



Bavarian Ministry of
Economic Affairs
and Media,
Energy and Technology



invest
in
bavaria

Bavaria.

Funding and financing options
for investors.

Bavaria.

Funding and financing options

for investors.

Dear readers,

Public funds play a vital role, both for established companies and for entrepreneurs and all kinds of investment plans. Alongside an efficient infrastructure, world-leading research and development institutions and highly qualified specialist staff, a wide range of funding options is therefore a key building block in Bavaria's success as a business location.

This funding guide is intended to help investors gain an overview of the programmes on offer and to find out which funding is possible for them. It places a particular focus on start-ups, which play a central role in Bavaria's digitization offensive and which rely heavily on financial support.

On behalf of the Bavarian State Ministry of Economic Affairs and Media, Energy and Technology, Invest in Bavaria, supports companies who wish to move to or expand in Bavaria. The international team will assist you from the planning phase to implementation of a move and beyond. For example, Invest in Bavaria puts you in touch with the relevant networks and institutions in your sector and assists you with any questions you might have, such as on financing, subsidies or the market and business environment.

Make use of Invest in Bavaria's free, confidential and individual service. Get in touch with the team to find out more about the state support and opportunities Bavaria offers you.

A handwritten signature in blue ink, which appears to be "Hans Eichel". The signature is written in a cursive style and is positioned at the bottom right of the page.



Ilse Aigner
Bavarian Minister of Economic Affairs and
Media, Energy and Technology



Franz Josef Pschierer
Vice Minister of Economic Affairs and Media,
Energy and Technology

Invest in Bavaria

Invest in Bavaria is the business promotion agency of the State of Bavaria. Since 1999, Invest in Bavaria has been supporting both domestic and foreign companies who want to set up or expand a site in Bavaria. It compiles tailored information, helps to find the ideal location in Bavaria and brokers the contacts you need to make your project happen: be it authorities and associations or the key local networks. Invest in Bavaria's service is free, and it goes without saying that all enquiries are treated in confidence.

→ www.invest-in-bavaria.com

**Bavarian Research and Innovation Agency**

The role of the Bavarian Research and Innovation Agency is to provide advice on funding and a comprehensive range of services regarding further EU advice and submitting EU applications in Bavaria.

The Bavarian Research and Innovation Agency is based in Nuremberg and Munich. Bayern Innovativ GmbH, BayFOR GmbH, the Bavarian Research Foundation, Projektträger Bayern (formerly the Bavarian Innovation and Technology Centre, ITZB) and Bayerische Patentallianz GmbH all operate under its umbrella. All cooperation partners remain legally independent and responsible for their own field.

→ www.hausderforschung.bayern.de



<u>How do I secure funding?</u>	6
<u>Do you want to start a new business?</u>	10
Programmes and institutions of particular interest to entrepreneurs	12
<u>Do you want to tap new markets?</u>	16
Tapping markets in Bavaria/Germany	18
Tapping international markets	19
Representative offices abroad	22
Bavarian representative offices	22
<u>Are you planning a new location or a location expansion?</u>	24
Bavarian regional investment grant programme (BRF) for commercial enterprises	26
Funding regions for the Bavarian regional investment grant	27
<u>Are you working on your own research and development projects?</u>	28
Principles of innovation support	30
Non-topic-specific programmes	31
Topic-specific programmes	34
<u>Are you interested in financing issues?</u>	40
LfA Förderbank Bayern	42
Bayern Kapital GmbH	42
Bayerische Beteiligungsgesellschaft mbH	42





How do I secure funding?

Who can receive funding?

Only companies based or operating in Bavaria are eligible to apply (with the exception of NFFX – Nürnberg Fürth for Excellence). The project must predominantly be carried out in the State of Bavaria (with the exception of Bayern Innovativ GmbH's trade fair involvement programme and programmes for tapping international markets).

What information does the project sponsor require?

Assessing your project's eligibility for funding requires an outline of the project including the most important project-related information, such as the implementation period, the investment sum, the financing plan and a brief description of the project's content.

How significant is the size of my company?

In many programmes, the size of a company (see SME definition, where SME stands for “small and medium-sized enterprises”) is vital in determining its eligibility for funding or the funding intensity. Companies are classified based on the SME definition of the European Commission, taking the type of company (independent, affiliated or partner company) into account.

Independent companies are companies who do not hold shares of 25% or more of the capital or voting rights of another company and in which no shares of 25% or more are held (exceptions with regard to exceeding the threshold for shareholders such as state investment companies or business angels).

