



BUILD SCALE

EXPAND REACH

**DELIVER GLOBAL
AMBITION**

Supports for Start-Ups

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Performance of Enterprise Ireland backed companies 2017



Total jobs

209,338

employed in Enterprise
Ireland backed Companies



Total new jobs

19,332

new jobs created

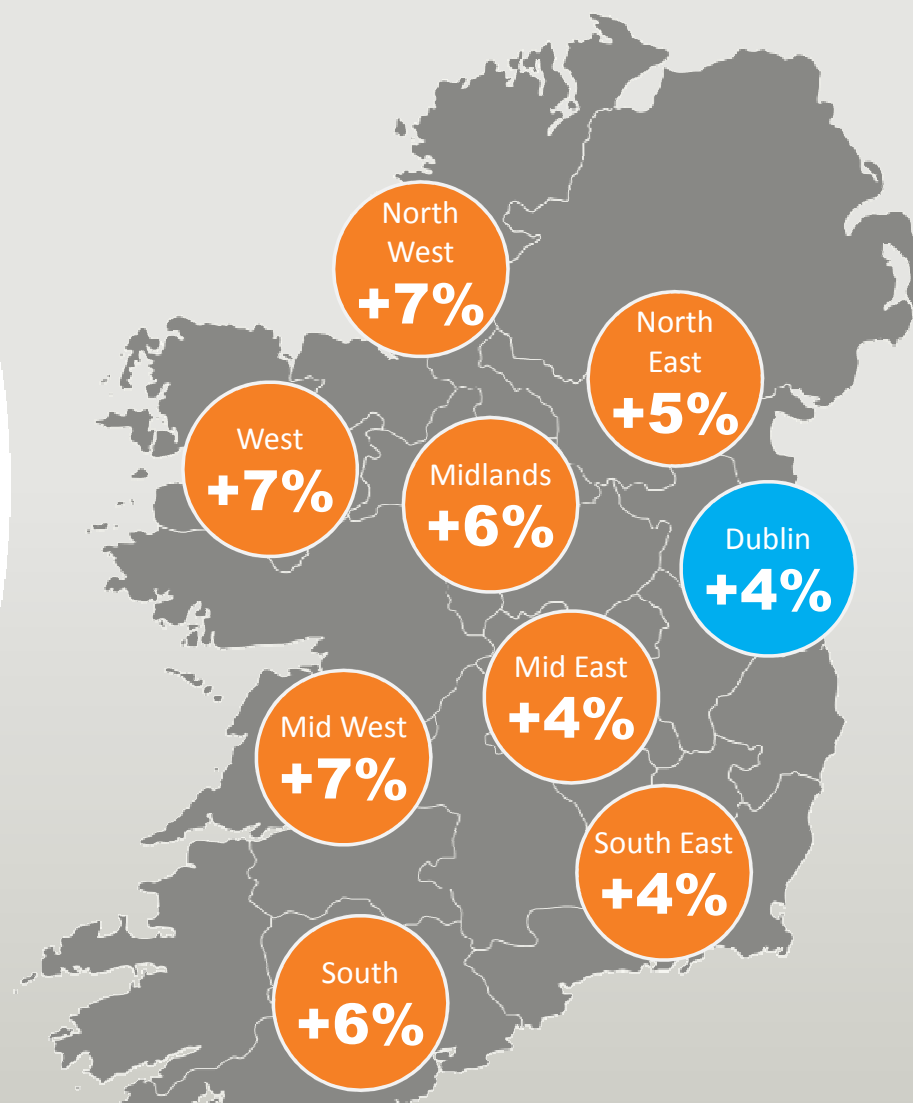
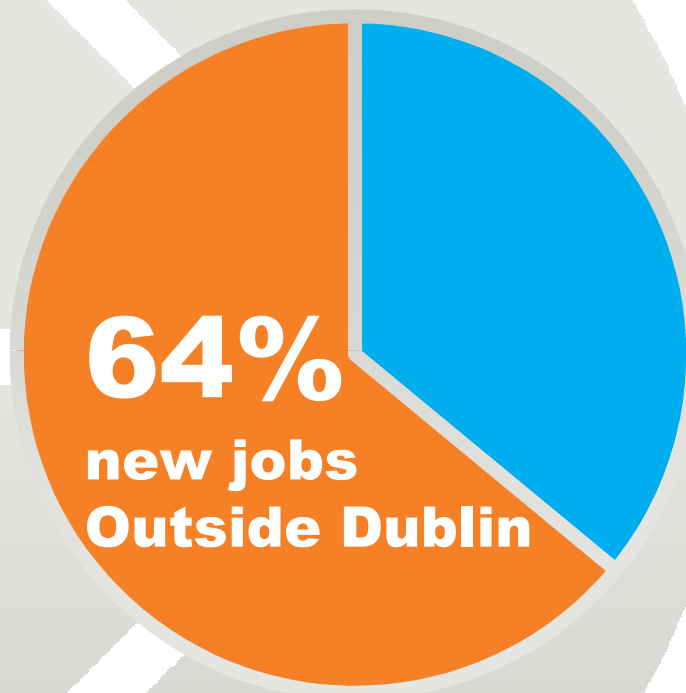


