



Bu proje Avrupa Birliđi ve Türkiye Cumhuriyeti tarafından finanse edilmektedir
This project is co-funded by the European Union and the Republic of Türkiye



YOUR FIRST STEP TO BECOME A UNICORN SUBMITTING A SHORT APPLICATION FOR EIC ACCELERATOR

Evaluator perspective on EIC Accelerator opportunities and best practices
Serkan BOLAT

Ankara

May 8, 2023 - SME Project Writing Camp 9

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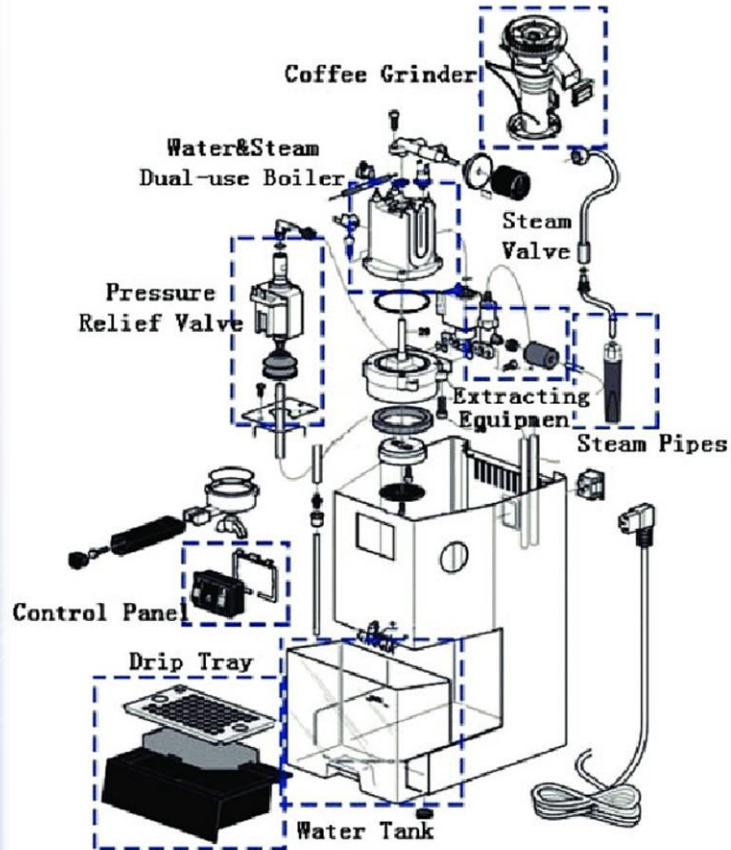
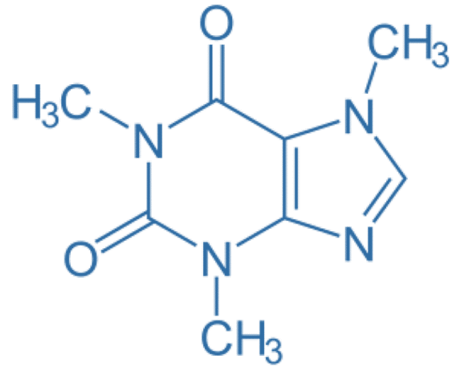
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Tell me you are a unicorn without telling me you are a unicorn



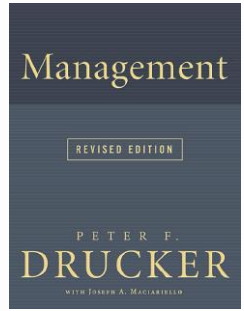



The New York Times

A Friedman doctrine-- The Social Responsibility Of Business Is to Increase Its Profits

 By Milton Friedman


 Sept. 13, 1970



DRUCKER INSTITUTE
Strengthening organizations to strengthen society.

*“Free enterprises cannot be justified as being good for **business**. They can be justified only as being good for **society**. Mismanaging **social impacts** and **social problems**, eventually will destroy the enterprise.”*




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CNN BUSINESS

ESG investing is dying. That's not a bad thing

 ESG investing as a separate entity could be on its way out, but the approach was wrong to begin with, said Jenkins. Instead, it should be integrated into the fundamental analysis of every investor.

Breaking the trend: “I think ESG was overly trendy and it got caught up in itself,” said Jenkins.

 Companies jumped on to the bandwagon and greenwashing, a marketing tactic to appear environmentally conscious in investments, became prevalent. That, in turn, hurt the movement’s reputation.



Rise of Venture Capital *as a force for good and technological sovereignty*

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COMMENTARY · VENTURE CAPITAL

Venture capital gives America a strategic edge in the age of technology wars

BY DANIEL EGEL AND MICHAEL MCNERNEY
March 17, 2023 at 8:59 PM GMT+3



Since the Cold War, America's technological leadership has provided the U.S. military a qualitative advantage over its adversaries. That edge is now threatened by China's rapid development of technologies with both civilian and military applications.

U.S. early-stage hardware startups are seriously disadvantaged by a persistent lack of financing. Meanwhile, China has been pouring money into Chinese—as well as U.S. and European—tech startups.

 NORTH ATLANTIC TREATY ORGANIZATION

Newsroom > News


Allies take further steps to establish NATO Innovation Fund

20 Mar. 2023 - | Last updated: 30 Mar. 2023 15:31

At the 2022 Madrid Summit, 22 Allies launched the NATO Innovation Fund, the world's first multi-sovereign venture capital fund. Since then, significant steps have been made to fully establish the Fund by NATO's Vilnius Summit in July 2023.



The NATO Innovation Fund itself is a financial partnership between participating NATO Allies as Limited Partners and an investment management arm purpose-built specifically for this Fund. Participating Allies have previously agreed to domicile the partnership in Luxembourg. The Fund will invest EUR €1 billion in early-stage start-ups developing emerging and disruptive technologies and other venture capital funds developing dual-use emerging and disruptive technologies (deep tech).


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News September 29, 2022

Alter Domus hired as EIC deep tech fund manager

The EU hopes that an external manager will streamline the process of investing in Europe's most promising deeptechs

Zosia Wanat 2 min read



Alter Domus will now make the final decision on investments in high-risk startups, while the selection process will still be done by the EIC and due diligence will be carried out by the European Investment Bank.

The EIC will remain responsible for providing grant support and business acceleration services to the selected companies.

Technology Curse: the apparent paradox that a strong technology industry is associated with social dysfunction and declining standards of living rather than prosperity, happiness, and freedom.

Vox EXPLAINERS CROSSWORD VIDEO PODCASTS POLITICS MORE

The oil curse — how black gold makes countries more authoritarian, corrupt, and violent

By Zack Beauchamp | @zackbeauchamp | zack@vox.com | Apr 10, 2014, 1:30pm EDT



Venezuela is in the throes of a massive popular uprising caused by an economic crisis. Russia's deeply corrupt autocracy is threatening to invade another part of Ukraine. Iran's authoritarian government is keeping the murderous Syrian regime alive, and oil-rich Saudi Arabia is safely funding extremists around the world.

What do all of these countries have in common? They've got a lot of oil. And oil, it turns out, can really screw your country up. Oil is far from the only reason these countries have the problems they do, and some oil-rich countries do okay. But oil-rich countries, far from being happier, are much more likely to be authoritarian, corrupt, and violent.

Brisbane 17°/27° > **The Courier Mail** Subscribe Sign In


News Local QLD National World Opinion Business Entertainment Lifestyle

News > Queensland > Sunshine Coast

The curse of technology

THE world has gone mad. And technology is to blame. We are more connected than ever, but not to each other.

By **Rebeccamarshall**
2 min read April 10, 2013 - 6:00AM
Sunshine Coast Daily



The Economist Menu Search Subscribe Log in

Finance & economics | The Golden State's golden egg

Peter Thiel says California suffers from a “tech curse”. Is he right?

The state is fabulously rich and fabulously dysfunctional



SPEAKING RECENTLY at the National Conservatism Conference in Miami, Peter Thiel, an investor and intellectual, made a provocative argument. He suggested that California suffers from a “tech curse”: a play on the “resource curse”, the notion that countries with abundant natural resources often have weak economies and corrupt political systems. If data is the new oil, then California is the new Saudi Arabia—even, he said, if things aren’t quite “as bad as Equatorial Guinea”.

Which picture was taken earlier?



Engineering a Deception: What Led to Volkswagen's Diesel Scandal

By JACK EWING MARCH 16, 2017



Facebook-Cambridge Analytica: A timeline of the data hijacking scandal



LATEST ECONOMICS POLITICS EXCLUSIVE PS QUARTERLY COLUMNISTS



English Culture

Rebuilding Trust in Science

Feb 9, 2023 | NICHOLAS B. DIRKS

Scientists and their advocates must do more than simply improve how they explain scientific issues to the public. A broader set of stakeholders must be given a voice in debates about the social, cultural, political, and ethical implications of new discoveries.