SME definition

	Employees	Annual sales (in EUR) or Annual balance sheet (in EUR)	
Micro enterprise	< 10	≤ 2 million	≤ 2 million
Small enterprise	< 50	≤ 10 million	≤ 10 million
Medium-sized enterprise	< 250	≤ 50 million	≤ 50 million
Large enterprise	< 250	> 50 million	> 43 million

→ You can find more information on calculating the SME status at:
www.ec.europa.eu



What do I need to know before submitting an application?

Submit your funding application **before** commencing your project. Funding can only be approved for projects that have not yet commenced at the time the application was submitted to the project sponsor responsible (e.g. no orders may have been placed with suppliers).

How is funding provided?

The funding on offer ranges from non-repayable subsidies to low-interest loans and even the provision of guarantees. However, public funding is intended to “help companies help themselves”, i.e. only some of the project financing can be covered by funding.

Who do I contact?

Various project sponsors are charged with assessing funding projects. The points of contact for all programmes listed here are specified accordingly:

What sources are available beyond Bavarian funding programmes?

This funding guide lists Bavarian funding programmes. There are also federal and EU programmes that are often taken into account and administered by Bavarian project sponsors. You can find more information on these programmes here:

- Funding programmes and financial help by the German federal government, German states and the EU Federal Ministry for Economic Affairs and Energy:
www.foerderdatenbank.de

- Bayerische Forschungsallianz GmbH (BayFOR):
www.bayfor.org



Note

Please note that this brochure merely provides an initial overview and that only the guidelines valid in each case apply. Due to the revision of a European directive applicable to many programmes for research and development projects, it may be necessary to revise the contents of some programmes or to rename them. Related information can be found on the websites of the project sponsors.



A hand is shown on the left side of the frame, holding a glowing blue energy stream that extends across the middle of the image. The background is dark with abstract, swirling blue light patterns. The text 'Do you want to start a new business?' is overlaid on the bottom left in white font on a blue rectangular background.

Do you want to start a new
business?

[Programmes and institutions of particular interest to entrepreneurs](#)

FLÜGGE

What is funded?

This support is for research activities that are intended to ease the transition into a start-up. The aim of the research activity must be to transfer an innovative business idea from the fields of technology and knowledge-based services with a clearly recognisable market volume from research into a feasible company concept, in order to minimise the risk of founding a company based on this for university graduates and staff at Bavarian state universities.

How is funding provided?

Financing is provided to pay a worker in the public sector with a degree from a university or university of applied sciences for a period of up to 18 months.

More information

Project sponsor FLÜGGE at the contact office for research and technology transfer, LMU Munich
→ [Information](#)
www.fluegge-bayern.de



Growth fund for Bavaria

What is funded?

Following a first round of financing, the growth fund for Bavaria uses investment capital to finance investments and equipment as part of an innovation project. Financing is provided for, for example, the development of new products, processes and technical services in order to prepare the range of products and services incl. their market launch, or the establishment, sale and implementation of internationalisation strategies.

How is funding provided?

The growth fund will only invest if independent private investors invest in the company at the same conditions and for the same amount. Investment takes the form of an open and/or typically silent investment. The amount of investment from the growth fund is between two and eight million euros per recipient.

More information

Bayern Kapital GmbH → Information → Download
→ Growth fund for Bavaria
www.bayernkapital.de



Bavarian Programme for Supporting Technology-oriented Business Start-ups (BayTOU)

You will find information about this on page 31.

Innovation vouchers

You will find information about this on page 32.

Bavarian regional investment grant programme for commercial enterprises (BRF) / Joint task of the German federal government and the states “Improvement of Regional Economic Structure” (GRW)

How is funding provided? The maximum funding in C funding regions can only be obtained when there are particular structural effects in an individual case, e.g. for investments in connection with start-ups.

More information See page 26

BayStartUP

How is funding provided? BayStartUP is the institution for start-ups, financing and growth in Bavaria, funded by the Bavarian Ministry of Economic Affairs and business.
It offers:

- Business plan competitions
- Workshops for start-ups
- Coaching
- Contacts in the Bavarian financing network, with business angels and venture capital investors

More information BayStartUP → Bavarian business plan competitions
BayStartUP → Financing network
www.baystartup.de



ESA Business Incubation Centre (BIC) Bavaria

What is funded?	Innovation and incubation in the field of commercial use of space travel technologies and/or space travel infrastructures at four sites in Bavaria: Oberpfaffenhofen, Ottobrunn, Nuremberg and Berchtesgadener Land.
How is funding provided?	Financial funding (EUR 50,000 grant and loan of up to EUR 50,000), as well as technical support and expertise.
More information	ESA Business Incubation Centre Bavaria → About www.esa-bic.de



LfA

You will find information about financing on page 42.

