



eubic  
certified by ebn

# IMPACT & ACTIVITY STUDY 2020

Luca Maini, EBN

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**25,000+**

**Client companies**

**650+**

**Business experts**

**175+**

**Dedicated members**

**1**

**Official EU|BIC label**

The EBN ecosystem brings together a wide-variety of business innovation stakeholders from Government Organisations, Incubators, Accelerators, Chambers of Commerce, Universities and Business Schools, Corporates and Investors, and Clusters and Innovation Parks.

## CERTIFYING AS AN EU|BIC GOES BEYOND PRODUCT OR SERVICE-LEVEL CERTIFICATION



Becoming an EU|BIC means responding to our mission to use business and innovation as a force for **regional development** with the best possible actions to **create thriving startups** and **SMEs**.

Several years of **FIRST-HAND KNOWLEDGE OF THE ECOSYSTEM** of incubators, innovation centres and business support organisations.

**CONSOLIDATED METHOD OF RESEARCH** applied to the world of innovation support.

➔ **EU|BIC IMPACT & ACTIVITY STUDY**

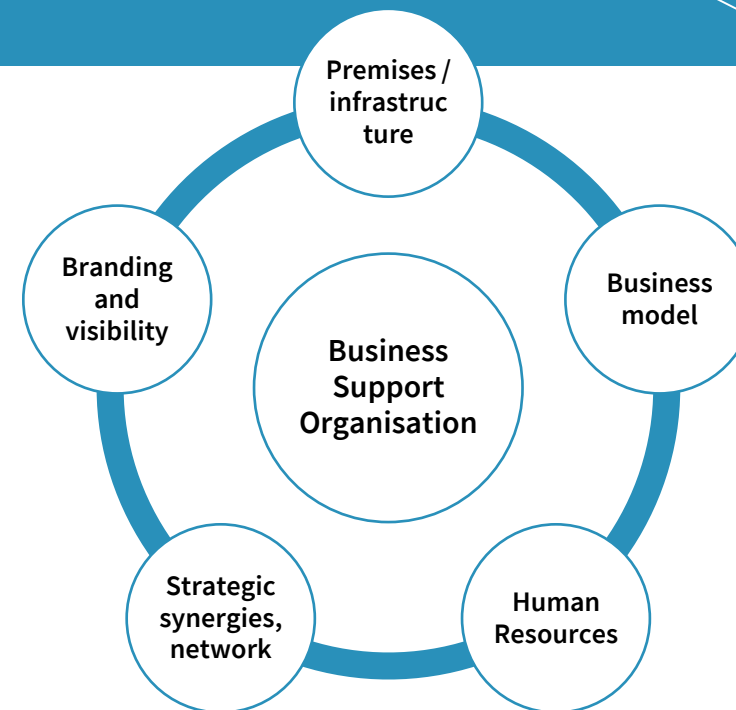


- Ensure that the EU|BIC Criteria are met and maintained by certified BSOs
- Gain insights into how EU|BIC-certified business support organisations operate and run their activities, with a focus on their **IMPACT** and their **GOVERNANCE**
- **BENCHMARK** the impact of EU|BICs and measure the socio-economic performance of business support organisations.
- Detect trends in the ecosystem

