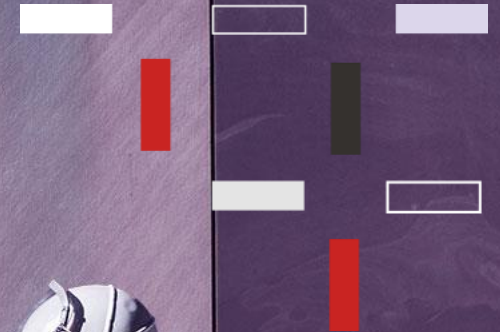




EIC Info Day, Istanbul, Turkey
25 October 2023



BACKING
VISIONARY
ENTREPRENEURS
AND RESEARCHERS



EUROPE'S MOST AMBITIOUS INNOVATION PROGRAMME

- Budget of over **€10 billion** (21-27) as part of Horizon Europe
- Focus on **Deep Tech & Scale Up** in line with the New European Innovation Agenda
- Steered by the **EIC Board of leading innovators** from across Europe.



EIC PRIZES

- Women innovators
- Capital of innovation
- Innovation procurement
- Social innovation
- Horizon
- Humanitarian Innovation



SEAL OF EXCELLENCE

Fast track to other funding



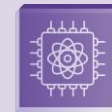
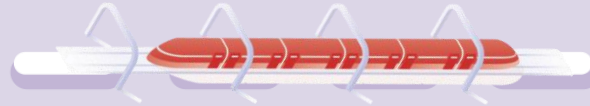
EIC ACCELERATOR SERVICES

- Mentors, coaches
- Global partners
- Innovation ecosystems
- EIC Community Platform



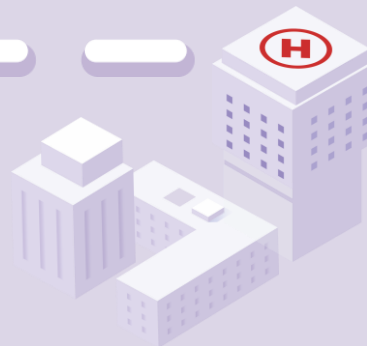
EIC ACCELERATOR

- For single companies
- Grants up to €2.5 million
- Equity up to €15 million or above
- To enter the market & scale-up (TRL 6-9)



EIC PATHFINDER

- For consortia
- Grants up to €4 million
- To research technology breakthroughs (TRL 1-4)



EIC TRANSITION

- For consortia & single companies
- Grants up to €2.5 million
- To develop business cases (TRL 4-6)



EIC Proactive Management

- Strategic assessment and clustering of projects
- Building of **portfolios** based on strategic intelligence
- Portfolio management (**scientific and business advice**)
- **IP management** advice (in collaboration with the technology transfer offices)





Iordanis Arzimanoglou
Biotechnology & Health

Eric Claverol-Tinturé
MedTech & Medical Devices

Francesco Matteucci
Materials for Energy & Environment

Antonio Marco Pantaleo
Energy Systems

Stella Tkatchova
Space systems & technologies

Samira Nik
Quantum tech & electronics

Franc Mouwen
Architecture engineering construction technologies

Ivan Stefanic
Food chain technologies, novel & sustainable food

Isabel Obieta
Responsible electronics

Carina Faber
Renewable energy conversion & alternative resource exploitation

**EIC
PROGRAMME
MANAGERS**



EIC IMPACTS (From 2022)

CROWDING IN OTHER INVESTMENTS

- € 10 billion follow up investments to EIC supported companies
- Leverage effect: 2.6 times private co-investment on EIC Fund investments
- 12 unicorns - value € 1 billion+
- 112 centaurs - value € 100 million+

ADDRESSING SUSTAINABLE DEVELOPMENT GOALS

- Main thematic in:
 - ✓ Green Deal
 - ✓ Digital
 - ✓ Health

GROWING SUPPORT TO STARTUPS & SMEs

- 1600 supported since 2014
- 410 selected for blended finance with € 2.18 billion equity proposed
- Increase in startups with female CEOs

A PIPELINE OF BREAKTHROUGH TECHNOLOGIES

- 400 research projects
- 800 innovations tracked
- Pilot of Transition funding to follow up research results into applications





EIC Pathfinder

2023 Challenges

- Clean and efficient cooling;
- Construction digitalisation;
- Precision nutrition;
- Responsible electronics;
- In-space solar energy.