Special feature	Low-interest financing for companies in the start-up phase
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Bayern Kapital

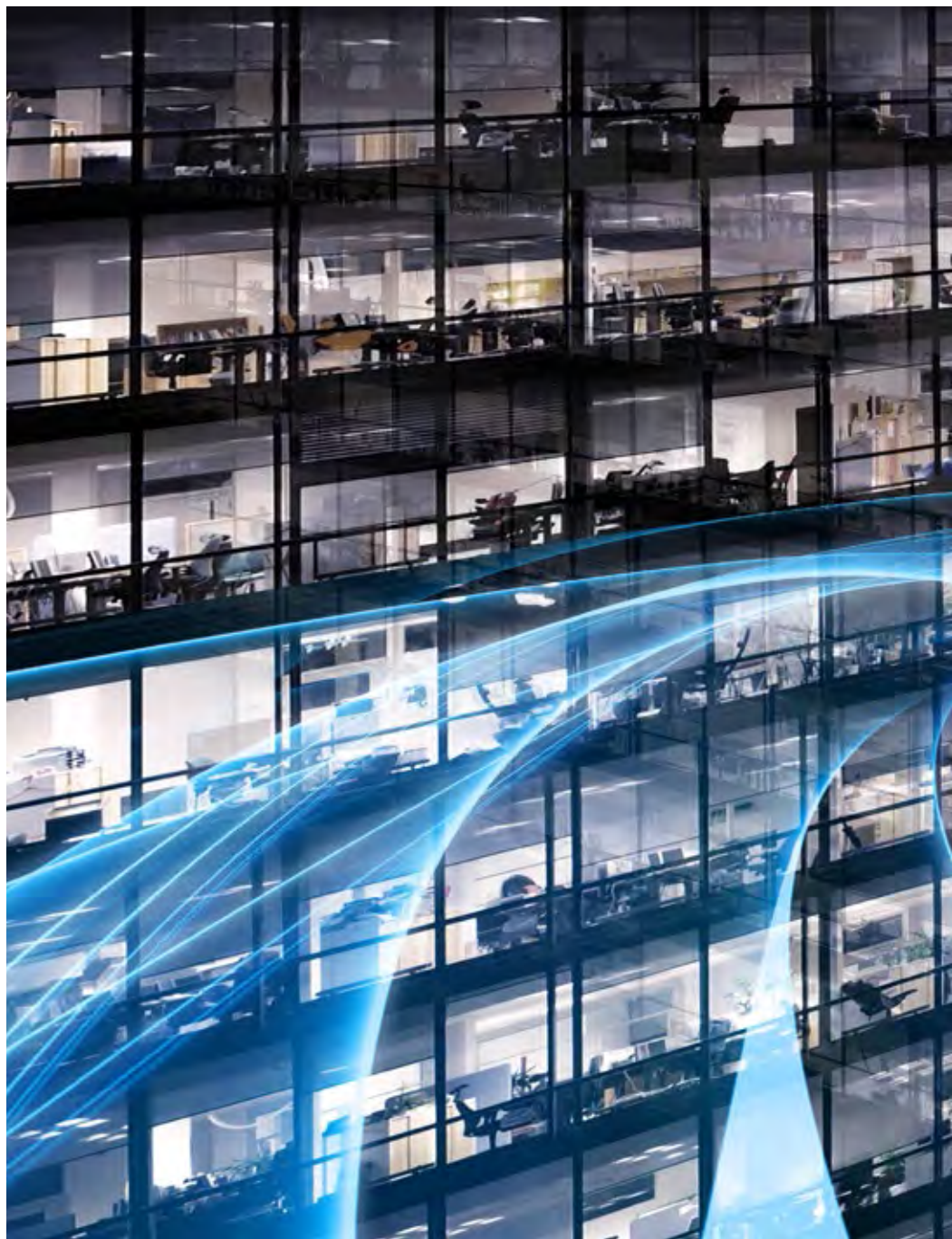
You will find information about financing on page 42.

Special feature	Investment capital for companies already in the seed phase
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Bayerische Beteiligungsgesellschaft mbH

You will find information about financing on page 42.

Special feature	Investment capital for start-ups
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Do you want to tap
new markets?

Tapping markets in Bavaria/Germany**Trade fair participation programme by Bayern Innovativ GmbH**

What is funded? Trade fair organisation and cost sharing by the Bavarian Ministry of Economic Affairs. The programme mainly includes trade fairs in Germany.

Who can receive funding? Small and medium-sized enterprises based in Bavaria.

