



This project is co-financed by the
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Bu proje Avrupa Birliđi ve Türkiye Cumhuriyeti tarafından
finanse edilmektedir



Technical Assistance for Turkey in Horizon 2020 Phase-II
EuropeAid/139098/IH/SER/TR

Turkey in Horizon 2020 II

Horizon 2020 SME Instrument (EIC Accelerator) –
Project Writing Training for SMEs
Case Studies: Successful bids

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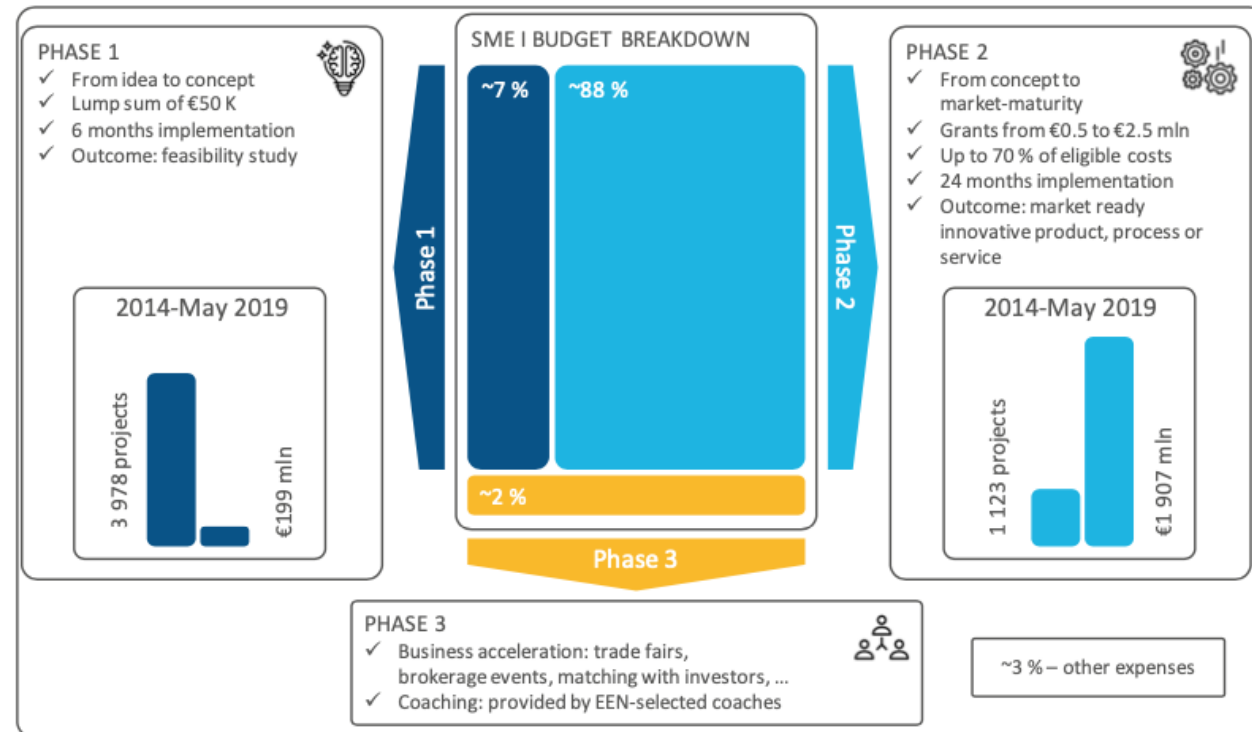