- Funds **research** to develop the **scientific basis** to underpin breakthrough technologies:
 - in any field of science or technology (Pathfinder Open)
 - In portfolios of projects to achieve specific objectives (Pathfinder Challenges).
- Aims to build on new, **cutting-edge directions in science and technology** to disrupt a field/market, create new opportunities, solves global challenge.
- **Follow up support** through Business Acceleration Services (bootcamps, trainings); “booster grants”, etc.
- Possibility to **“hop on”** to existing projects for new partners from widening countries

Budget for 2023: €343 million

Call deadlines: 7 March (Open); 18 October (Challenges)

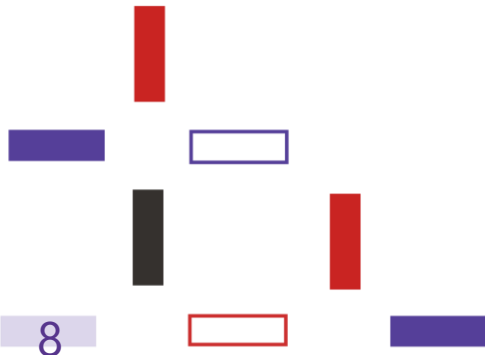
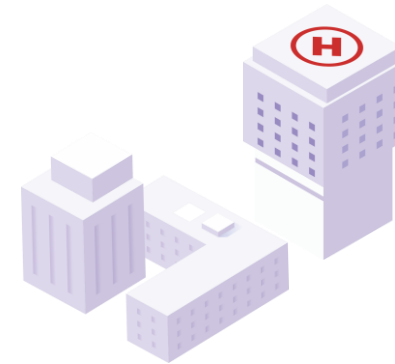


WHO CAN APPLY & WHAT FOR?

PATHFINDER

Consortia of at least 3 different independent legal entities established in at least 3 different eligible countries. Additionally, single applicants or small consortia (2 partners) for EIC Pathfinder Challenges only.

Grants of up to €3 million (open) or €4 million (challenges, or more if duly justified, to achieve the proof of principle and validate the scientific basis of breakthrough technology (Technology Readiness Levels 1-4)
100% funding rate of the eligible expenses



EIC Transition

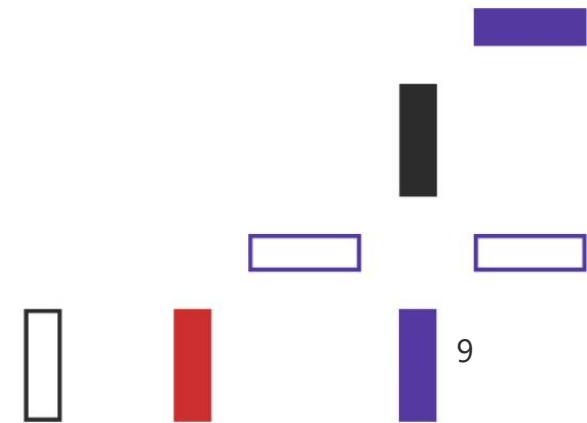
EIC 2023 Transition Challenges:

- Micro-Nano-Bio devices;
- Environmental intelligence;
- Chip-scale optical frequency Combs

