

DISCLAIMER

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How to raise public money in Berlin

Possibilities for funding and financing

INSTRUMENTS



non-refundable grants
tax subsidies



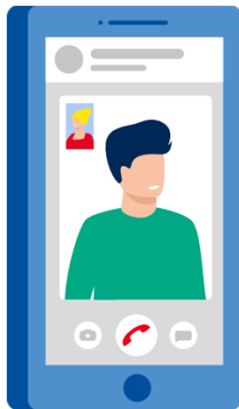
low-interest loans
grace periods
collaterals
guarantees



public equity
silent partnerships

BERLIN PARTNER FINCANCING PACKAGE

1 General information



General information on funding from your Berlin Partner Project Manager according to your company key figures, project and needs



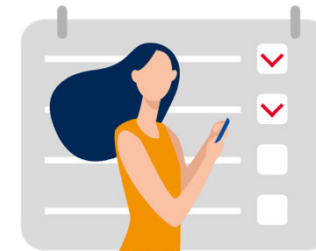
2 specific Interest

3 in-depth information

Specific information on funding from your Berlin Partner Funding | Financing Manager as well as contact to potential financing partners



4 application support



Guidance through the application process and support in communication with relevant partners

5 subsidy management

Long-term support even after the application has been submitted



ENTERPRISE SUBSIDY GRANT



All applications must be submitted before the start of the project.

Eligibility must be verified on a case-by-case basis.



GründungsBONUS

The GründungsBONUS is aimed at innovative startups in Berlin and provides a cost subsidy for the development, implementation and market establishment of innovative products and services. Funding is available for technological, digital, creative or particularly sustainable business models.

GOOD TO KNOW

A business and financial plan (planning horizon three years) in German must be submitted for the application. The [manuals/templates](#) provided by the Business Plan Competition Berlin-Brandenburg (BPW) offer orientation.

Attention: Due to the large number of applications, it takes about 6 months from the review of the applications to the final decision



WHO?



Legally independent, profit-oriented startups, micro-enterprises and freelancers based in Berlin. These may not be older than 12 months at the time of application.

HOW MUCH?



- Cost grant of 50% of the eligible expenditure (max. EUR 50,000)
- Disbursements in up to 5 tranches of at least 10% of the approved startup funding per tranche.
- Eligible expenditure must be incurred within two years of submission of the application.

FOR WHAT?



- Material and investment costs,
 - Current operating expenses (e.g. rent)
 - Personnel costs (employee gross amount), for founders and CEOs max. EUR 2,000 / month p.p. resp. max. EUR 25,000 (max. 50% of the total grant)
 - external services
-



Pro FIT Early Stage Financing

The ProFIT early stage financing is aimed at improving the financing possibilities of technology companies in the entrepreneurial early phase. Pro FIT early-stage financing makes it easier for technology-oriented startups to set up their business infrastructure and to finance general business operations.

GOOD TO KNOW

Condition for funding is a mentor who has extensive entrepreneurial experience.

The programs “GründungsBONUS” and “ProFIT early stage financing” are mutually exclusive.



WHO?



Newly founded, technology-oriented small companies based in Berlin (early phase 1: maximum age 12 months, early phase 2: maximum age 24 months). The implementation of an innovation project ("R&D anchor project") is intended

HOW MUCH?



Funding is provided in the form of nonrefundable grants and/or subsidized loans, depending on the phase:

Early phase 1

- 50% grant + 50% loan
- max. 1 year
- The anchor project must be started at the latest at the end the phase

max. EUR 200,000

Early phase 2

- 100% loan
- End at the latest with completion of the anchor project

max. EUR 500,000



Improvement of Regional Economic Structures (GRW)

Within the framework of GRW funding, investment projects (project duration max. 36 months - until 31.12.21 max. 42 months) can be funded. The applicant company can choose between capex and labor cost based support. The purchase and/or production of new tangible and intangible assets is subsidized within the framework of capex based support. In the context of labor cost based support, the salaries of newly created jobs whereby appropriate capex- investments must also be made.

GOOD TO KNOW

In addition to freelancers, other sectors are also excluded from receiving funding. Explicitly supported sectors can be found on the [positive list](#). Sectors explicitly excluded from funding are on the so-called [negative list](#).

WHO?



Commercial enterprises with at least one permanent establishment in Berlin and predominantly supra-regional sales

Company size	Small	Medium-sized	Large
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HOW MUCH?