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EIC ACCELERATOR AS A SUCCESSOR OF SME INSTR. PHASE 2

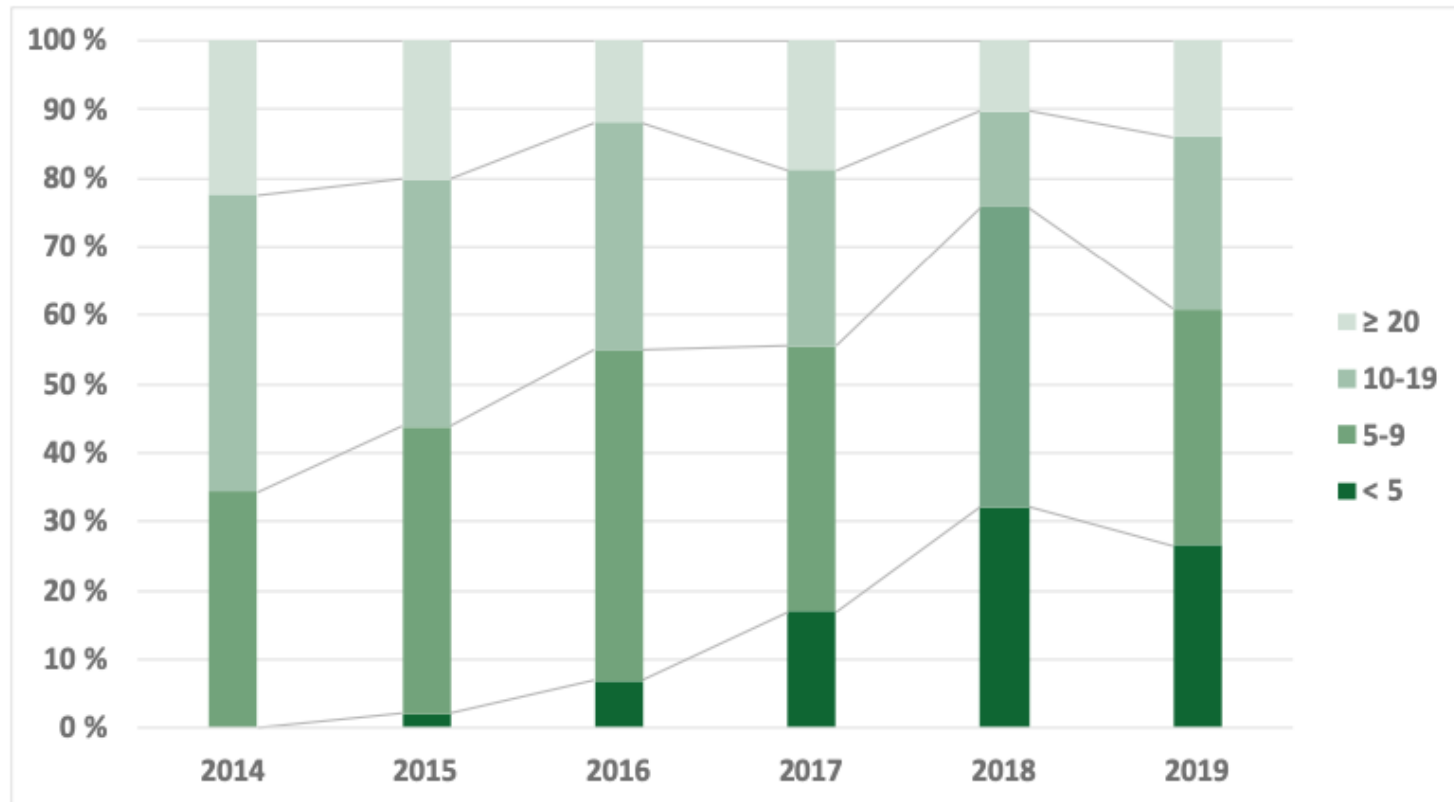
Figure 1 – The SME-I: structure and budget distribution



Source: ECA.

