



Federal Ministry
for Economic Affairs
and Climate Action

**startup
germany**

Startup Strategy, Digital Hub Initiative



Dr. Jochen Zimmermann

Federal Ministry for Economic Affairs
and Climate Action

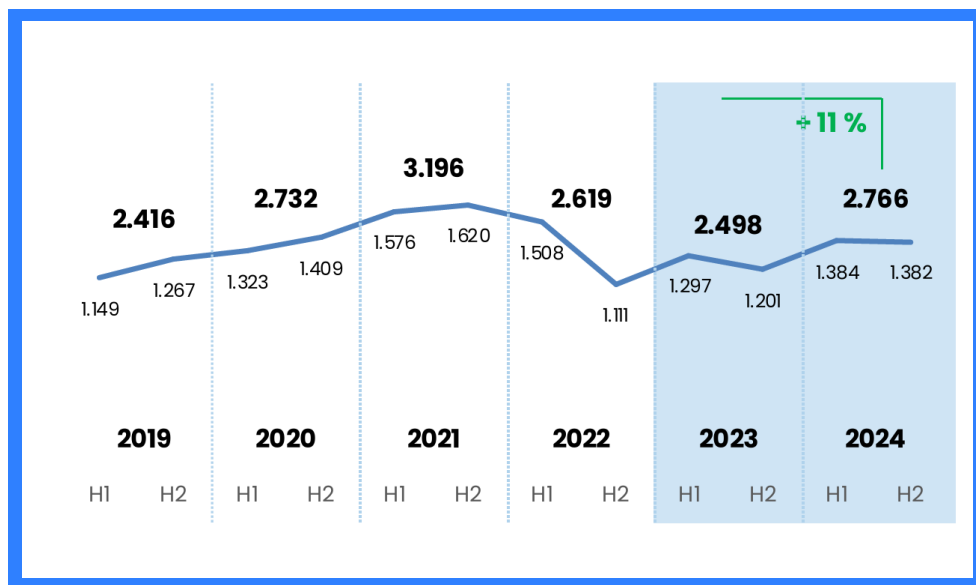
Division VIA4 | Startup Strategy,
Startup cooperation and
Digital Hub Initiative

Buero-VIA4@bmwk.bund.de

Facts & Figures on the German Startup Ecosystem

- In 2024, 7.4 billion EUR (4 % more than 2023) were invested in German startups
- More than 520,000 people are currently employed by startups
- Number of unicorns stands at 31 → GER ranks 5th internationally
- Share of female founders: 18,8 % (2024)
- At 29 %, the proportion of green startups remains high
- In terms of sectors, the software sector shows the best development
 - 33 % increase (2024) compared to 2023
 - followed by sectors medicine/health, food and e-commerce

Facts & Figures on the German Startup Ecosystem

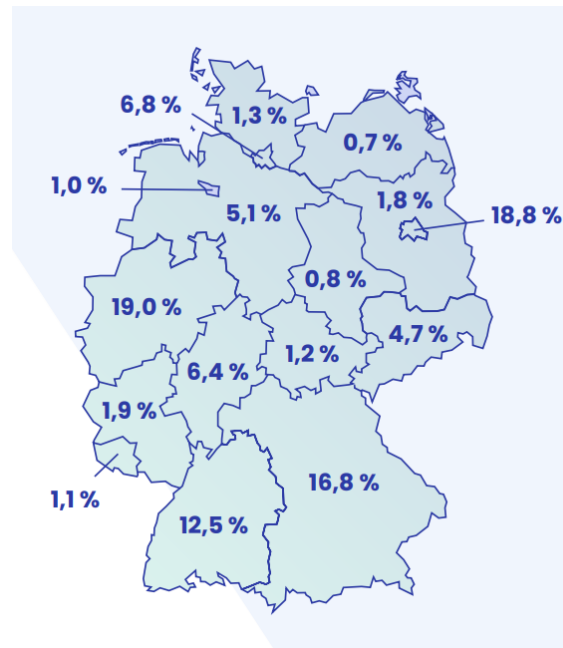


Next Generation: Startup-Neugründungen in Deutschland 2024
Startup Verband, startupdetector

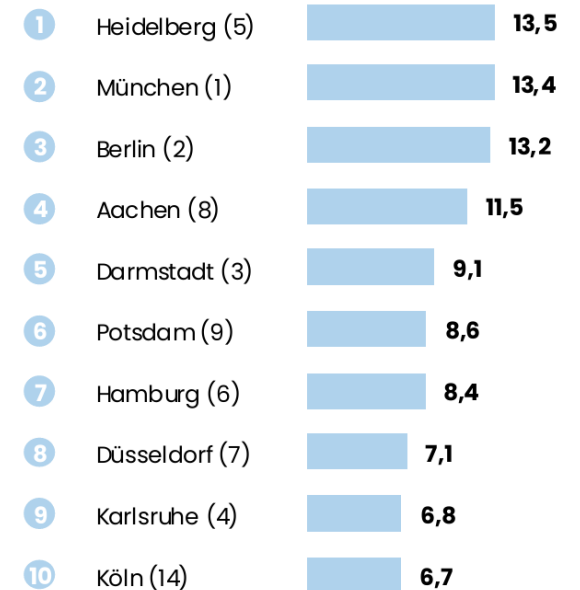
- In 2024, 2,766 startups were founded in Germany
→ 11% more than 2023
- Trend is visible in the majority of Germany
- A urban-rural divide can be seen: 38 % of all startups are founded in six German districts or cities, which account for 11% of the population

Facts & Figures on the German Startup Ecosystem

- German Startup Ecosystem is diverse: Hotspots: NRW, Berlin, Bavaria
- Variety of startup support in every Land and region → 31 January
- Today: Support on the federal level



