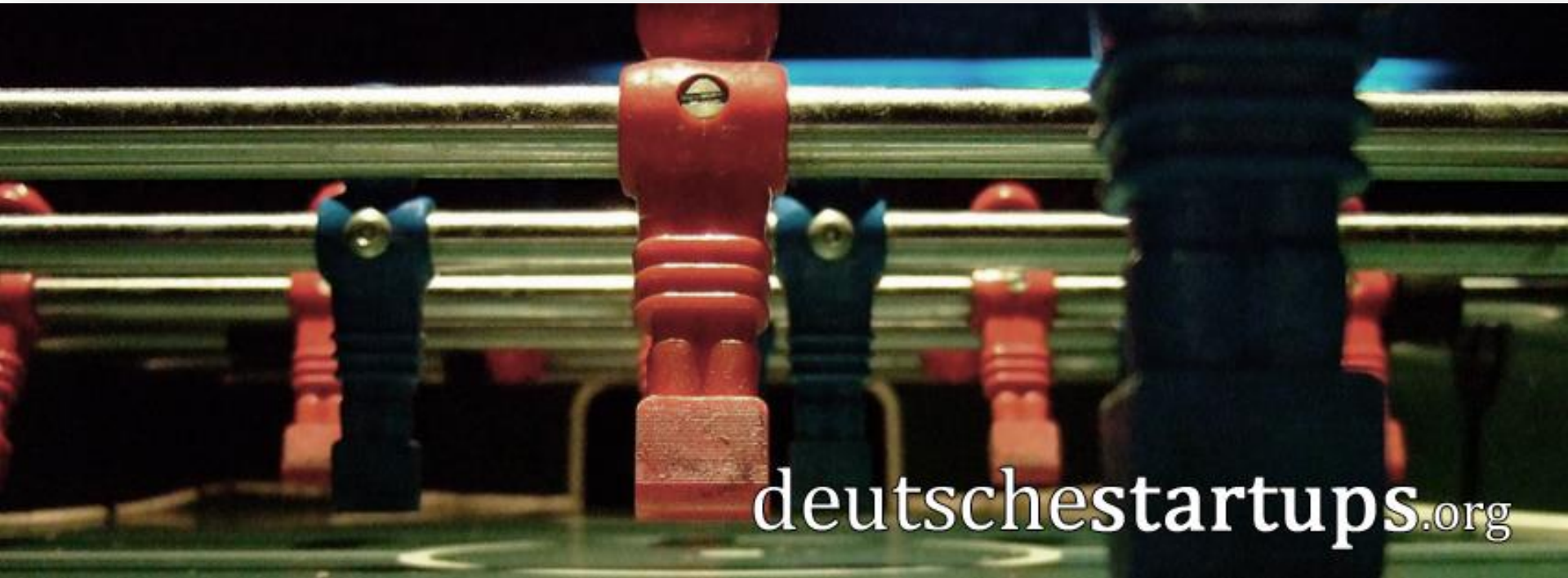


„If there is an American secret weapon, it's the garage.“

Fortune Magazine 1996



Berlin Startup Ecosystem

Athens

Mar 2014

- Started 3 companies
 - Real Estate Agency (sold to co-founder) 1997
 - Bondea - Social Network for Women (oops it failed) 2006
 - Spendino - Online Donor Management Software for NPOs 2009
- Two Non-Governmental Organizations
 - Entrepreneurs Club Berlin e.V. 2010
 - German Startups Association 2012

co-organized Startup Events like Startup Camp since 2005

500 Speakers

15.000 Attendees

Who we are

The Voice of Startups in Germany to establish a more founder friendly environment

Public relations

- Represent startups publicly via campaigns & events
- Emphasize importance of entrepreneurialism through research

