

3<sup>rd</sup> infoDev Global Forum on Innovation & Entrepreneurship

# The Exploration and Practice of City-Based Incubation System



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# Outline



- General Situation of Incubators in China
- Overview of Business Incubation in Shanghai
- Incubation Service System
- Internationalization
- Road Map for Promoting Entrepreneurship

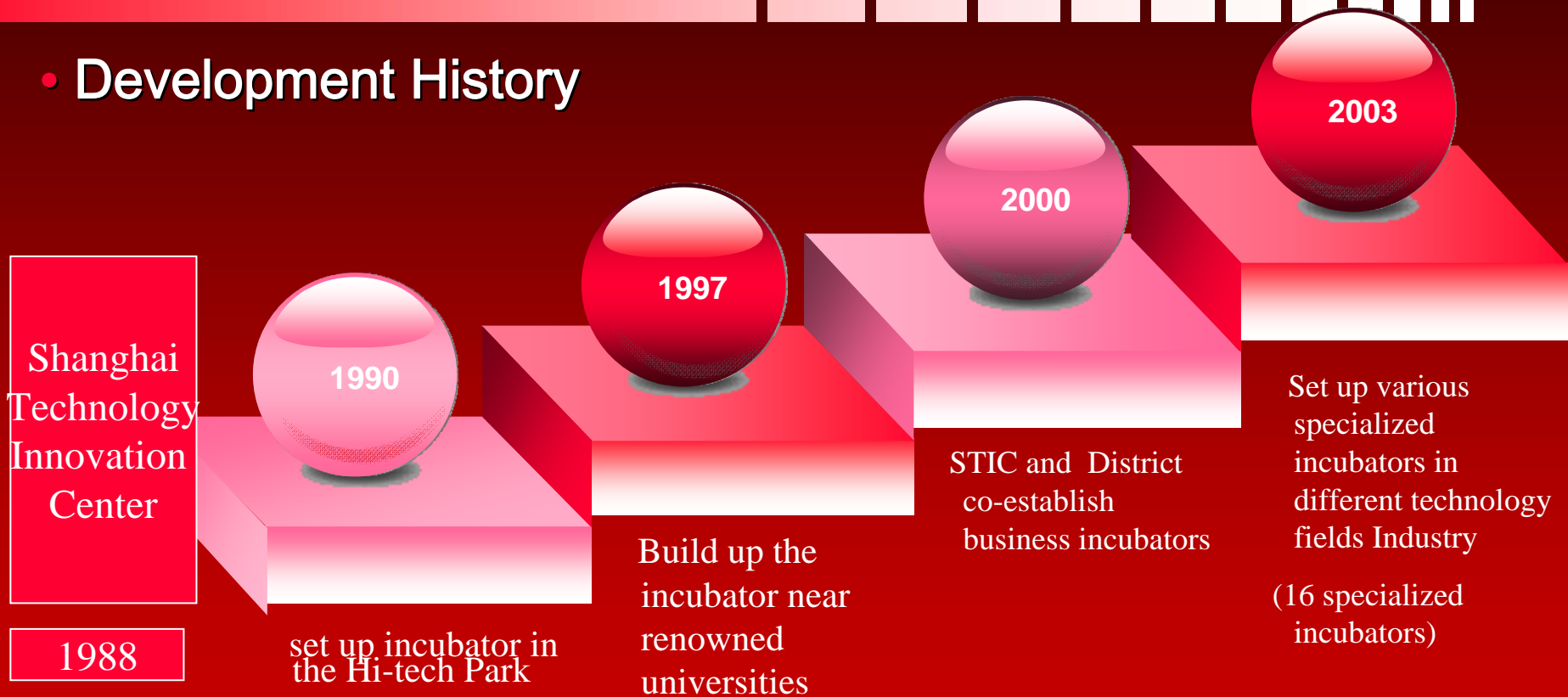
# General Situation of Incubators in China



Registered incubators:	670
Incubation Space:	23.16 M m <sup>2</sup>
Tenant companies :	44346
Graduated companies:	31764
Employment :	1,200,000

# Overview of Business Incubation in Shanghai

## • Development History



Now there are 35 incubators in Shanghai with 600,000 m<sup>2</sup> incubation space and 2000 tenant companies as well as 33,000 employment.