The investment grant amounts depends on the company size and the development areas "C" or "D" defined by the GRW guidelines:

C-area	max. 30%	max. 20%	max. 10%
D-area	max. 20%	max. 10%	max. EUR 200,000

* Coordination framework from 01.03.2021 to 31.12.2021

Improvement of Regional Economic Structures (GRW)

Which types of investment are eligible depends on the size of the enterprise	Klein/Mittel	Groß
Investment in setting up a new facility	✓	✓
Investment in expansion projects	✓	✓ ¹
Diversification of production / fundamental change of the production process	(✓)	✗
Diversification through the addition of new products or process innovations	✗	(✓)
Diversification of economic activity	✗	✓
Acquisition of assets of an operating facility (closed/in danger of closure)	(✓)	(✓)
Investments into environmental protection	✓	✓



PRECONDITIONS?



- the investment amount per year exceeds the average depreciation of the last 3 years by at least 25% or
- the number of existing permanent jobs is increased by at least 5%

ADDITIONAL PRECONDITIONS FOR LABOR COST BASED SUBSIDY

Permanent workplaces can be subsidized for 2 years from the date of employment, if they meet the following criteria:

Creation of at least 5 workplaces

- Above average qualification requirement
- Particularly high value creation
- Particularly high innovation potential
- Higher Gross salary

The capex-investments and labor costs are in reasonable proportion to each other (so-called labor cost factor)

¹ Only under the coordination framework 01.03.21-31.12.21. The application must be approved in 2021 and the project must be sustainably started in 2021..



PROJECT FUNDING RESEARCH & DEVELOPMENT



All applications must be submitted before the start of the project.

Eligibility must be verified on a case-by-case basis.



Innovation Assistant

Wage subsidy for innovative projects which are implemented within the scope of qualified, new employment contracts to be entered into with graduates from universities, universities of applied sciences or institutions offering similar, state-recognized qualifications.

The new employment contract must be for an innovative type of job for the company. The employee to be financed should not replace any other employee in the company.

GOOD TO KNOW

The degree may have been obtained up to 60 months previously if, during this time, a doctorate was awarded, work was performed at a university that was primarily appropriate to the task, adequate further training was completed in preparation for the job, military service or alternative or federal voluntary service was performed, or parental leave was taken.



WHO?



Technology-orientated, legally independent SME with at least one facility in Berlin who develop their own products, processes or services and in doing so perform the main steps of development themselves.

SME that are not technology-orientated are eligible if the project in which the innovation assistant is to be involved and his or her activities have major technology links and also involve an in-house development component to a significant extent.

HOW MUCH?



- Grants of up to 50% (max. EUR 20,000) of personnel costs (employee gross), the funding period is 12 months
- Up to two innovation assistants can be employed at the same time.
- The last degree must have been completed no more than 24 months ago
- Only graduates who are not or no longer gainfully employed or who are otherwise threatened by unemployment can be funded



Transfer BONUS

The TransferBONUS grants transfer of technology and knowledge resp. assignments to scientific institutions from Berlin or Brandenburg in the field of technology and knowledge transfer.

GOOD TO KNOW

The standard variant can be applied for a maximum of three times, each time with clearly defined projects. The standard variant in the area of digitization can only be used once.

The applicant companies must comply with the current regulations of the Joint Task "Improvement of the Regional Economic Structure" (GRW) on eligible activities.



WHO?



SME with a location in Berlin, technology-oriented businesses or at least companies with a technology-oriented project

HOW MUCH?



Entry type:	100% max. EUR 7,500
Standard variant:	70% max. EUR 15,000
Standard digitization:	70% max. EUR 45,000

FOR WHAT?



Assignments in the field of technology and knowledge transfer,

- which include an applied research and development project,
- whose project objective and content do not include standard commercial services
- for which the technical feasibility of the project is given, and
- the financing of the own contribution is secured





Design Transfer BONUS

Funding is provided for projects involving the transfer of design know-how from companies or commercially registered freelancers in the design sector and universities with proven design competence in SME. The service providers are based in Berlin or Brandenburg.

The aim of this funding is to integrate design competence into the innovation process of SME as early and application-oriented as possible.

GOOD TO KNOW

Applications are submitted to B.&S.U. mbH, which is responsible for administering the funding program.

The applicant companies must comply with the current regulations of the Joint Task "Improvement of the Regional Economic Structure" (GRW) on eligible activities.



WHO?



SME with a location in Berlin, technology-oriented business or at least companies with a technology-oriented project

HOW MUCH?



- 70 % of the eligible expenditure - max. EUR 15,000
- Implementation period up to 6 months
- The Design Transfer BONUS can be applied for up to three times for clearly distinct projects

FOR WHAT?



