

HEC

PARIS

ALUMNI

Luxembourg for HEC { 3.0 }

Luxembourg

The recruitment
fair dedicated to
Luxembourg

*Thursday 2nd
February 2017*

on campus

(visit our website)

Follow us  

luxembourgforhec.com

HEC
PARIS
ALUMNI

Luxembourg

Programme of the day

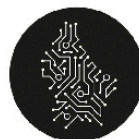
12 pm to 6 pm

- ▲ Recruitment forum
- ▲ Presentations and animations about Luxembourg in the North Gallery

From 6 pm

- ▲ Cocktail for all the sponsors and their guests

luxembourgforhec.com



Digital
Lëtzebuerg

TERALINK
solutions

RTL
GROUP

Post LUXEMBOURG Group

bce
broadcasting center europe

SOCIETE GENERALE

CLEARSTREAM - ALLEN & OVERY

MCKINSEY&COMPANY - ARENDT

DELOITTE - FERRERO - AMAZON - ING

BIL - BANQUE CENTRALE DU LUXEMBOURG

CHINA MERCHANTS BANK - LINKLATERS

MORGAN PHILIPS - CHAMBRE DE COMMERCE

TECHNOPORT - LUXEMBOURG FOR FINANCE



Programme de ce soir

- 19h00 Mot d'accueil par Nicolas Henckes (H.00), président HEC Alumni Luxembourg
- 19h10 Introduction par Monsieur l'Ambassadeur Paul Dühr
- 19h20 Présentation de la House of Entrepreneurship (One-stop-shop) par Nicolas Fries, Business Manager
- 19h30 Le Luxembourg un écosystème innovant et disruptif ! Vraiment ?, par Diego De Biasio, CEO de Technoport
- 19h40 Témoignage d'entrepreneurs français : Wellelse SA
- 19h50 Keynote de Nicolas Mackel: La stratégie Fintech du Luxembourg
- 20h05 Pitch sur le Digital Tech Fund par Rodrigo Sepulveda Schulz, Expon Capital
- 20h15 Questions-Réponses



Nicolas Henckes

Président HEC Alumni Luxembourg

HEC
PARIS
ALUMNI



S. E. M. Paul Dühr

Ambassadeur Extraordinaire et Plénipotentiaire

HEC
PARIS
ALUMNI



Nicolas Fries

House of Entrepreneurship

HOUSE OF **ENTREPRENEURSHIP**

La « HOUSE OF ENTREPRENEURSHIP– One-Stop Shop »



Impulsion du projet

// Evolution de l'entrepreneuriat au Luxembourg

→ Nombre grandissant d'entrepreneurs, nouveaux business models, nouveaux besoins des entrepreneurs

// Accès à l'information rendu complexe

→ Que dois-je faire? Quand? Qui peut m'aider? Où avoir l'information?

// Nombre important & croissant d'acteurs impliqués

→ Administrations, incubateurs, accélérateurs...

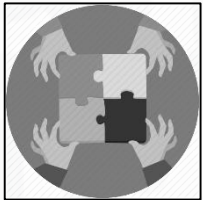
OSS: Vision

- // Devenir le « Grand Guichet Unique » national pour les entrepreneurs
- // Fédérant l'ensemble des partenaires clés au Luxembourg
- // Soutenant l'entrepreneuriat sous toutes ces formes
- // Facilitant la création d'entreprise au Luxembourg

OSS: Objectifs généraux



- // Représenter l'entrepreneuriat luxembourgeois
- // Promouvoir l'entrepreneuriat et l'envie d'entreprendre
- // Rencontrer & dynamiser le microcosme entrepreneurial luxembourgeois



- // Faciliter l'accès aux entrepreneurs
- // Mettre en réseau avec les autres acteurs de l'entrepreneuriat
- // Promouvoir son activité et identifier des opportunités



- // **Faciliter l'accès à l'information**
- // **Mettre en relation et en réseau**
- // **Informier, conseiller et soutenir les entrepreneurs et les entreprises**

