

EU-Sri Lanka Innovation Partnership

Second Networking Event

Thursday 22 April 2021

13:30-19:00 (IST) – 10:00- 15.30 (CET)

Context and Objectives of the EU-Sri Lanka Innovation Partnership (EU-SLIP)

The EU through the EU delegation to Sri Lanka launched a pilot project in early 2020 with the aim to foster innovation cooperation between Sri Lanka and Europe¹. Fostering partnerships with Sri Lanka's growing innovation and start-up ecosystem, is seen as an important tool to strengthening mutually beneficial EU-Sri Lankan collaboration.

The first EU-Sri Lankan innovation week took place in March 2020 during which the European and Sri Lankan stakeholders had the possibility to initiate collaboration.

Following the Innovation week, EU experts further engaged with the Sri Lankan enablers and startups in direct talks and through implementation of focus group discussions. These were aimed at understanding expectations, resources and commitment of enablers and supported startups when engaging in international partnerships and have been instrumental in the design of the EU-SLIP project as a means to provide concrete opportunities of collaboration.

Thus, the EU-Sri Lanka Innovation Partnership initiative is a consolidation of the different EU supports² that provides a great opportunity for Europe and Sri Lanka to foster research and innovation networks, and to collaborate in implementing incubation, acceleration and scaling up programs that can support start-ups from both sides to co-create and scale to the other region. Simultaneously, the Sri Lankan innovation ecosystem can further build up their capacity by benefiting from good practice examples and innovations from Europe.

To achieve the above objectives, the following **three key activities will be implemented during the timespan of this pilot project:**

- **Creation of a Network of EU-Sri Lankan Incubators & Accelerators ;**
- **Set up of an EU-South Asia Start up Help Desk and Hands on Support; and**
- **Facilitate Corporate and Investor Open Innovation and Tech Scouting**

The European Commission, through the Support Facility, will carry out the following activities to support the collaboration of European and Sri Lankan incubators and accelerators:

- ⇒ **Identify & reach out to incubators, accelerators and other relevant stakeholders from Europe and Sri Lanka with a specific interest in the other region. Incubators/accelerators will be matched by the team with counterparts in the other region focusing on similar thematic areas, facilitating mutual learning and exchange programmes. This way, a long-term network will be created, linking the key EU and Sri Lankan start-up ecosystems.**

¹ 28 EU Member States and 16 countries associated to Horizon 2020

² Funded by the Directorate-General for Research and Innovation (DG RTD) and Directorate-General for International Cooperation and Development (DG DEVCO) of the European Commission and coordinated by the EU Delegations in Sri Lanka and India.

- ⇒ **Organise** three networking events for incubators and accelerators which support start-ups that could benefit from this initiative. Each event brings together 10 representatives from incubators and accelerators (5 from each region), alongside other stakeholders.
- ⇒ **Inspire** incubators and accelerators to engage in further exchanges between their own staff and staff of their member start-ups. This includes support to create tailored incubator/accelerator exchange programmes.
- ⇒ **Offer** capacity building trainings that suit the needs of incubators and accelerators.
- ⇒ **Launch** thematic challenges that facilitate the co-creation and collaboration of Sri Lankan and European start-ups.
- ⇒ **Facilitate** tech scouting by Corporates and Investors
- ⇒ **Encourage** start-up participation in relevant conferences and events in both regions.
- ⇒ **Share** information on various cross-border funding opportunities
- ⇒ **Establish** an EU-South Asia Start-up help desk for internationalization and new market entry.
- ⇒ **Prepare** a toolkit for internationalization that can be readily available for start-ups

For more information, visit the initiative's website: <https://startups.lk/euhelpdesk/index.html>

1. Second Networking Event: objectives

The **EU-Sri Lanka Innovation Partnership (EU-SLIP)** second networking event will reconvene the 5 Sri Lankan and the 5 European incubators/accelerators that participated in the first EU-SLIP networking event in December 2020.

The key **objectives** of this event are threefold: **(1)** provide the incubators with the opportunity to present on the state of play of their partnerships and key milestones achieved since December 2020; **(2)** disseminate information on the EU-SLIP agri-tech thematic challenge, the EU-South Asia Help Desk and corporate engagement activities, and; **(3)** organise parallel training workshops that will suit the respective needs of the Sri Lankan and European incubators.

