Free Bavarian Business Support Programs – document available online at www.bavaria.org/freeprograms/ – clickable links!

YEARLY CONFERENCES These conferences are the first step towards transatlantic expansion. We can sponsor your attendance.

When & Where	Name	Who Is Eligible	Description	What We Sponsor
September, this year: September 24, 2017 Munich, Bavaria	Bits & Pretzels	international startups with MVP and >€3M funding international startup-scene multipliers	3-day founders festival connecting 5,000+ startup enthusiasts with 300+ guest speakers (i.e., Richard Branson, Kevin Spacey), international founders of well-known startups (i.e., Airbnb, Zendesk), and leaders of Europe's startup and innovation scene.	for multipliers: attendance, accommodation for startups: sometimes, free attendance (no slots in 2017)
Autumn, this year: October 25, 2017 New York, NY	OktoberINVESTfest	investors anyone interested in transatlantic expansion and partnerships	One-day investors and partnering conference presenting companies interested in transatlantic expansion to potential investors and partners.	for investors & presenting companies: free attendance
February, this year: February 20, 2018 Munich, Bavaria	MUST – The Munich Summit	post-seed technology startups with a business model, ready product/service, the capability to engage with industry partners	Two-day dealmaking conference bringing together international science and technology startups with German industrial leaders, technology companies (i.e., BMW, EOS, Siemens), investors, and the Munich startup ecosystem.	attendance (€1,000 value) travel voucher (€1,000 value)
June, this year: June 6, 2018 Munich, Bavaria	Manufacturing Leadership Forum	companies with manufacturing-related products / services	Three-day conference on Smart Manufacturing attended by high-profile industry representatives with the capability to make purchasing decisions.	attendance ($1,300 value)

ACCELERATORS & INCUBATORS Many of these programs accept companies not incorporated in Bavaria.

Name	Who Is Eligible	Where	Description
Agro Innovation Lab by BayWa & RWA (top global players in agro)	Startups in agriculture or related areas, with scalable offer, with limited liability legal entity.	Munich	Accelerator program offering broad agricultural & entrepreneurial knowledge, selected mentors, access to a high-level network and investors. The establishment of a long-term cooperation between startups and BayWa / RWA is one of the key objectives.
Entrepreneurship Center by LMU Munich)	Entrepreneurs, early-stage startups	Munich	Incubator offering free office space, coaching, access to network of 12k entrepreneurs, LMU EC events, teaching and qualification programs.
ESA Business Incubator	SpaceTech startups in non-space applications, domiciled in EU, no older than 5 years, with founder owning ≥50%	Greater Munich Area (Oberpfaffenhofen, Ottobrunn) and Nuremberg	Two-year incubator offering incentive funding of €50k and loan of €50k, technical support and expertise from renowned partners (German Aerospace Center, Airbus Defence & Space, Fraunhofer Insitute for Integrated Circuits IIS), office space and shared facilities, business development support and advice, access to tailored coaching activities, network.
Gate Garching	Technology startups of ≥3 years, in AI, Automotive, Big Data, IoT, Health, MedTech, Mobility, Robotics, Smart Energy, Software	Greater Munich Area (Garching)	Incubator facilitating expansion of SMEs by providing suitable areas, intensive coaching and legal advice as well as networking and partnering opportunities with research institutions, companies. Member of European Business and Innovation Center Network.
GoGlobal	Innovative, growth-oriented startups, in healthy living, active aging, improved healthcare, with product, revenues, European expansion plans	European Metropolitan Region Nuremberg (Germany's #1 MedTech Region Medical Valley)	One-week accelerator providing valuable insights into European healthcare market: Meet with market experts & industry leaders in seminars, workshops, site visits. Get insights in German / European regulatory & reimbursement systems. Start building your network, acquire first business partners. Exchange experiences with successfully established European companies. Visit MedTech Trade Show MT Connect. Pitch at the Annual MedTech Summit, the EU's #1 conference.
IZB / BioM	Startups in Life Sciences, mainly BioTech, domiciled in Bavaria	Greater Munich Area (Planegg-Martinsried, Freising-Weihenstephan)	Incubator and cluster organization supporting you through business consulting, mentoring, funding advice. Located on Germany's largest life science campus, which hosts world-renownded institues (Max Planck, Helmholtz,Fraunhofer), universities, hospitals.
Starburst	Startups in Aviation and Aerospace	Munich	1.5 to 2-year accelerates providing support on growth strategy, access to seed funding, access to the largest aerospace group stakeholders to get your first 1M$ contract.
TechFounders by UnternehmerTUM (Entrepreneurial Hub @ Technical University Munich, Germany's #1 university)	Late early-stage tech startups, aiming for a pilot or PoC with industry partners	Greater Munich Area (Garching)	International, 20-week accelerator, providing your tech startup with the opportunity to develop your business alongside world leading corporations. Furthermore, this program connects you with venture capital firms.
Werk.1	Early-stage startups	Munich	Incubator offering office space with infrastructure facilities, workshops, events about technology or entrepreneurship, consulting, coaching.