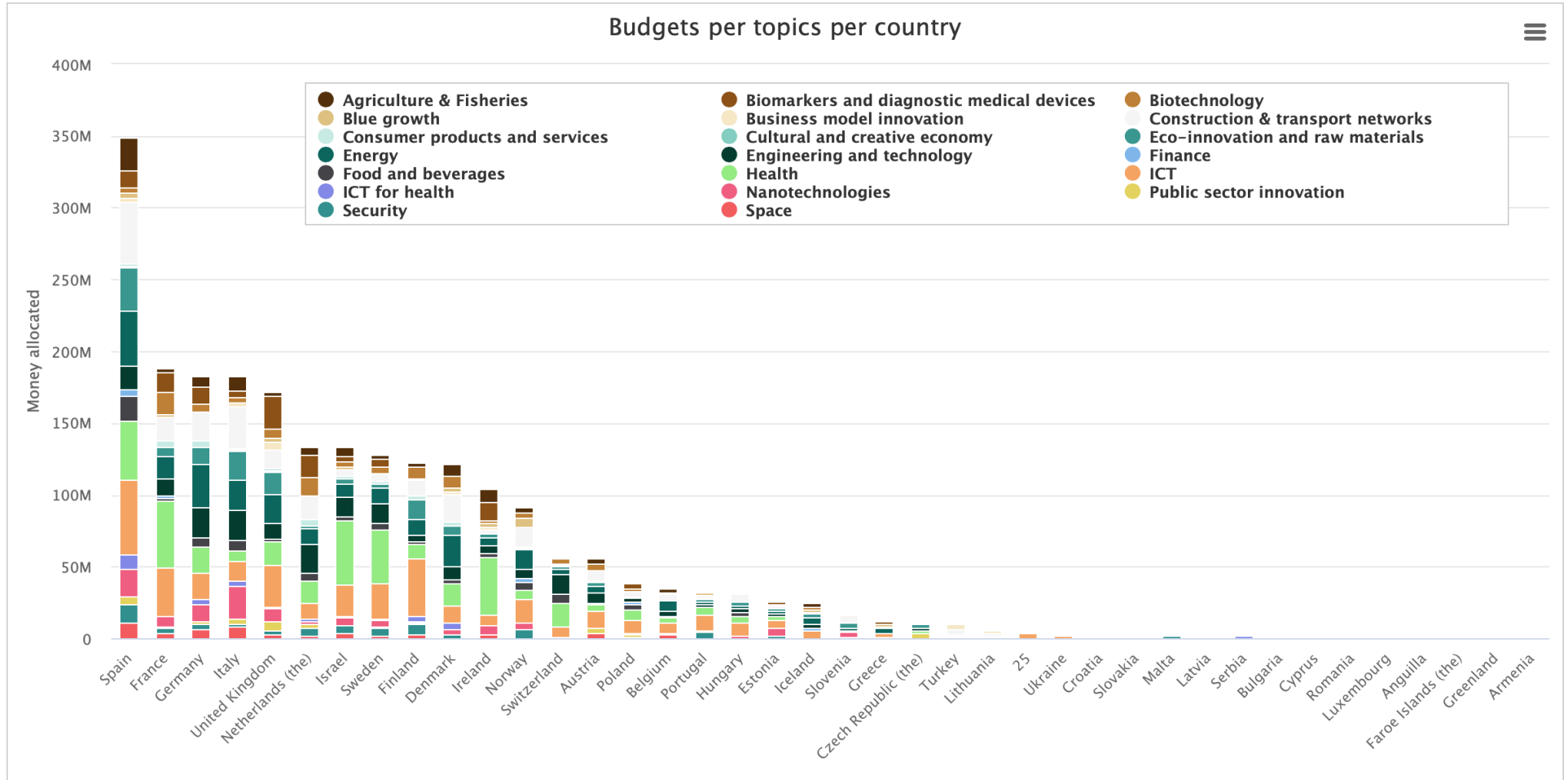
STATISTICS FOR SUCCESSFUL COMPANIES

Figure 2 – Age of Phase 2 funded SMEs by call year



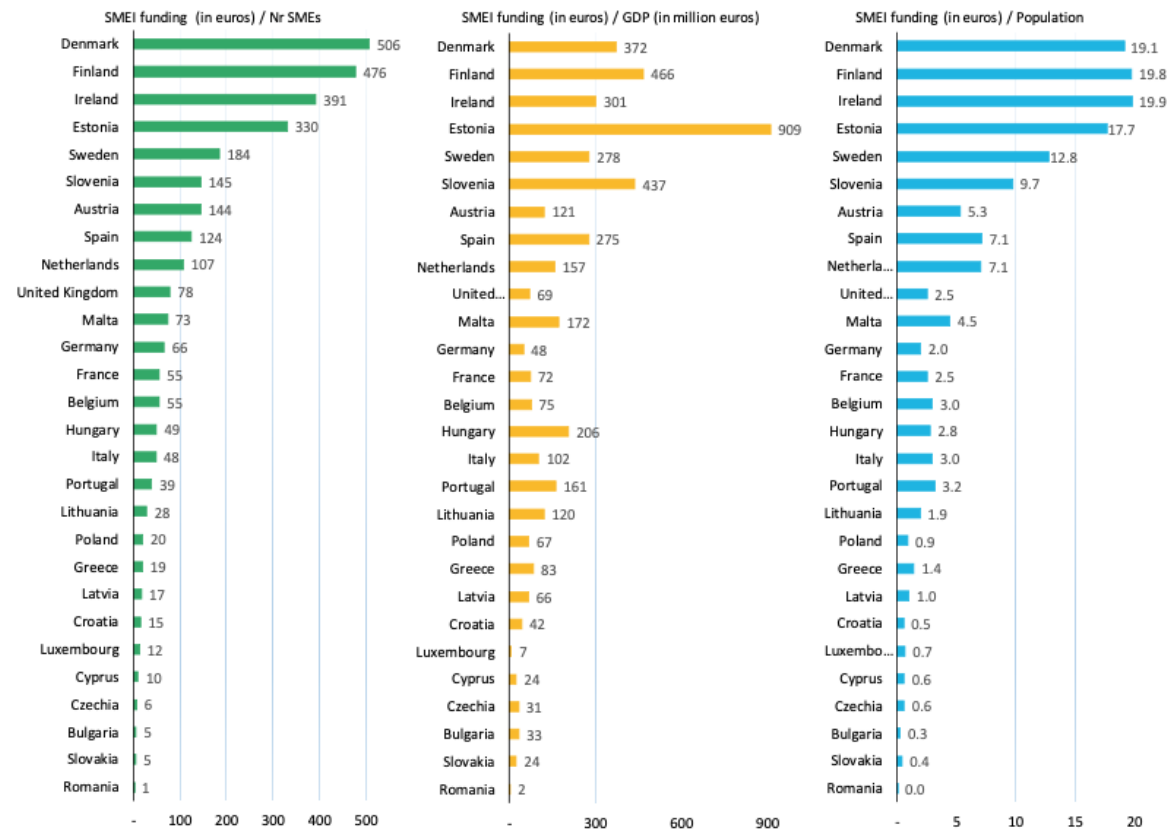
Source: ECA based on Commission data.

STATISTICS FOR SUCCESSFUL COMPANIES



STATISTICS FOR SUCCESSFUL COMPANIES

Figure 4 – Distribution of SME-I funding by number of SMEs, GDP and population



Source: ECA, based on Commission data.