External design work and design services such as consulting, project and design management for new or modified products, services and production processes (including interface and interaction design).



Pro FIT Project Financing

ProFit supports individual and joint projects in the phases of industrial research, experimental development, production setup, market preparation and market launch.

GOOD TO KNOW

For the application an extensive and detailed project description is necessary in which reference must be made to the innovation phases.

On the basis of the submitted documents, a professional and market-related evaluation is made by two external experts.



WHO?

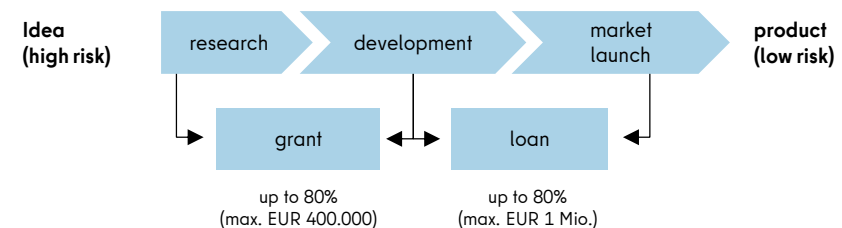


SME, research institutes, universities as well as large enterprises with at least one facility in Berlin. Large enterprises only in joint projects with research institutions/universities and SME.

HOW MUCH?



Funding is provided in the form of nonrefundable grants and/or subsidized loans, depending on the innovation phase.





Central Innovation Program for SME (ZIM)

ZIM is a nationwide, technology and sector-open funding program that grants subsidies in particular for market-oriented research and development.

SME and research institutions that cooperate with them receive grants for demanding R&D projects that lead to new products, technical services or better production processes. The technological innovativeness and good market opportunities are essential for approval.

GOOD TO KNOW

Services for market introduction such as innovation consulting services, innovation support services, trade fair appearances or consulting on product design and marketing can be applied for separately after approval of a ZIM project.



WHO?



SME with up to 1.000 employees. The companies must have completed the business set-up and are already generating first revenues.

HOW MUCH?



- SMEs: Grants of 25% - 55% of the eligible costs (per sub-project max. EUR 550,000)
- Research institutions: Grants of 90% - 100% of the eligible costs (per sub-project max. EUR 220,000)
- R&D collaborative projects: The eligible costs for the overall project are limited to EUR 2,3 million

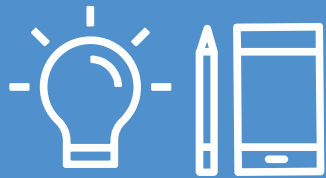
FOR WHAT?



- Individual R&D projects (national)
 - R&D cooperation projects (national & transnational) by several companies or between companies and research institutions
 - Cooperation networks(national & transnational)
-



PROJECT FUNDING DIGITIZATION



All applications must be submitted before the start of the project.

Eligibility must be verified on a case-by-case basis.



Digitalprämie Berlin

Digitalprämie Berlin supports self-employed individuals and small and medium-sized enterprises with up to 249 employees in the areas of digital transformation of work, production and management processes, in the introduction or improvement of corporate IT security and through digital consulting and qualification.

GOOD TO KNOW

No replacement or supplementary purchases and no standard hardware and standard software will be funded.

The project must be implemented within 6 months.



WHO?



Berlin SMEs with a head office or place of business, registered at a Berlin tax office, as well as full-time self-employed individuals from Berlin.

HOW MUCH?



Grant in the amount of:

- Up to 10 employees: 7.000 Euro - Digitalprämie Basic
- Up to 250 employees: 17.000 Euro - Digitalprämie Plus

The funding rate is 50% of eligible expenses. The lower limit for the subsidy amount is 1,000 € (material expenses in the amount of EUR 2,000).

FOR WHAT?



Up to 10 individual projects are supported in the following funding areas:

- Digital work, production and management processes
- Introduction and improvement of IT security
- Digital consulting and qualification

The combination of the funding areas is possible.



Digital now – investment grant for SME

The investment grant program supports companies from all industries in investing in digital technologies as well as in the qualification of employees on topics related to digitization.

GOOD TO KNOW

The program is in high demand; currently, a lottery process is used to determine which company registered for this program can submit an application.

The quality level of the training providers must be proven by certification according to the ISO 9001 standard or accreditation according to AZAV.

WHO?



Legally independent companies with between 3 and 499 employees at the time of application.

HOW MUCH?