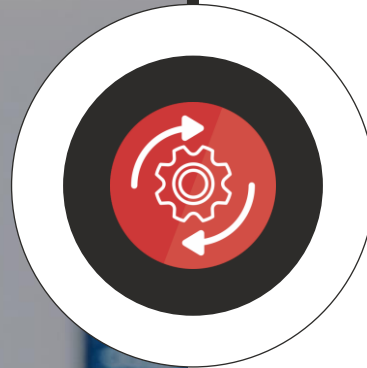
- Supports: **maturation of the technology** (to test/validate in real world environment) and/or **development of business case** (for a specific market/ application)
- **Follow up to a result** achieved in an EIC Pathfinder, ERC Proof of Concept; or - for Transition Challenges – any Horizon result
- Access to Business Acceleration Services & Fast Track to Accelerator

Budget for 2023: €128 million

Call deadlines: 12 April; 27 September 2023



WHO CAN APPLY & WHAT FOR?



TRANSITION

Single applicants (SMEs, spin-offs, start-ups, research organisations, universities) or small consortia (2 partners) or consortia of 3 to 5 different independent legal entities established in at least 3 different eligible countries. *Proposals must build on eligible EU-funded project results.*

Grants of up to €2.5 million to validate and demonstrate technology *in application-relevant environment (Technology Readiness Levels 4 to 5/6) and develop market readiness.*

EIC Accelerator: €1.13 billion budget for 2023

European
Innovation
Council



ARE WE THE RIGHT INVESTOR FOR YOU?

1. Are you a start-up or a SME seeking to scale up high impact innovation with potential to create new markets or disrupt the existing ones?
2. Does your innovation build on a scientific discovery or technological breakthrough ('deep tech')?
3. Is the investment too risky for private investor alone?
4. Do you need significant funding over a long timeframe?



ARE YOU THE RIGHT APPLICANT FOR US?

- A single company established as SME;
- A single company classified as mid-cap (up to 499 employees), but only for exceptional cases for rapid scale up purposes;
- One or more natural persons or legal entities, which:
 - Intend to establish SME by the time of the signing of EIC Accelerator contract/agreement on the investment component;
 - Intend to invest in an SME/small mid-cap, provided that prior agreement exists with the company.
- The technology component of the innovation is **at least TRL 5** (technology validated in relevant environment)

The applicants must be established in a Member State or Horizon Europe Associated country.



WE INVEST IN...



EIC Accelerator Open:

supports projects in **any field of technology or application** without predefined thematic priorities.



€ 611,75 million

EIC Accelerator Challenges:

supports projects within **predefined thematic areas** of emerging and strategic technologies.



€ 523, 49 million

EIC Accelerator Challenges 2023

- Biomarkers for cancer;
- Decontamination for pandemic management;
- Energy storage;
- New European Bauhaus;
- Quantum or Semiconductor components;
- Resilient agriculture;
- Space technologies and services.

WHAT CAN WE OFFER?



Grant first

If your innovation still requires significant work to validate and demonstrate in relevant environments to assess its commercial potential

Blended (grant & investment)

If you need support for development (TRL 5/6 - 8), deployment and scale-up (TRL 9)

Grant only

If you can prove that you have sufficient financial means for deployment and scale-up (TRL 9)

Investment only

You already received a grant-only support, and you are ready for rapid scale-up of your high-risk innovation

Equity

0.5 to €15 million

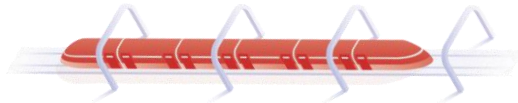
Grant

Up to €2.5 million



APPLICATION PROCESS

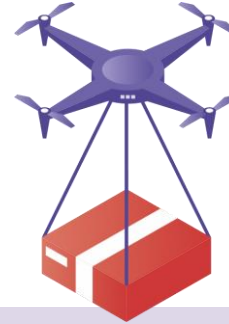
Step 1



IDEA PRESENTATION

- Applicants have a disruptive / deep tech idea with a potential to scale up. Submissions of short proposals are possible at any time. Evaluation by remote evaluators within 4 weeks.

Step 2



SUBMISSION

- Successful step 1 applicants submit their full proposal to regular cut-off deadlines, to be assessed by remote evaluators.
- To help you draft your full proposal, you will be entitled to receive 3 days of remote coaching from the EIC Business Acceleration Services.