Net jobs

10,309

net new jobs created
**highest in the history
of the Agency**

Employment Growth in every region



Employment Growth in every Sector



↑ **8%**
Construction



↑ **6%**
Digital Tech



↑ **4%**
Food



↑ **8%**
Engineering



↑ **8%**
LifeSciences



↑ **5%**
ICT



↑ **6%**
Electronics

HPSU results.....

Start-Up Activity in 2017



€31m

Total Enterprise
Ireland investment
in Start-Ups



91

New Competitive
Start Fund (CSF)



90

High Potential
Start-Ups
supported



67

Female led
Start-Ups



18

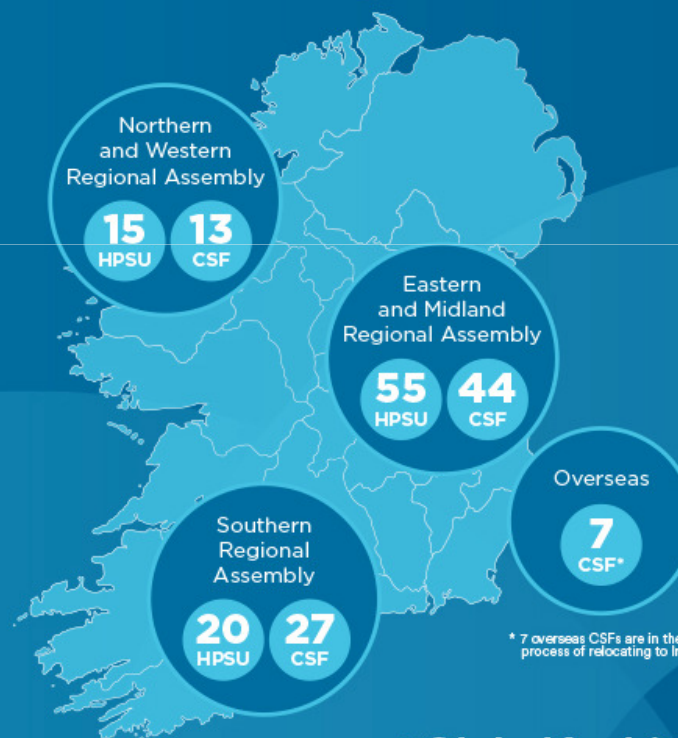
Investments
in Overseas
Entrepreneurs



15

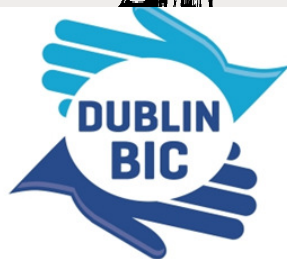
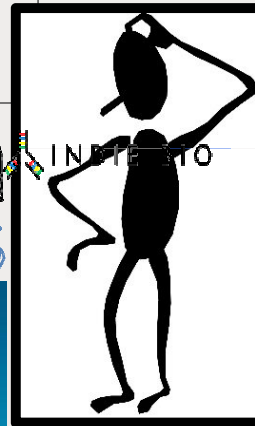
High Potential
Start-Ups from third
level research