Political lobbying

- Develop political agendas
- Dialogue with political decision makers

Network

- Networking among members
- Exclusive events
- Benefits for members

Who we are

+300 members in 16 months



Sustaining members

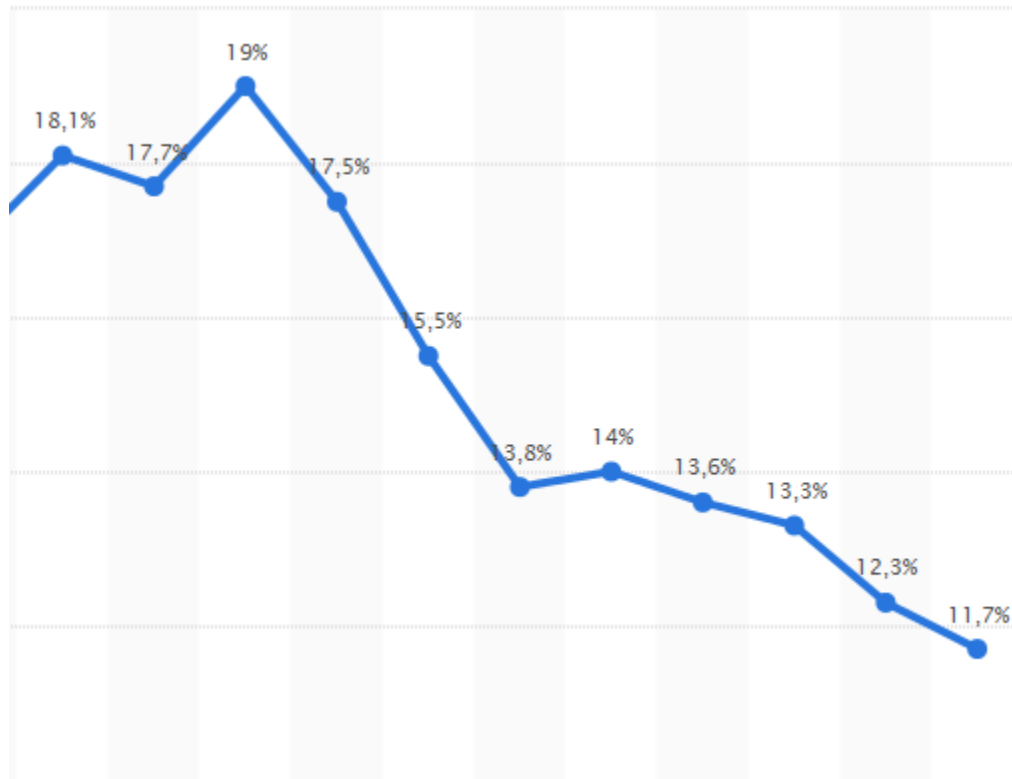


Berlin today



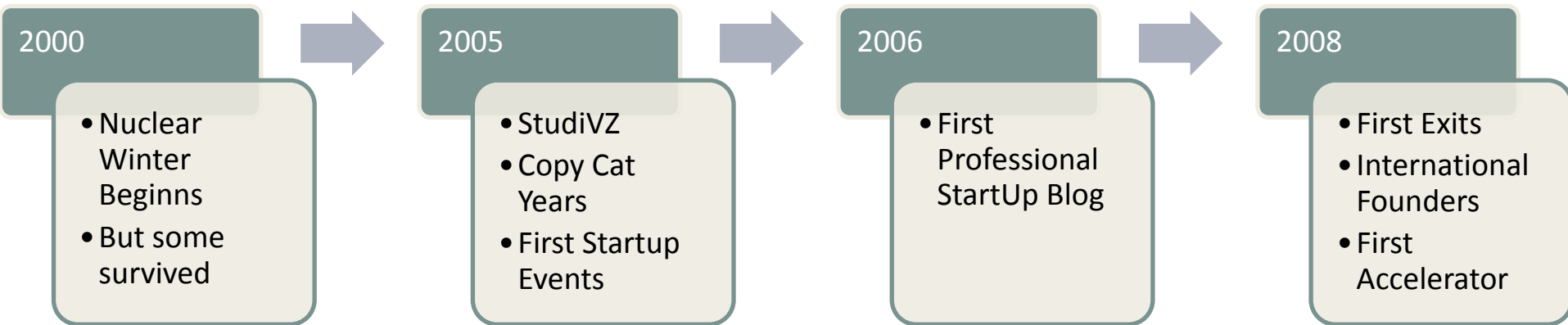
it started in 2000 with an Entrepreneurship Professor