Main locations of startups
 Deutscher Startup Monitor 2024



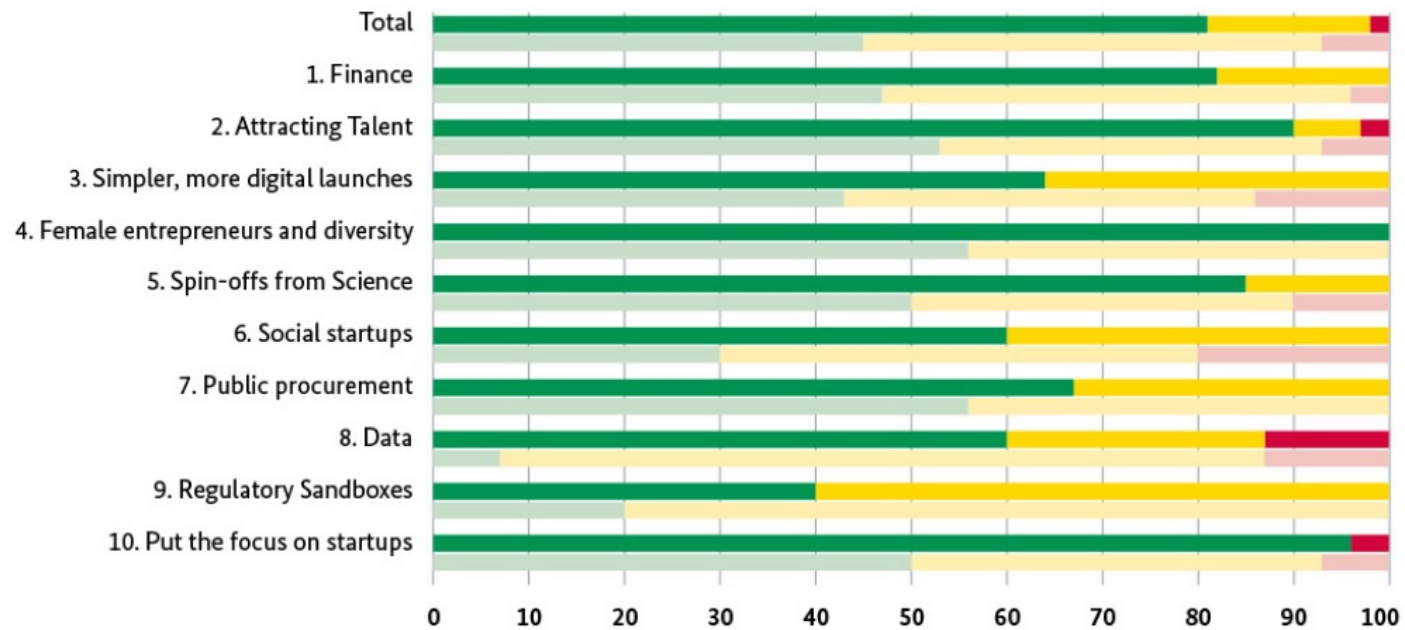
TOP 10 startup cities
 Startup Verband, startupdetector 2024

Startup Strategy

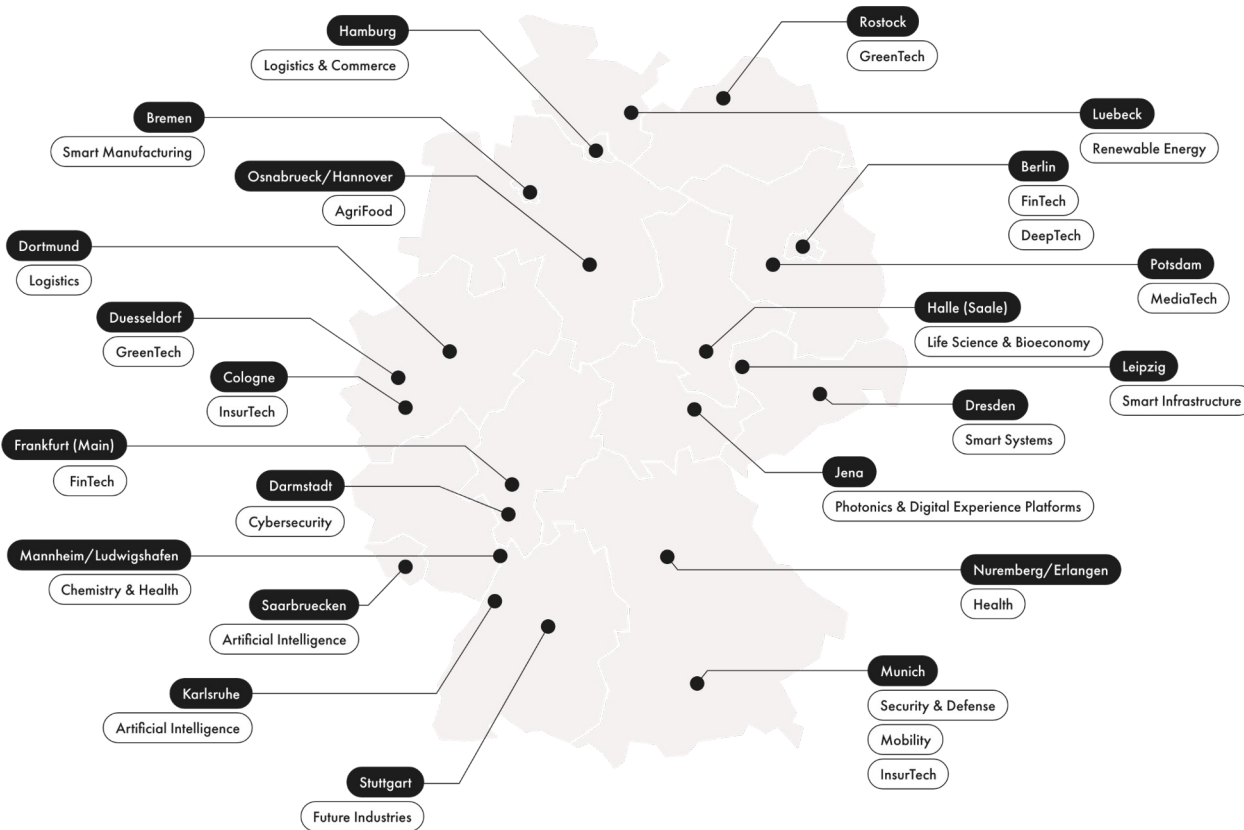
- First ever Startup Strategy was adopted by the Federal Government in July 2022
- Aim: strengthening the startup ecosystem in Germany and Europe
- 130 measures: from new funding programs to advisory services and new legislation
- Implementation is on track: More than 80 % of measures implemented



Progress on implementation by field of action



The Digital Hub Initiative



25
HUBS

6,000+
STARTUPS
(1,000+ international)