More information Bayern Innovativ GmbH → Trade fairs
www.bayern-innovativ.de

**NFX - Nürnberg Fürth for Excellence**

What is funded? Preparation and foundation of a branch in the cities of Nuremberg and Fürth and related costs up to a maximum of EUR 10,500.00. The service package includes office leasing costs as well as office services, support from lawyers, notaries and tax advisors, and integration/relocation service.

Who can receive funding? Foreign companies that do not yet have business premises or branches in Germany.

More information www.n-f-excellence.de



Tapping international markets

Delegation visits

What is funded?

Benefit from political support during delegation visits by the Bavarian State Ministry of Economic Affairs and Media, Energy and Technology and obtain assistance in entering promising markets.

- The programme and all travel logistics are organised by Bayern International with financial support from the Bavarian Ministry of Economic Affairs.
- Develop a network for your export business: participation in sector-specific meetings with experts, company visits, getting to know German offices on site and important government agencies in the target country

More information

Bayern International GmbH → Market exploration → Delegation visits
www.bayern-international.de



Tours for businesspeople

What is funded?

Get to know the conditions in interesting foreign markets on tours for businesspeople organised by Bayern International.

- Obtain insight into promising foreign markets
- Visits to local companies, associations, ministries, organisations or a specialist trade fair

More information

Bayern International GmbH → Market exploration → Tours for businesspeople
www.bayern-international.de



Trade fair participation programme by Bayern International GmbH

What is funded?	Participation in the Bavarian joint booth at foreign trade fairs receives financial support. Bayern International handles the organisation. Two participation packages are available: a trade fair booth from 9 m ² (package A) or an approx. 2 m ² booth unit (package B).
Who can receive funding?	Small and medium-sized enterprises from Bavaria with annual sales of up to EUR 125 million receive financial support. In addition, participation at full cost is possible.
More information	Bayern International GmbH → Trade fair funding www.bayern-international.de
	

Export Bavaria 3.0 – Go International

What is funded?	This programme supports new activities abroad by medium-sized Bavarian companies. This includes, for example, participation in international trade fairs and exhibitions for the first time, creation of company-specific publications, advertising abroad and internal staff training measures. Funding is available for tapping the market of two new countries; the funding period is limited to three years per country.
Who can receive funding?	Small and medium-sized enterprises (SME) based in Bavaria.
How is funding provided?	Grant of up to 50% of eligible expenditure, max. EUR 20,000 per company and target country.
More information	Go International → Funding www.go-international.de
	

Bayern – Fit for Partnership

What is funded?

Support for the marketing and sales activities of Bavarian companies.

- Presentation of the company to international and sector-specific delegates
- Direct contact with decision-makers abroad
- No costs for Bavarian companies

More information

Bayern International GmbH → Sales support

- Bayern – Fit for Partnership
- www.bayern-international.de



Representative offices abroad

What is funded?

More than 20 representatives support you in tapping new export markets or in developing and expanding sales structures abroad.