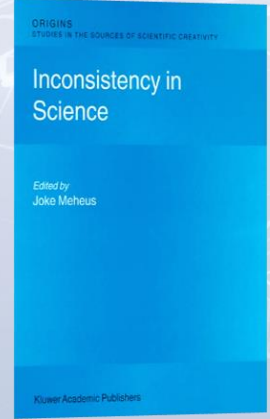
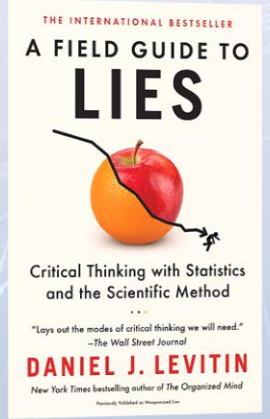
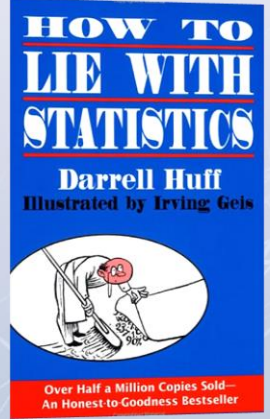


DIET NEWS, FOOD NEWS

Study finds this, then new study finds that: Here's why nutrition research is inconsistent so often

DECEMBER 3, 2022

by Shyla Cadogan



"Earth has its boundaries, but human stupidity is limitless,"
-Gustave Flaubert



Debates and trade-offs

"There should not be a kind of religious way to see the issue ... let the data talk."

–Dr. Franz-Werner Haas



TheScientist
EXPLORING LIFE, INSPIRING INNOVATION

Home / News & Opinion

Moderna vs. Pfizer: Is There a "Best" mRNA Vaccine?

COUNCIL OF EUROPE PORTAL
Directorate General
Human Rights and Rule of Law

The impact of COVID-19 on human rights and the rule of law - Our action

"While the virus is resulting in the tragic loss of life, we must nonetheless prevent it from destroying our way of life - our understanding of who we are, what we value, and the rights to which every European is entitled. There is an urgent need to co-ordinate states' responses, to exchange good practices, and to help each other in the quest for a quicker recovery."

Marija Pejčinović Burić, Secretary General of the Council of Europe

PROTECTING EVERYONE DURING THE CORONAVIRUS CRISIS

The Government's pandemic response has left some people behind. It's time for a fresh approach that prioritises support and human rights, so everyone is protected during this public health emergency.

NEWS

Two years after Covid vaccines rolled out, researchers are calling for newer, better options

Despite the success of mRNA vaccines, researchers think a new generation of Covid vaccines could provide broader, longer-term protection in the future.



European Commission | English

Home > Strategy and policy > Coronavirus response >

Safe COVID-19 vaccines for Europeans

nature

NEWS FEATURE | 01 February 2023

The next generation of coronavirus vaccines

New technologies might provide more potent or broader immunity – but will have to fight for market share.

Ewen Callaway

FRANCE 24

Health first, freedom second? How Covid is changing democracies

Issued on: 06/01/2022 - 04:02

Paris (AFP) – From a litany of lockdowns to mandatory mask-wearing and Covid passes to access entertainment and sporting venues, the pandemic has led to sweeping restrictions on civil liberties in some of the world's oldest democracies.

How protesters demanding 'freedom' from COVID restrictions ignore the way liberty really works

Published: March 4, 2022 1:27am CET

Elon Musk and top AI researchers call for pause on 'giant AI experiments' / An open letter says the current race dynamic in AI is dangerous, and calls for the creation of independent regulators to ensure future systems are safe to deploy.

By James Vincent
Mar 29, 2023, 12:08 PM GMT+3



OpenAI CEO Predicted AI Would Either End the World as We Know It, or Make Tons of Money

"In a single conversation, he is both sides of the debate club."
APR 4 by VICTOR TANGERMANN



Artificial Intelligence

Jan 16, 2023 | ANA PALACIO

The stakes are too high to leave the course of AI's development to researchers, let alone tech CEOs. While heavy-handed regulation is not the answer, the current regulatory vacuum must be filled, and that process demands broad-based global engagement.

By Invitation | Artificial intelligence

Yuval Noah Harari argues that AI has hacked the operating system of human civilisation

Storytelling computers will change the course of human history, says the historian and philosopher



What's Wrong with ChatGPT?

Feb 6, 2023 | DARON ACEMOGLU and SIMON JOHNSON

Artificial intelligence is being designed and deployed by corporate America in ways that will disempower and displace workers and degrade the consumer experience, ultimately disappointing most investors. Yet economic history shows that it does not have to be this way.

H I R

HARVARD INTERNATIONAL REVIEW

The field of artificial intelligence (AI) presents one of today's greatest opportunities to advance the potential of human achievement and progress, inspiring interest on the international stage regarding the capabilities of this powerful technology. Even Vladimir Putin has declared in regards to AI, "Whoever becomes the leader in this sphere will become the ruler of the world." The recent advent of ChatGPT, a sophisticated chatbot and trained language model, revolutionized the world of AI and brought its vast potential to the collective forefront. This rapid progress in AI technology has sparked concerns about the world's readiness to handle its development and use in safe and ethical ways, such as the possibility of dangerous applications in authoritarian settings, most relevantly China, as well as the uncertain risks posed by future AI technologies.

The Artificial Intelligence Revolution in an Unprepared World: China, the International Stage, and the Future of AI

05.APR.2023 9:00 AM . 5 MIN READ

Machine Learning Expert Calls for Bombing Data Centers to Stop Rise of AI

He says that after AGI, "literally everyone on Earth will die."

/ Artificial Intelligence / AI / Ekaterina Yudovskaya / Machine Learning





Science won't save the world, European Research Council head tells UN General Assembly

20 Sep 2022 | News

It can provide answers, but science alone will not deliver on sustainable development goals, says Maria Leptin in a reality check on 'scientific populism'

By Goda Naujokaitytė



Leptin finished her speech with a note of caution, quoting Nobel prize winning theoretical physicist Richard Feynman, who said, 'knowledge enables us to do all kinds of things, either good or bad, but it does not carry instructions on how to use it'. Few could deny there have been huge scientific advances in the past few hundred years, but Leptin said, "What we can deny is the naïve idea that technical and material progress will lead automatically to moral progress."



DE

NL

Innovation can be done 'the European way'

FEATURES 16 DECEMBER 2022



BY MAURO MEREU



Efficiency and reputation as ways to attract private investors

The 2022 impact report shows how, for every single euro spent by the Commission, private investors disbursed €2.60. The global average is three to one, but the board's ambition is higher, as it aiming for a ratio of 5-to-1. Among some of the aspects that need to be worked on, streamlining bureaucracy is on top of the list. This was one of the main criticisms made about the EIC since its establishment.

From a Nobel Prize factory to one full of unicorns

Academia and research centers of the EU rank high on global rankings. As a matter of fact, Europe has been labeled as a Nobel Prize Factory. More than half of the prize's laureates come from the old continent. Despite such a wealth of knowledge, the conversion rate into successful companies is still relatively low. Transferring technology out of labs is another task the EIC needs to address when it comes to nurturing the European innovation ecosystem.

"The value of an idea lies in the using of it."

Thomas Edison



Quantum computing with atom arrays—bringing Europe to the forefront of the quantum race

Fact Sheet

FRESNEL

Grant agreement ID: 968614

Start date

1 April 2021

End date

31 March 2023

Total cost

€ 3 564 375

EU contribution

€ 2 495 062,50



Coordinated by PASQAL

France

Pasqal is a spin-out from Institut d'Optique in Palaiseau, one of the leading quantum research centres in the world. We have developed the first large-scale neutral atom quantum processing units (QPUs). Our current prototype contains 100-qubits making it one of the most powerful QPUs ever developed. Our next objective is to develop and industrialise the 300-qubits QPU series—Fresnel300. These QPUs will provide enterprise users with unprecedented simulation and optimisation capabilities.

This ambitious project relies on Pasqal's unique technical capabilities. Our scientific founders have pioneered techniques for the precise manipulation of neutral atoms with lasers. Neutral atoms are the most promising approaches for building commercial-grade quantum computers. Unlike other quantum computing technologies, neutral atom platforms are intrinsically scalable. Atoms do not suffer from manufacturing irregularities and do not require expensive and bulky dilution refrigerators.

From 2023, we will be able to provide 100-qubit QPUs to high-performance computing (HPC) centres as computational accelerators. Two leading European HPC centres—Très Grand Centre de Calcul du CEA (France) and Jülich Supercomputing Centre (Germany)—have already expressed their interest in purchasing Pasqal's QPUs. The Fresnel300 QPUs will be ready by 2024 and available for use via Pasqal's cloud platform. Enterprises will be able to leverage quantum capabilities to solve complex computational problems using our service. Leading enterprises like Électricité de France and Total SE have already shown interest in using our technology to solve challenging optimisation problems.

Which one is an *upgrade*?



Making the world a better place

Company **mission** and **vision**

Innovation within **overall business strategy**

Future R&D ideas or **additional solutions**

Any other **potential market applications**

Impact on the **market dynamics**

Main **EU priorities** and **UN Sustainable Goals** concerned

Future **standards** and European **legislation** that might be affected by or affect the project

Market-creating or **disruptive** innovations with potential to **scaleup**; building on breakthrough or incremental technologies; **not necessarily** generating scientific knowledge or inventing a technology.