2,400+
PARTNER
(300+ international)

More Information:



Startup Strategy by the
German Federal
Government



Digital Hub Initiative of
the Federal Ministry for
Economic Affairs and
Climate Action



German
Accelerator



Federal Agency for
Breakthrough
Innovation
SPRIN-D



+49 30 18615 8000
Foerderberatung
@bmwk.bund.de

EXIST



Moritz Matzmorr

Project Management Jülich

Startup, Transfer and Innovation
Support

m.matzmorr@ptj.de



**Innovation
starts
here**

EXIST

- 25+ years of experience supporting innovative scientific founders and establishing startup support structures
- From pre-seed to the first steps on the market
- Comprehensive assistance: financial, coaching and network access
- Access to talents/potential founders through our nationwide University and Entrepreneurship Network
- **EXIST is a seal of quality**
- **EXIST fuels the startup funnel**

Facts and Figures

3,600

Number of startups supported by
EXIST since 2007

81%

Survival rate: percentage of EXIST
funded startups still active after five
years on the market

>35,000

tax-liable jobs created

250 & 1,000

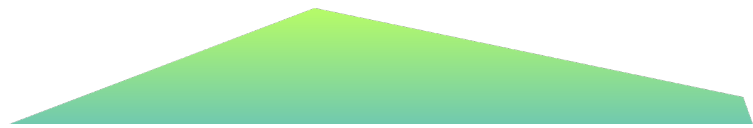
Amount of new startup projects and
female founders every year

6x

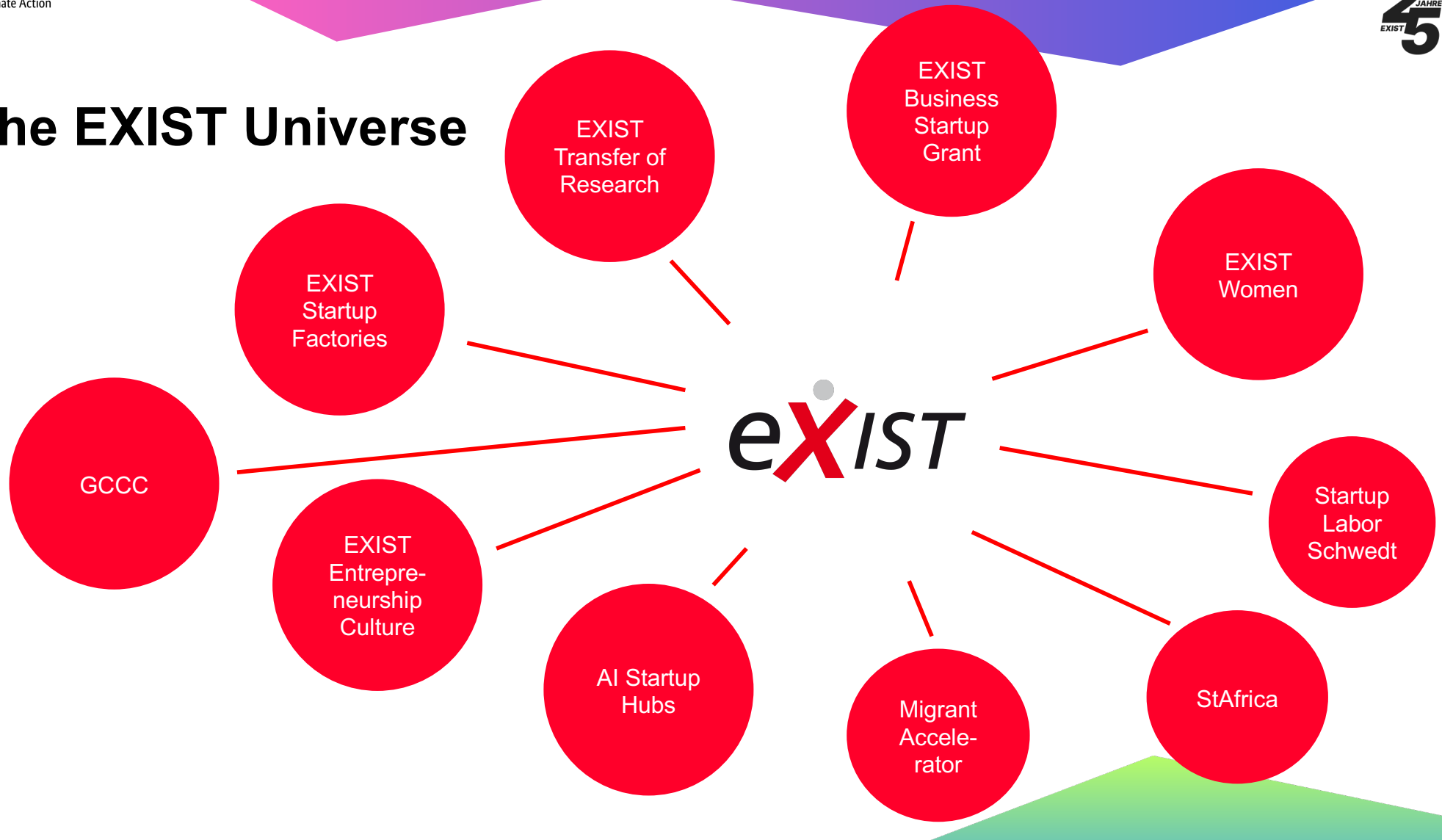
ROI: generates more than six times
the funding volume in income tax
revenue

2x

The probability of establishing a
company is twice as high with EXIST



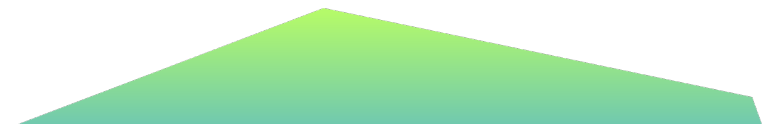
The EXIST Universe



The Programmes

- EXIST Business Startup Grant: For students, graduates and scientists interested in founding a company
- EXIST Transfer of Research: For research-based startup projects with complex, high-risk development work
- EXIST Women: For women interested in founding a company/strengthening female entrepreneurship

→ visa support for non-EU founders at gccc-exist.de





How to get in touch



www.exist.de



exist-kommunikation@fz-juelich.de



+49 (0)30 20199-411



[www.linkedin.com/company/
bmwk-exist](http://www.linkedin.com/company/bmwk-exist)