# Governance of EU|BIC organisations

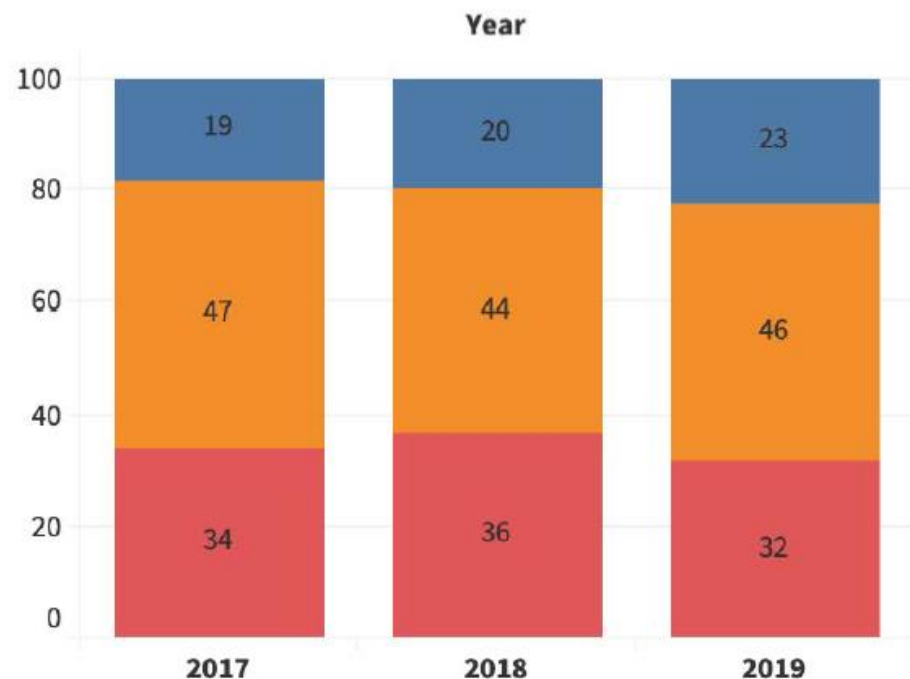
Type of Org	Share of respondents
Business Incubator	31%
Development Agency	17%
Entrepreneurship & Innovation Centre	30%
Government Organisation	5%
Science / Technology Park	13%
Other	4%
Grand Total	100%

82% Not for profit  
For profit 18%



# Business model of EU|BIC organisations

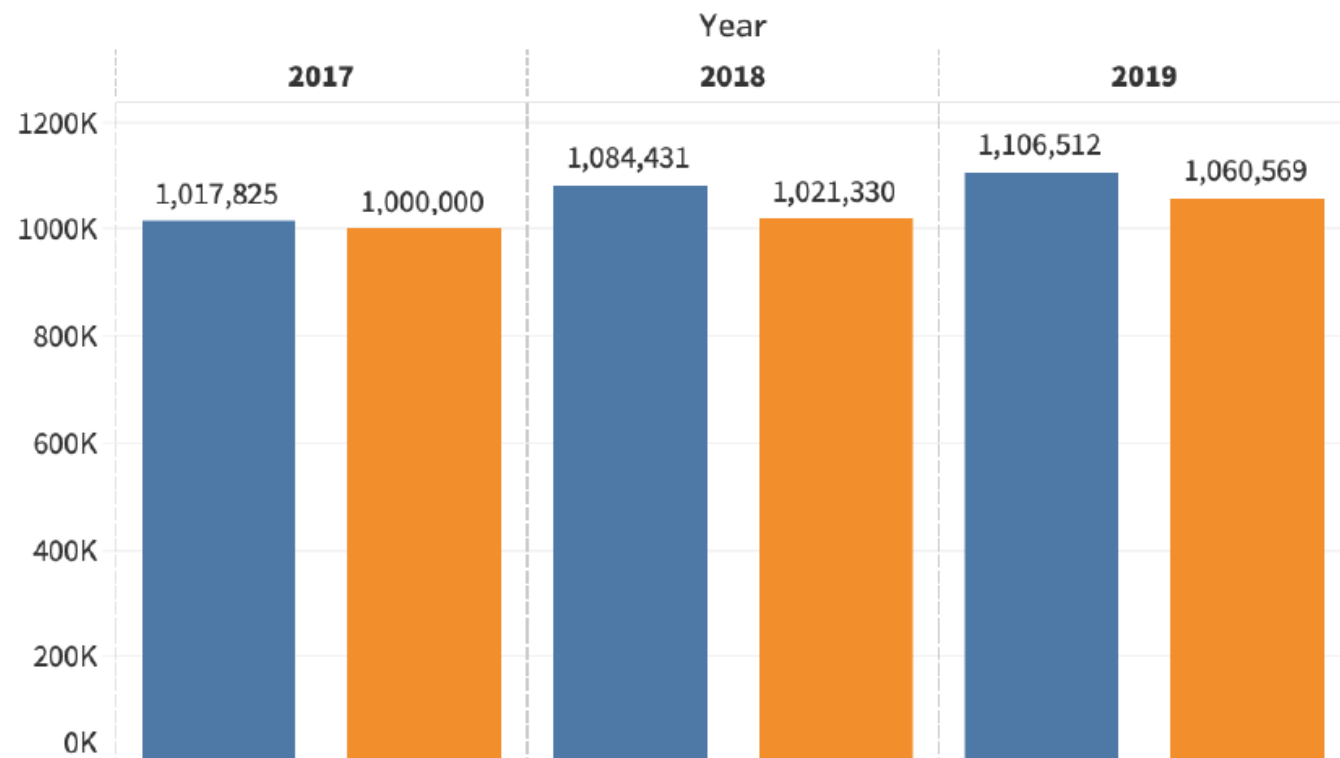
Figure 28 - Source of Income- All respondents - Average Values (2017-2019)