Product *innovativeness*
Market size, trends, and timing
Team *dedication and enthusiasm*
Risk Management *capability*

- Success
- Investor
- Valuation

IPO

UNICORN

privately-held
VC-backed
startup
valued over €1B

searching for a repeatable and scalable business model

IDEA

Startup = Growth

- In the early days, you can hardly predict **to become a unicorn**.
- Investment rounds and valuations have **no standard**; the basis is rarely your balance sheet or revenue.
- Each round, you raise **enough** money to reduce your **risks** and to reach your next **milestone** usually in **18-24 months**.
- Valuations or round totals **do not** necessarily increase at each round.

“Anyone who believes exponential growth can go on forever in a finite world is either a madman or an economist.”

News December 6, 2022

Online grocer Oda raises €150m but loses its unicorn valuation

“That’s just something you have to accept,” says Oda’s founder

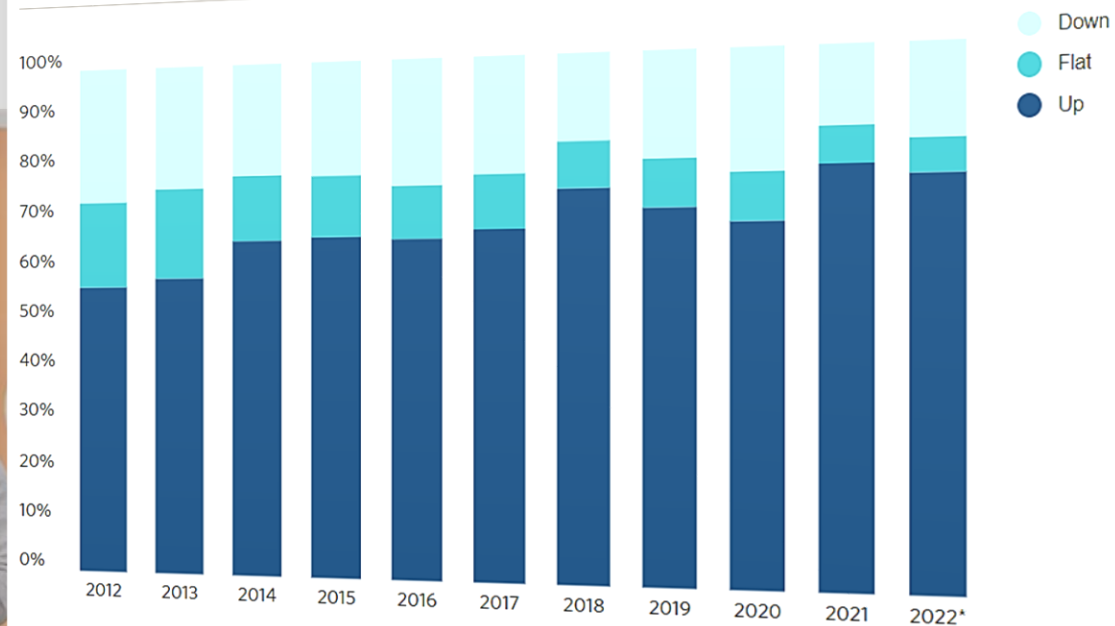
Mimi Billing 4 min read



Oda's CEO Karl Munthe-Kaas and investors

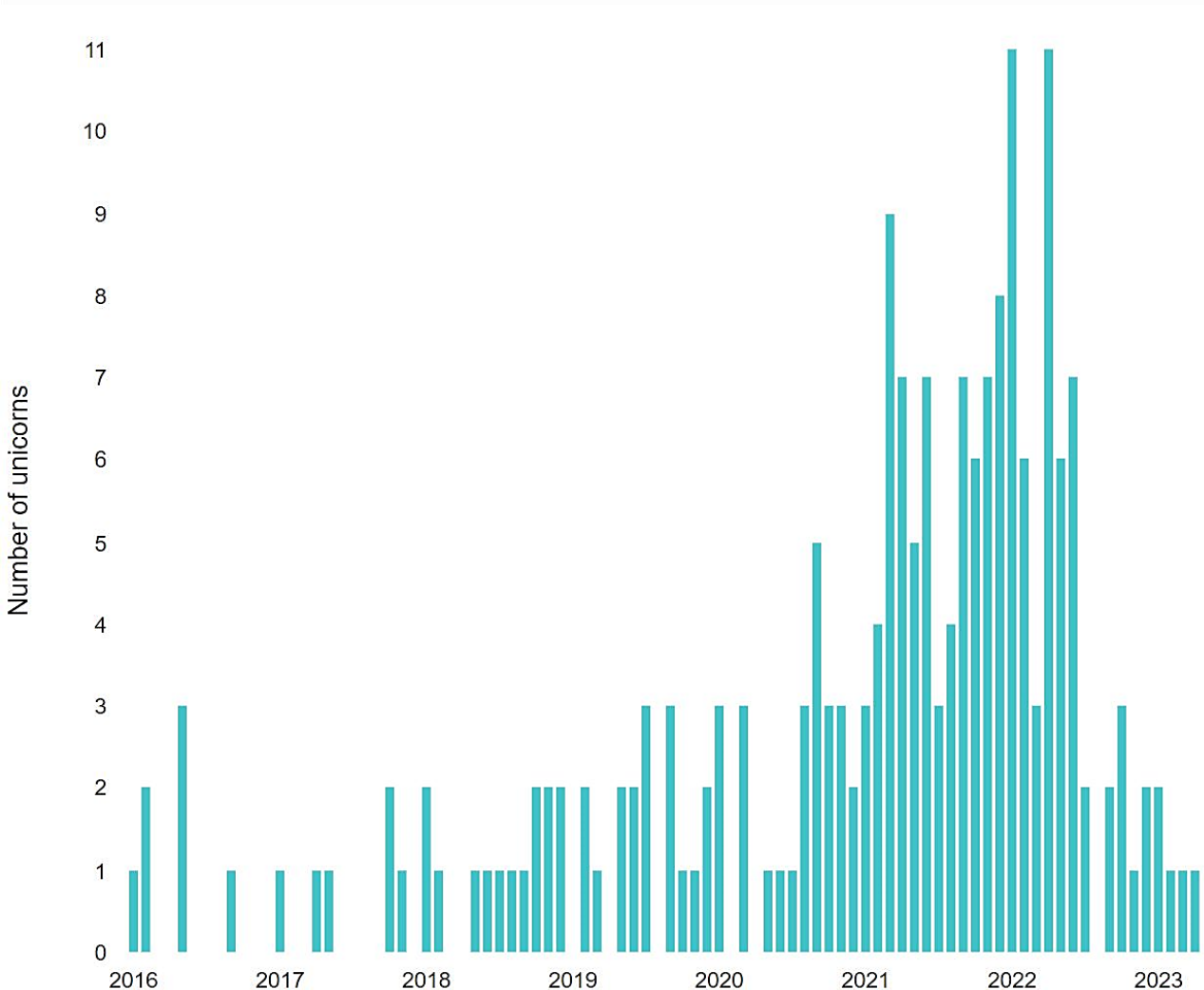
Norwegian online grocery store Oda (previously Kolonial) is today announcing a €150m funding round at a post-money valuation of €350m — less than half of what it was valued at in 2021.

European VC down round count



Source: PitchBook data
 Geography: Europe
 *As of Sept. 30, 2022
 Further reading: PitchBook's Q3 2022 European VC Valuations Report

Number of New European Unicorns by Month



List of New European Unicorns

| Company | Verticals | Country | VC raised to date | Most recent valuation | Unicorn as of | Status |
|--|--|---------|-------------------|-----------------------|---------------|--------|
| Quantexa | Artificial Intelligence & Machine Learning, Big Data, FinTech, SaaS, TMT | Europe | \$372.5M | \$1.8B | April 2023 | Active |
| Amarenco | CleanTech, Climate Tech | Europe | \$621.4M | \$1.1B | March 2023 | Active |
| Zopa | FinTech, TMT | Europe | \$904.1M | \$1.0B | February 2023 | Active |
| DeepL | Artificial Intelligence & Machine Learning, Mobile | Europe | \$100.0M | \$1.0B | January 2023 | Active |
| Enpal | CleanTech, Climate Tech, LOHAS & Wellness, Manufacturing | Europe | \$543.8M | \$2.5B | January 2023 | Active |
| Beamery | Artificial Intelligence & Machine Learning, HR Tech, Industrials, TMT | Europe | \$228.0M | \$1.0B | December 2022 | Active |
| Younited | FinTech, TMT | Europe | \$454.9M | \$1.1B | December 2022 | Active |
| Augustinus Bader | N/A | Europe | \$70.4M | \$1.0B | November 2022 | Active |
| Vesttoo | Artificial Intelligence & Machine Learning, FinTech, InsurTech | Europe | \$105.0M | \$1.0B | October 2022 | Active |
| Celestia (Software Development Applications) | Cryptocurrency/Blockchain, SaaS | Europe | \$57.7M | \$1.0B | October 2022 | Active |