This event will also include a start-up pitch session as well as brief presentations given by corporates on their relevant third-party opportunities/open innovation calls for European and South Asian start-ups.

2. Timing, Location and Format

The second meeting will take place on **22 April 2021**, which should give the incubator pairs sufficient time to deepen their partnerships and realize concrete collaborations since the first EU-SLIP event in December 2020. In addition, between January and March 2021, peer exchange sessions with the support of the consultant Giordano Dichter have been held, aiming at facilitating the cooperation among each incubator pair.

Due to the current Covid-19 pandemic, this will be a **virtual event**. Given that this event will mostly entail presentations as well as a training workshop session, an interactive **workshop-style** is being envisaged.

3. Participants

The core group of participants are the representatives of the 5 Sri Lankan and 5 European incubators that participated in the December networking event as well as an Italian incubator, Lazio Innova, that has

recently joined the EU-SLIP incubator network. The list of incubators participating in this event can be found in section 7 below.

In addition, 5 start-ups and a selected number of corporates will also be invited to present for specific sessions during the event.

The facilitators of this event will be the EU-SLIP Service Facility team, which will comprise of 5 members to ensure effective support and organisation of the event.

4. Technical Solution

Zoom will be the technical solution used for this event. Below is information on how to log in to the event via Zoom.

Please click on the link below to join the meeting:

<https://zoom.us/j/92743276223?pwd=NVMvS3plcXp2eTZqUXArMHplaHkzUT09>

If you join this meeting through the website <https://zoom.us/> then please insert the following log-in details:

Meeting ID: 927 4327 6223

Passcode: 809167

5. Agenda

Date: 22 April 2021

Time: 10.00 -15:30 (GMT+1) / **13:30-19:00 (GMT+5:30)**

(Times in Sri Lanka Standard Time are indicated in red)

Time	Agenda Item
09:50- 10:00 (GMT+1) 13:20-13:30 (GMT+5:30)	Registration
13:30-13:50 (GMT+5)	Welcome Words <ul style="list-style-type: none"> • Ms Tania Friederichs, Head of Research and Innovation Sector, European Delegation to India • Mr Anura De Alwis, Chief Digital Economy Officer, Information and Communication Technology Agency of Sri Lanka (ICTA)
10.:20-10:25 (GMT+1) 13:50-13:55 (GMT+5)	Event Objectives & Set-up <ul style="list-style-type: none"> • Go through agenda • Housekeeping rules • Q&A on the format <i>Facilitated by Sainabou Jallow, EU-SLIP Service Facility</i>
10:25-10:55 (GMT+1)	Presentations on Progress with Partnerships