## Measure Names

- Avg. Income from EU funding (e.g. project/programme/structural funds)
- Avg. Income from other public sources
- Avg. Income from private sources

Figure 27 - Operational Budget for all respondents – Median Values (2017-2018-2019 data)



## Measure Names

- Median Total Income
- Median Total Expenditure

# Business model of EU|BIC organisations (2)

Figure 29 - FTE staff of all EU|BICs – Median Values (2017-2018-2019 data)

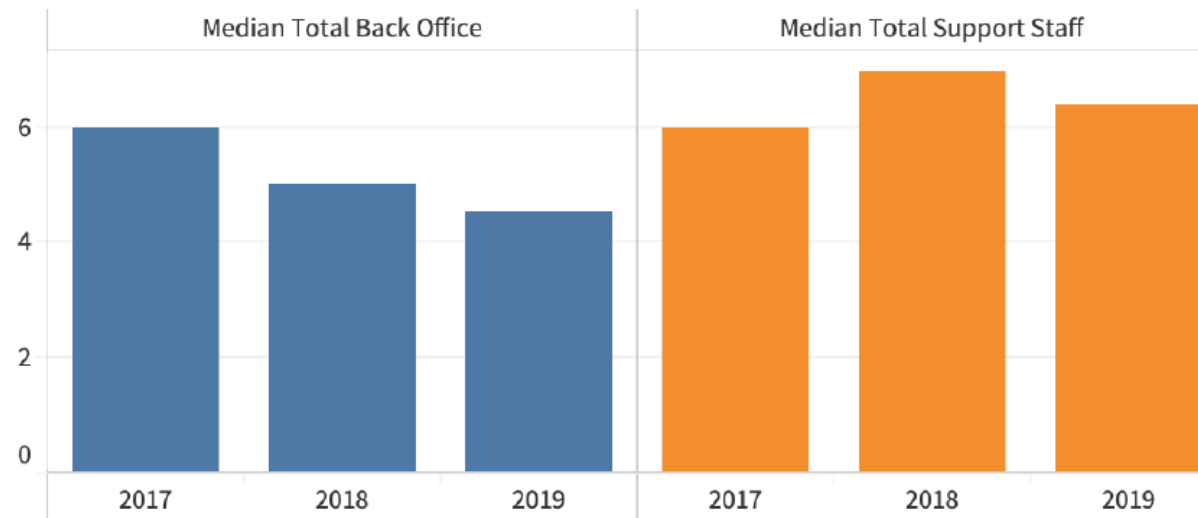


Table 27 - Output indicators – Median Values (2017-2018-2019 data)