 **ENTERPRISE
IRELAND**



#GlobalAmbition

Start-Up Landscape



START

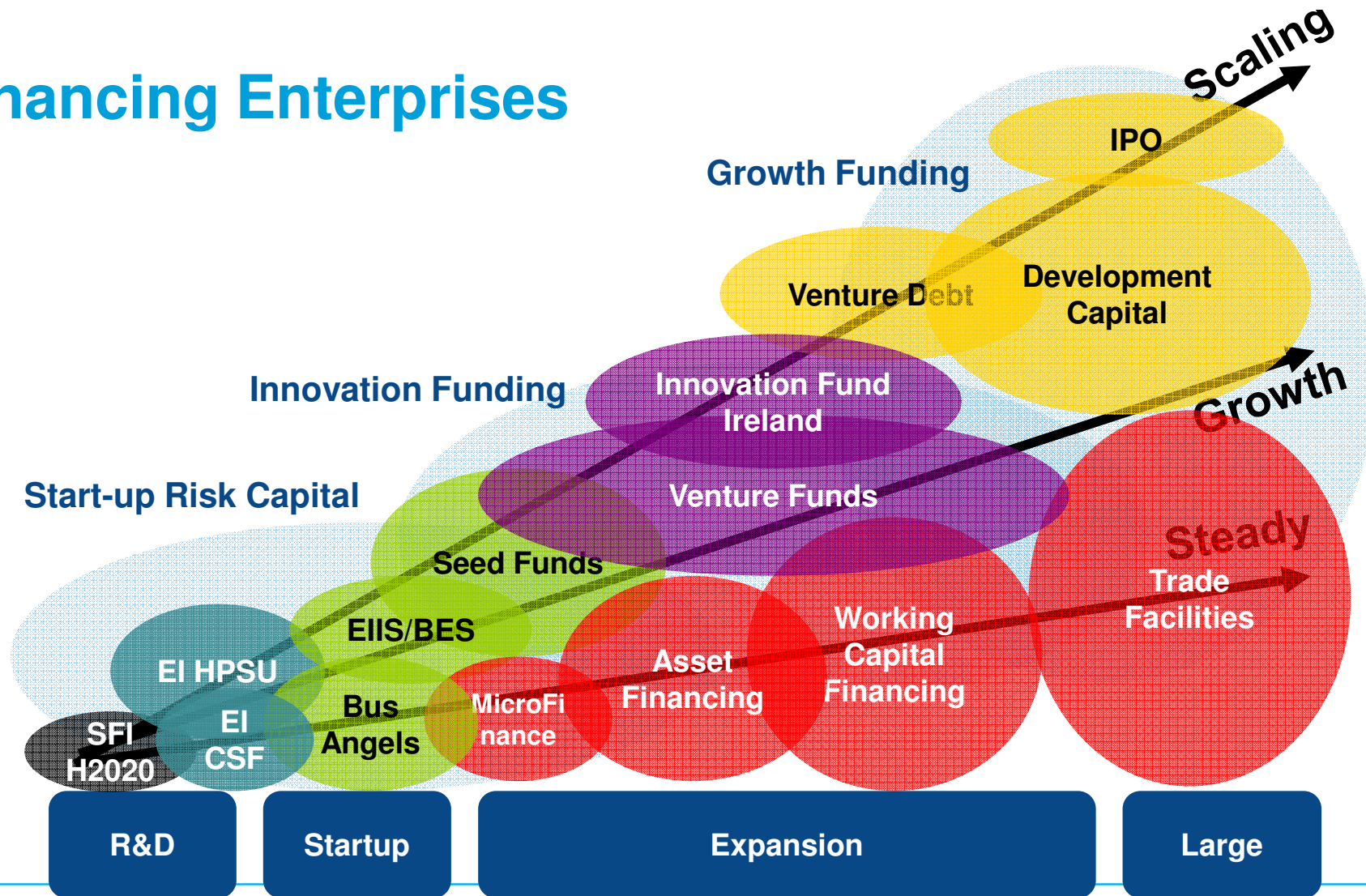


INNOVATE



SCALE

Financing Enterprises



Invest Indirectly...Funding Schemes 1994 - 2018

Development/Growth Capital

- MML Growth Capital Partners
- Carlyle Cardinal Ireland
- BDO Development Capital Fund