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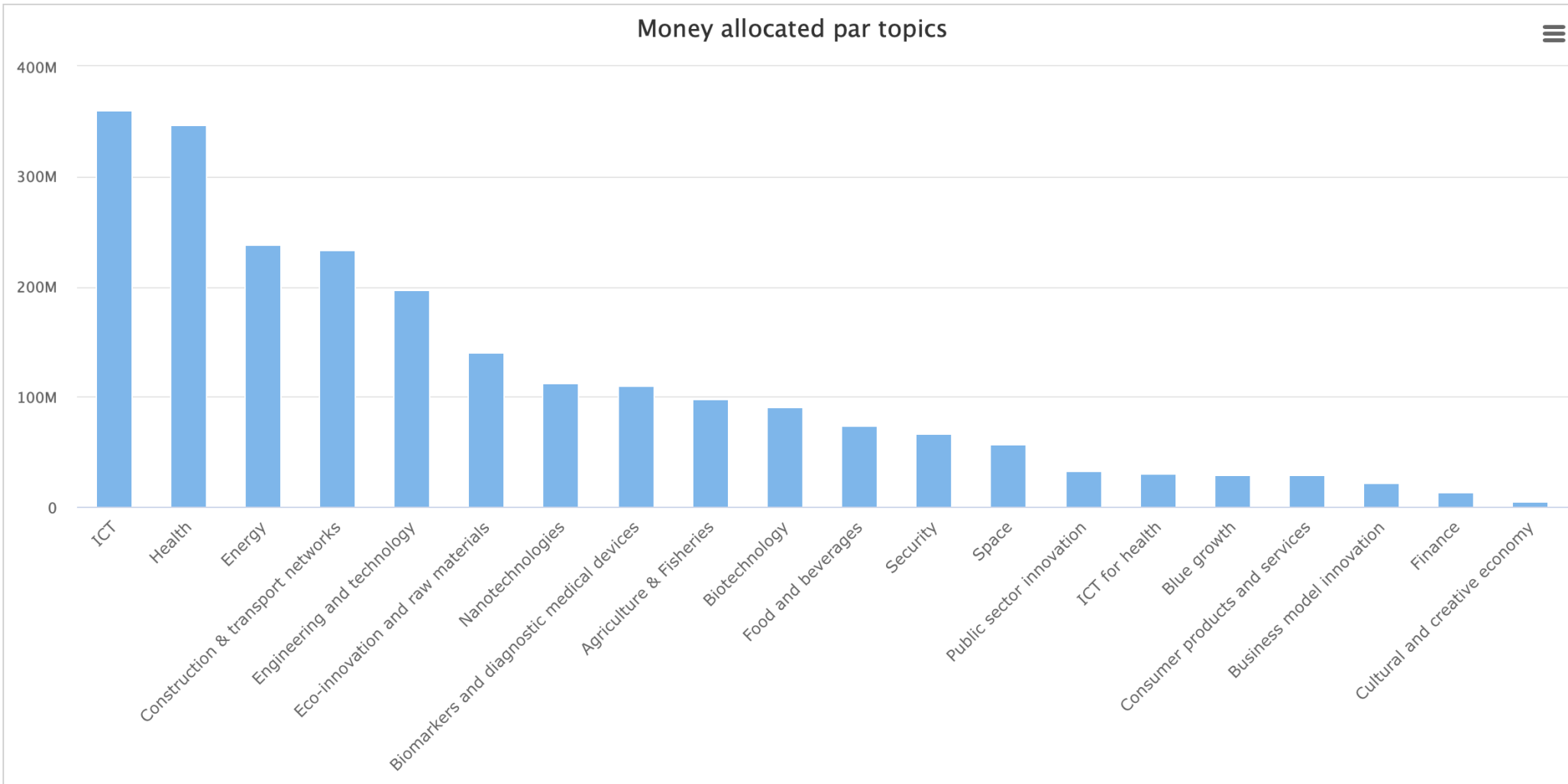
COMPETITIVE
COHESION
PROGRAMME



TÜBİTAK

STATISTICS FOR SUCCESSFUL COMPANIES

Money allocated par topics



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CASE 1: NURITAS (IE)

Company: NURITAS LIMITED

Project: PeptiEUForce: a game-changing ingredient for the pre-diabetic population

Total budget: 3.136.008 €

EU Contribution: 2.195.205 €

Start date: 01/09/2016

End date: 31/08/2019

HUGE TRACTION

**RIGHT MIX BETWEEN
CORPORATE AND
SCIENCE**



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CASE 1: NURITAS (IE)

Nuritas was founded in 2014 by mathematician and bioinformatician Dr Nora Khaldi. It **combines IT and life sciences expertise to mine DNA and protein data from plant materials in the hope of discovering new food components to help prevent, manage and possibly even cure disease.** In particular, the company focuses on using AI to discover hard-to-find bioactive molecules called peptides which can be found in plants and can be used as ingredients to improve health.