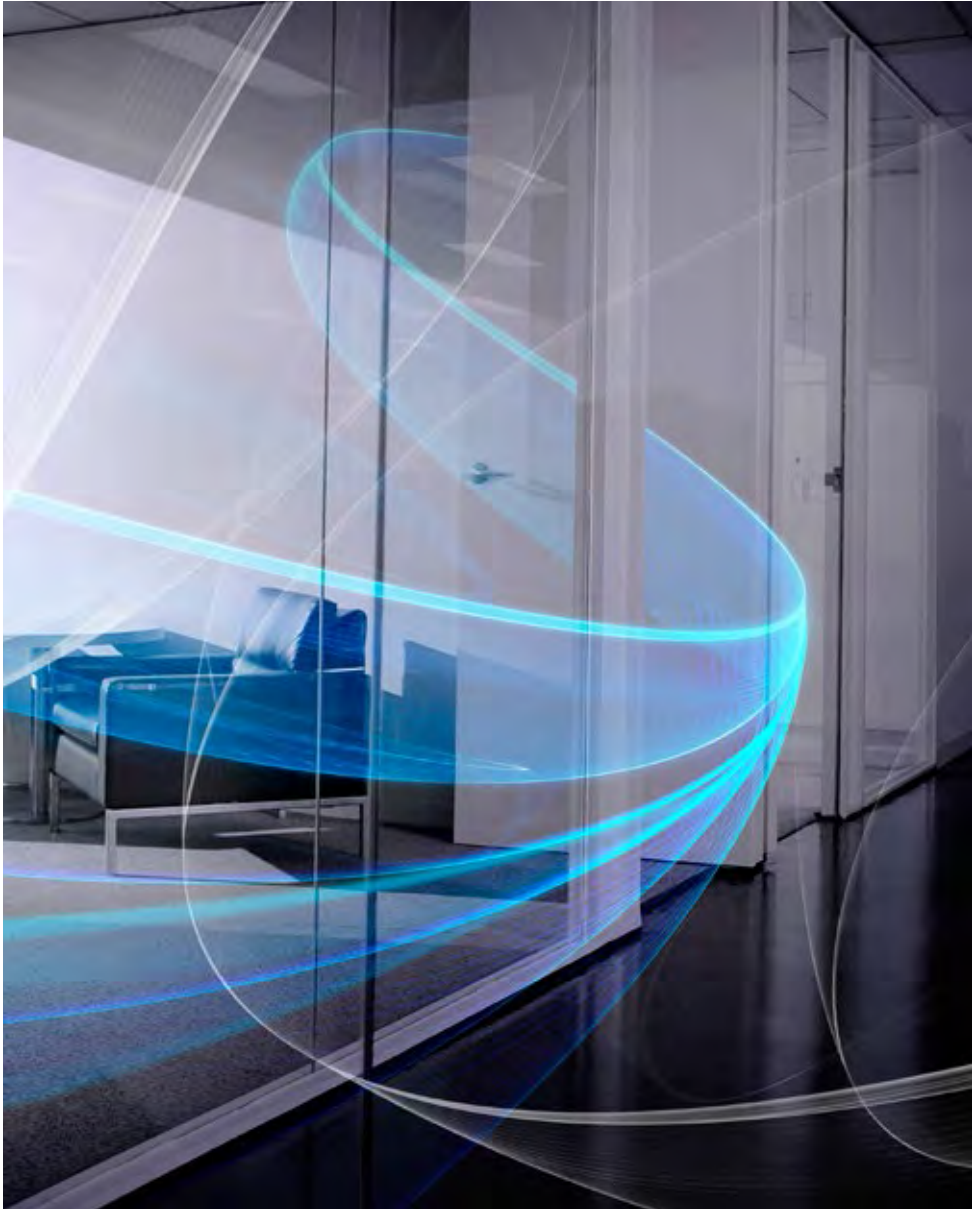
More information

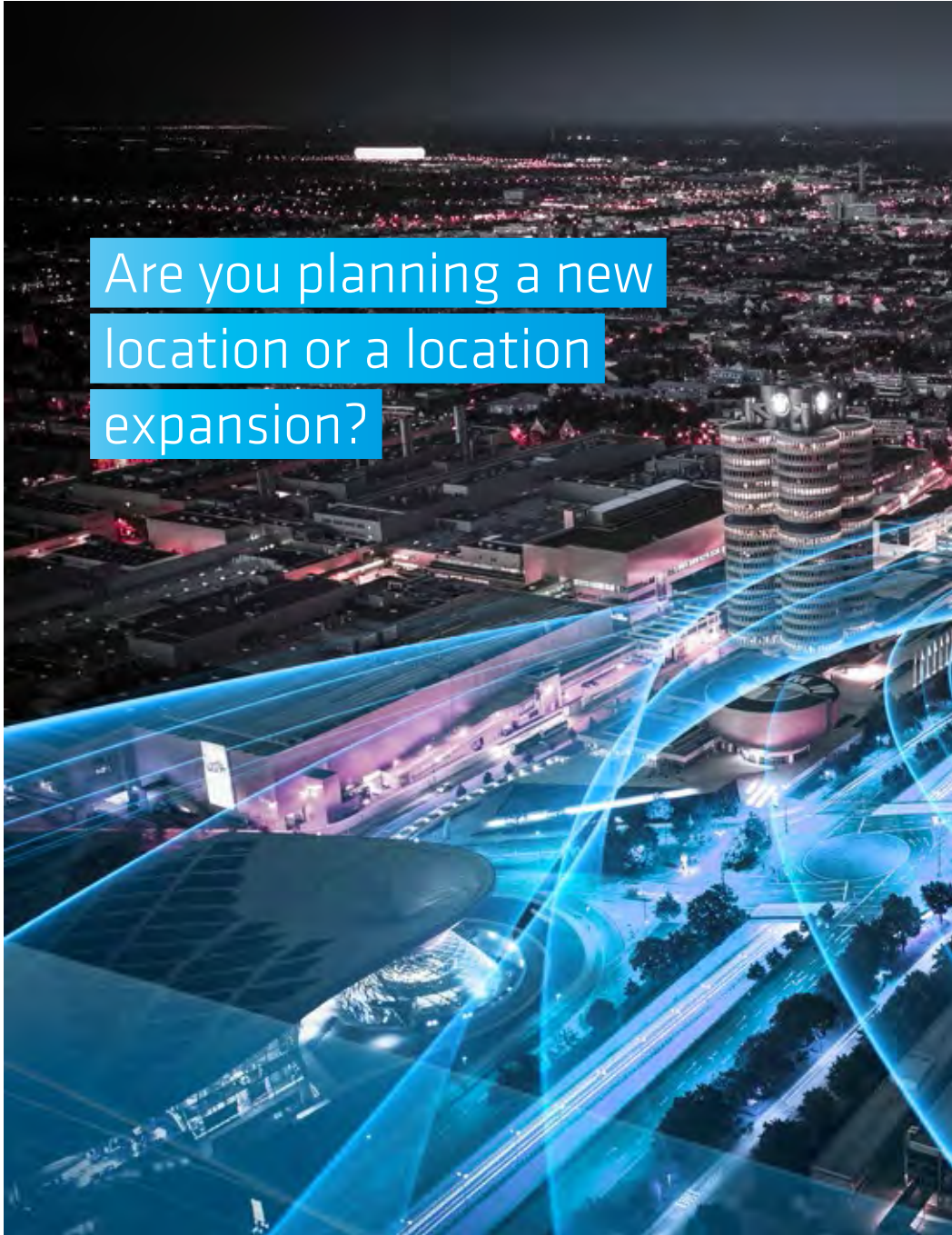
Bavarian State Ministry of Economic Affairs and Media,
Energy and Technology
→ Topics → Internationalisation
→ Active internationally → Representative offices abroad
www.stmwi.bayern.de