Step 3

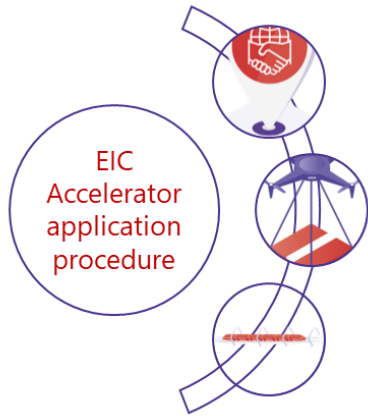


PITCH

- Successful Step 2 applicants will pitch their innovation in front of EIC Jury Members. If selected, applicants will be awarded funding.
- ⦿ If not selected, applicants will be awarded a Seal of Excellence to help you secure funding from other sources as well as get support from EIC Business Acceleration Services.

EVALUATION CRITERIA

STEP 1



Excellence:

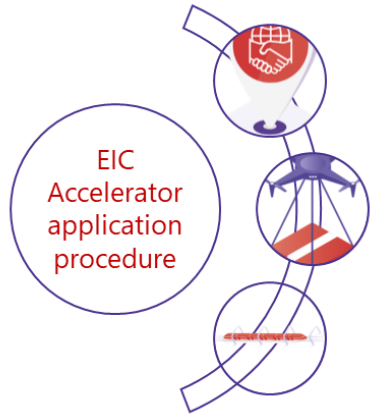
- **Breakthrough and market creation nature:** Does the innovation have a *high degree of novelty* compared to existing products, services and business models with the *potential to create or significantly transform markets*?
- **Timing:** *Is the timing right* for this innovation in terms of market, user, societal or scientific of technological trends and developments?

Impact:

- **Scale up potential:**
 - Does the innovation have *scale up potential*, including the potential to develop new markets and impact on the growth of the company?
 - Does the company show a *clear and convincing vision*, taking into account its current level of development and maturity, in relation to the *targeted market, the business model and growth forecasts*?
- **Broader Impact:** Will the innovation, if successfully commercialised achieve *positive broader societal, economic, environmental or climate impacts*?

Level of risk, implementation, and need for Union support:

- **Team:**
 - Does the team have the *capability and motivation* to implement the innovation proposal and bring it to the market?
 - Is there a plan to *acquire any critical competencies* which are currently missing, including adequate representation of women and men?



EVALUATION CRITERIA

STEP 2&3

Additional Questions : Excellence:

- Is the innovation based on a technology/s that have been **adequately assessed at least in a laboratory environment** and relevant environments to characterise the potential and assess the level of risk (**at least TRL 5/6**)?
- Is the technology **developed in a safe, secure and reliable manner**?
- Does your company have the **necessary Intellectual Property Rights** to ensure freedom to operate and adequate protection of the idea?

Additional questions: Impact

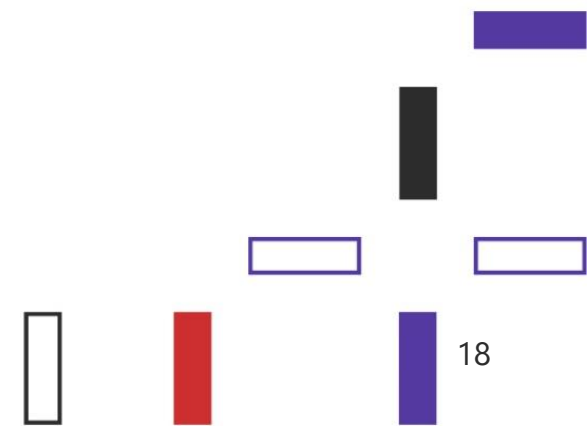
- Are the **associated financial needs well assessed and realistic**?
- Has the **potential market** for the innovation been **adequately assessed**, including conditions and growth rates?
- Has a **competitive analysis been thoroughly performed**, including identification of potential customers and relevant types of users, including women and men, definition of unique selling points and key differentiation from competitors?
- Is there a **convincing and well thought-through strategy for commercialisation**, including regulatory approvals/compliance needed, time to market/deployment, and business and revenue model?
- Have the **key partners** required to develop and commercialise the innovation been **identified and engaged**, including their roles/competences and a sufficient level of commitment and incentivisation?