The Crunchbase Unicorn Board

1,454

COMPANIES

\$867 billion

TOTAL RAISED

\$7.5 trillion

TOTAL VALUE

| Company | Post Money Value | Total Equity Funding | Lead Investors Include | Country | Continent |
|--|------------------|----------------------|--|----------------|---------------|
|  ByteDance | \$220B | \$8B | Kohlberg Kravis Roberts Japan, Sequoia Capital | China | Asia |
|  Ant Group | \$150B | \$19B | GIC, KG Investments | China | Asia |
|  SpaceX | \$125B | \$9B | Mirae Asset Venture Investment | United States | North America |
|  SHEIN Shein | \$100B | \$2B | Sequoia Capital China, Tiger Global Management | China | Asia |
|  Stripe | \$50B | \$9B | Andreessen Horowitz, Baillie Gifford | United States | North America |
|  Klarna | \$7B | \$4B | SoftBank Vision Fund | Sweden | Europe |
|  Canva | \$40B | \$572M | T. Rowe Price | Australia | Oceania |
|  Checkout.com | \$40B | \$2B | Tiger Global Management | United Kingdom | Europe |
|  Instacart | \$39B | \$3B | Andreessen Horowitz, D1 Capital Partners | United States | North America |
|  JUUL JUUL | \$38B | \$14B | Altria | United States | North America |

It took
6 rounds and
€310M total funding
to become a unicorn
on average in 2022

7 rounds and
€513M total funding
between 2015-2021

The Crunchbase Unicorn Board

1,454

COMPANIES

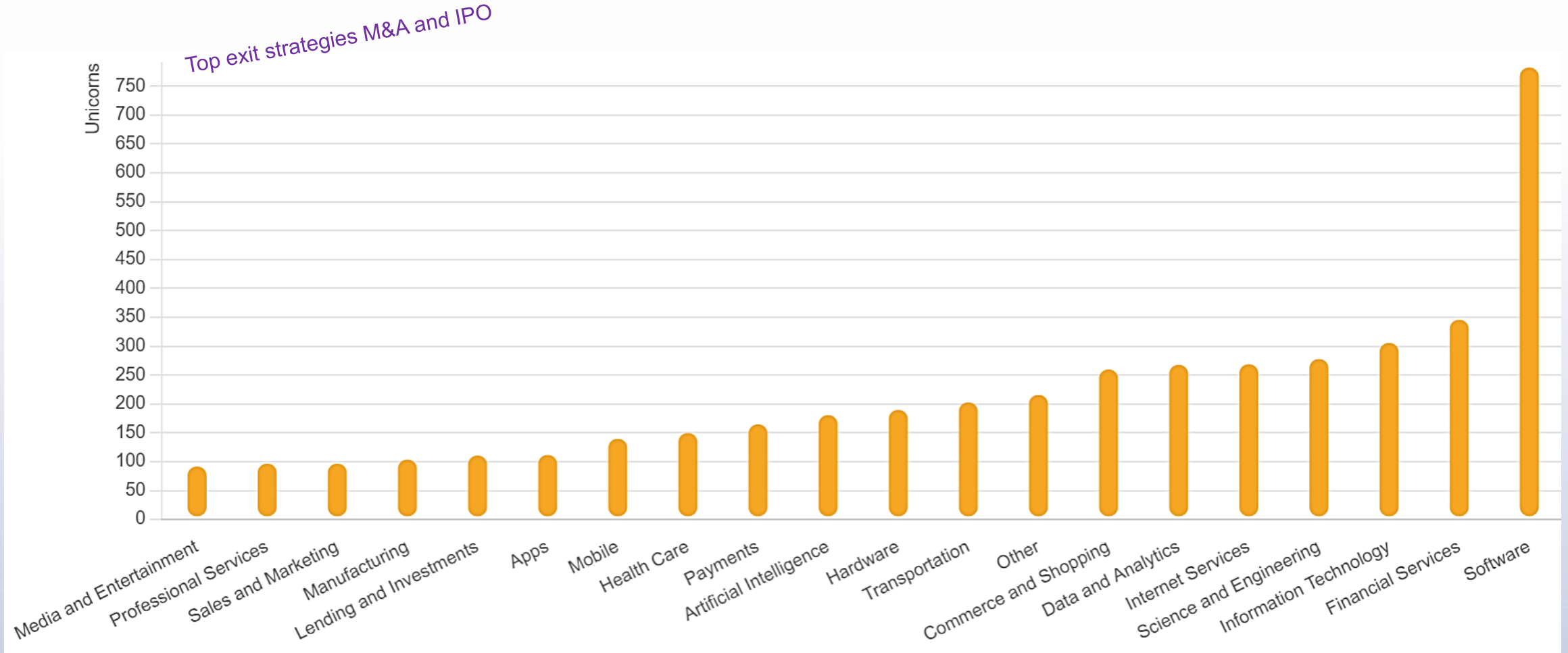
\$867 billion

TOTAL RAISED

\$7.5 trillion

TOTAL VALUE

Top Industries by Unicorn Counts



The Crunchbase Unicorn Board

1,454

COMPANIES

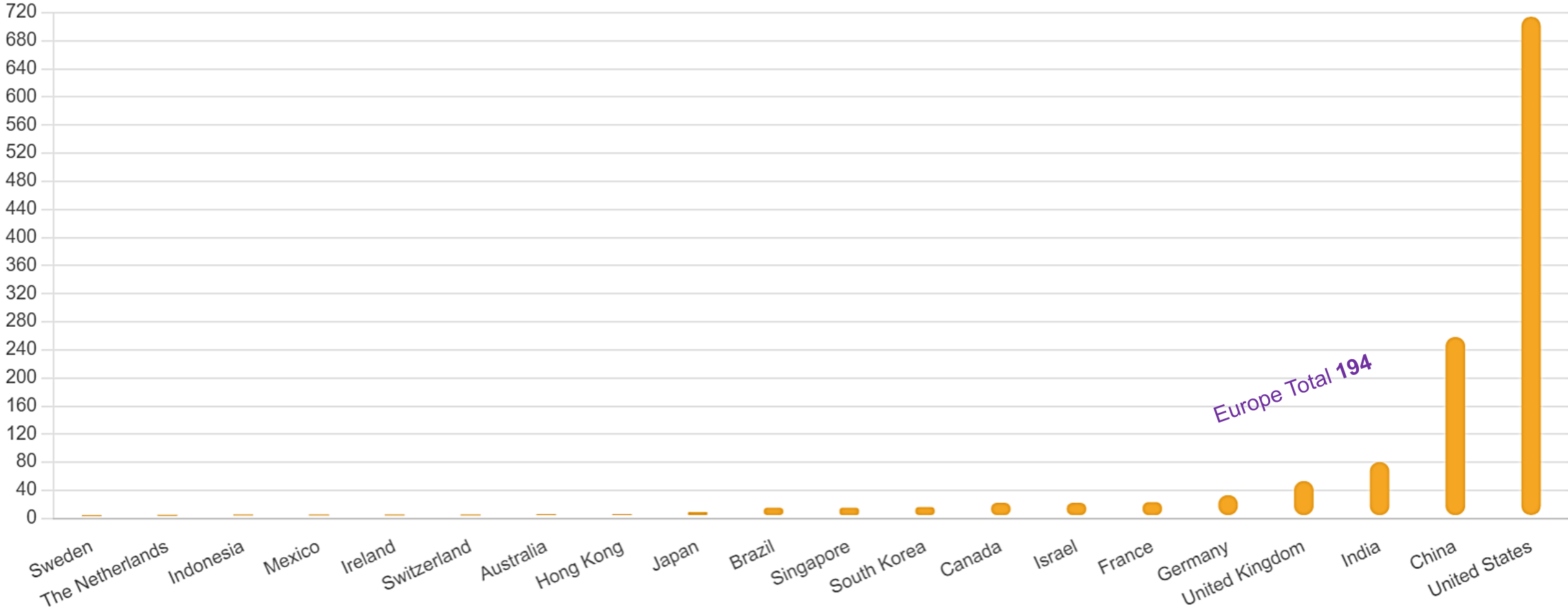
\$867 billion

TOTAL RAISED

\$7.5 trillion

TOTAL VALUE

Countries with Most Current Unicorns



Source: [The Crunchbase Unicorn Board](#), May 4, 2023

The Crunchbase Unicorn Board

1,454

COMPANIES

\$867 billion

TOTAL RAISED

\$7.5 trillion

TOTAL VALUE



| Company | Post Money Value | Total Equity Funding | Lead Investors Include | Country | Continent |
|--|------------------|----------------------|--|---------------|---------------|
|  Trendyol Group | \$17B | \$2B | General Atlantic, SoftBank Vision Fund | Turkey | Europe |
|  Getir | \$12B | \$2B | Mubadala, Tiger Global Management | Turkey | Europe |
|  Dream Games | \$3B | \$468M | Index Ventures | Turkey | Europe |
|  Carbon Health | \$3B | \$623M | CVS Health Ventures | United States | North America |
|  Insider | \$1B | \$167M | Qatar Investment Authority | Singapore | Asia |

In 2022, 322 Turkish startups received VC investment, 25% headquartered outside Turkey (46 US, 19 UK, 6 EE)
[StartupCentrum - 2022 Turkish Startup Ecosystem Investment Report](#)