<p>13:55-15:25 (GMT+5:30)</p>	<ul style="list-style-type: none"> Each incubator pair/group to present jointly on the state of play of their partnership: key steps already carried out/envisaged (<i>ca 10 minutes per partnership & 5 mins Q&A after each presentation</i>). Discussion on key (practical) takeaways, success stories, challenges, lessons learned and next steps. <p><i>Facilitated by Sainabou Jallow and Giordano Dichter, EU-SLIP Service Facility</i></p>		
<p>10:55-11:10 (GMT+1) 15:25-15:40 (GMT+5:30)</p>	<p>Interactive Game (15 minutes)</p> <ul style="list-style-type: none"> Participants will be split into groups of 3/4 people. Each group will be presented with a list of 12 questions/unfinished sentences. Each participant has to select 2 questions/sentences from the list and answer them. In addition, the group should identify 1 question where they answer similarly (common response). After that, one representative from each group will share facts about participants from their group with everybody. <p><i>Facilitated by Tatjana Guznajeva, EU-SLIP Service Facility</i></p>		
<p>11:10-11:50 (GMT+1) 15:40-16:20 (GMT+5:30)</p>	<p>EU-SLIP Thematic and Corporate Challenges</p> <ul style="list-style-type: none"> Presentation on the state of play of the EU-SLIP Agritech thematic challenge. A representative from Growrite to present on results of the Innovation Call and Thematic Challenge and how they plan to collaborate with the start-ups (<i>10 minutes presentation followed by 5 minutes Q&A</i>). A representative from Commonland to present how they will be engaging with start-ups (<i>10 minutes presentation followed by 5 minutes Q&A</i>). Announcement and official launch of a new Corporate Innovation Call. <p><i>Facilitated by Sainabou Jallow and Leena Thomas, EU-SLIP Service Facility</i></p>		
<p>11:50-12:05 (GMT+1) 16:20-16:35 (GMT+5:30)</p>	<p>EU-South Asia Investor Platform</p> <ul style="list-style-type: none"> Brief introduction on the objectives of the Platform. Presentation on investor interest areas and criteria for start-ups, as well as how start-ups from the EU-SLIP incubator network can leverage the Platform. <p><i>Facilitated by Leena Thomas, EU-SLIP Service Facility</i></p>		
<p>12:05-12:35 (GMT+1) 16:35-17:05 (GMT+5:30)</p>	<p style="text-align: center;">Coffee/Lunch Break</p>		
<p>12:35-13:35 (GMT+1) 17:05-18:05 (GMT+5:30)</p>	<p style="text-align: center;">Parallel Breakout Session</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td data-bbox="408 1684 893 1942" style="width: 50%; vertical-align: top;"> <p>Workshop for EU incubators: Training session on how start-ups can be concretely supported to accelerate into Sri Lanka as well as the opportunities in the South Asian ecosystem.</p> <p><i>Facilitated by Startup Council, Sri Lanka</i></p> </td> <td data-bbox="900 1684 1382 1942" style="width: 50%; vertical-align: top;"> <p>Workshop for Sri Lankan incubators: Training session on how start-ups can concretely accelerate into the European market and the opportunities available in the European market.</p> <p><i>Facilitated by uGlobally and StartupCampusBerlin</i></p> </td> </tr> </table>	<p>Workshop for EU incubators: Training session on how start-ups can be concretely supported to accelerate into Sri Lanka as well as the opportunities in the South Asian ecosystem.</p> <p><i>Facilitated by Startup Council, Sri Lanka</i></p>	<p>Workshop for Sri Lankan incubators: Training session on how start-ups can concretely accelerate into the European market and the opportunities available in the European market.</p> <p><i>Facilitated by uGlobally and StartupCampusBerlin</i></p>
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<p>13:35-14:20 (GMT+1) 18:05-18:50 (GMT+5:30)</p>	<p>EU-South Asia Start-up Help Desk</p> <ul style="list-style-type: none"> • Presentation of the results and actions of the EU-South Asia Start-up Helpdesk: the 5 selected start-ups for the hands-on support, plus the generic support being provided to the general enquiries (<i>includes 10-minute fun interactive quiz</i>). • Start-up Pitches: Each of the 5 selected start-ups to pitch their start-up in 5 minutes. • Interactive discussion about creating a Toolbox for start-up internationalization: Tools that are much needed according to the incubators and what can they provide. <p><i>Facilitated by Leena Thomas and Tatjana Guznajeva, EU-SLIP Service Facility</i></p>
<p>14:20-14:30 (GMT+1) 18:50-19:00 (GMT+5:30)</p>	<p>Next Steps and Q&A</p> <ul style="list-style-type: none"> • Next Steps regarding EU-SLIP: Incubator Partnerships; Event 3, Thematic Challenges and the EU-South Asia Help Desk. • Q&A and feedback round from incubators on their overall experience and needs. <p><i>Facilitated by Sainabou Jallow and Leena Thomas, EU-SLIP Service Facility</i></p>

6. Full list of participating incubators

Organisation	Website	Location
Hatch	http://hatch.lk	Sri Lanka
ICTA	https://www.icta.lk ; https://spiralation.com	Sri Lanka
SLINTEC/StartupX Foundry	https://www.slintec.lk ; http://startupxfoundry.com	Sri Lanka
SquareHub	http://squarehub.tech	Sri Lanka
University of Moratuwa	https://ublc.uom.lk/prod-accelerator/	Sri Lanka
IDEA Innovation Center	https://ideacy.net	Cyprus
Incubateur Descartes	https://www.descartes-devinnov.com/en/incubateur-descartes/	France
Lazio Innova	http://www.lazioinnova.it	Italy
IPN	https://www.ipn.pt	Portugal
SSE Business Lab	https://www.hhs.se/en/outreach/sse-initiatives/sse-business-lab/	Sweden
Technoport	http://www.technoport.lu/online/www/function/homepage/ENG/index.html	Luxembourg