Additional Questions: Level of risk, implementation, and need for Union support

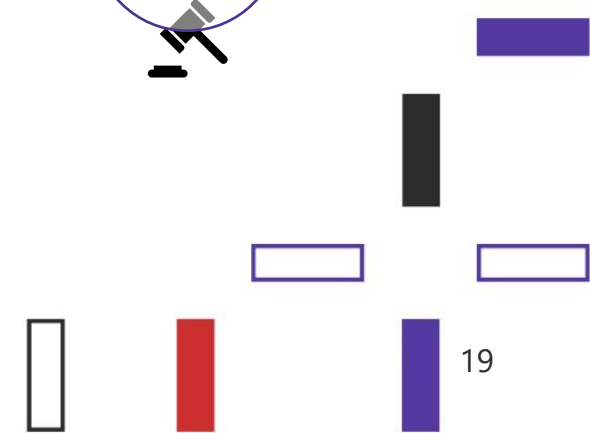
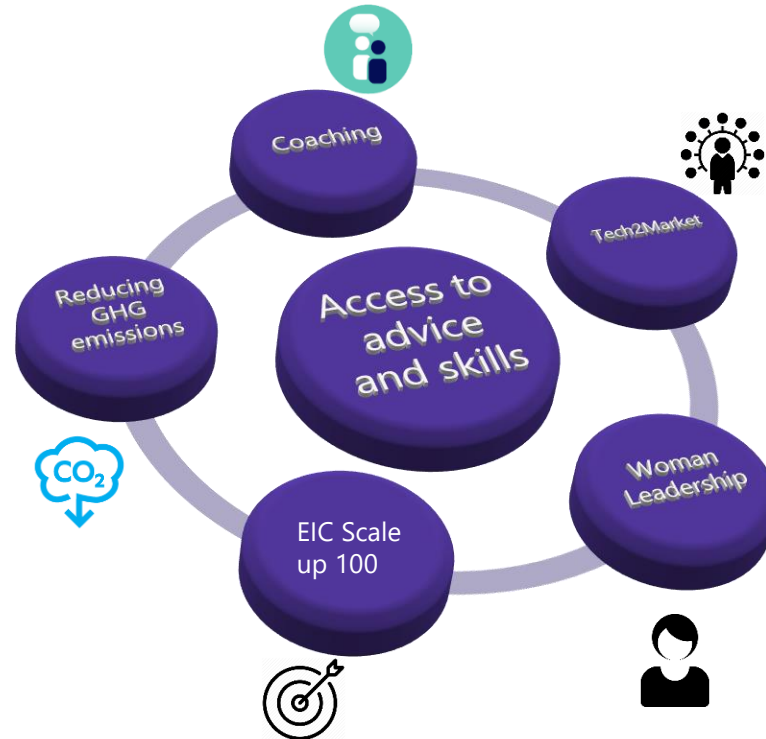
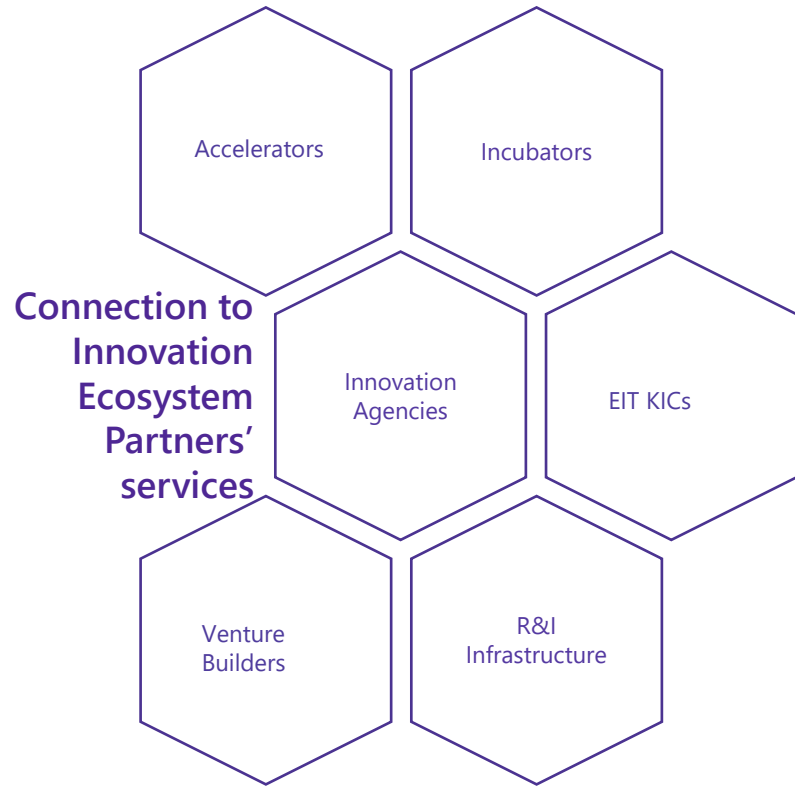
- Is there a **clear implementation plan** with defined milestones, work packages and deliverables, together with realistic resources and timings?
- Does **the nature and level of risk** of the investment in your innovation mean that European market actors are unwilling to commit the full amount alone?
- Is there **evidence that market actors would be willing to invest**, either alongside the EIC or at a later stage?
- Have the **main risks** (e.g., technological, market, financial, regulatory) **been identified**, together with measures to take to mitigate them?