The Crunchbase Unicorn Board

1,454

COMPANIES

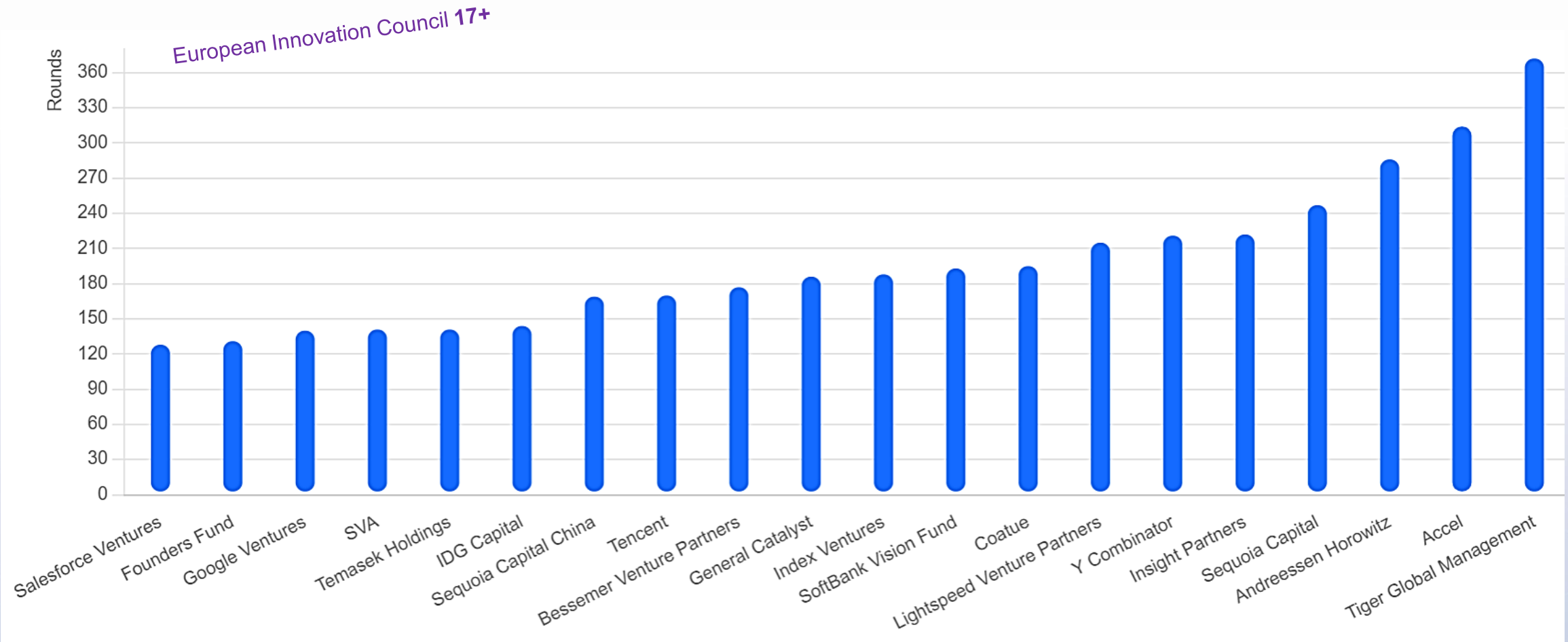
\$867 billion

TOTAL RAISED

\$7.5 trillion

TOTAL VALUE

Investment Counts in Current Unicorns



2/3 of **early-stage** top investors in European unicorns are **European**; 2/3 of **late-stage** investors are **non-European**.

Powering Series B/C investment in deep tech EIC companies

Connecting selected EIC deeptech entrepreneurs
with strategic investors & partners



Remy de Tonnac



Partner at ETF Partners



Jean-Michel Deligny



Senior Advisor at Silverpeak



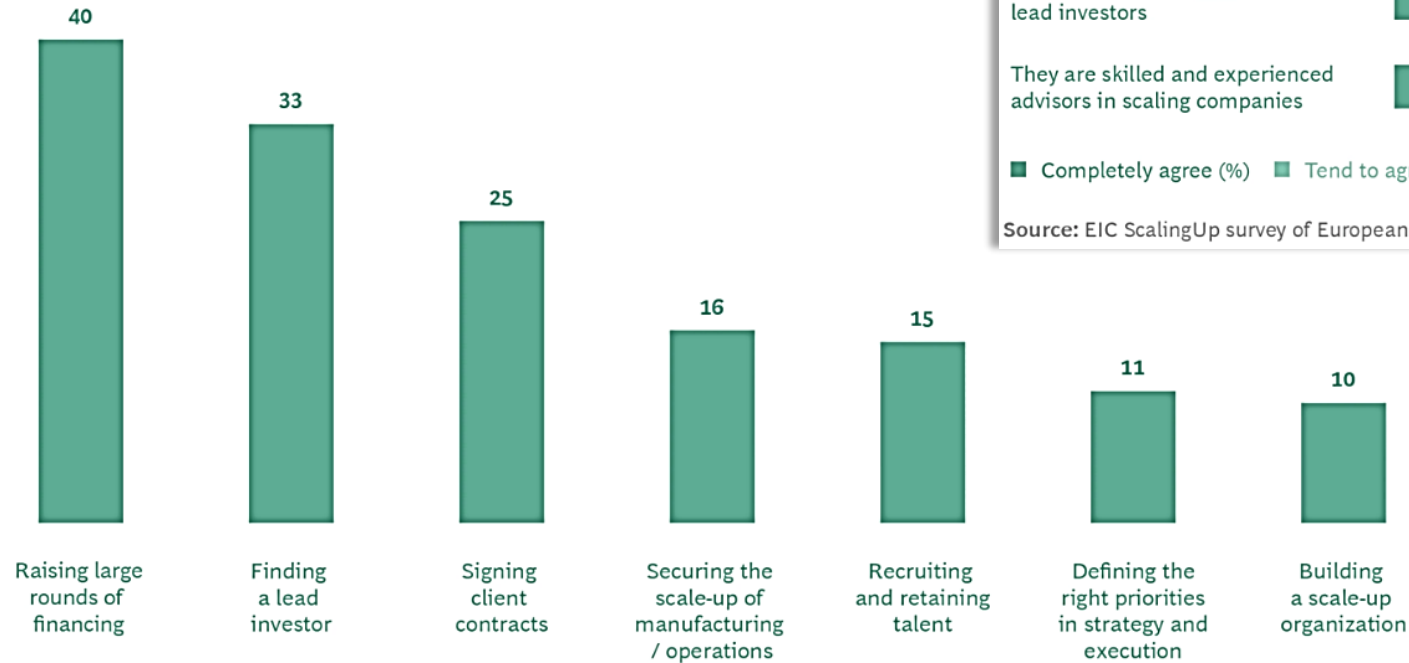
Osman Kent



Venture Partner at Atlantic Bridge

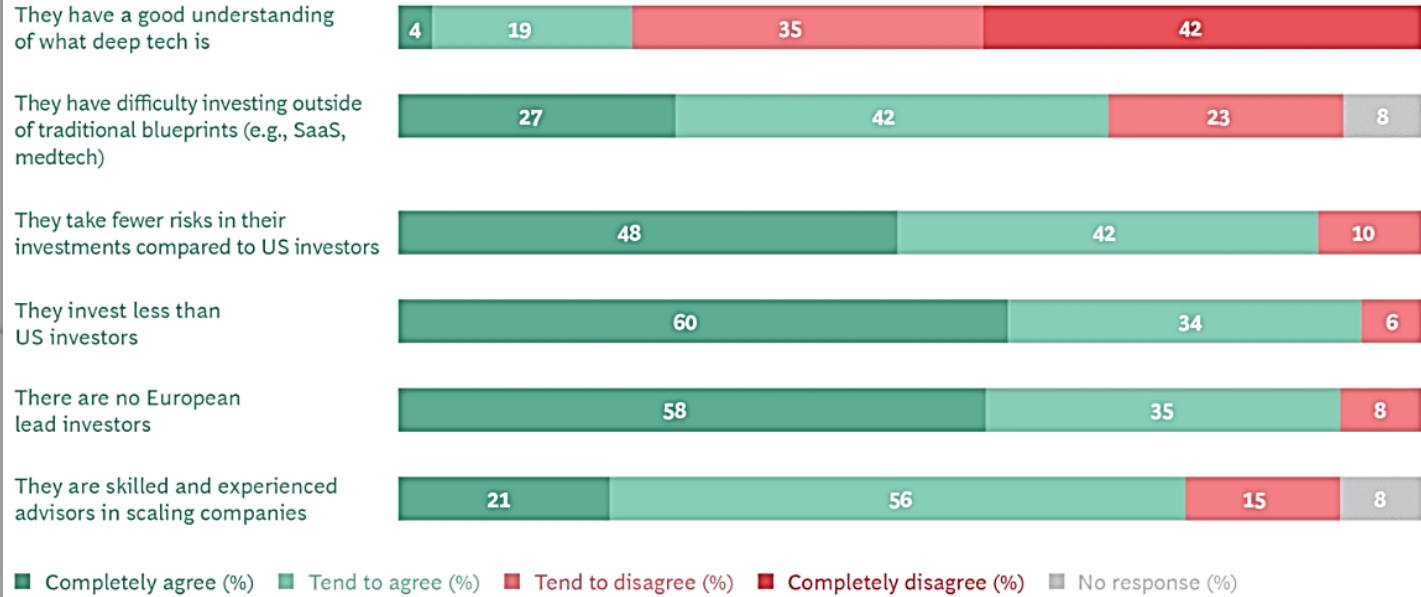
Can Europe Create Its Own Deep-Tech Giants?