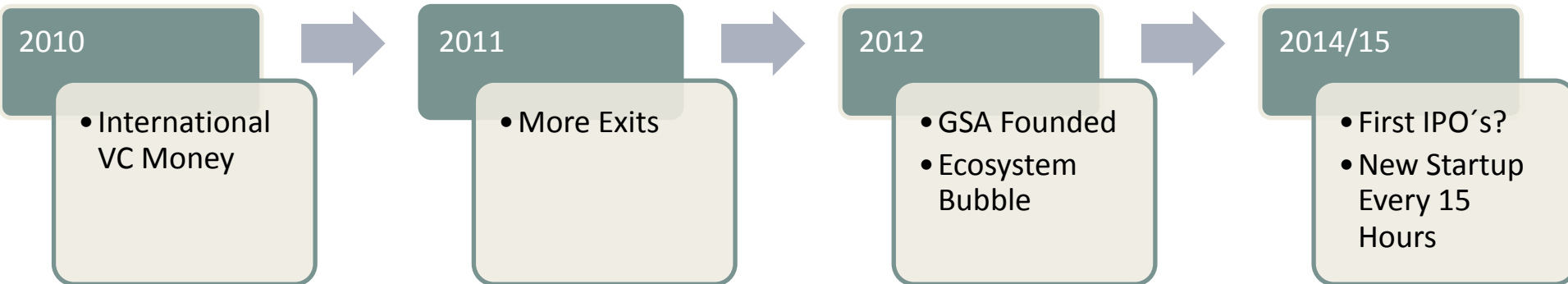


..and close to 20% unemployment rate

<- strong government support with public VC money and grants ->



<- strong government support with public VC money and grants ->



What Startup Ecosystems need to succeed?



Successful Startups!



And what do Startups need to succeed?

Team

Vision

Passion

Time

Persistence (Failure Happens)

Investement

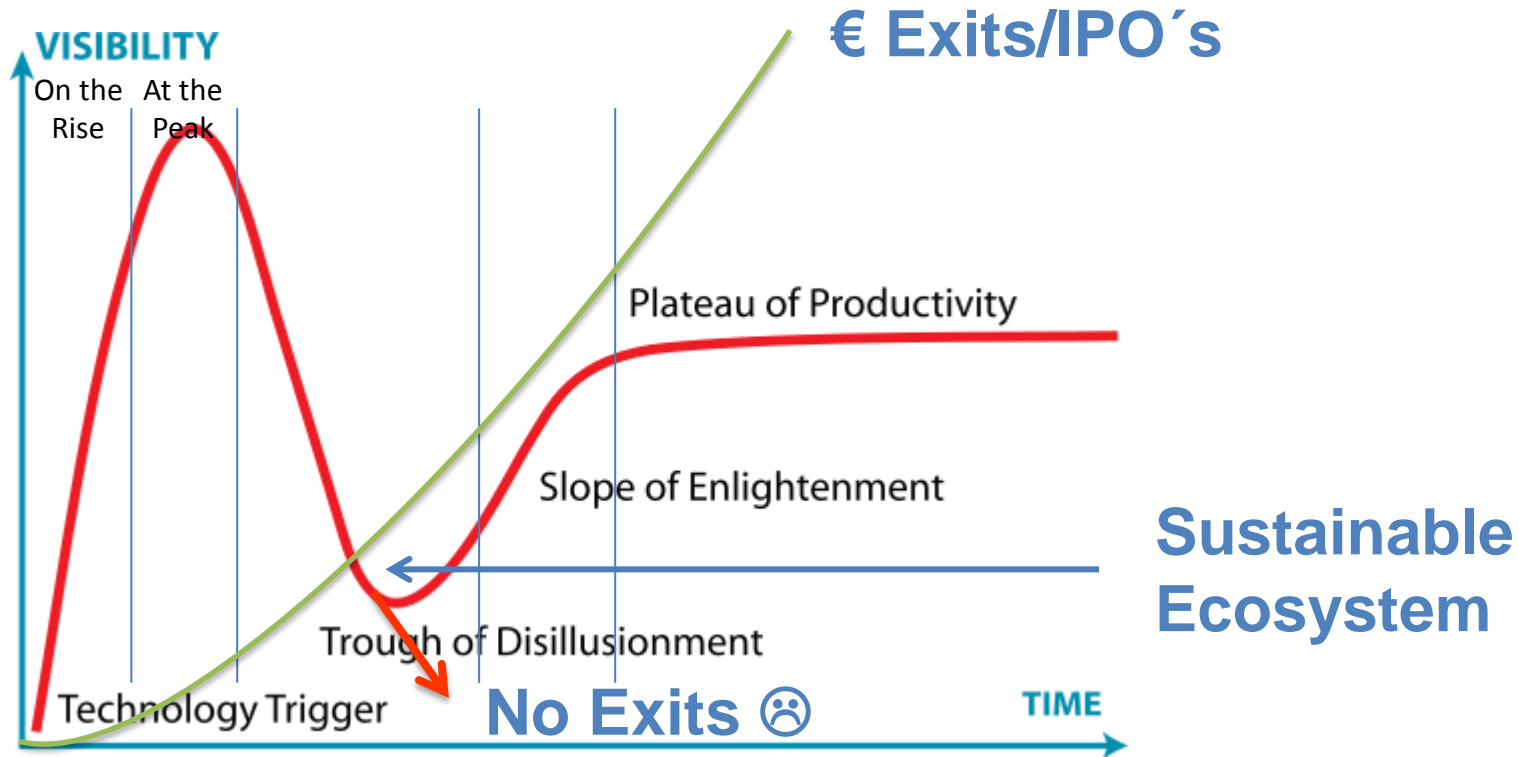
Luck

...a Good Startup Ecosystem



Chicken and Egg Problem

Not mature yet; Exits < Investments



The Ecosystem To-Do List

- Create „Collisions“ between likeminded people
 - Share Knowledge
 - Learn from Failures (your own and others)
 - The road to inovation is paved with imitation
 - Find first Investors
- (Business Angels, Governement, EU, „Old Money“)

Don't accept gatekeepers



and showstoppers

send Insiders out and

Vagabond

Coffees • Cocktails

TALL GRASS
BREWING CO.