One-Stop-Shop : Partenaires

Présence permanente



LE GOUVERNEMENT
DU GRAND-DUCHÉ DE LUXEMBOURG
Ministère de l'Économie



CHAMBRE
DES METIERS
Luxembourg

Présence tous les mardis



nyuko

technoport®
business incubator | coworking place

1535°



LE GOUVERNEMENT
DU GRAND-DUCHÉ DE LUXEMBOURG
Ministère de la Santé



guichet.lu
Grand-Duché de Luxembourg



LE GOUVERNEMENT
DU GRAND-DUCHÉ DE LUXEMBOURG
Ministère de la Fonction publique
et de la Réforme administrative

HOUSE OF **ENTREPRENEURSHIP**
ONE-STOP SHOP

One-Stop-Shop: Catalogue des services

Services aux entrepreneurs	Information et orientation des clients	
	<i>Avec/sans rendez-vous / Mail / Téléphone</i>	<i>Flexibilité et rapidité</i>
	Autorisations et démarches à la création	
	<i>Autorisations d'établissement et d'exploitation, autres</i>	<i>Démarches d'homologation diplômes, RCSL, TVA, CCSS.</i>
	Conseil aux entrepreneurs	
	<i>Conseil juridique (droit du travail, des sociétés...)</i>	<i>Conseil spécialisé (fiscal, stratégie, immigration...)</i>
	Formalités et aides au commerce	
	<i>Carnets ATA, certificats d'origine, Luxtrust, légalisation / dépôt de signature, codes GS1 (EAN), attestation CE.</i>	
	Mise en relation avec les partenaires utiles	

HEC
PARIS
ALUMNI



Diego De Biasio

Technoport SA

technoport[®]

business incubator | coworking | fab lab

Disruptive Business Spaces and Ecosystems

In Luxembourg? Seriously?

Diego De Biasio – CEO Technoport

Paris HEC Alumni – 01.02.2017

technoport[®]

business incubator | coworking | fab lab

Goal

Show (in 10 minutes) what changed since 2012 and the opportunities that exists in Luxembourg !

Mainly 2 public incubators

Very low interest & involvement of corporates

No links with the creative industry sector (design,
film & music industry)

Low numbers - no hackathons – almost no
coworking space

Traditional support schemes



cycle universitaire
informatique
innovation
management
compétences

3e

Université de Bourgogne
Campus de Dijon
10 rue de la Liberté
21078 Dijon Cedex 9
Téléphone : 03 80 39 30 00
Fax : 03 80 39 30 01
www.univ-bourgogne.fr

Services à l'innovation

Presse

Presse

Services à l'innovation

LES CLASSEMENTS

Journal

NEWSLETTER

EM

Journal

NEWSLETTER



technoport[®]

business incubator | coworking | fab lab

Today

A 'new' Technoport

A 'new' Ecosystem



technoport[®]

business incubator | coworking | fab lab



INCUBATEUR TECHNOPORT

technoport

business incubator | University of Leuven

- LABORES
- START-UPS
- INNOVATION
- ALUMNI
- TECHNOLOGY
- SERVICES
- NETWORK
- OFFICES
- SUPPORT
- TRAINING
- EVENTS
- PARTNERSHIP
- CONTACT





KIKKO

www.makikko.com

L'atelier du futur
Louez-moi !
Le spécialiste des locations
de vos événements
...
...
...
makikko.com

CREW

technoport®

business incubator | coworking | fab lab

We are on the map

Technoport proud
being ranked **#7** within **World
Top 10 University Associated
Business Incubators in 2015!**



technoport®

business incubator | coworking | fab lab

DX-STUDIO

DIGITAL EXPERIENCE STUDIO

The DX-Studio is a digital workshop facility that supports entrepreneurs in developing innovative digital technologies with access to latest technologies !





PROJECT
AP5

#BYE
4R

PLAYSEAT

PLAYSEAT

PLAYSEAT



technoport®

business incubator | coworking | fab lab



FAB LAB

XL

AVAILABLE EQUIPMENT

CNC milling machine
industrial robot
vacuum press
laser cutter
3D printer

WORKSHOPS

CAD/CAM
SUPPORT

&+

INFORMATION:



fablablux.org
www.technoport.lu/fablab



fablablux@technoport.lu

+352 28 56 42 1

 **1535°**
CREATIVE HUB DIFFERDANGE

115a, rue Emile Mark
L-4620 Differdange



technoport[®]

business incubator | coworking | fab lab

Company examples



Product

Clients

Academy

About us

+1 646 712 9441

 US [\(change\)](#)

Login

Alerts/Search

Free Demo

Put Social Data Intelligence to Work. Instantly.