High-Tech Gründerfonds (HTGF)



Benedikt Walter

Federal Ministry for Economic Affairs
and Climate Action

Division VIIC3 | Equity, Mezzanine
and Startup Financing

Benedikt.Walter@bmwk.bund.de

Are you a high-tech startup with potential? HTGF will help you lay the foundations for success

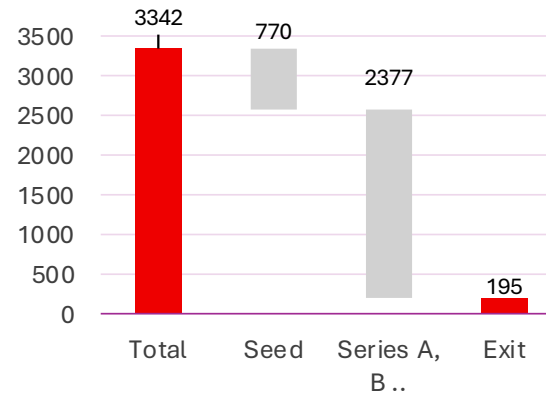
CAPITAL
for investments



More than
€ 2 bn
across all funds

- ✓ Financing from the pre-seed phase

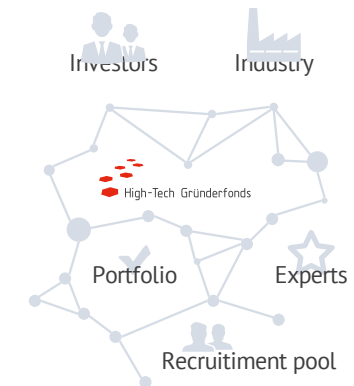
KNOW-HOW from more than
3.200 transactions



Updated: 13 December 2024

- ✓ Know-how in all life cycle phases

Largest active NETWORK in the industry



- ✓ Full access to a strong network

Flexible Investment Volume

- For initial investments in the pre/seed phase, we invest € 800,000 plus X.
- In growth rounds HTGF can invest up to € 30 m

Suitable Forms of Investment

- Equity capital according to valuation or
- Convertible loan without valuation

Co-Investments welcomed

- We are happy to cooperate with other investors. These can bring startups with them or
- we approach suitable partners from our active network of >2,000 investors.

Criteria

- Meaningful, realistic business plan:
High degree of innovation and
strategic competitive advantage
- Unique selling propositions
sustainable and unique
- Clearly visible customer benefit
- Founder personality with
commitment
- Registered office and location or a
permanent establishment in
Germany (or this is planned)

More Information: www.htgf.de/en/

Future Fund

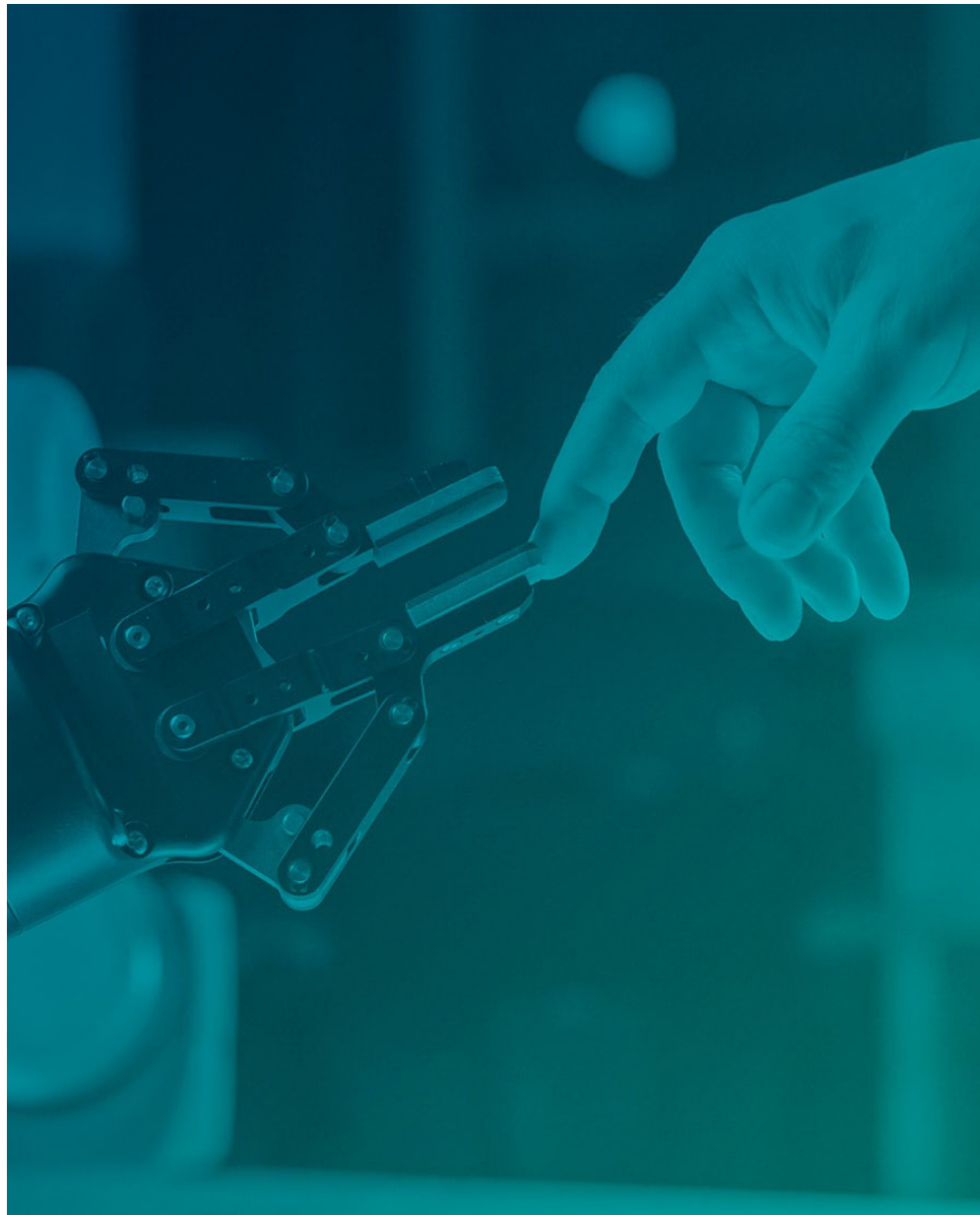


Christiane Niesert-Mendoza

Federal Ministry for Economic Affairs
and Climate Action

Division VIIC6 | Future Fund
and KfW Equity Financing

Christiane.Niesert-Mendoza@bmwk.bund.de



DeepTech & Climate Fund Structure

Building bridges between long-term investors, medium-sized companies and growing tech companies