Grant in the amount of:

- Up to 50 employees: maximum 70% subsidy
- Up to 250 employees: maximum 65% promotion
- Up to 499 employees: maximum 60% subsidy

Individual companies can apply for up to 50,000 euros. Companies in value chains and networks can apply for a maximum of 100,000 euros.

FOR WHAT?



Investments in digital technologies (Module 1) and in the qualification of employees (Module 2) are supported. Modules 1 and 2 can be used cumulatively or alternatively. In the case of cumulative use, a direct connection in terms of content is not necessarily required.

PROJECT FUNDING COACHING & CONSULTING



All applications must be submitted before the start of the project.

Eligibility must be verified on a case-by-case basis.



Coaching BONUS

Coaching BONUS supports startups and companies with grants for business coaching by selected, qualified consultants. They bring comprehensive industry experience and a broad network into the consulting process

GOOD TO KNOW

Services may only be provided by coaches authorized by IBB.

Companies of other industries can use the Coaching BONUS exclusively in connection with internationalization intentions or the organization of company succession.



WHO?



Founders, Startups and SME based in Berlin. The companies are innovative and have a pronounced technology focus or they are active in the creative industries and have generated their first revenues.

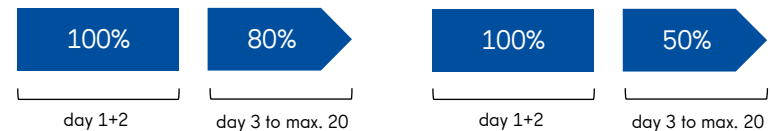
HOW MUCH?



Eligible are the fees of the coaches (max. EUR 1,000/day)

The applicant is less than 5 years on the market

The applicant is more than 5 years on the market



go-innovative promotes external management and consulting services for the preparation and implementation of product and technical process innovations.

GOOD TO KNOW

Services may only be provided by authorized consulting firms.



WHO?



Companies located in Germany with less than 100 employees and an annual turnover or annual balance sheet of no more than EUR 20 million.

HOW MUCH?



With the vouchers, companies can cover up to 50% of the expenses for external consulting services (max. EUR 1,100/day).

Stage of performance	max. day's work	max. value
1) Potential analysis	8 dw	EUR 5,500
2) Realization concept	20 dw	EUR 13,750

In the case of involvement of expert third parties, the number of days can be increased by 2 in service level 1) and by 5 in service level 2).



The go-digital funding program supports companies that want to optimize their business processes with the help of digital solutions – service and customer-oriented, efficient and secure.

GOOD TO KNOW

Services may only be provided by authorized consulting firms.



WHO?



Companies located in Germany with less than 100 employees and an annual turnover or annual balance sheet of no more than 20 million euros.

HOW MUCH?



With the vouchers, companies can cover up to 50% of the expenses for external consulting services (max. EUR 1,100/day). The maximum funding period is 30 days over a period of six months.

FOR WHAT?



There are three main modules. Consulting services in a selected main module with any necessary secondary modules are funded:

- Module Digitized Business Processes
(e.g. implementation of e-business software solutions)
- Module Digital Market Access (e.g. online marketing strategy)
- IT Security Module (e.g. risk and safety analysis)



TAX INCENTIVES FOR RESEARCH



Eligibility must be verified on a case-by-case basis.



Tax incentives for research

In January 2020, a new tax subsidy was introduced for R&D with the components of basic research, industrial research and experimental development (it is sufficient if activities take place in one of the three phases). The subsidy is based on personnel costs and applies to all taxable companies, regardless of their size or the nature of their activities.

GOOD TO KNOW

Applications can be made via the [website](#) of the certification body BSFZ.

The payment / offset with the profit tax is made through the tax office.

WHO?



In principle, all companies subject to corporation tax or income tax are eligible.

HOW MUCH?

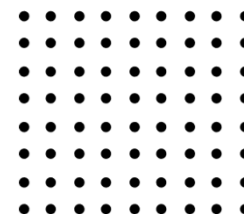


The assessment basis is formed by R&D personnel expenses and 60% of the research commissioned. With a subsidy rate of 25% of the assessment basis, a maximum of EUR 1 Mio. per company and fiscal year can be refunded.

FOR WHAT?



Eligible projects are those that can be attributed to fundamental research, industrial research or experimental development. The eligibility of an action is subject to a legally binding audit by an external certifying body.



