

Toward Growth Track
- Preparation for acceleration and internationalization
TAILORED SUPPORT IS DELIVERED AS WELL-DEFINED PRODUCTIZED SERVICES
REASONS TO INTERNATIONALIZE...

Finland

Population 5.2 Million
Area 131,000 sq.miles, of which 10% is water
Forests cover 68% of the country
One of the most competitive economies
BORN GLOBAL™ PROGRAM
One Size does Not fit all

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BORN GLOBAL™ SELECTION

- Technology or knowledge-based, young, innovative company
- The company’s team, technology or business opportunity has potential for significant growth in the global market
- The company can be a potential investment target for a seed or early-stage financier
- Strong will and resources to commit to the program, and determination to market entry in selected target markets

- Companies selected by a panel consisting representatives from Tekes and VC industry
- Two phased selection process: application & business plan and pitching to the panel
MONEY TALKS™ FINANCIAL ADVISORY SERVICES

Financing advice, planning, application preparation and matchmaking services

MoneyTalks™ Forum

MoneyTalks™ Training
MoneyTalks™ Analysis
MoneyTalks™ Public
MoneyTalks™ Private

Financing needs & Alternatives
Applications & Meetings
Pitching & Presentations
**MAY 10th 2007**

Technopolis Ventures Ltd presents

**MoneyTalks™ FORUM SPECIAL**

*in association with Seed Forum International*

**Time**  
Thursday, May 10, 2007, 9:30 – 18:00

**Venue**  
Edison, Innopoli 2, Tekniikankatu 14, Espoo, Finland

**Program:**

09.30  **Registration & coffee**

10.00  **Welcoming remarks**, Tuomas Mäisala, Technopolis Ventures Ltd

10.10  **Getting your message through - it’s all about attitude**  
Keith Silverang, Technopolis Ventures Ltd

10.30  **More than 15 Minutes of Fame: How PR Helps to Get the Top VCs**,  
Juha Rantanen, Netprofile Tech PR

10.50  **Livin’ La Vida Loca - negotiating and living with VCs**,  
Jussi Mononen, Gearshift Group Ltd

11.10  **How to prepare for Due Diligence**, Antti Hemmila, Borenius & Kemppinen

11.40  **Break**

12.00  **Opening of the pitching event**, Tuomas Mäisala, Technopolis Ventures Ltd

12.10  **One-Minute Power Pitches**, 7 to 9 companies

12.30  **Buffet lunch & networking**

13.15  **VIP guest speaker**, Pekka Stivonen, SysopenDigia Plc

13.40  **Sponsor greetings**, Netprofile Tech PR, Gearshift Group, Borenius & Kemppinen

14.00  **Seven-Minute Company Presentations**, 7 to 9 companies

14.45  **Break**

15.00  **Company Presentations continue**

16.30  **Light buffet, drinks & networking**

18.00  **End of event**

**Participation fee:**

- Financiers free of charge
- Companies with presentation 1000 € / 2 persons
- Technopolis Ventures clients 100 € / person
- Other company representatives 150 € / person

**Sponsors:**

- Borenius & Kemppinen
- Gearshift Group
- Netprofile
- Technopolis Ventures

**MoneyTalks™ Forum sponsors:**

- CapMan
- Conor
- EvoTec
- InvenSense
- Nordic Venture Partners
- Teollisuusjohtajat
- Villars

**Networking Events:**

[www.technopolisventures.fi/access](http://www.technopolisventures.fi/access)
FINANCING OF BUSINESS INCUBATION

Clients: incubation and service fees

HelpDesk | Own Incubation | Training | Born Global | EU Projects

Taxes

EU

TEKES

KESKUS

ESPOO

ESBO

Born Global

TECHNOPOLIS
BUSINESS DEVELOPMENT SERVICES

CONSULTING:
- Wide geography
  - whole World!
- Profitable
- Social benefits

BUSINESS DEVELOPMENT:
- Mostly in high tech areas
- Focused to SME & new businesses

REGIONAL DEVELOPMENT:
- Wider focus
- Serves clusters
- Combined finance from local & federal sources, companies, foundations.

NON FOR PROFIT
PUBLIC FINANCE
SOCIAL INTEREST
REGIONAL DEVELOPMENT PROGRAMS

COMMUNITY MARKETING
- Market research & positioning
- Inward investment attraction
- Innovation center imaging
- Community promotion

COMMUNITY DEVELOPMENT
- Tech hub analysis
- Community SWOT
- Inward attraction programs
- Outward acceleration programs

TECHNOPOLIS CONSULTING
- Effective technology parks
- Spreading best practices
- Development programs
  - In Finland & globally

CLUSTERING
- Impact analysis
- Networking programs
- Cluster growth programs
- Clustering strategies & visions

TECHNOPOLIS
AVIAPOLIS: JOINT FORCES TO CREATE INTERNATIONAL BUSINESS HUB

• The work started in 2002
• City of Vantaa has invited major land owners, real estate developers and service providers to join their forces in the biggest public-private partnership in Finland: Aviapolis.
• Aviapolis is a new international city being built around Helsinki-Vantaa International Airport, which is located in Vantaa.
## FINISH SOFT LANDING CENTER

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Technopolis provides long-term STP advisory.
TECHNOPOLIS OPEN TRAINING

• 17-19th of October 2007, Helsinki

• Topics:
  – Support and funding of the Finnish innovation system.
  – How STPs contribute to the innovation systems?
  – How to manage and measure business incubator activities?
  – How to create the perfect infrastructure for hi-tech companies?
  – Why and how to create high class business services for STP companies?
  – Why regional development programs are essential for STP success?

• www.technopolis.fi/calendar
THANK YOU!!!

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