- Total investment volume of up to **EUR 1 bn** over the next ten years (fund duration: 25 years)
- Funded by the **Future Fund** and the **ERP Special Fund**
- Investments together with **institutional investors** such as VCs, family offices, private companies, Corporate VCs, foundations, etc.
- As an anchor investor we support **long-term growth**
- We are active in **Germany** and **Europe**

DeepTech & Climate Fund (DTCF)

Investment Focus

Key technologies for a sustainable future



Industry

- Industry 4.0 / IoT
- Robotics
- Sensor technology
- Additive manufacturing



Computing

- Artificial intelligence
- Quantum computing
- Blockchain
- Data analytics / simulations
- IT security
- Cloud infrastructure



Climate

- New Energy/ Smart Grid
- eMobility/ Storage
- Circular Economy
- Smart City/ Smart Home
- Food-/ Agtech



Life Science

- New Materials
- Industrial Biotech
- Medtech/ Digital Health
- Diagnostics



DeepTech & Climate Fund (DTCF)

Investment Criteria

Formal criteria

- ✓ Clear connection to Germany
- ✓ No investments in subsidiaries
- ✓ < 250 employees, < € 50 million sales/balance sheet

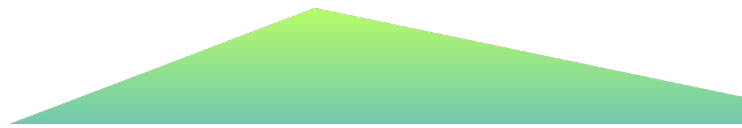
Ticket size / Shares

- ✓ Initial investment: min. € 1 million
- ✓ Total investment: max. € 30 million
- ✓ Amount of participation: max. 25%

Company phase / Consortium

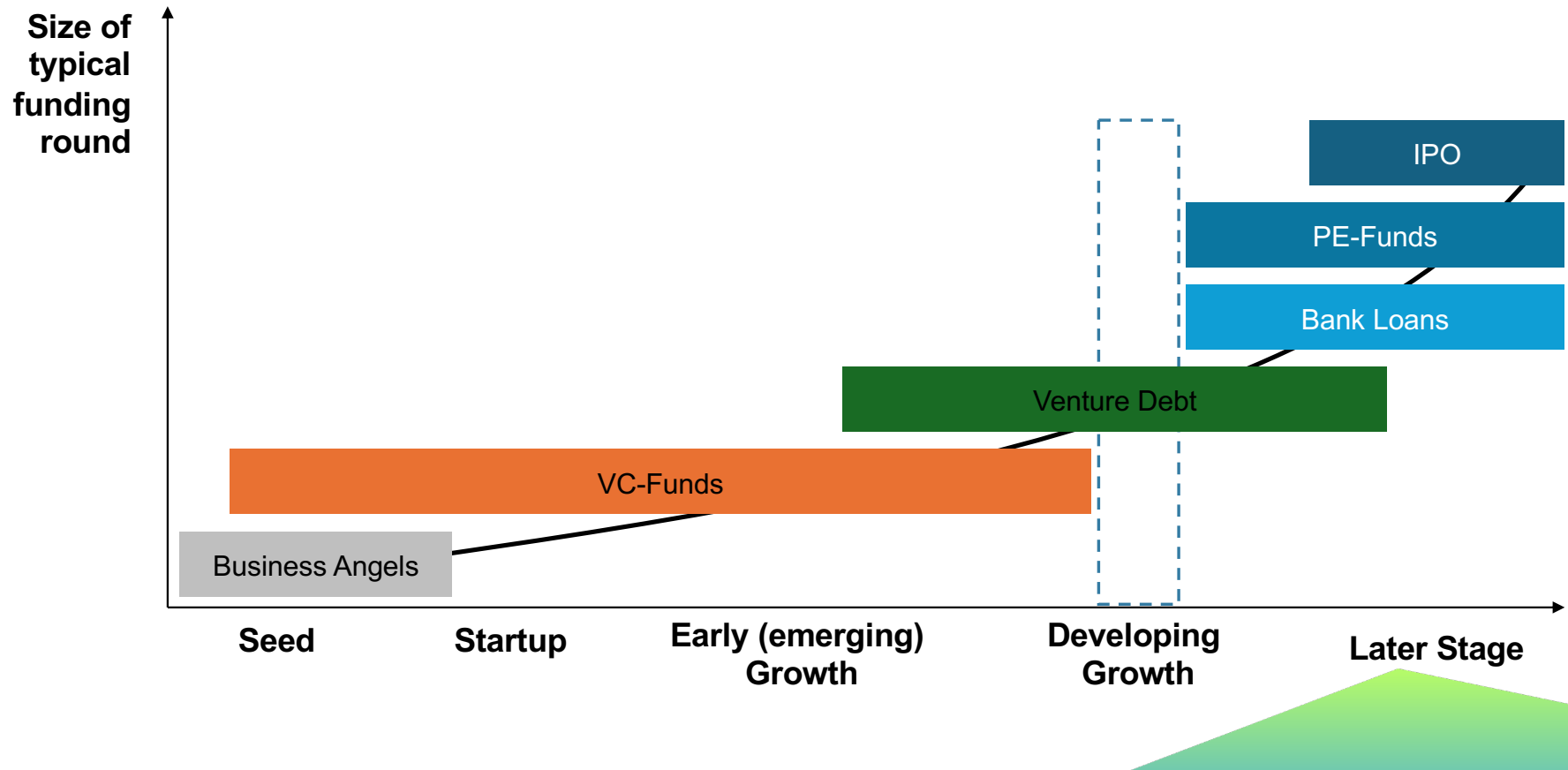
- ✓ Growing technology companies with validated business model
- ✓ Co-investment fund, a private lead investor participates "pari-passu" (min. 30% of new external European investors)

Long-term anchor investor for the growth into a "hidden champion"

- ✓ Validated business model in industrial applications
 - ✓ Company has potential to reach critical size on its own
 - ✓ Financing "Buy & Build" strategies
 - ✓ Shareholders committed for the long term (buy-out of existing shareholders possible)
 - ✓ IPO as preferred exit option for management and investors anchored in the company statutes
- 

Venture Tech Growth Financing (VTGF)

Venture Debt complements the Venture Capital ecosystem



Venture Tech Growth Financing (VTGF)

Debt for innovative growth companies



For whom?