# Overview of Business Incubation in Shanghai

- **Statistics (by 2008)**

The number of incubators:	35
Incubation Area :	585,281 m <sup>2</sup>
Tenant Companies :	2082
Sales Volume :	9.56 Billion RMB
Employees :	33,995
Total Graduated Enterprises :	799

# Overview of Business Incubation in Shanghai

- Growth

	2000	2002	2005	2007	2008
<b>Number of Incubators</b>	20	26	35	35	35
<b>Incubation Space (1000m<sup>2</sup>)</b>	215	565	552	597	585
<b>Tenant Companies</b>	567	1331	2095	2145	2082
<b>Sales Volumes (Billion RMB)</b>	1.52	4.52	5.51	6.78	9.56
<b>Employees</b>	16107	22149	26800	33927	33995

# Overview of Business Incubation in Shanghai

- Networking



# Overview of Business Incubation in Shanghai

- **Networking**

- **Steering Committee**

- Headed by vice mayor of Shanghai, Make guiding suggestion and coordination

- **Management Committee (Association)**

- Headed by Shanghai Technology Innovation Center, Responsible for the management

- **Administrative Office**

- Set up in Shanghai Technology Innovation Center, In charge of the routine work

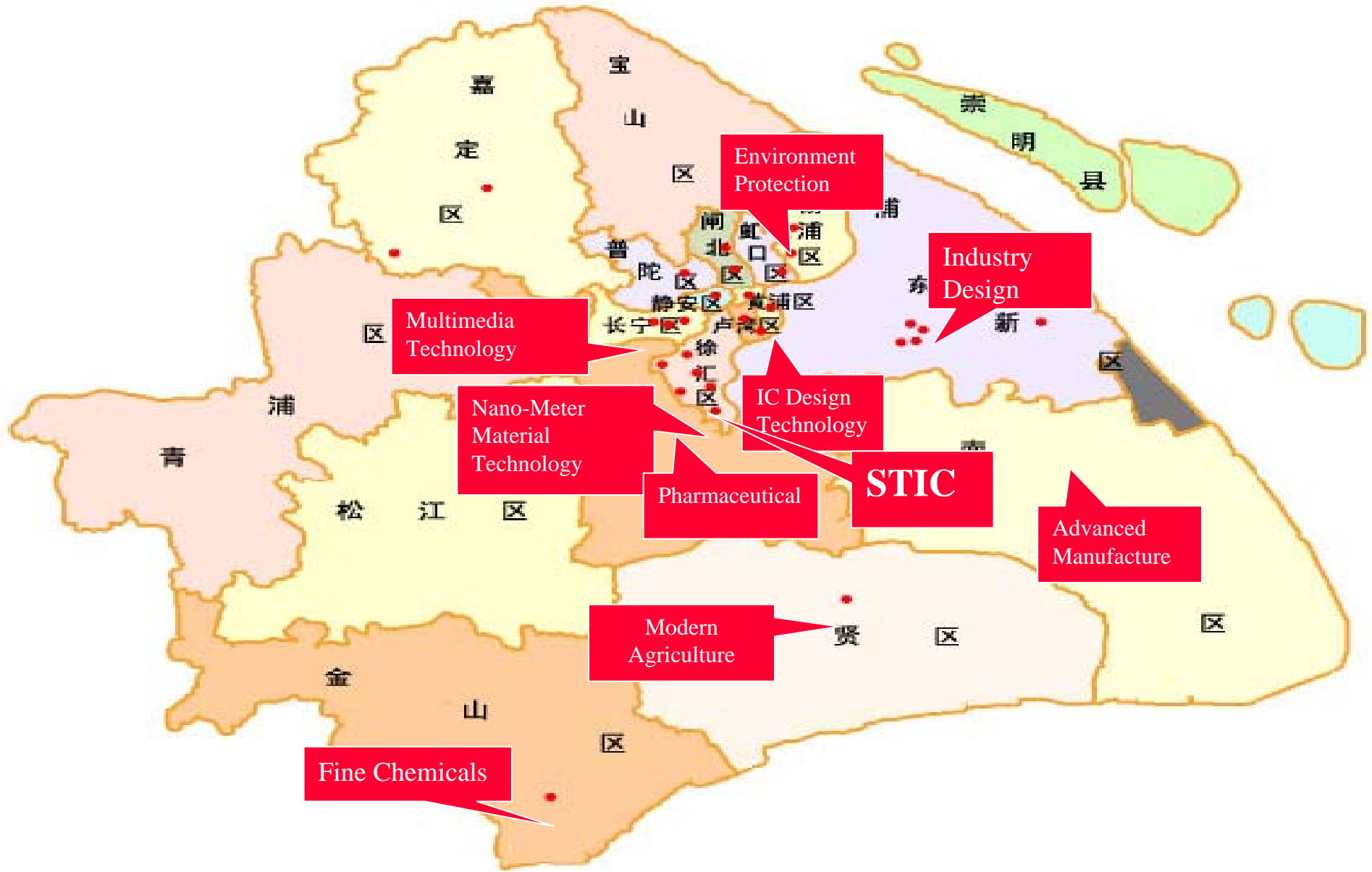
- **Member Incubator**

- Now there are 35 member incubators in the network.