Indicators	2017	2018	2019
<b>Businesses supported (Number)</b>	<b>81,0</b>	<b>91,0</b>	<b>105,0</b>
<i>Businesses supported/support staff number (#/FTE)</i>	<i>12,3</i>	<i>10,1</i>	<i>16,4</i>
<b>Businesses supported with access to finance (Number)</b>	<b>18,0</b>	<b>17,0</b>	<b>24,5</b>
<i>Businesses supported/support staff number (#/FTE)</i>	<i>2,2</i>	<i>2,1</i>	<i>3,8</i>
<b>Amount raised (€)</b>	<b>870.392 €</b>	<b>1.325.400 €</b>	<b>1.600.000 €</b>
<i>Amount raised/support staff number (€/FTE)</i>	<i>110.441 €</i>	<i>174.783 €</i>	<i>250.195 €</i>



Figure 4 - Total companies supported by EU|BICs (2017-2018-2019 data)

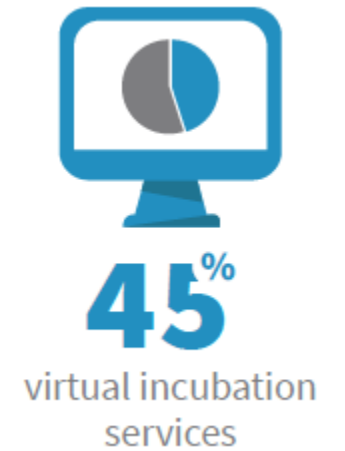
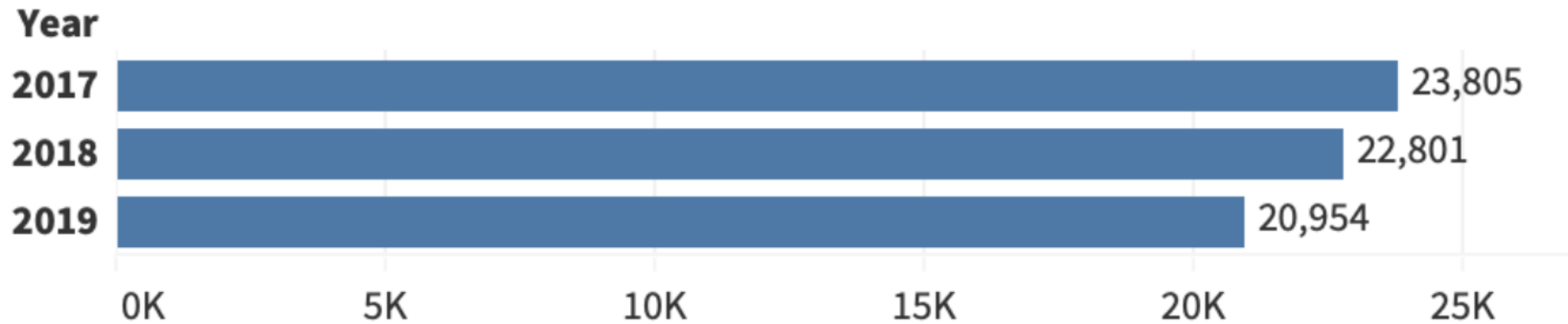
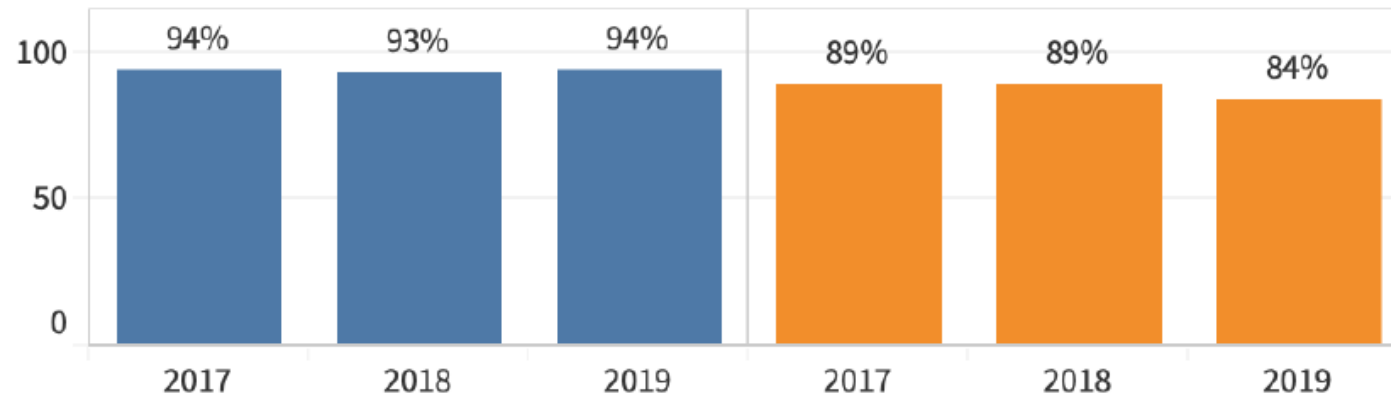