Bavarian representative offices





An aerial night view of a city with various buildings and streets. Overlaid on the image are several glowing blue lines and shapes, resembling a digital network or data flow. A prominent blue rectangular box is positioned in the upper left quadrant, containing white text. The overall scene is illuminated by city lights and the blue digital glow.

Are you planning a new location or a location expansion?



Bavarian regional investment grant programme for commercial enterprises (BRF) / Joint task of the German federal government and the states "Improvement of Regional Economic Structure" (GRW)

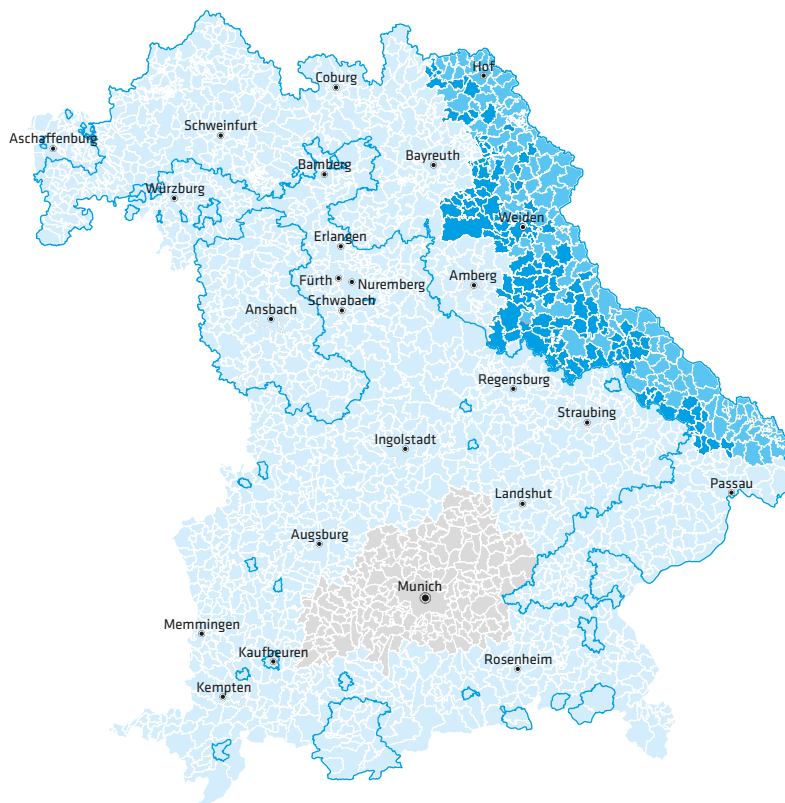
What is funded?	Investment in assets as part of the tangible fixed assets, e.g. machines, buildings, etc.
How is funding provided?	Up to max. 30% of the costs eligible for funding (see below), depending on the company location (see map) and size.
Requirement	<ul style="list-style-type: none"> → Creating or safeguarding jobs → Minimum investment threshold of EUR 200,000 in "Regions with special need for action", otherwise EUR 500,000.
More information	<p>Bavarian State Ministry of Economic Affairs and Media, Energy and Technology</p> <ul style="list-style-type: none"> → Service → Funding programmes → Regional investment grant <p>www.stmwi.bayern.de</p>



Funding rates by promotion areas and size of company

	C	D	Others
Small enterprises	Up to 30%	Up to 20%	Up to 20%
Medium-sized enterprises	Up to 20%	Up to 10%	Up to 10%
Large enterprises	Up to 10%	-	-

Funding regions for Bavarian regional investment grant (valid as of 1st October 2014)



- C funding region of GRW
- D funding region of GRW
- Other funding region
- Exempt "economically strong area"
- BRF priority region "area with special need for action"



Are you working on your own
research and development
projects?