- Venture capital-backed growth companies on the path to profitability
- Company has outgrown the pre-seed or seed phase
- Mostly no positive or regular cash flows yet



What?

- Financing of organic growth (working capital line)
- Acquisitions
- Pre- and post-IPO debt and equity bridge loan



How?

- Providing debt capital together with a private financing partner (risk sharing usually 50:50)
- KfW pari passu with private lender (collateral, conditions, etc.)
- Individual and flexible ticket sizes generally between EUR 0.5 and 125 million



Why?

- No dilution of shares, especially for founders
- Accelerating growth and strengthening the value of equity
- Flexible structuring and rapid provision of capital

VTGF at a Glance

What we look for



Phase

Early growth phase until post-IPO



Revenue

Demonstrable Proof of Concept is required and initial sustainable sales must have been achieved



Growth

Strong growth with comprehensible planning in place



Liquidity

Sufficient runway available to achieve the next milestones



Profitability

Comprehensible planning for EBITDA profitability available



Industry

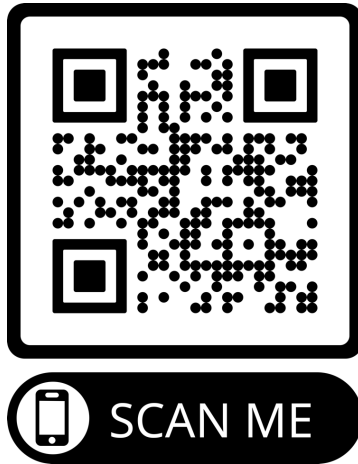
Technologically innovative companies from all sectors



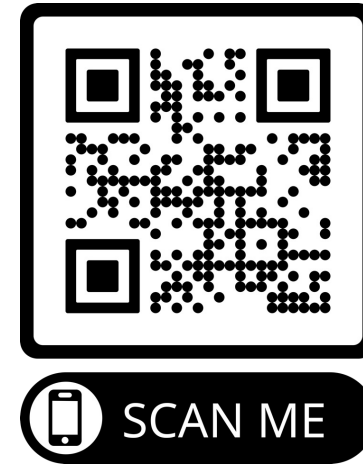
Investors

Experienced venture capital investors with a strong track record already on board

More Information:



the “Zukunftsfonds” (Future Fund)
KfW Capital



DeepTech and
Climate Fund

Germany Trade and Invest (GTAI)



Philipp Kövener

Director Trend- & Innovation Scouting

philipp.koeverer@gtai.de

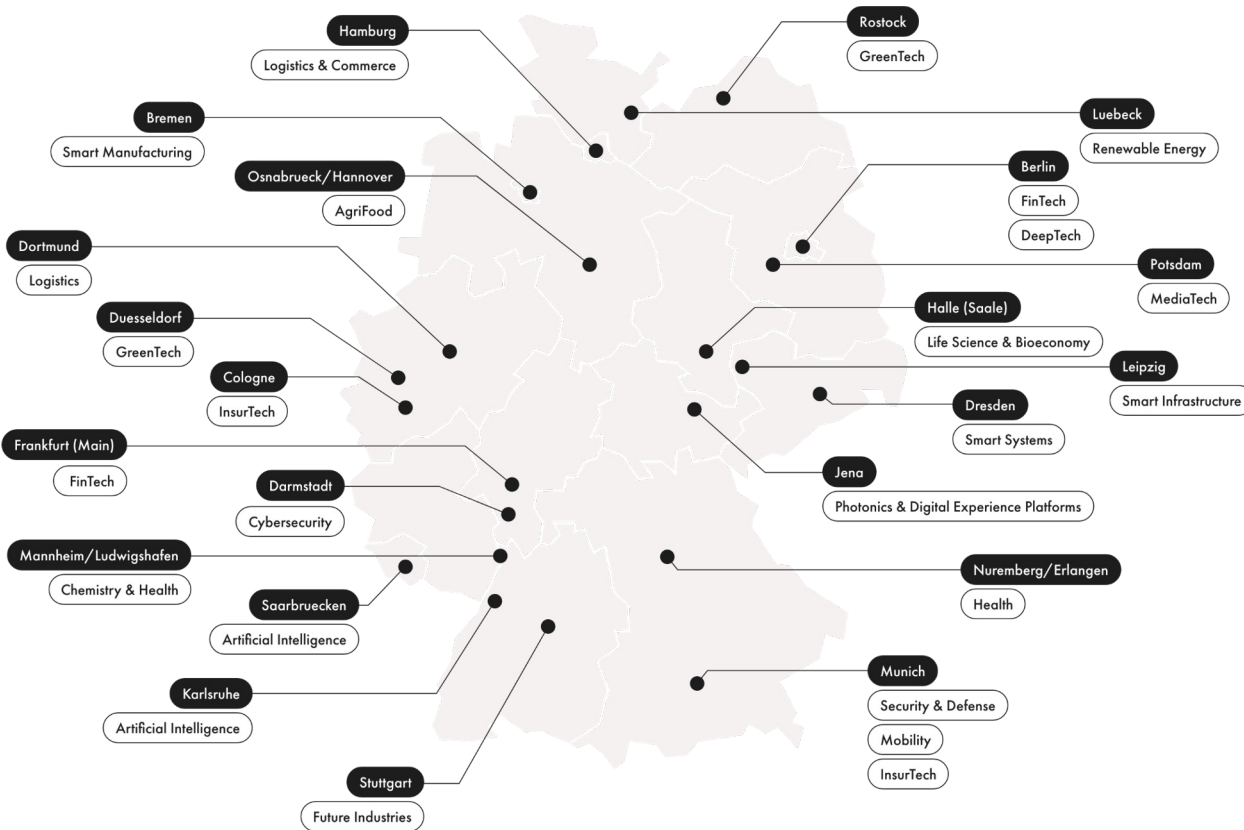


Markus Hempel

Director France

markus.hempel@gtai.de

The Digital Hub Initiative



25
HUBS

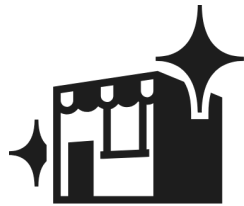
6,000+
STARTUPS
(1,000+ international)