Find actionable insights using advanced social media monitoring & analytics.

Free Demo

We use cookies to enhance your experience when visiting our website. [Read more about our Privacy Policy.](#)



technoport[®]

business incubator | coworking | fab lab

Company examples

tada^{web}

Tadaweb Philosophy

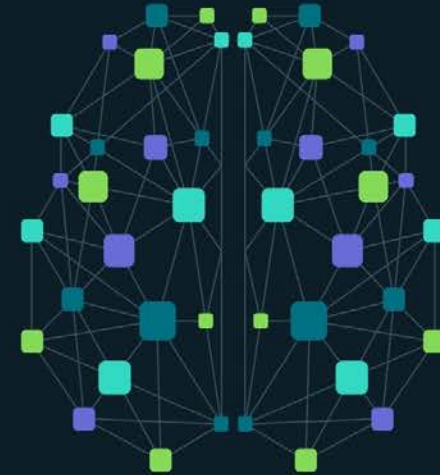
Team

We're Hiring

Tadaweb is the first small data platform designed to clone and amplify human intelligence for web data collection and analysis.

Our technology is already trusted by a number of leading governments to help identify, track and capture even the most volatile, multi-source web data.

Precision Intelligence. Amplified.



Tadaweb is proud to be partnering with

 Cisco Entrepreneurs
in Residence

Tadaweb is a Disrupt 100 company

DISRUPT
| 

technoport[®]

business incubator | coworking | fab lab

Company examples



[Mining](#)

[Technology](#)

[Missions](#) ▾

[The Company](#) ▾



Asteroid Mining

Explore Space Resources

technoport®

business incubator | coworking | fab lab

Corporate programs



vodafone

technoport[®]

business incubator | coworking | fab lab

Opportunities

Life Science Incubator facility

(2017) – 600 sqm

Automotive Incubator facility

(2018) – 1.500 sqm

technoport[®]

business incubator | coworking | fab lab

Thank you for your attention!
And do not hesitate to join a
vibrant ecosystem

Follow our activities

Internet : www.technoport.lu

Twitter : @fablablux ; @Technoport_Lux



Dr. Adam M. SELAMNIA

Wellelse SA

HEC
PARIS
ALUMNI



Nicolas Mackel

Luxembourg for Finance



Rodrigo Sepulveda Schulz

Digital Tech Fund (Expon Capital)



EXPON
CAPITAL

The Digital Tech Fund

Financing seed-stage companies in Luxembourg

Feb 2017

www.digitaltechfund.com

Digital Tech Fund (DTF)

- 20,3 M€
- Managed by Expon Capital
- Minority investments in 20 companies over 6 years
- Early-stage
- LPs : large public & private investors from Luxembourg (including 3 telcos & 3 banks)
- Closed, launched April 2016



Digital Tech Fund - Mission

- Help turn Luxembourg into a **startup nation**
 - Promote the country as an attractive location to start and build a new business
- Fund **entrepreneurs**
 - Already based in Luxembourg
 - Or willing to relocate to Luxembourg
- Fund **Spin-offs** from the University of Luxembourg

Digital Tech Fund - Financing

- 100k€ to 600k€ initial investment
- Up to 1.6m€ in a single company over several rounds of financing
 - Equity or convertible debt
- Potential co-investments of DTF corporate investors
- Potential partnerships with DTF investors

Digital Tech Fund - Investment Criteria

- Innovative ICT product and services
 - With a proof of concept or more (TRL* 7+)
 - That can hit the market within 1 year
 - Areas of special interest : BigData, Cybersecurity, FinTech, Digital Health, IoT, Digital Learning, Satellite telecommunications & services, next-gen communication networks...
- With a registered office in Luxembourg
- First rounds of financing
 - Less than 7 years old