30 Are you working on your own research and development projects?

Please be aware of the following principles for innovation support¹:

What counts as an “innovation” in the funding landscape?

- The technologies, products and services to be developed or their application must be new and go significantly beyond the current state of the art.

What aspects of a research and development project are funded?

- Eligibility for funding can include personnel costs related to the project (engineers, foremen, etc.), material costs and third-party services (commissioned research, e.g. research work carried out by a university).

How is funding provided and how high is the funding share for a research and development project?

- Between 25% and 50% of the costs eligible for funding, depending on the degree of innovation.
- Funding programmes that are provided as a non-repayable grant are presented below.

What types of projects are there?

- Funding projects can/must be conducted as individual or joint projects. An individual project is implemented by the applicant only; multiple partners (companies, universities, research institutions) work together on a joint project.

¹These principles apply to many innovation support programmes; individual programmes may deviate from these funding requirements.

Non-topic-specific programmes

Bavarian Programme for Supporting Technology-oriented Business Start-ups

What is funded?

- Development projects connected to the foundation of technology-oriented enterprises
- Concept projects, i.e. the creation of a feasible technological concept that is ready for assessment

Who can receive funding?

- Persons who intend to found a technology-oriented commercial enterprise
- Technology-oriented enterprises that have existed for less than six years, have fewer than ten employees and satisfy the SME criteria

How is funding provided?

- Max. 25% for development projects; the assistance increases by 20 percentage points for small companies
- Up to 25% for concept projects, up to a maximum of EUR 52,000

More information

Projektträger Bayern → Funding programmes → Bavarian funding programmes managed by Projektträger Bayern → BayTOU
www.projekttraeger-bayern.de



Bavarian Technology Support Programme

What is funded?

Development of new technological products and processes and application of modern technologies in products and production.

Who can receive funding?

SMEs (for application and development projects) and commercial enterprises with max. 400 staff (for development projects).

More information

Projektträger Bayern → Funding programmes → Bavarian funding programmes managed by Projektträger Bayern → BayTP
www.projekttraeger-bayern.de



32 [Are you working on your own research and development projects?](#)

Innovation vouchers

What is funded?

Improvement in innovative strength through collaboration with research institutions and other companies/industrial partners.

- Innovation voucher 1: Planning, development and implementation of new products, production processes or services and/or significant improvements to existing products, production processes and services in the field of technical and/or technological innovations
- Innovation voucher 2: Innovative projects with a greater need for financing and an external order volume of at least EUR 25,000
- Special innovation voucher: Continuation of successful projects (using innovation voucher 1 and 2) with greater need for financing

Who can receive funding?

Small enterprises (fewer than 50 employees, annual sales or annual balance sheet up to max. EUR 10 million) and start-ups

How is funding provided?

The funding level is generally 40% and can be increased to a maximum of 60% in “regions with special need for action” (see map on page 27) or when commissioning a university or non-university research institution

- Innovation voucher 1: The upper limit of the costs eligible for funding is EUR 15,000
- Innovation voucher 2: The upper limit of the costs eligible for funding is EUR 30,000
- Special innovation voucher: The upper limit of the costs eligible for funding is EUR 80,000

More information

Bayern Innovativ Gesellschaft für Innovation und Wissenstransfer mbH → [About us](#) → [Innovation vouchers](#)
www.innovationsgutschein-bayern.de



Bavarian Research Foundation – High-tech for the 21st century

What is funded?

Innovative research and development projects for technologies, processes and services in the following topics and issues:

- Life sciences
- Information and communication technologies
- Microsystems technology
- Material science
- Energy and environment
- Mechatronics
- Nanotechnology
- Process and production technology

Requirement

Joint project: cooperation between companies and one or more research institutions

More information

Bavarian Research Foundation → Application submission
→ Funding guidelines
www.forschungstiftung.de



34 Are you working on your own research and development projects?

Topic-specific programmes

Electromobility and innovative drive technologies for mobile applications

What is funded?