Number of companies that ranked this issue among their top three scaling challenges



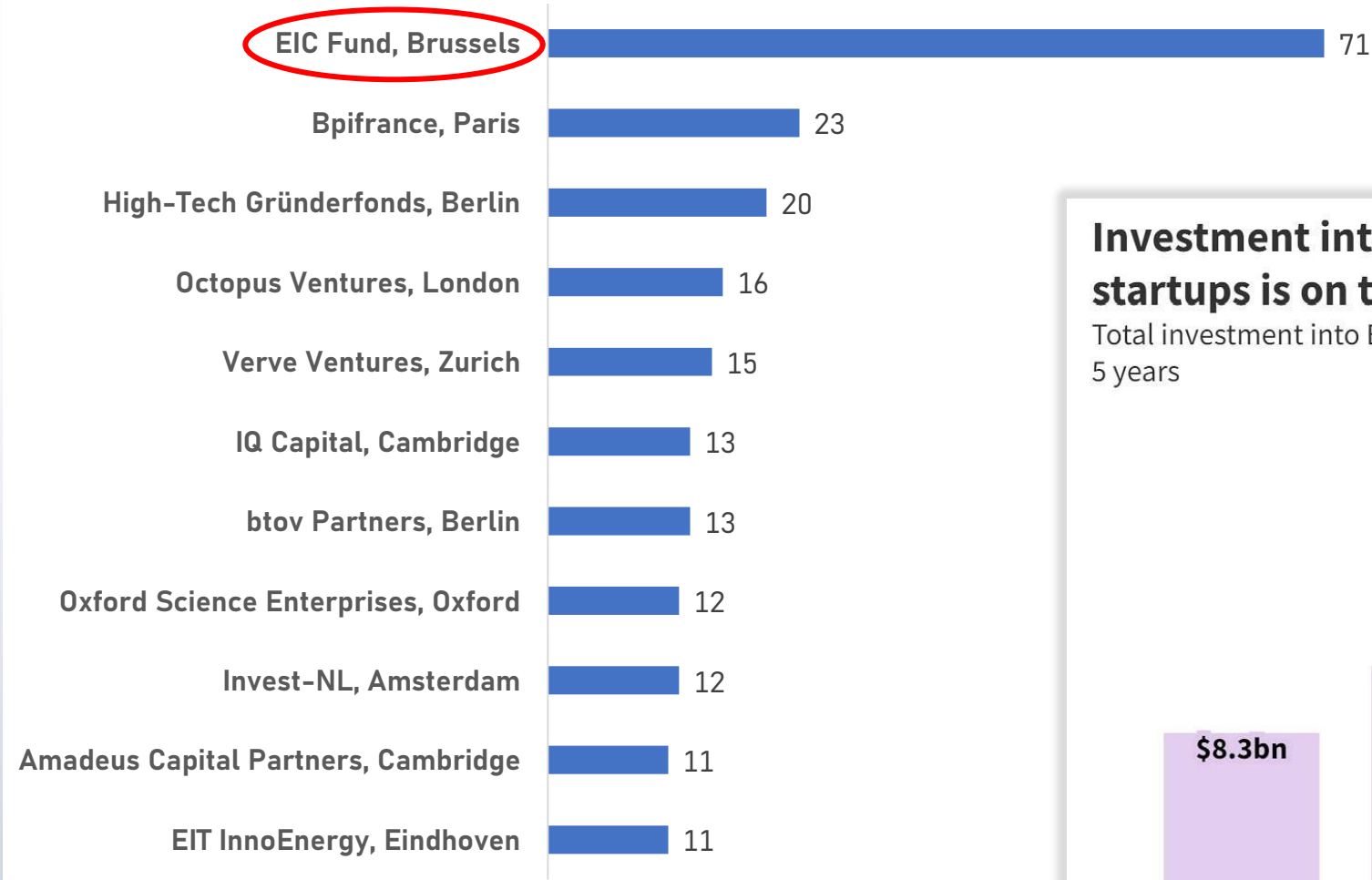
Source: EuroQuity/Les Deeptech survey of European deep-tech companies (part of the EIC ScalingUp project), March 2022; BCG and Deepwave Ventures analysis.

Investors' assessment of European investors

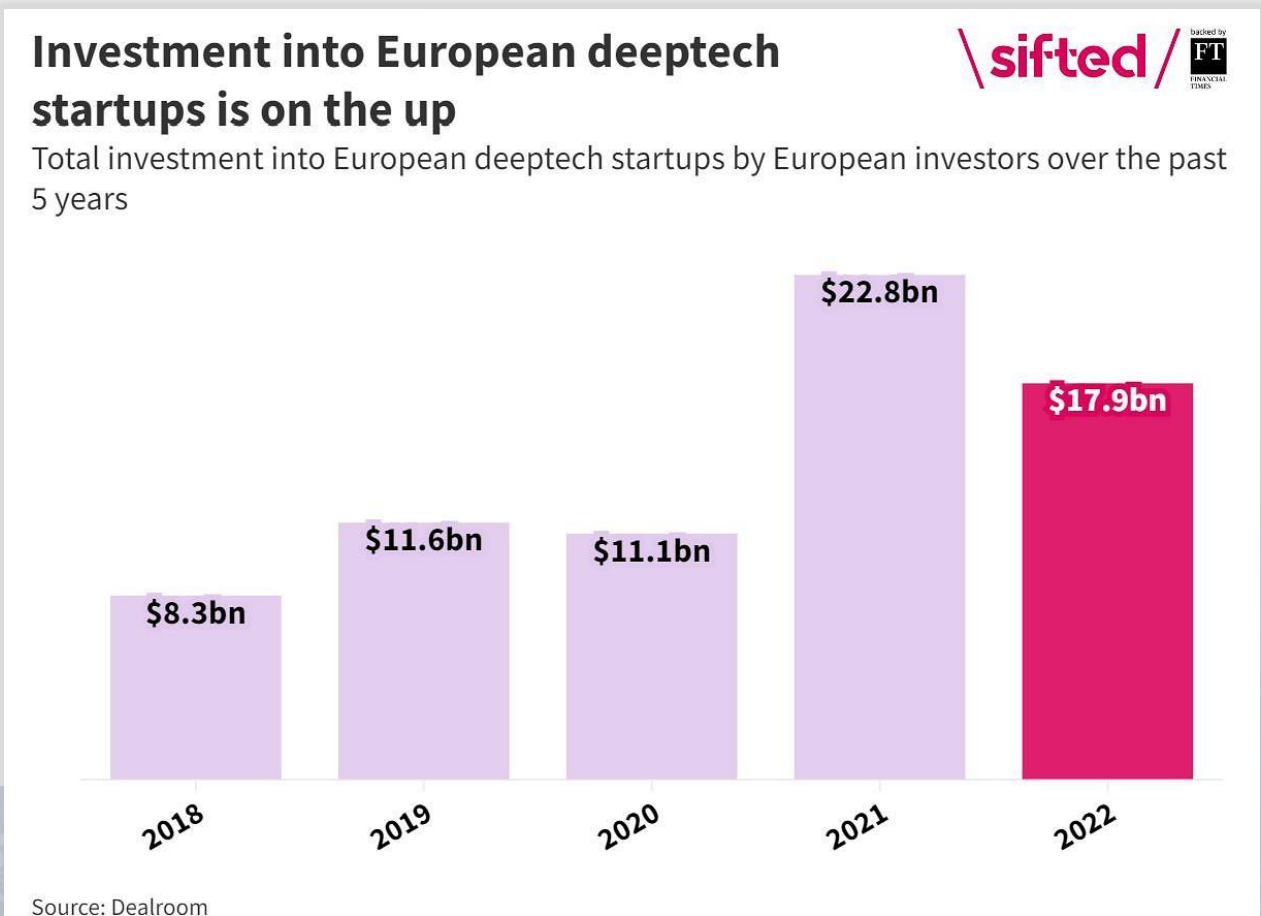


Source: EIC ScalingUp survey of European deep-tech companies, March 2022; BCG and Deepwave Ventures analysis.

Deal count of top European investors in European deeptech startups in 2022



Source: Dealroom



Source: Dealroom



INNOVAFEED



A unique technology serving an innovative and sustainable agro-industry



Insect rearing intended for animal and plant nutrition



A natural and sustainable solution to feed tomorrow's world

#biotech #food #manufacturing



ESTABLISHED
Génopele, FR



pilot plant, FR
industrial plant, FR



strategic partnership
Cargill

joint R&D and marketing
HELLO NATURE



the largest insect farm in the world, FR

4-year European research project
MILLENNIAL SALMON



entering the U.S.
ADM

U N I C O R N



global partnership for 2026
Cargill

€1B of secured deals for the next 10 years

Jul
Pre-/Seed
€xxxK

Jan
SMEI Ph1
€50K

Feb
Series A
€15M

Dec
Series B
€40M
CREADEV
TEMASEK
exit
FINOVAM
alterequity

SMEI Ph2
€1.8M

Nov
Series C
€70M
+ Debt
€70M
CREADEV
TEMASEK

Sept
Series D
€250M
+ Debt
€40M
QIA
TEMASEK
CREADEV
ADM Cargill

break-even in 2024+

Is there a pathway to becoming a unicorn, or Turcorn?