Figure 9 - Average survival rates of businesses supported by EU|BICs (2017-2018-2019 data)



**Avg. % of businesses survived while being supported by your organisation**

**Avg. % of businesses survived within 3 years after the support of your organisation stopped**



# Quality Business Support (2)

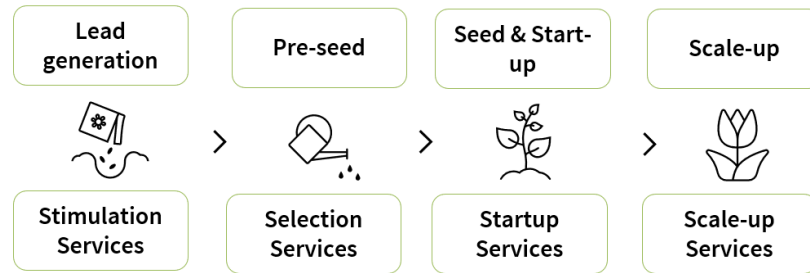


Figure 12 - Share of EU|BICs providing Selection Services (2019 data)



Figure 13 – Share of respondents providing Startup services (2019 data)



Figure 17 - Scaling-up services provided by EU|BICs

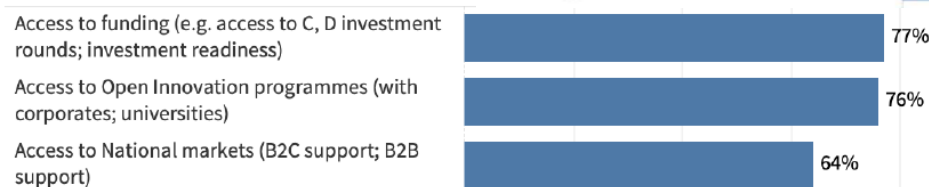


Table 37 - Core expertise of external consultants hired by EU|BICs (% of respondents)

	Share In-house sourcing (in %)	Share outsourcing (in %)
Accounting Services	50%	51%
Advanced ICT development	24%	56%
Business support at creation stage	97%	31%
Commercialisation	56%	53%
Design and product development	34%	63%
Facilities Management	58%	24%
Fundraising (private sources)	71%	47%
Fundraising (public sources – EU and donor)	82%	40%
Human resource development	39%	52%
Intellectual Property	39%	72%
Internationalisation	57%	51%
Legal services	21%	76%
Marketing	73%	54%
Mentoring	63%	53%
Networking	90%	33%
Technology / Innovation assessment	62%	58%