- National Level Incubators: 16

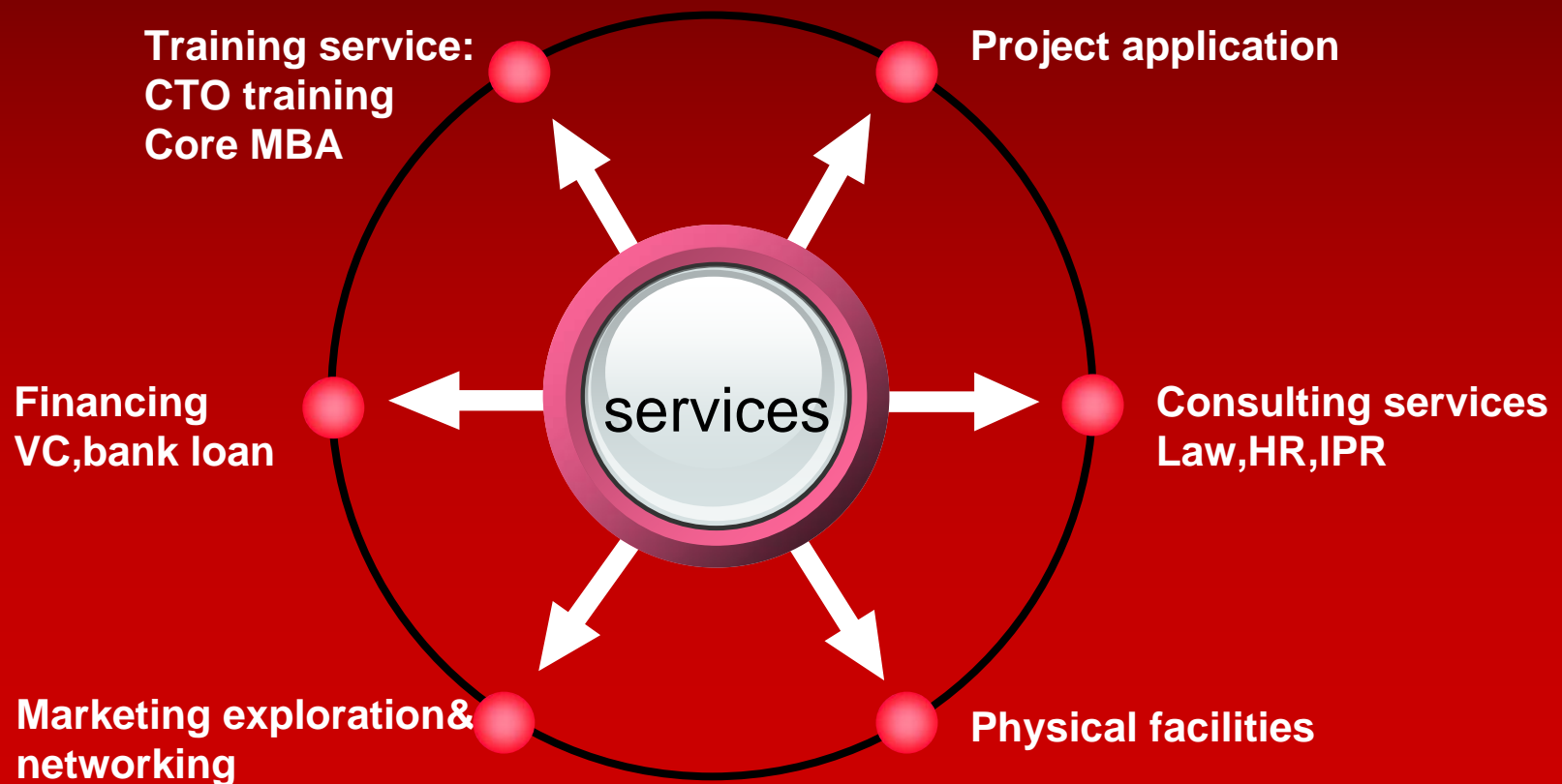
- Professional Incubators: 16

- There are also 10 National Level University S&T Parks in the Network



# Incubation Service System

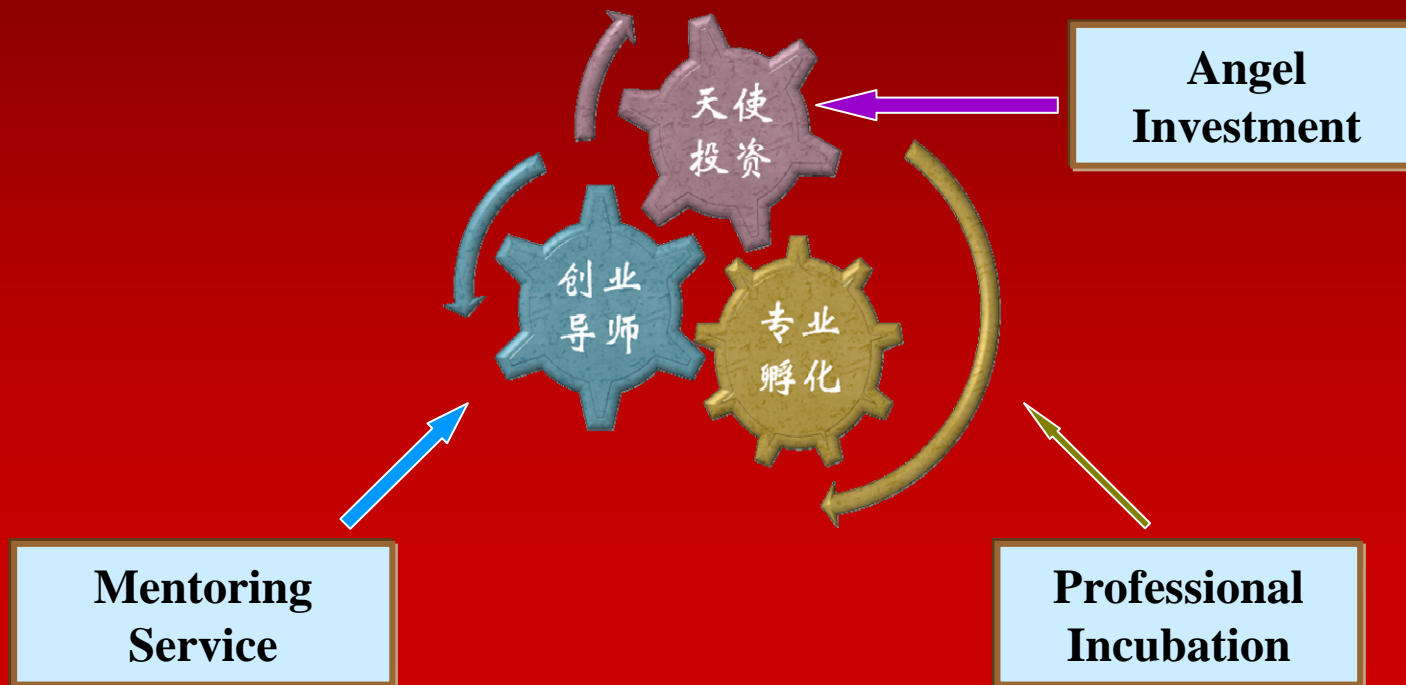
- **Incubation Service Platform**



# Incubation Service System

- Capacity Building

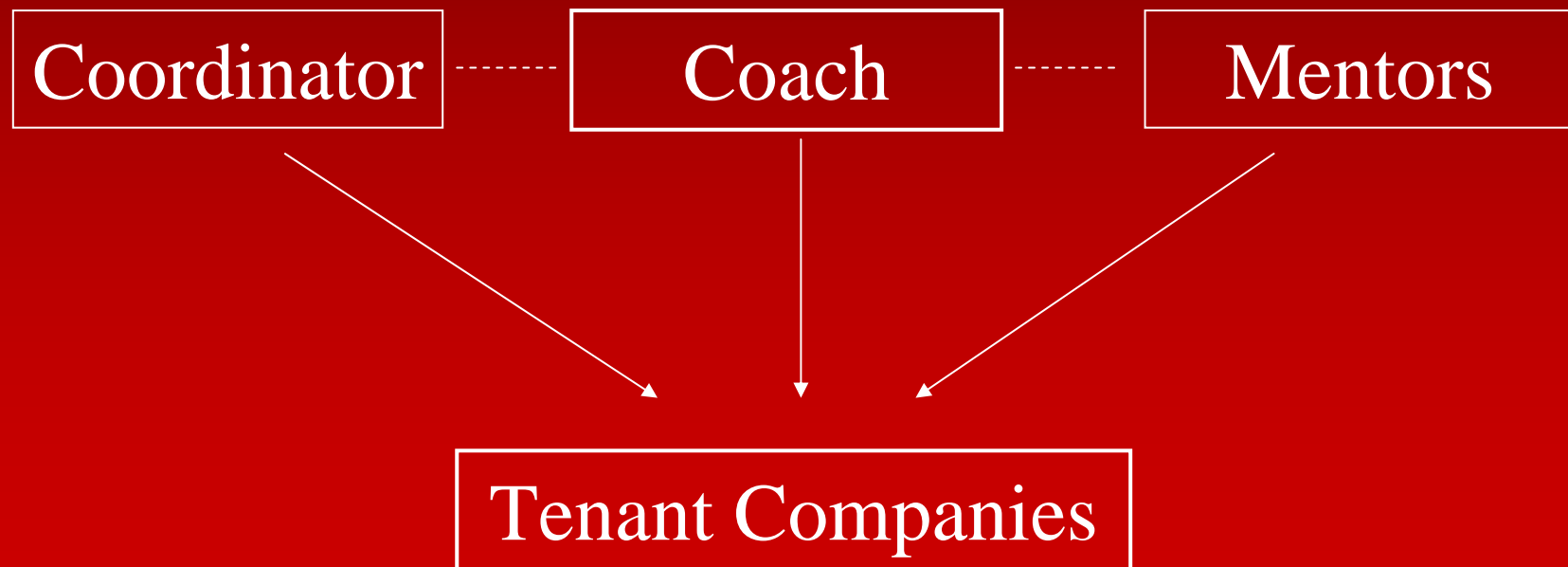
“Professional Incubation” + “Mentoring Service” + “Angel Investment”



# Incubation Service System

- Capacity Building

- Mentoring System in Shanghai



# Internationalization

- **Shanghai International Business Incubator**
- **International Training Workshop**
- **Bilateral Cooperation Model**
- **Asian Association of Business Incubation**

# Internationalization

- **Shanghai International Business Incubator (IBI)**



Approved by Ministry of S&T, Shanghai International Business Incubator was set up in 1997. Headed by Shanghai Technology Innovation Center, it takes the mode of “One Incubator, Several Bases”.



# Internationalization

- **International Training Workshop**



We have successfully hosted International Training Workshop for 12 years since 1998. Nearly 300 incubator managers from 30 countries and regions have joined this program and shared their experiences on business incubation.

# Internationalization



- **Bilateral Cooperation Model**

- **Strong Government Support**
- **Effective Executive Organization**
- **Reciprocal Supporting condition**
- **Achieve Mutual Benefits**

We have establish the concrete cooperation relationship with the counterparts in **France, UK and Netherland.**

# Internationalization



- **Bilateral Cooperation Model**

Based on the bilateral cooperation, assist the technology SMEs go to the global market.

- **Soft landing Program**
- **International Business Incubation Base**
- **1<sup>st</sup> Incubator Overseas Window in UK**

