



Star Venture Programme

# Application Guideline

## Who we are

The European Bank for Reconstruction and Development (EBRD) belongs to a family of multilateral development banks. As a development bank, our main mission is to help businesses and economies thrive. Through our financial investment, business services and involvement in high-level policy reform, we are well placed to promote entrepreneurship and change lives. We operate in 38 countries of operation, helping them to transition to market economies. We invest around €10billion a year into private and public sectors including enterprises, financial institutions, venture, as well as public entities.

Everything we do pursues the goal of advancing the transition to open, market economies, whilst fostering sustainable and inclusive growth. We operate in 38 economies that in one shape or form are striving to achieve that transition. We invest around €10billion a year into a mix of small, large private firms, local banks and microfinance institutions, venture capital and local and national authorities. Our aim is to provide the right financing and a strong valuable partnership to help these bodies grow and develop their own skills.

The Bank is unique in its outreach to small and medium-sized enterprises (SMEs). Not only do we directly and indirectly finance €1.24 billion to over 200,000 SMEs a year, but we also directly advise more than 2,400 small businesses a year.

We decided to extend our focus beyond SMEs into the early-stage business space. Here, the Bank has begun investing in a number of young venture capital funds in the regions and mobilising know-how through our **Star Venture programme**. Through the Star Venture Programme, the EBRD aims at identifying high potential start-ups and to mobilise globally sourced expertise to help these nascent firms to scale up rapidly. Star Venture leverages a dedicated network of mentors and advisers to channel a whole range of bespoke advisory services and industry best practices to start-ups, while also supporting accelerators in order to benefit the wider entrepreneurial ecosystem.

Currently, the programme is operating in the Southern and Eastern Mediterranean (SEMED), the Western Balkans region, Turkey, Bulgaria, Romania, Moldova and now Greece, supporting over 350 early-stage companies with the plan to expand to other regions within the EBRD's geographies over the coming years.



## Star Venture Programme

### What we offer

The programme will be delivered on a competitive basis and enterprises selected will join the cohort of dynamic venture teams in an intensive and tailored 18-month experience-based support programme. The programme includes systematic business diagnostics workshops, customised consulting projects, online/in-person mentoring sessions, global networks of business partners, access to finance/market as well as advice on financing mechanisms, extended international networks of customers and channel partners, entrepreneurs, high level business executives, and international soft landings. The areas of support and intervention will depend on the competencies and needs of the individual enterprises and could include:

Support Area	Support Input Examples
<ul style="list-style-type: none"> <li>• Strategy and Planning</li> <li>• Engineering and Technical Solutions</li> <li>• Fundraising and Financial Management</li> <li>• Accounting and Financial Reporting</li> <li>• ICT and Digitalisation</li> <li>• Innovation, IPR and Licencing</li> <li>• Internationalisation and Scaling</li> <li>• Lean and Agile Processes</li> <li>• Legal, Governance and Compliance</li> <li>• Marketing, Communications and Sales</li> <li>• Operations and Quality Management</li> <li>• Organisation, Leadership and HR</li> <li>• Pitching, Equity and Investor Relations</li> <li>• Sourcing, Procurement and Logistics</li> </ul>	<ul style="list-style-type: none"> <li>• Access to all commercial consulting &amp; technical skills as required</li> <li>• Introductions to investors, funders and credit sources</li> <li>• Negotiating, Valuations, Term Sheets &amp; Investment</li> <li>• Cash-flow Management &amp; Operational Planning</li> <li>• Identification, evaluation, introduction &amp; negotiation with potential customers, suppliers and channel partners</li> <li>• Entering international markets and establishing international business entities</li> <li>• Developing &amp; Implementing Marketing &amp; Sales Plans</li> </ul>

### Timeline (for 2022 intake)

Programme Stage	Timeline (Tentative)
Application deadline	26 June 2022
Preliminary selection notification	27 June to 1 July 2022
Company pitching session	7 to 14 July 2022
Final selection announcement	30 July 2022
1:1 Advisory project focusing on scaling (6-18 months)	from September 2022 depending on each start-up selected



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### Eligibility

We are looking to engage with high potential start-ups with less than five years of revenue generation and **turnover less than €1m**, with a strong differentiated competitive advantage, recurring revenue streams and the belief that, with the right support, you have the potential to scale, rapidly and internationally.

We encourage you to apply if you:

- Have an innovative, technology-based solution or business model
- Demonstrate a high potential to scale
- Demonstrate a strong, addressable market opportunity
- Have a defensible competitive advantage
- Are an ambitious, innovation-oriented, motivated and committed management team
- Have the ability and desire to create value for shareholders
- Are committed to continuous engagement throughout the entire duration of the 18-month programme

### Application process

Interested applicants are invited to submit their application form by **26 June 2022** on <https://www.ebrd.com/starventure/start-ups>.

Before you fill out the application, please ensure that your company's financial data and pitch deck are ready to be uploaded. Please fill in the form as accurately as possible. For further information and clarifications, please contact Vanessa Stachtou at [stachtov@ebrd.com](mailto:stachtov@ebrd.com).