## Entrepreneurship stimulation services

**5,154**  
events hosted  
reaching over  
**199,581**  
participants

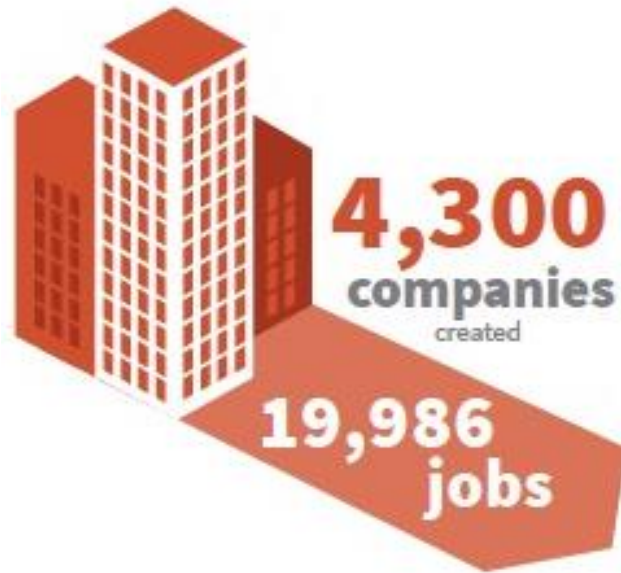


Figure 10 - Awareness-raising events organised by EU\BICs (2017-2019 data)

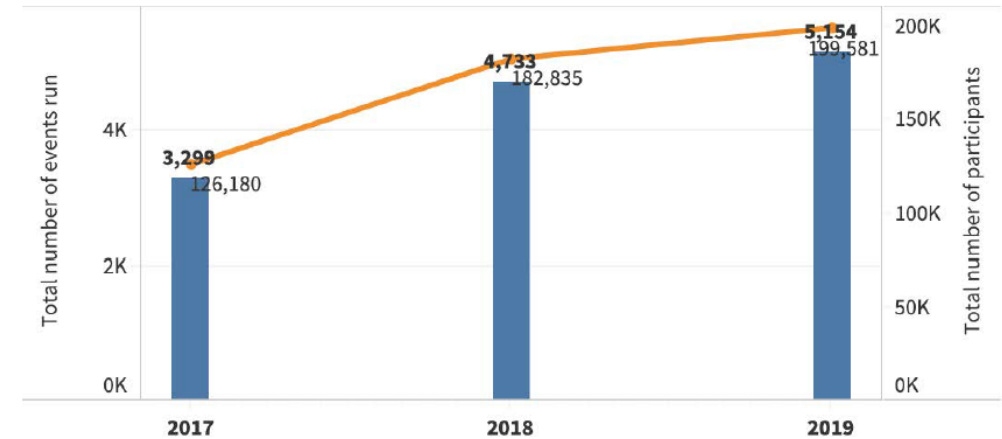


Table 28 - Value for Money indicators (2019 data)