Research and development in the following fields:

- Electrical drives
- Tank and storage technologies, especially battery technologies
- Safety technology
- Engine technology
- Gear technology
- Consumption and exhaust gas modification
- Hybrid technology
- Energy management
- Technology studies

Requirement

Joint project: cooperation between multiple companies and/or between companies and research institutions

More information

Projektträger Bayern → Funding programmes → Bavarian funding programmes managed by Projektträger Bayern → BayEMA
www.projekttraeger-bayern.de



New materials in Bavaria

What is funded?

Research and development in the following fields:

- Materials for energy technology, especially storage technology, and for energy-saving applications
- Lightweight materials
- Composite materials and material compounds
- Substitution of materials and processes with limited resources for recycling
- Modelling and simulation of material properties and processing methods
- Functionalised surfaces and functional materials
- Innovative material-related process technologies for the generation of basic chemical substances, the manufacture, processing and functionalisation of materials, and the manufacture of semi-finished products, components and parts

Requirement

Joint project: cooperation between multiple companies and/or between companies and research institutions

More information

Project sponsor Jülich → Funding → Funding topics
→ Material technologies
www.ptj.de



36 [Are you working on your own research and development projects?](#)

Electronic systems

What is funded?

Research and development projects in the field of digitization and electronic systems in various application fields and sectors. The funding covers the following topics and issues, among others:

- Design of complex electronic and IT systems
- System integration
- Production technologies for electronic systems
- Nano, micro, opto and performance electronics
- Microsystems
- Sensor technology, actuator engineering
- Mechatronic systems
- Measurement and control technology
- Development of electronic devices and modules

Requirement

Joint project: cooperation between at least two companies, of which at least one is a medium-sized enterprise and, if necessary, one research institution

More information

VDI / VDE Innovation + Technik GmbH → Promotion
www.elsys-bayern.de



Information and communications technology

What is funded?

Research and development projects in the field of digitization and information and communications technology in various application fields and sectors. The funding covers the following topics and issues, among others:

- Hardware and software engineering
- Data and knowledge management
- Human-machine communication
- Real-time and embedded systems
- Data networks for intelligent infrastructures (e.g. energy, mobility etc.)
- Automation and intelligent production
- Communication networks
- Technical IT services
- IT security

Requirement

Joint project: cooperation between at least two companies, or between at least one company and one research institution

More information

VDI / VDE Innovation + Technik GmbH → Promotion
www.iuk-bayern.de



38 [Are you working on your own research and development projects?](#)

Medical lead projects

What is funded?

Research and development work in the field of medical technology and accelerated implementation of research results in new products and processes. The funding covers the following topics and issues, among others:

- Methods in bioinformatics including biosignal analysis and synthesis
- Medical imaging and image processing
- Intelligent biomedical sensor technology and actuator engineering in micro and nanotechnology

Requirement

Joint project: cooperation between multiple companies and/or between companies and research institutions

More information

Projektträger Bayern → Funding programmes → Bavarian funding programmes managed by Projektträger Bayern → BayMED
www.projektraeger-bayern.de



Bavarian Energy Research Programme

What is funded?

- Research, development and application of new energy and energy-saving technologies
- Energy efficiency measures for investment in energy-saving measures for demonstration and introduction
- Technical feasibility studies in advance of industrial research or experimental development

Requirement Individual or joint project

More information Project sponsor Jülich → Funding → Funding topics → Energy
www.ptj.de



Biotech and gene technology

What is funded?

Research and development projects from every branch of modern biotech. Funding is especially provided to projects in line with the following focuses, among others:

- Research and development of bioprocessing technologies
- Research and development of biotech production processes, incl. for biofuels or basic substances for the chemical industry
- Research and development of technical enzymes, biocatalysts and new biomaterials

Requirement Joint project: cooperation between multiple companies and/or between companies and research institutions

More information StMWi → Service → Funding programmes → Technology funding
www.stmwi.bayern.de



Are you interested in
financing issues?





LfA Förderbank Bayern

How is funding provided?

Long-term, low-interest loans in combination with risk relief (liability indemnification, warranties and guarantees). The applicant submits the application for funding products through his own bank. No subsidy element: syndicated financing on invitation by commercial banks.

Who can receive funding?

For most programmes: commercial enterprises that satisfy the SME status.

More information

www.lfa.de



Bayern Kapital GmbH

What is funded?

Equity capital for the development and market launch of innovative products and processes by start-up companies – from the seed phase to expansion.

Who can receive funding?

For many programmes: Bavarian start-up teams and technology companies with the legal form of a corporation.

More information

www.bayernkapital.de



Bayerische Beteiligungsgesellschaft mbH

How is funding provided?

Equity capital in the form of silent participations, open participations, venture capital or private equity for company purchases/succession rules.

Who can receive funding?

For many programmes: commercial enterprises that satisfy the SME status.

More information

www.baybg.de





Note

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