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GENERAL SUPPORT PROGRAMS We can set up meetings for you with all of these institutions.

Backers	Program	Description
Bavarian State Ministry of Economics and Media, Energy and Technology	BayStartUP	Initiative backed by private sector supporting startups by offering startup-investor matching, coaching, networking with businesses and investors, workshops, business plan competitions.
	Gruenderland Bayern (Founders' Land Bavaria)	Initiative supporting startups with assistance in in financing and subsidy applications, office space and services, events (specialist conferences, seminars, networking).
	Nuernberg-Fuerth for Excellence	Initiative subsidizing foreign SMEs by providing them with customized premises and services to enable them to gain an organizational foothold in the region.
	ZD.B - Zentrum Digitalisierung Bayern (Digitisation Center Bavaria)	Unique research, cooperation and foundation platform cooperating with businesses, science institutions, associations and public organizations. Tasked with increasing the pace of digital development. Main activities are coordination of business and science cooperation, start-up support, monitoring of social IT dialogue.
Federal Republic of Germany, German Digital Association Bitkom, 12 Insurance Companies (i.e. Allianz, Munich:RE)	Digital Hub InsurTech, run by Werk1	State-wide platform for research, cooperation, innovation and start-up activities focusing on digital innovation and insurance. Includes joint virtual communication platform, incubator, co-working / event space, exchange with network of international research & business partners.
Federal Republic of Germany, German Digital Association Bitkom, Mobility Companies (i.e., Audi, BMW, Daimler, IBM)	Digital Hub Mobility, run by UnternehmerTUM	State-wide platform for research, cooperation, innovation and start-up activities focusing on digital innovation and mobility.

FUNDING All of these programs require you to have a significant commercial unit in Bavaria.

Investor	Program	Who Is Eligible	Specifics	Additional Services
BayBG – Bayerische Beteiligungsgesellschaft (Investment Trust of Bavaria)	Various BayBG Programs	SMEs, with significant commercial unit in Bavaria, seeking capital for startup, growth, company succession, turnaround	up to €7M for company share	consulting research PR network access
Bayern Kapital (VC Holding of Bavaria)	1) Seedfonds Bayern (Seed Fund Bavaria)	HighTech startups in seed stage, with significant commercial unit in Bavaria, not older than 12 months, seed investment sought to reach proof of technics	up to €750k vc for 18.75% of company shares up to €1.75M vc follow-up financing founder / side investors add €50k	business-specific mentoring network access
	2) Clusterfonds Bayern (Cluster Fund Bavaria)	HighTech startups at the end of seed stage, with significant commercial unit in Bavaria, not older than 24 months, investment sought to reach proof of market	up to €500k vc for 10% of company shares founder / side investors add €100k	business-specific mentoring network access
	3) Innovationsfonds (Innovation Fund)	HighTech SMEs, with significant commercial unit in Bavaria, seeking equity to finance new product or process, private co-investor on-board	up to €2M for company share in joint investment	business-specific mentoring network access
	4) Wachstumsfond Bayern (Growth Fund Bavaria)	HighTech startups with completed A round, with significant commercial unit in Bavaria, seeking ≥€4M equity for diversification & expansion, private co-investor on board	up to €8M for company share in joint investment	business-specific mentoring network access
HighTech Gründerfonds (HighTech Founders Fund)	HighTech Gründerfonds (HighTech Founders Fund)	HighTech startups in seed stage, domiciled in Germany, not older than 12 months, seeking equity to reach prototype / proof of concept	up to €600k vc for 15% of company shares up to €1.4M vc follow-up financing founder / side investors add 10% of investment	subordinated company loans available other models w. joint investors possible strategic & operational advice available network of investors & mentors
UnternehmerTUM VC (VC fund of Entrepreneurial Hub @ Technical University Munich, Germany's #1 university)	UnternehmerTUM VC	B2B startups in seed or series A stage, incorporated in Germany, in Industrial Technologies, Smart Enterprises, Mobility, Smart Cities	tickets of €500k - €2M, depending on company stage and risk profile	industry knowledge entrepreneurial expertise active network access to sector experts & VC investors

GRANTS All of these programs require you to have a significant commercial unit in Bavaria.