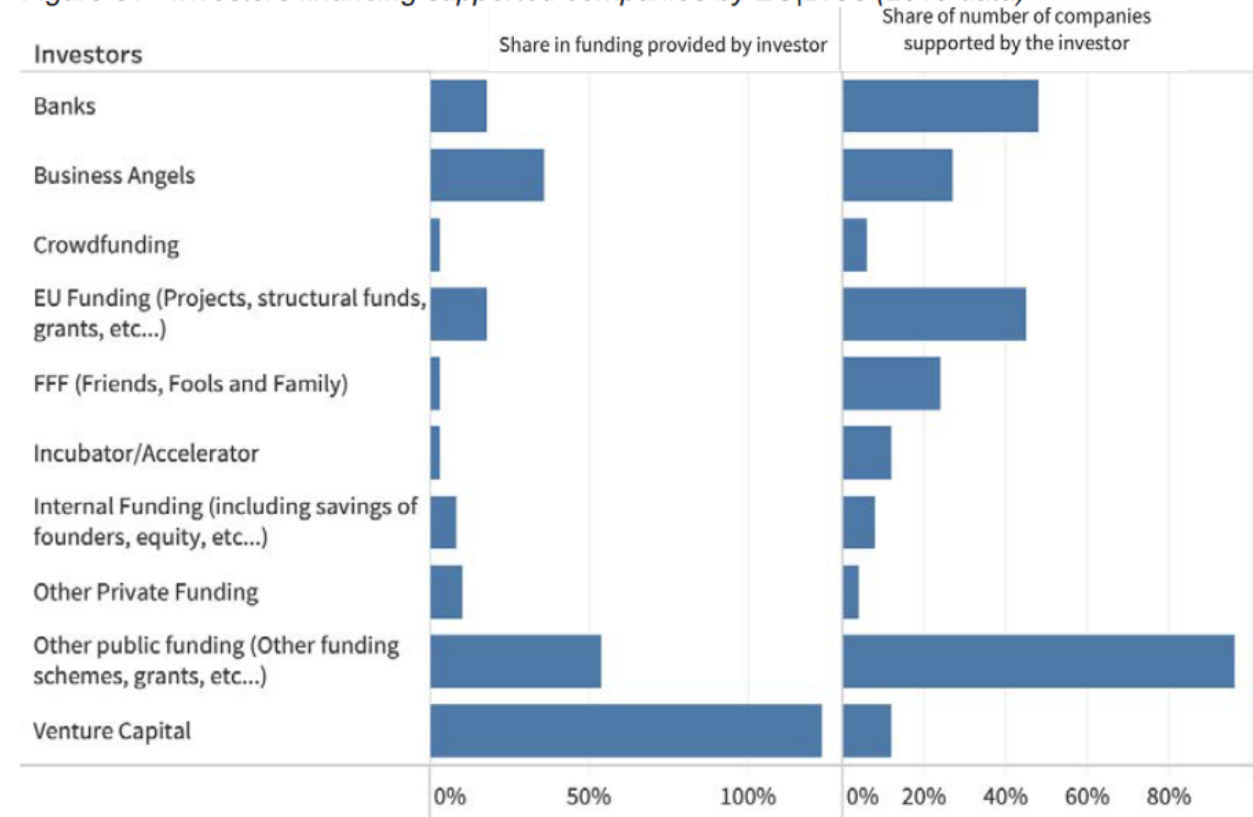
VfM Job Creation		Mean
Cost per Job Created		10.625,07
Public financial contribution per Job Created		7.266,49
Private financial contribution per Job Created		3.358,58
VfM Companies Supported		Mean
Cost per Company Supported		10.600,17
Public financial contribution per Company Supported		7.249,46
Private financial contribution per Company Supported		3.350,71