€1.3Billion
Total Funds Raised

€562million
Committed by EI

50+
Funds

6
Programmes



ICT

- Atlantic Bridge
- ACT Venture Capital
- Delta Partners
- Frontline
- Kernel
- Investec
- Enterprise Equity
- DBIC
- SOSv

- Highland Europe Technology Group
- Arch Ventures

Life Sciences

- Fountain Healthcare Partners
- Seroba

- Arch Ventures
- Lightstone Ventures
- Sofinnova Venture Partners

How We Work With Start-ups...

Identifying

Over 2,000 enquiries

900 Business Plans

Accept 450

HPSU Start



0-18 Months

Fast Track

Engage HPSU Accelerate DA & IC

HPSU Accelerate



24 Months

Fast Track

Exit 100 HPSU

Funding supports

[HPSU Feasibility Grant](#)

[New Frontiers Entrepreneur Development Programme](#)

[Innovation Voucher](#)

[Mentor Grant](#)

[Competitive Start Fund \(CSF\)](#)

[Innovative HPSU Fund \(Equity\)](#)

[Market Discovery Fund](#)

[Horizon 2020](#)



Using the Lean Canvas as a Foundation, The SPRINT Programme Aims to Assist Clients to:

- Identify their ideal customer profile and segmentation model.
- Develop a compelling customer value proposition.
- Develop a financial framework model for the business.
- Learn about the funding journey and funding options available.
- Understand the sales process and the importance of customer validation.
- Develop a clear route to market strategy.
- Develop a pitch deck for investors.
- Develop a network for ongoing support and advice.





HPSU FOUNDERS FORUM

an Enterprise Ireland initiative



The HPSU Founders Forum helps clients grow their business rapidly through:

- Understanding sweet spot customers and how to differentiate from competition.
- Gaining an appreciation of how to grow international sales.
- Learn how to generate and manage cash to position the company for growth.
- Creating a strong team capable of accelerating the company's growth
- Building a strong network of other founders with the same goals.



START



INNOVATE



SCALE

Smart Energy clients (1)

- **Automsoft** - provides the data backbone for managing data generated by sensor networks, control systems and devices.
- **Biomass Heating Solutions** - Fluidised Bed Combustion heating systems
- **C&F Green Energy** - Small and medium sized wind turbines
- **Crowley Carbon** - Carbon management systems
- **Cylon Controls** - Cloud-based smart energy controls/management systems for buildings
- **Eirdata Control Systems** - Energy management services for commercial, industrial and public sectors
- **Episensor** - Wireless monitoring solutions for renewable energy systems.
- **Endeco Technologies** - energy aggregator and grid balancing technology specialist
- **E-Tec Power** - Power systems solutions provider of generators, UPS systems, DC systems, switchgear & software
- **Frontline Energy & Environmental** - Smart engineering company which delivers Facilities and Energy Management services.
- **Glen Dimplex** - Geothermal energy solutions

Smart Energy clients (2)

- **Hanley Energy** - Critical power and energy management infrastructure solutions
- **HDS Energy** - Biomass energy plants
- **Hub controls** - Programmable smart controller device for zonal control
- **IKON Semiconductors** - innovative, integrated & efficient solutions for the LED lighting industry
- **NVP energy** - Low Temperature Anaerobic Digestion (LT-AD) wastewater treatment process
- **Nualight** - refrigerated display illumination (LED's)
- **Patina Lighting** - High efficiency luminaires and lighting systems
- **Proair** - Heat Recovery Ventilation (HRV) units.
- **Rockbrook Engineering** - Lighting control, building management & process control systems
- **Verteco Energy** - Energy management specialising in advanced building control systems
- **Wattics** – Energy management software