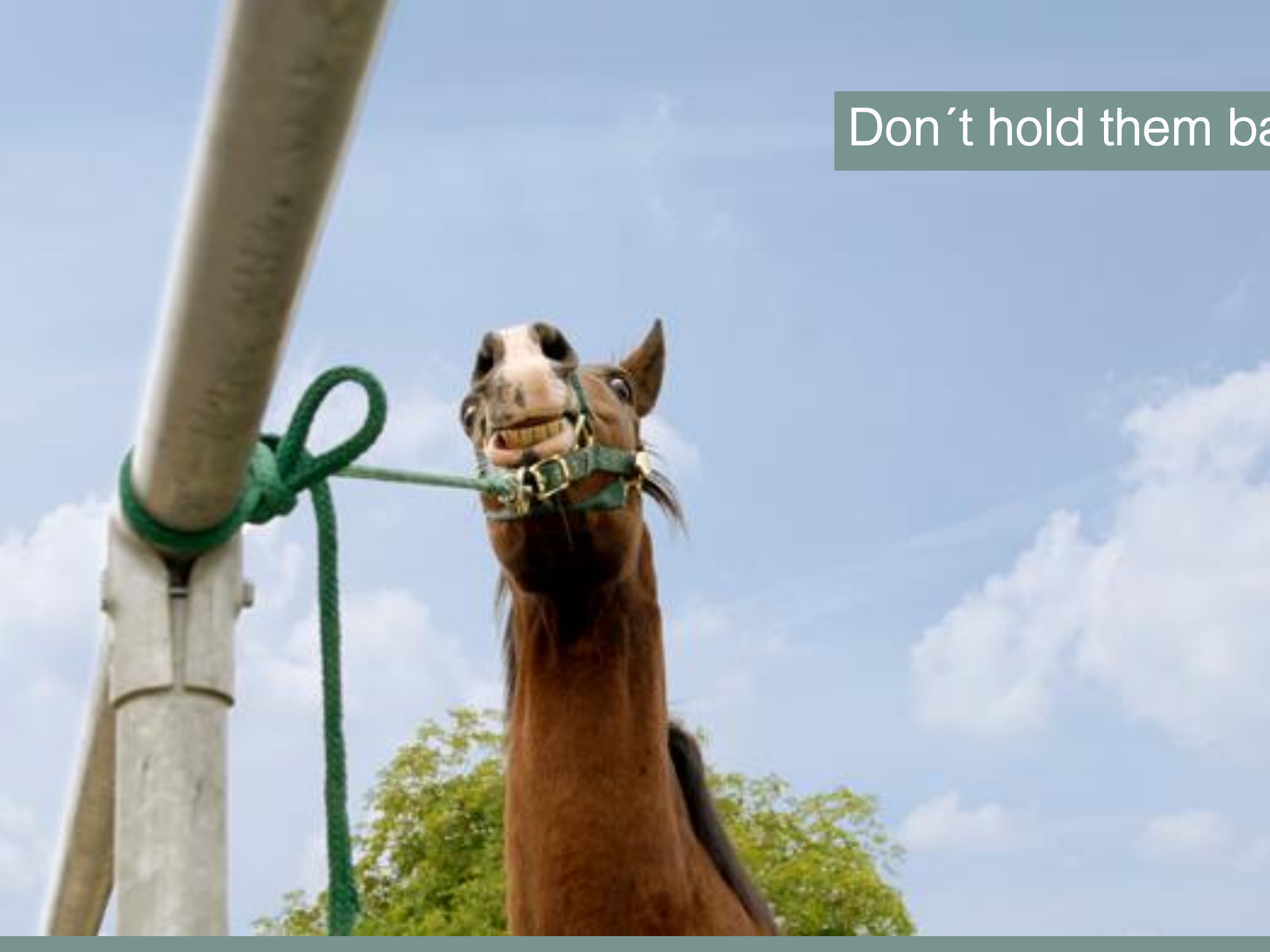


invite Outsiders in

Re-Invest



Don't hold them ba



The Ecosystem To Do List

keep future founders in focus