* TRL: Technology Readiness Level

Expon Capital

- Investment Fund Management Company
 - Independent, privately-held by the founders
 - Founded in June 2015
 - Based and regulated in Luxembourg
- Senior Investment Team
- Two funds:
 - 1 seed fund closed (**Digital Tech Fund**)
 - 1 multi-stage fund currently raising (**Expon I**)

Experienced + Complementary Senior Team



ALAIN
RODERMANN



JÉRÔME
WITTAMER



MARC
GENDEBIEN

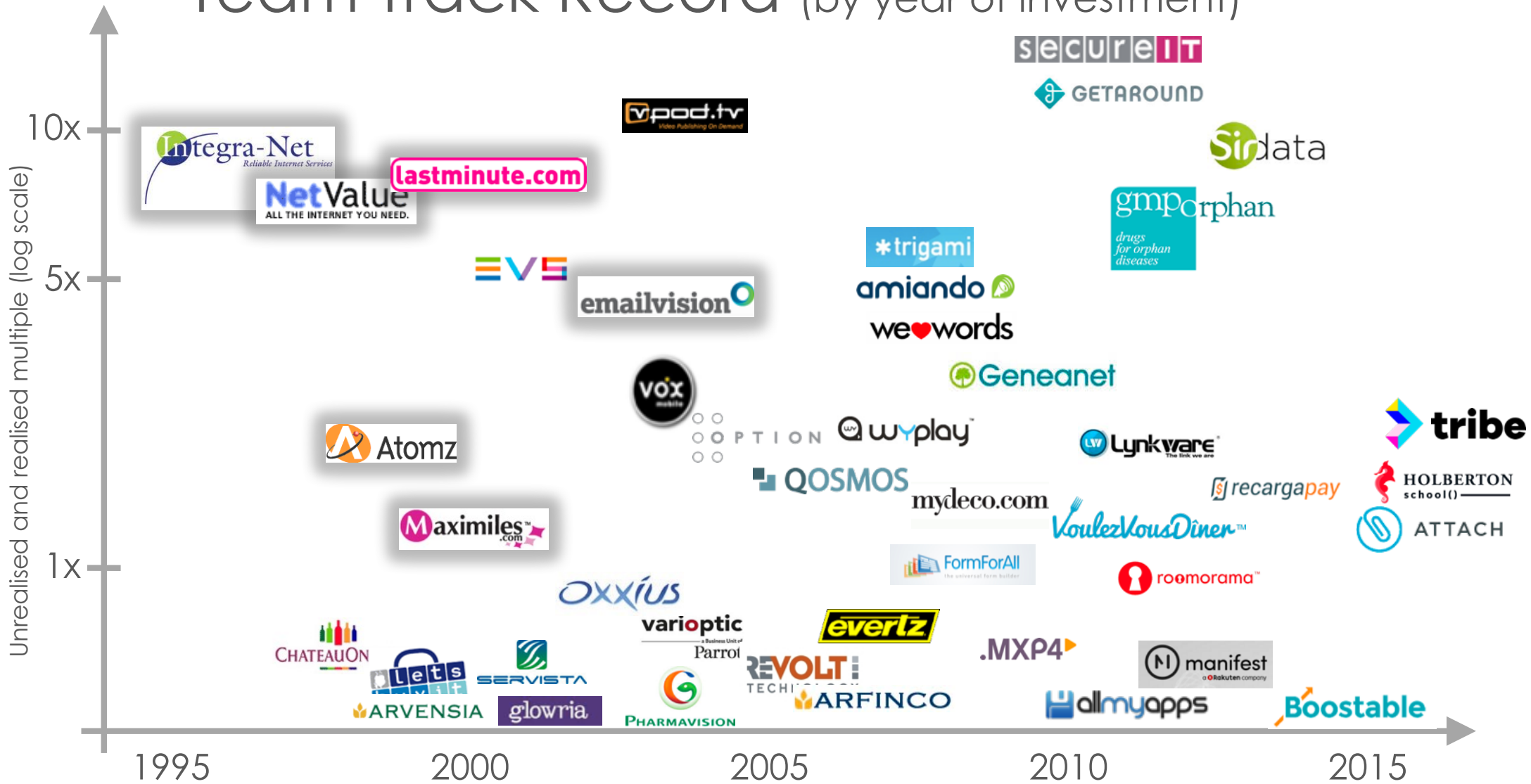


RODRIGO
SEPÚLVEDA SCHULZ



- 50** VC investments carried out (seed to late stage) in 10 countries
- 31** Years experience in VC Investments
- 20** Years hands-on experience as CEO, CFO, CMO & CTO
- 350** Expon Angels (a global network): tech entrepreneurs, business angels, VC, C-level executives in tech companies