*“The next Bill Gates will not start an operating system.
The next Mark Zuckerberg won't start a social network company.
If you are copying these people, you are not learning from them.”*

-Peter Thiel



Multiple co-founders

with a support system - passionate team - one project - committed to changing the world

Always pitching, selling, and branding

EIC is just one option - fundraising for the next 18 months - planning for the next 4 years
- mostly funded by certain VCs

‘Cool’ factor

quotable/sharable stories – future more exciting than today

Multidimensional approach

breakthroughs in multiple areas - impact in multiple dimensions

Targeting

an important future problem with a big market - cross-industry/multidisciplinary value networks



Approval valid for 1 year

Open Call

Apply any time
Results in 4 weeks

Short Proposal

2/4 Go
1 vote, 4 evaluators

Mid-Aug

Open & Challenge Call cut-off dates
June 7, Oct 4

Results in 5 weeks

Full Proposal

9/9 Go
3 criteria, 3 evaluators

Oct 4

by invitation
Results in 3 weeks

Jury Interview



NO GO GO

Early Dec

within 1 month of grant award

Grant Agreement



Feb 2024

after 6-8 months of due diligence

Investment Agreement (if applicable)

When needed

European Innovation Council Fund

European Investment Bank

alterDomus*



Evaluation Criteria

Excellence

- Innovation has a **breakthrough and market creating nature**. It is novel compared to existing offerings.
- **Timing** is right in terms of market, societal, and technological trends.

Impact

- The company has a high **scale up potential** and convincing growth vision consistent with its current tech and business maturity.
- Positive **broader impact** is ensured in societal, economic, environmental, or climate dimensions.

Level of risk, implementation, and need for Union support

- The **team** has the capability and motivation to bring the innovation to the market. There is a plan to acquire currently missing critical competencies.

"Science is the belief in the ignorance of experts."

Richard P. Feynman



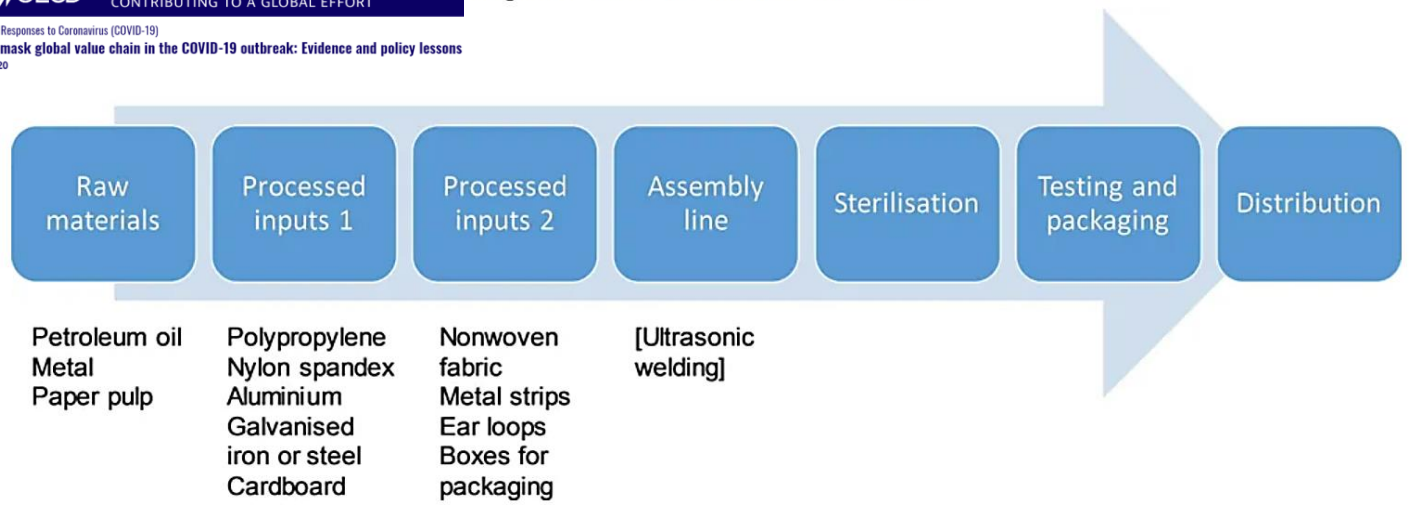
It's all about value chain



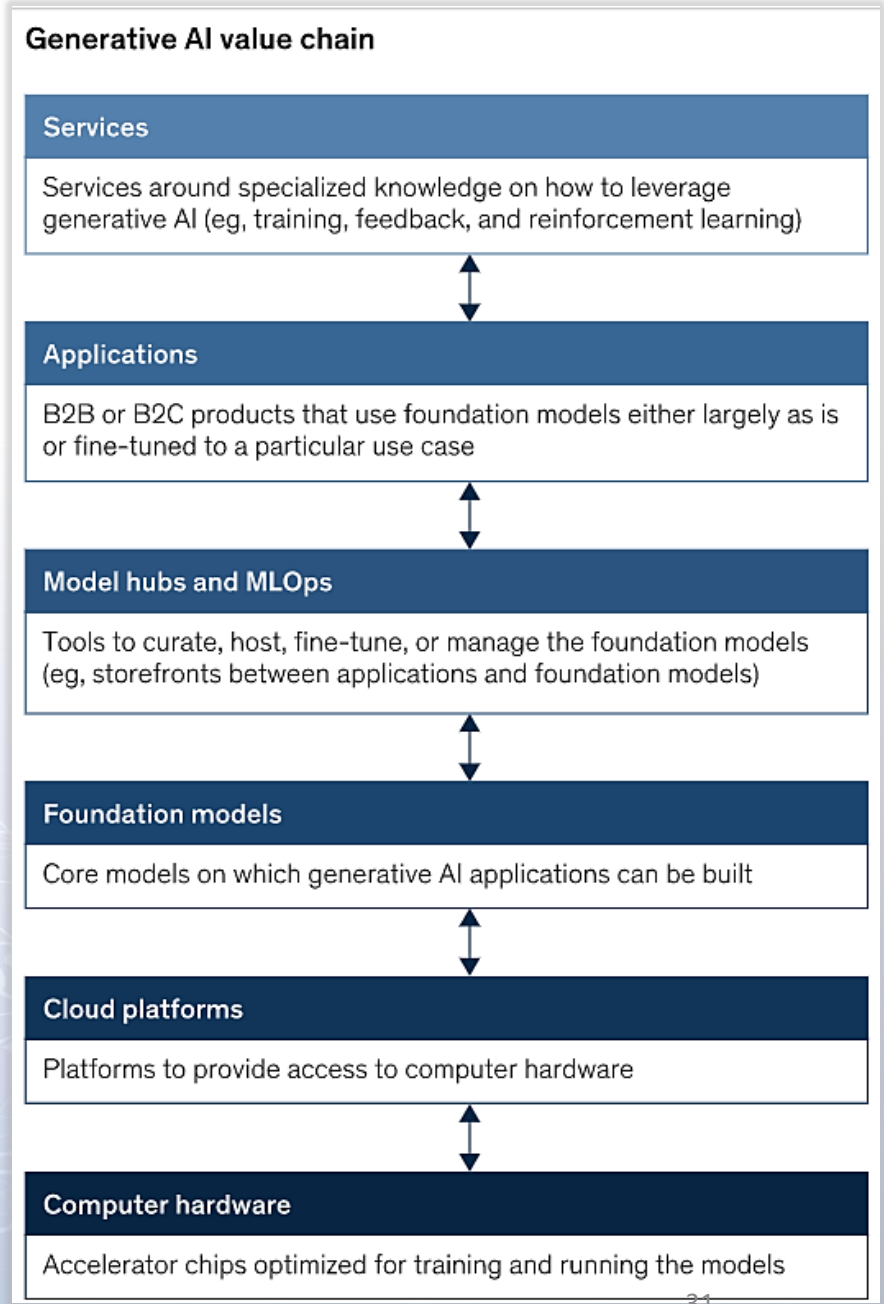
Figure 1. The face mask value chain

OECD TACKLING CORONAVIRUS (COVID-19)
 CONTRIBUTING TO A GLOBAL EFFORT

OECD Policy Responses to Coronavirus (COVID-19)
 The face mask global value chain in the COVID-19 outbreak: Evidence and policy lessons
 04 May 2020



Source: OECD, based on information provided by manufacturers.