2,400+
PARTNER
(300+ international)

Target Groups



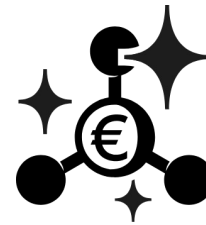
Startups



SMEs



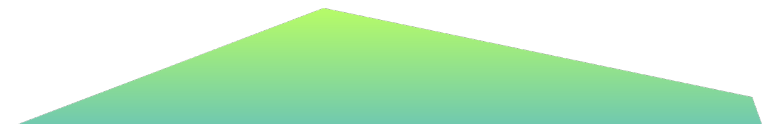
Corporates



Investors



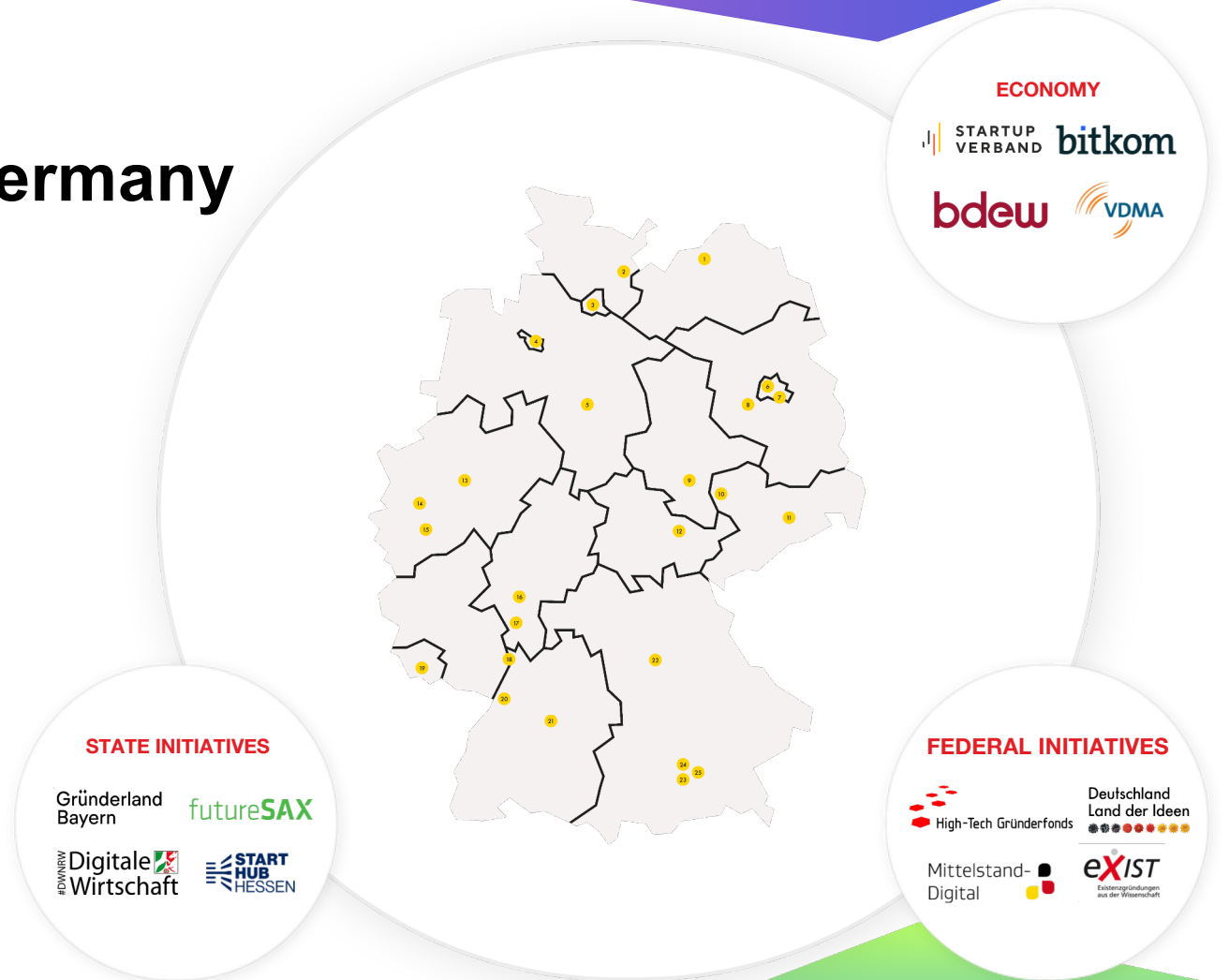
R&D



The network in Germany

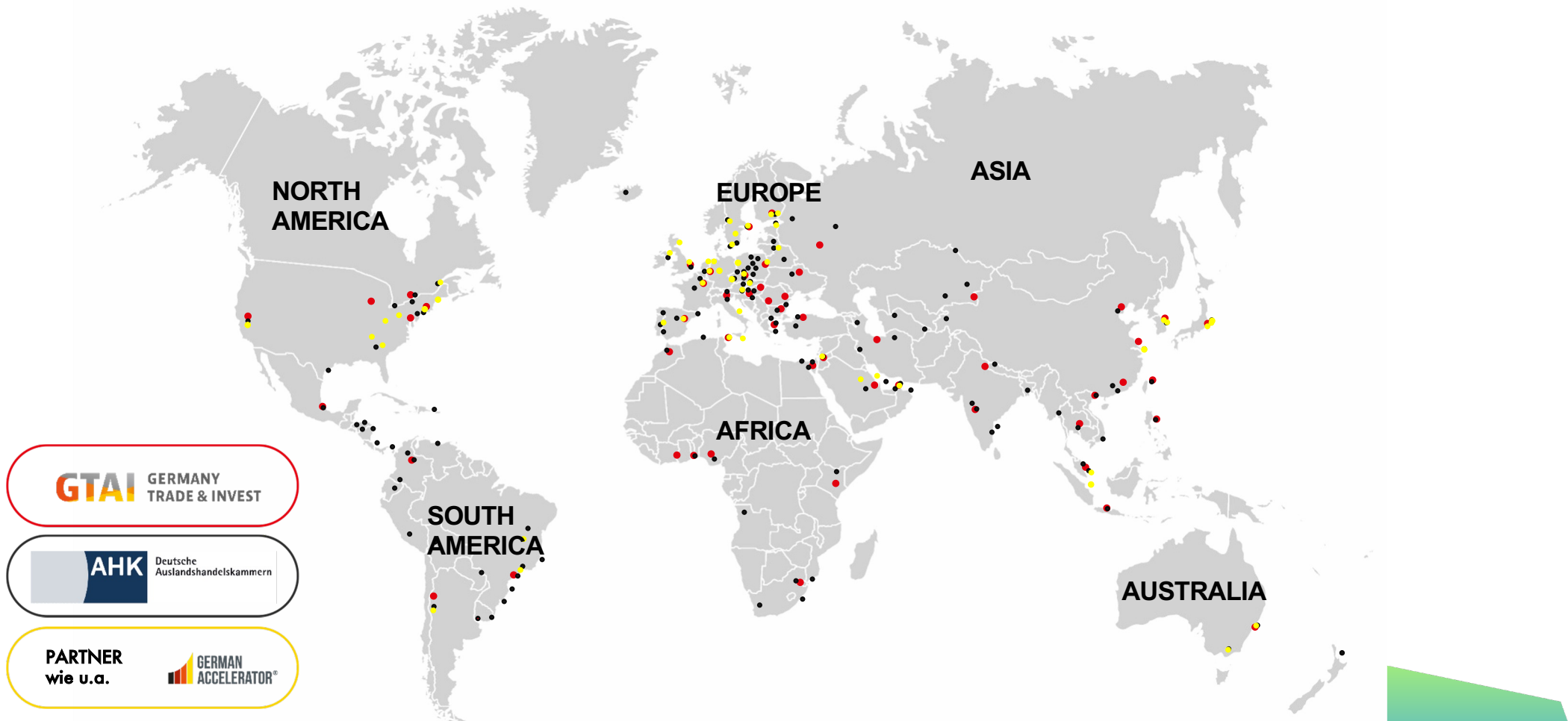
The Digital Hub Initiative and its Digital Hubs serve as a platform for networking major digital and startup initiatives of the federal government, the federal states and industry.