CASE 1: NURITAS (IE)

- Breakthrough to develop a new product with biopharma giant **BASF** called PeptAlde, a **sports nutrition ingredient** containing a unique set of plant-based peptides identified using artificial intelligence (AI), for regulating inflammation.
- Working with **Nestlé** to discover bioactive peptide networks within natural food sources. These health-promoting peptides can be added to **functional foods** for people with certain medical conditions.
- Considered by **Forbes one of the 20 leading companies in AI** in health and drug discovery.
- Raised **\$20 million** in its first round of funding led by **Cultivian Sandbox Ventures**.
- Earlier investors include **Bono and The Edge**, two members of the Irish rock band U2.
- Raised **€30 million by the EIB** to scale up development of new therapeutics in areas of interest including anti-ageing, anti-inflammatory and diabetes treatment.



CASE 2: HYDROGENIOUS TECHNOLOGIES (DE)

Company: HYDROGENIOUS TECHNOLOGIES GMBH

Project: Hydrogenlogistics: Enabling the hydrogen economy

Total budget: 3.260.269 €

EU Contribution: 2.282.188 €

Start date: 01/02/2017

End date: 30/01/2019

**SOLID TECHNICAL SOLUTION,
REALISTIC BUSINESS MODEL**



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CASE 2: HYDROGENIOUS TECHNOLOGIES (DE)

- Founded in 2013 by Dr. Daniel Teichmann and Profs. Arlt, Schlücker and Wasserscheid; staff of 45; 25 patent families filed
- Global technology leader for Liquid Organic Hydrogen Carriers (LOHC) – the revolution in hydrogen storage and transport
- Focus on commercialization of hydrogen storage and release systems for industrial and mobile applications



CASE 2: HYDROGENIOUS TECHNOLOGIES (DE)

- Hydrogenious' **patented technology** enables safe and cost-efficient high-density hydrogen storage in an easy-to-handle oil, thus eliminating the need for pressurized tanks for hydrogen storage and transportation.
- LOHC will **reduce the operating cost of hydrogen transport by up to 80%** and open up new business opportunities for users.
- **Initially, Hydrogenious plans to focus on the market for hydrogen logistics, followed by the market for mobility refueling solutions** (fuel cell vehicles).
- Hydrogenious' technology has already attracted strong interest from a number of potential customers, including **sales contracts worth ~1.5 Mio. € already signed**.
- The goals of the Phase II project are to (i) develop a highly dynamic, fully automated hydrogen release system (the "ReleaseBOX"), (ii) to reduce price, complexity and delivery time and (iii) to prepare commercial roll-out in key EU countries.
- Hydrogenious is **targeting revenues in excess of €90m, with 235 employees, three years after completion of the project**. The LOHC technology can be an important enabler for a strong European hydrogen economy and has the potential to create many thousands of indirect jobs.



CASE 3: SVENSKA AEROGEL HOLDING AB (S)

Company: SVENSKA AEROGEL HOLDING AB

Project: Quartzene: Market uptake of the world's first low cost aerogel-type nano-material

Total budget: 1.492.858 €

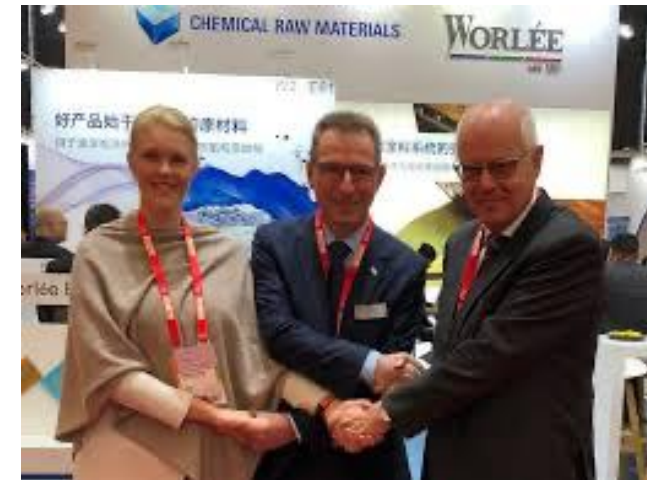
EU Contribution: 1.004.576 €

Start date: 01/05/2016

End date: 30/04/2018

VERY WELL-ORGANIZED PROJECT

KEEP IT SIMPLE



CASE 3: SVENSKA AEROGEL HOLDING AB (S)