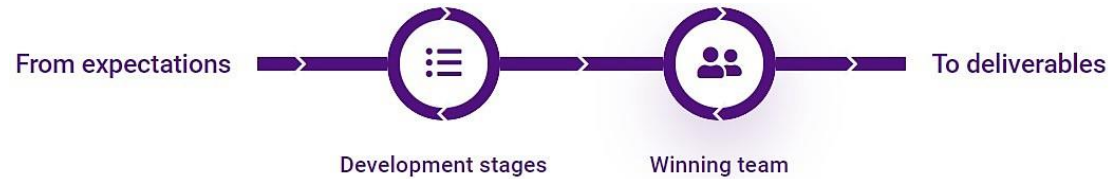
Source: [AI by McKinsey](#), April 26, 2023

Full Application Online Form

IDEATION



DEVELOPMENT



GO2MARKET

- Know



Market scoping Willingness to pay Competitors and Threats SWOT Analysis

- Prepare



Readiness Corporate Strategy Business Model Finance Intellectual property

- Enter



Strategy to Enter Barriers To Entry Legal and regulatory compliance

- Scale



Scaling strategy Future developments

- Impact



Effect of the solution Impact on the Market Societal impacts Future legal and regulatory compliance



Dr. Michiel Scheffer
New EIC President

alterDomus*

New EIC Fund Manager

New EIC Board recommendations to improve Full Proposal submissions

to follow VC industry standard, and to make it feasible for startups to complete themselves without consultants.

1. Content


- ❖ **Slide Deck** (addressing key questions)
- ❖ **Business Case** (no longer than 50 pages) **and Data Pack**
 - **Industry Standard** (Company description, the problem/market opportunity, the innovation-solution/product or services, competition analysis, marketing and sales plan, risks, team, financial plan, cap table, etc.)
 - **EIC Specific Information** (Impact of EIC support on the company, the funding request, implementation plan for the grant)

2. User interface of the (EIC AI) platform

- ❖ Far fewer questions, less fragmented layout, avoiding overlaps and repetitions, include graphics, tables, reuse information from other platforms, diagnostics and AI tools should be offered as options, not mandatory, etc.

3. Usability for the evaluators, investment decisions, investment and grant management

- ❖ More importance to slide deck (at all steps), clear alignment with EIC Evaluation Criteria, better differentiate the assessment for grant vs. equity, remove information which is not used or relevant, etc.


European Innovation Council 

EIC Accelerator

Guide for Applicants

Version 1.8
21st December 2022

Disclaimer
This guide aims to assist potential applicants. It is provided for information purposes only and is not intended to replace consultation of any applicable legal sources. Neither the European Commission nor EISMEA (or any person acting on their behalf) can be held responsible for the application made of this guidance document.



EN
Annex

European Innovation Council (EIC)

Work Programme 2023

European Innovation Council 

European Innovation Council (EIC) established by the European Commission, under the Horizon Europe programme (2021-27)

Funding & tender opportunities
Single Electronic Data Interchange Area (SEDIA)

European Innovation Council (EIC) datahub

HORIZON DASHBOARD

CORDIS
EU research results

 **European Investment Bank**

EIC AI Platform

 **TURKEY in HORIZON 2020**
COOPERATION. INNOVATION. COMPETITIVENESS

 **U F U K AVRUPA**
TUBITAK



European Innovation Council (EIC)
Investment Guidelines
(Horizon Europe Compartment)

 **PitchBook**

 **crunchbase**

 **sifted** backed by FT

 **dealroom.co**

 **TechCrunch+**

 **Harvard Business Review**

 **SCIENCE BUSINESS**

 **Y Combinator**

 **FOUNDER INSTITUTE**

 **VC Lab**
the leading VC accelerator

 **tech.eu**

 **andreessen horowitz**

 **alterDomus***

 **hello tomorrow**

 **BCG** BOSTON CONSULTING GROUP

 **underscore.vc**

Project Syndicate

 **McKinsey & Company**

Startup * Innovation * Venture Capital INTELLIGENCE



OUR FUNDS

- Regional Development Fund
- Development and Investment Bank of Türkiye Capital Fund
- Technology and Innovation Fund
- Innovative and Advanced Technologies Venture Capital Investment Fund
- Development Participation Venture Capital Investment Fund
- Development ODTÜ TEKNOKENT VCIF



BEYOND THE FUTURE

WHAT IS TURCORN 100 PROGRAM?

We define startups operating in Türkiye with a valuation of 1 Billion Dollars as Turcorn.

We aim to count new Turcorns to the Turkish startup ecosystem with the Turcorn 100 Program, in which we support technology startups that have successfully passed the early stage and have high growth potential, in order to scale faster and open to global markets.

WHAT AWAITS YOU IN TURCORN 100 PROGRAM?

[MENTORS](#)[STAKEHOLDERS](#)[ACCELERATORS](#)[TURCORN 100
ECOSYSTEM](#)[ACCESS TO FINANCE](#)



Ege Deep Tech Project

BRING YOUR TECH
IT'S A
FACT!



Ege D-Tech Incubation



Ege D-Tech Factory

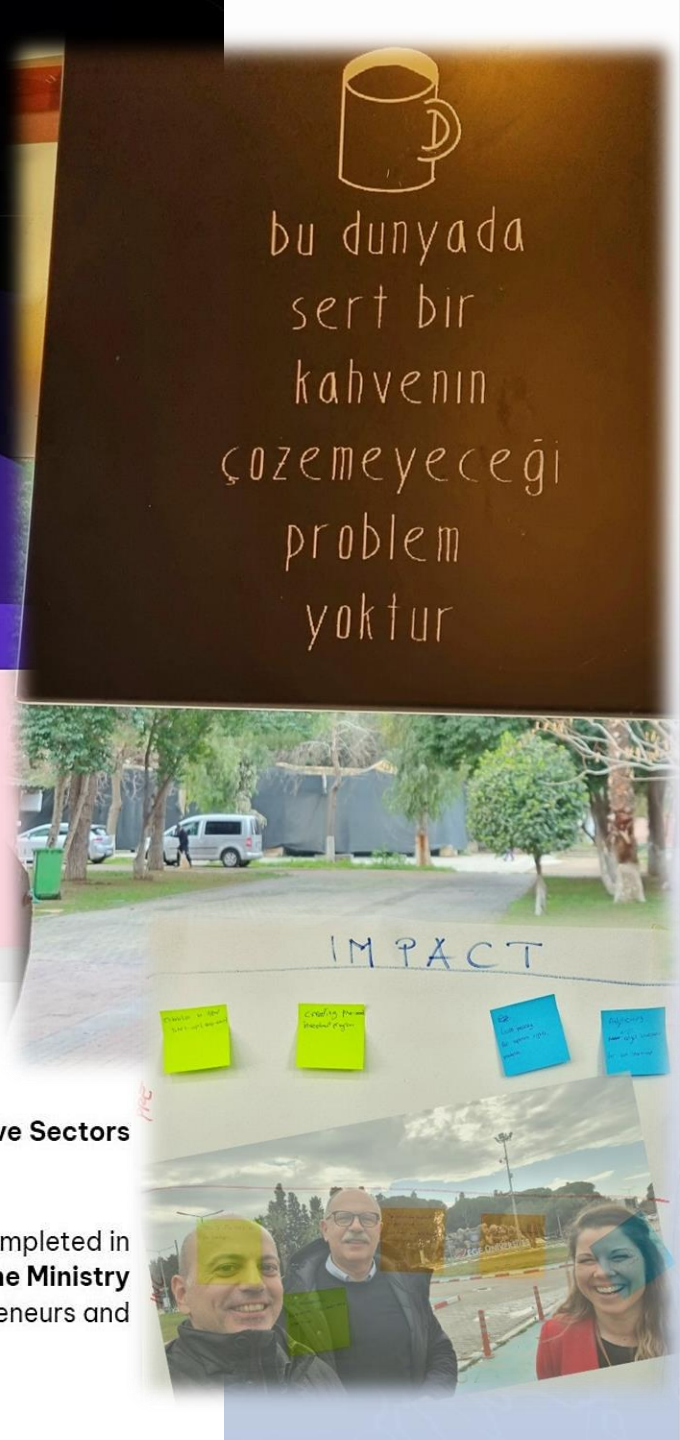


Ege D-Tech Trainings

Ege D-Tech Project

The **Deep Technology Incubation Center (Ege D-Tech) Project**, run by **Ege Teknopark**, is carried out within the framework of the **Competitive Sectors Programme (RSP)**, co-financed by the **Republic of Türkiye** and the **European Union**.

The project, implemented with the participation of *Ege University* and the *Aegean Young Businessmen Association (EGIAD)*, is planned to be completed in 3 years with a budget of 3 million Euros. Dozens of projects implemented within the scope of the Competitive Sectors Program carried out by **the Ministry of Industry and Technology of the Republic of Türkiye** contribute to the creation of a more competitive and innovative ecosystem for entrepreneurs and SMEs in Türkiye.



Thank you!

Any comments or questions?

All recordings and presentations of our previous events are accessible on our website:
[Turkey in Horizon 2020 Phase II \(Horizon Europe\) Project](#)

Follow us on social media where we share on our events, updates, and funding opportunities:



[TÜBİTAK Ufuk Avrupa Programı](#)



[TÜBİTAK Ufuk Avrupa Programı](#)

Please feel free to contact us if you have a question or would like to share your comments:

info@TurkeyinH2020.eu