Team Track Record (by year of investment)




A targeted DTF Advisory Board



 Marie d'Huart
#social Impact
#Brussels
International Lawyer,
Managing Partner Cap Conseil




 Huy Nguyen Trieu
#fintech
#London
CEO Disruptive Group
formerly banker at Citi



 Etienne de Rocquigny
#FundModelling
#Paris
President, OperationData
Co-founder, TheGreenData



 Laurent Kott
#UniTechTransfer
#Paris
President of IT-Translation,
formerly INRIA Transfert

Complementing the Expon Capital Advisory Board



Carlo d'Asaro Biondo



President EMEA Strategic Relationships at *Alphabet, Inc.* Formerly, SVP SEEMEA *Google Inc.*, CEO International *Lagardère Active*, President AOL Europe, SVP Telecoms Unisys, CEO *KPMG Consulting France*.



Henri Seydoux



Founder and CEO of *Parrot*, global leader in Bluetooth solutions, and IoT and Drones manufacturer.
Angel investor (*Devialet, Louboutin...*)



Brad Feld



Early-stage investor. MD *Foundry Group* (VC), co-founder *TechStars* (global network of accelerators); co-founder *Mobius Venture Capital, Intensity Ventures*.



Salim Ismail



Founding Executive Director and Global Ambassador for *Singularity University*. Formerly VP at *Yahoo!*; co-founder of *confabb.com, PubSub Concepts...* Sought-after speaker worldwide. Author.



Jean Zurstrassen



FinTech expert & serial entrepreneur, founder of *Skynet, Keytrade, Ogone*.



Henri Moissinac



Head of Consumer Partnerships EMEA at *Uber*. Formerly Director Mobile partnerships at *Facebook* (grew mobile users from 3m to 980m); Head of *eBay Mobile*.



Carlos Ramon



Globalization expert, Executive VP at *Peoplesoft, Akamai, Silverspring Networks, Conviva*



Jacob Hsu



CEO of *Symbio*, a global software engineering and R&D services company. Angel investor.

Launch of DTF with Deputy Prime Minister, Minister of the Economy, Étienne Schneider



12 April 2016

Contacts

Alain RODERMANN

alain@exponcapital.com

+352 621 513 505

 @alroder

Rodrigo SEPÚLVEDA SCHULZ

rodrigo@exponcapital.com

 @rodrigo

www.exponcapital.com

Jérôme WITTAMER

jerome@exponcapital.com

+352 661 353 319

 @JeromeWittamer

Marc GENDEBIEN

marc@exponcapital.com

+352 621 357 651

 @marcgendebien

Expon Capital

13-15 Parc d'Activités

L-8308 Capellen

HEC
PARIS
ALUMNI



Avez-vous des questions ?

HEC
PARIS
ALUMNI

Luxembourg

Programme of the day

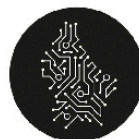
12 pm to 6 pm

- ▲ Recruitment forum
- ▲ Presentations and animations about Luxembourg in the North Gallery

From 6 pm

- ▲ Cocktail for all the sponsors and their guests

luxembourgforhec.com



Digital
Lëtzebuerg

TERALINK
solutions

RTL
GROUP

Post LUXEMBOURG Group

bce
broadcasting center europe

SOCIETE GENERALE

CLEARSTREAM - ALLEN & OVERY

MCKINSEY&COMPANY - ARENDT

DELOITTE - FERRERO - AMAZON - ING

BIL - BANQUE CENTRALE DU LUXEMBOURG

CHINA MERCHANTS BANK - LINKLATERS

MORGAN PHILIPS - CHAMBRE DE COMMERCE

TECHNOPORT - LUXEMBOURG FOR FINANCE