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LINKS

PRE-ESTABLISHMENT PROGRAMS

Coaching services during the pre-establishment phase
<https://www.zgs-consult.de/arbeit/coaching/>

EXIST

<https://www.exist.de/DE/Programm/Ueber-Exist/inhalt.html>

Startup-Stipendium

<https://www.berlin.de/sen/wirtschaft/en/business-support/start-up-funding/funding-and-financing/funding/artikel.819310.en.php>

ENTERPRISE SUBSIDY – GRANT

GründungsBONUS

<https://www.gruendungsbonus.de/>

Pro FIT Early Stage Financing

<https://www.ibb.de/de/foerderprogramme/pro-fit-fruehphasenfinanzierung.html>

GRW

<https://www.ibb.de/de/foerderprogramme/gemeinschaftsaufgabe-verbesserung-der-regionalen-wirtschaftsstruktur-grw.html>

ENTERPRISE SUBSIDY – EQUITY INVESTMENT

INVEST

<https://www.bmwi.de/Redaktion/DE/Dossier/invest.html>

IBB Ventures

<https://www.ibbventures.de>

Coparion

<https://coparion.vc/>

Hightech-Gründerfonds (HTGF)

<https://high-tech-gruenderfonds.de/de/>

MBG-BB

<https://www.mbg-bb.de/beteiligungskapital/#1502879689038-61c24066-a43e>

Mikro-Mezzanine Fund Germany

<https://www.mikromezzaninfonds-deutschland.de/start.html>

ENTERPRISE SUBSIDY – LOANS

IBB promotional loans

<https://www.ibb.de/de/startseite/startseite.html>

KfW promotional loans

<https://www.kfw.de/kfw.de.html>

IBB Microloan from the SME Fund

<https://www.ibb.de/de/foerderprogramme/mikrokredit-aus-dem-kmu-fonds.html>

PROJECT FUNDING RESEARCH & DEVELOPMENT

Innovation Assistant

<https://www.ibb.de/en/foerderprogramme/innovationsassistent-in.html>

TransferBONUS

<https://www.transferbonus.de/>

Design Transfer BONUS

<http://www.designtransferbonus.de/foerderprogramm/>

Pro FIT Project Financing

<https://www.ibb.de/de/foerderprogramme/pro-fit-projektfinanzierung.html>

Central Innovation Program for SME (ZIM)

<https://www.zim.de/ZIM/Navigation/DE/Home/home.html>



PROJECT FUNDING RESEARCH & DEVELOPMENT

SME innovative

<https://www.bmbf.de/de/kmu-innovativ-561.html>

WIPANO

<https://www.innovation-beratung-foerderung.de/INNO/Navigation/DE/WIPANO/wipano.html>

EIC Accelerator

https://eic.ec.europa.eu/eic-funding-opportunities/eic-accelerator_en

PROJECT FUNDING DIGITIZATION

Digital now

<https://www.bmwi.de/Redaktion/DE/Dossier/digital-jetzt.html>

Digitalprämie Berlin

<https://www.ibb.de/de/ueber-die-ibb/aktuelles/presse/pressemitteilungen/start-des-wirtschaftsfoerderprogrammes-digitalpraemie-berlin.html>

PROJECT FUNDING COACHING & CONSULTING

Coaching BONUS

<https://www.ibb.de/de/foerderprogramme/coaching-bonus.html>

BAFA Promotion of business know-how

https://www.bafa.de/DE/Wirtschafts_Mittelstandsfoerderung/Beratung_Finanzierung/Unternehmensberatung/unternehmensberatung_node.html

go-inno

<https://www.innovation-beratung-foerderung.de/INNO/Navigation/DE/go-Inno/Foerdermodell/foerdermodell.html>

go-digital

<https://www.innovation-beratung-foerderung.de/INNO/Navigation/DE/go-digital/go-digital.html>

TAX INCENTIVES FOR RESEARCH

Tax incentives as of 2020

https://www.bundesfinanzministerium.de/Content/DE/Gesetzestexte/Gesetze_Gesetzesvorhaben/Abteilungen/Abteilung_IV/19_Legislaturperiode/Gesetze_Verordnungen/Forschungszulagengesetz-FZulG/0-Gesetz.html

FAIRS

Program for Internationalization

<https://www.ibb.de/en/foerderprogramme/programm-fuer-internationalisierung-foerderung-von-kmu-projekten.html>

Joint trade fair stands

https://www.berlin-partner.de/fileadmin/user_upload/01_chefredaktion/02_pdf/publikationen/Messebeteiligungen-Berlin-Brandenburg.pdf

Trade fair program for young innovative enterprises

https://www.bafa.de/DE/Wirtschafts_Mittelstandsfoerderung/Auslandsmarkterschliessung/Messeprogramm_junge_innovative_Unternehmen/messeprogramm_junge_innovative_unternehmen_node.html