The listed initiatives, associations, and organizations serve as representative examples of networking and collaboration at their respective levels.

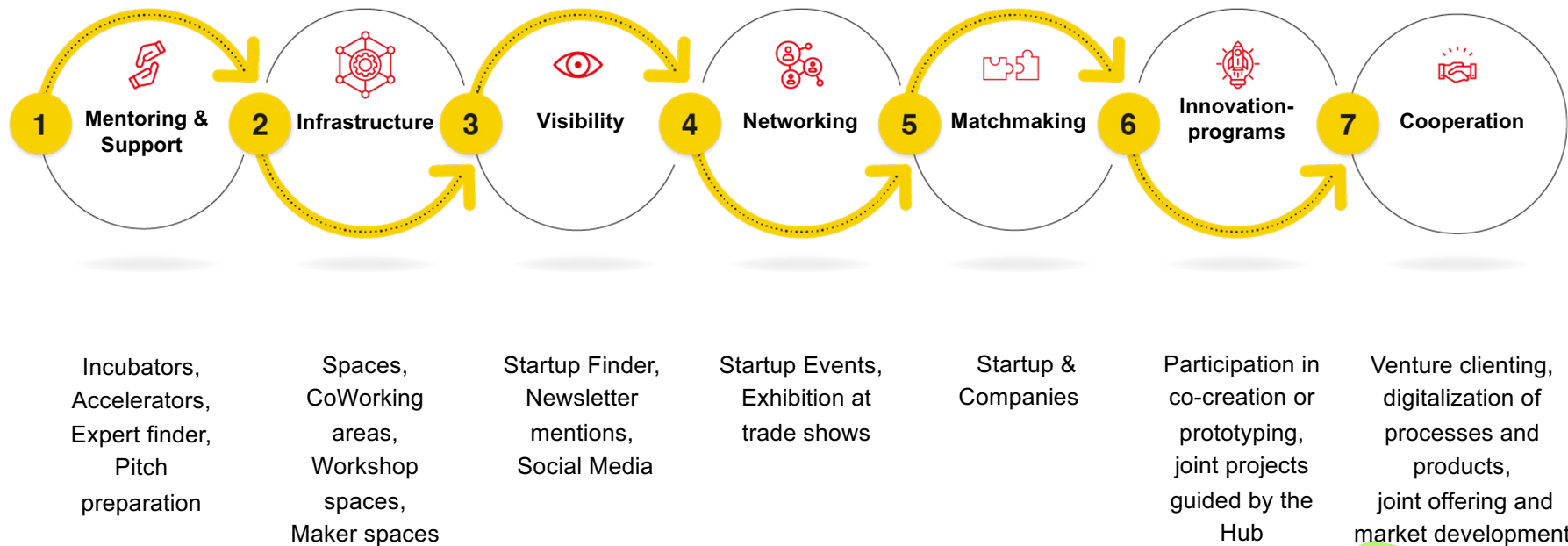




The global network



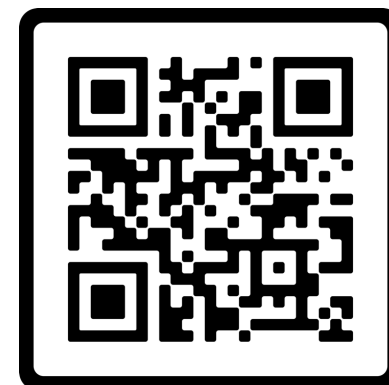
The Hub Journey for Startups



25 Hubs, one digital ecosystem

We are the Digital Hub Initiative.
We connect small and medium-sized
enterprises (SMEs) and corporates with
new innovation partners from academia
and the startup scene.

**This is digitization, made in
Germany.**



**Thank you
for your attention!**



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