**5,203 companies**  
supported with access to finance

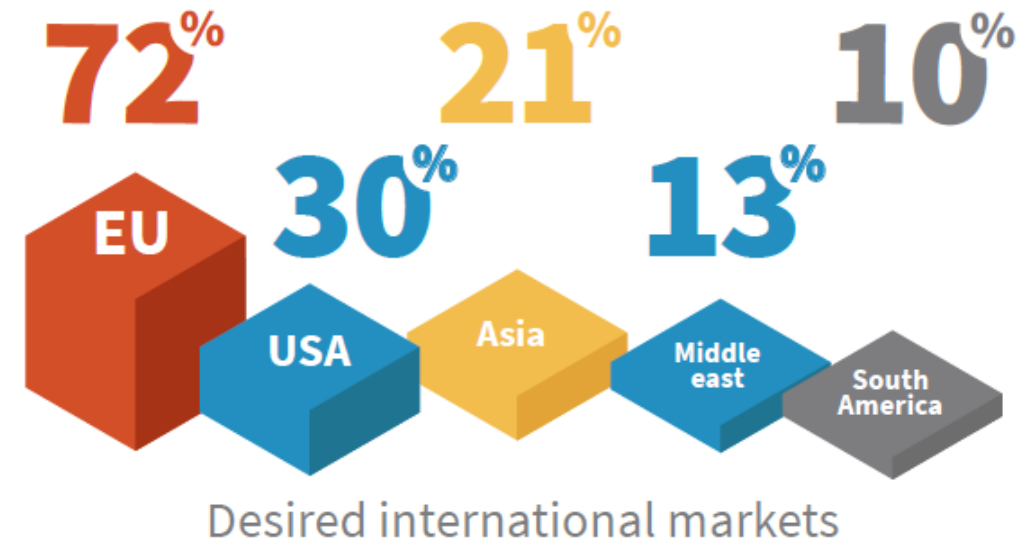
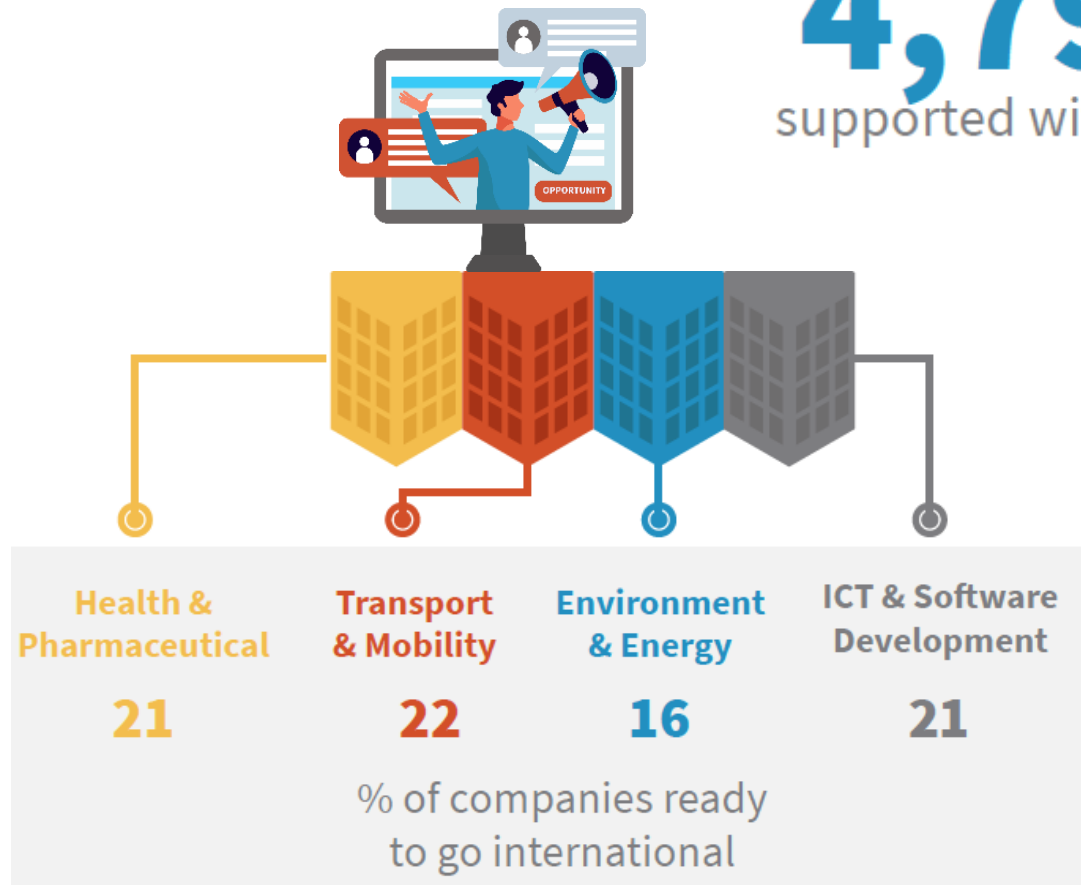
**609,354,270€**  
**raised**  
in total

**75%** Private investors  
**25%** Public investors

Figure 31 - Investors financing supported companies by EU|BICs (2019 data)



**4,792 companies**  
supported with access to international markets



EU|BIC'S QUALITY SERVICES  
FOSTER INNOVATION,  
ENTREPRENEURIAL CULTURES  
AND JOB CREATION  
by building entrepreneurial  
networks that deliver solutions  
for local industries and beyond.

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or contact me at [luca.maini@ebn.eu](mailto:luca.maini@ebn.eu)





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