Sponsor	Who Is Eligible	Program Name	Description	Sectors Supported	Volume Per Project
European Union	Legal entities established in an EU member state	Horizon 2020	Biggest EU research & innovation programme ever with nearly €80 billion of public funding available over 7 years (2014 to 2020). It aims to create scientific breakthroughs and to take great ideas from the lab to the market.	· Agriculture/Forestry · Aquatic Resources · Bio-based Industries · Biotechnology · Energy · Environment · Food & Healthy Diet · Health · ICT · Key Technologies · Raw Materials · R&D Infrastructures · Security · SMEs · Social Sciences · Society · Space · Transport	average: €2M
Federal Republic of Germany	SMEs with a commercial unit or office in Germany	Central Innovation Programme for SMEs	Funding programme for SMEs which want to develop new or significantly improve existing products, processes, technical services. Open to all branches/technological sectors.	· All	up to €380k
		MedTech Clinical Trials Program	Programme funding clinical trials for MedTech SMEs in order to help migrate MedTech solutions into patient care as quickly as possible.	· MedTech	up to 50% of eligible costs paid
German State of Bavaria	companies with a registered office, plant or branch in Bavaria	Bavarian Research Foundation	Institution funding and promoting innovative application-based research conducted in industry-science cooperations.	· Energy & Climate · ICT · Life Sciences · Materials Science · Mechatronics · Micro Systems · Nanotechnology · ProcessTech · ProductionTech	up to 100% of eligible costs paid
		Bavarian ICT Program	All these programs support financially risky joint R&D efforts between companies (and research institutes) in order to accelerate implementation in products, services, businesses. BayINVENT also supports one-company efforts.	· ICT	up to 50% of eligible costs paid
		Bavarian ESys Program		· Electronic Systems	
		BayBIO		· BioTech	
		BayEMA		· Mobility	
		BayINVENT		· Energy & Environment	
		BayMED		· MedTech	
		BayNW		· New Materials	
		BayTOU	BayTOU focuses on supporting technologically and economically risky projects in the start-up phase. It supports the creation of new products, processes, jobs.	· Technology-based Entrepreneurship	up to 45% of eligible costs or up to €150k paid
		BayTP	BayTP supports SMEs in projects to develop technologically new or significantly improved products, processes, knowledge services, as well as in projects applying new technologies in companies.	· SMEs	up to 35% of eligible costs paid
		Digitalbonus	This program supports companies in using ICT to create or improve products, services and processes. It also supports the introduction or improvement of cybersecurity.	· SMEs	up to 50% of eligible costs paid
	companies with a registered office, plant, branch in Franconia	Support Initiative Franconia - Model Region for Digital Health	This program supports joint R&D efforts in the field of digital health, which bear the potential of being easily applied in patient care. The integration of hospitals, pharmacies and doctors is explicitly desired.	· Digital Health	up to €1M

...and for everything else, you have us: The Bavarian U.S. Offices for Economic Development, a division of Invest in Bavaria.

We assist US companies in their expansion to Europe.
As a government agency, our services are cost-free, confidential and include:

1. Planning and Preparation
   - Key data on general market conditions, business environment
   - Round-up of relevant industry and technology networks
   - Overview of basic legal and taxation issues
   - Facilitating contacts with qualified service providers and experts
   - General overview of support, incentive and funding programmes in Bavaria

2. Location Search and Site Selection
   - Joint development and project-specific location factors
   - Identification of suitable sites and commercial premises
   - Organisation and planning of visits
   - Networking with local partners, service providers
   - Identification of applicable support and incentive schemes
   - Contact with appropriate support and funding institutions

3. Implementation
   - Coordination and consultation with all relevant project partners
   - Facilitating contacts with industry and technology networks and platforms, service providers and specialists
   - Arranging meetings with funding and support institutions
   - Communication and liaison with public administrators and local economic development bodies
   - Assistance with personnel and recruitment issues through our good links with Federal Labour Agency and private recruitment agencies, consultants

4. Growing in Bavaria
   - Information about the full range of Bavaria's public business support programmes such as entry into new markets, participation in international trade fairs, international cooperation and research and development
   - Access to Bavaria's network of international trade representatives (there is more of us!)
   - Contacts to communities, organisations, institutions of your native country in Bavaria
   - Information about useful company and industry directories and networking platforms
   - Invitations to our networking events and information about those of our partners and related organisations

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