# Internationalization

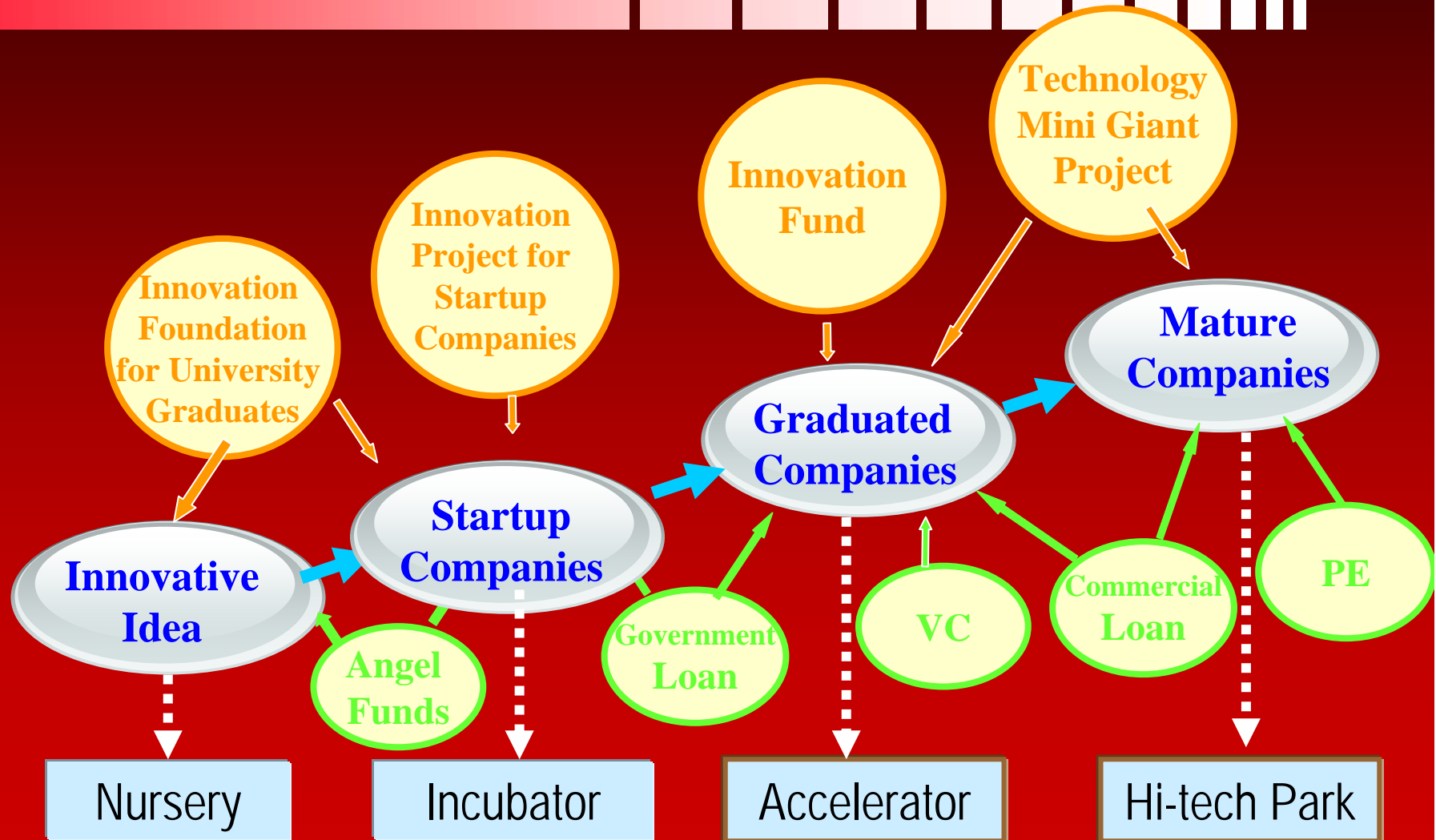


- **Asian Association of Business Incubation (AABI)**

**AABI was official founded in 2002. Now it has covered 17 countries and regions and represent over 1600 incubators in Asia and Pacific.**

- One of the Founding Members of AABI
- Has been the president organization in 2006-2007
- Responsible for AABI Secretariat since 2007
- Launch AABI Torch Entrepreneur Award in 2009

# Road Map for Promoting Entrepreneurship



# Road Map for Promoting Entrepreneurship

- **Nursery (Pre-incubation Base)**

- Classic Incubation Model

Idea → Project → Company

- Plug & Play Office
- Public Service (shared receptionist, accountant and so on)
- Coaching Program
- Encourage Entrepreneurship
- Government Procurement for incubation services

# Road Map for Promoting Entrepreneurship



- **Entrepreneurship Foundation for University Graduates**

- 100,000 –300,000 RMB support
- Equity instead of grant money
- collaboration between Foundation and Incubator
- innovation internship



# Thank you!

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