- Svenska Aerogel has developed an aerogel-type nano-material “Quartzene®” which can be produced at a **70-90% reduction in cost**.
- Quartzene® can be used as insulation in many applications, from buildings and household appliances to food packaging.
- Using Quartzene as thermal insulation in existing buildings in the EU could potentially **lower CO2-emissions from heating and cooling by 42% (353 million tons per year)**.
- In the proposed project Svenska Aerogel will allow three European companies and one company from the Republic of Korea to perform the **final verification of Quartzene®** as insulation material on a tonne scale, in an **operational environment**.
- The project will also **verify the final design of the first future full-scale plants** that Svenska Aerogel or its customers (through **licensing agreements**) aim to operate in the EU.
- By the end of the project, Quartzene® will be ready for commercial use as an insulation material **(i.e TRL 9)** and by Q2 2018 made available for a number of customers, some who **have already signed agreements** with Svenska Aerogel.
- The SME instrument will therefore be vital to facilitate the market take-up and commercialisation of Quartzene®. Svenska Aerogel expects the project to lead to a **turnover of €25.7 million** and an **EBTIDA of almost €15 million by 2022**.

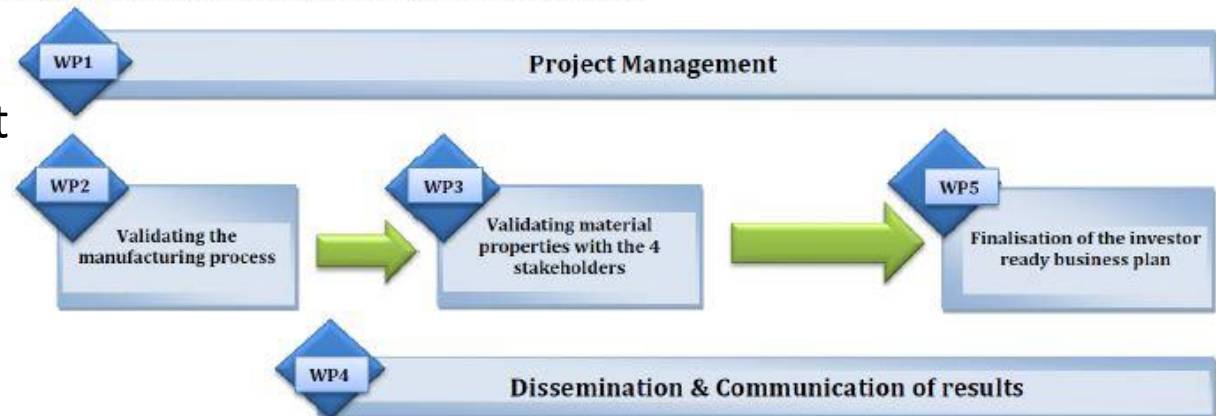


CASE 3: SVENSKA AEROGEL HOLDING AB (S)

WP1	Project management:
WP2	Validating the manufacturing process
WP3	Validating material properties in 4 customer trials
WP4	Dissemination and Communication of project results
WP5	Finalisation of business plan and Go To Market strategy

- Validate the production process
- Validate the product
- Become investor-ready
- Let stakeholders know about it

PERT-diagram (showing how the WP:s inter-relate):





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Teşekkür ederim!
Thank you!



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COMPETITIVE
SECTORS
PROGRAMME



TÜBİTAK