ADDITIONAL SUPPORT INSTRUMENTS



EIC BUSINESS ACCELERATION SERVICES



SEAL OF EXCELLENCE*



★ SEAL OF ★
EXCELLENCE



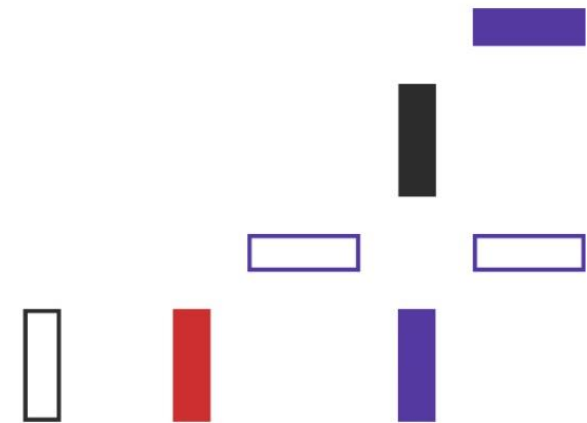
- **Individual SME applicant invited to the interview** (i.e. passed all the criteria at remote evaluation) and not selected for funding are usually* awarded the 'Seal of Excellence'
- **Facilitates access** to other funding (national, regional, etc)
- Provides access to **EIC Business Accelerator Services**

* Requires applicants to give consent to **sharing** basic information about their application with other eligible funding bodies. Jury's may decide to not award the Seal of Excellence if the applicant does not meet the required criteria.



NEED FURTHER HELP?

- **EIC Accelerator Guide for Applicants:** [:https://eic.ec.europa.eu/system/files/2023-08/Guide-for-Applicants_V3.0.pdf](https://eic.ec.europa.eu/system/files/2023-08/Guide-for-Applicants_V3.0.pdf)
- **EIC Work Programme 2023:** https://eic.ec.europa.eu/system/files/2022-12/EIC%20Work%20Programme%202023_F%26T.pdf





Thank you!

@EUeic

#Eueic

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