

**Questions and Answers raised during Webinar 4 for SMEs on-line Event; 'Accelerator Financial Issues'
1st September, 2020.**

- 1. Q: Philip mentioned that there were two previous events (one of them is about TRL levels). Could you please share their links if they are shared on your website?**

A: you can access all events' records at www.turkeyinh2020.eu; here is the direct link:
<https://th2020.zendesk.com/hc/en-us/categories/360001555713-Training-Networking-Events-Phase-II->"

- 2. Q: May we access the ppt from this event? or will you send us by e-mail??**

A: yes, you can access it on www.turkeyinh2020.eu and www.h2020.org.tr

- 3. Q: When we fill out the financial table, should we start from 2020 or 2019 and move to the previous years?**

A: 'N' is this year, 2020. N+1 is 2021 and N-1 is 2019.

- 4. Q: Are we going to use the data that was released until the application date?**

A: Yes of course. You have to estimate the next years. But you need to explain and rationalize your assumptions for the document.

- 5. Q: Is it better to apply with a spin off company instead of an existing company, if the tech and market is risky?**

A: It doesn't matter whether a spin off or existing. What matters is the quality of the team in the company, previous references, network, intellectual assets of the applicant, etc.

- 6. Q: If a VC a shareholder, is it a problem for the application?**

A: No

- 7. Q: 70% of the grant can be taken or the remaining 2.5 million should be equity if we don't want equity blended?**

A: Yes equity or other VCs

- 8. Q: Is there a detailed document explaining how we can fill this financial statement? Or is there an example of how it should be?**

A: You get data from previous years from your accountant; balance sheet income statement etc. You need to study cash flow statements for the future years about your company. These are actually tables that standard companies should prepare. You can also access related documents on the Internet.

- 9. Q: Could you share the financial table template?**

A: It is available on EC links and on our website

- 10. Q: 70% of the total budget is covered, I did not fully understand that**

A: Answered on live broadcast – the EC do not give full funding.

11. Q: What is difference to apply to Green Deal Horizon 2020 or Horizon 2020? Our proposal is mostly focused on green technology in production? What is your offer?

A: Horizon 2020 is the name of the umbrella program. In this webinar we just focus in EIC Accelerator. It is a single company application for disruptive products at TRL6 and above. For Green Deal you need to be part of a consortium. So, all of them are within the scope of H2020.

12. Q: Is it possible to apply with a project, not an existing company?

A: No

13. Q: I am a social scientist engaged in human research. I can work as Job intelligence, but Turkish business places does not give important on this position. I can work here for a British company. If I create business like that as social intelligence can I benefit from Horizon project? Can I create?

A: The eligible applicant should be an SME. So, if you find an SME who is willing to work with you, yes. You cannot participate as an individual.

14. Q: As far as I understand, companies can apply individually to the program. Should there be a Horizon executive in the province where they apply for the application?

A: Yes, the company applies individually. There is no such requirement. SMEs that have a globally innovative prototype products can apply.

15. Q: Our company develops biopesticide and we planned our project based on the field trials in abroad. So, I am curious about the accommodation

A: Answered on live broadcast.

16. Q: We are a Logistics Service Provider Company, is it also possible to apply for us?

A: No. It is for research companies which develop globally disruptive technology solutions/products.

17. Q: Is it more advantageous to apply for blended finance?

A: There is no situation whether it is advantageous or not. What matters is the quality of the product and the company. In general, so far Turkish firms did not prefer blended finance.

18. Q: Accommodation expenses. Operations are going to take longer times compared to trips. How can we justify the accommodation expenses for 4-6 months?

A: You have to explain in the document why it takes longer and why it is necessary;

19. Q: Can we apply for an R&D project that has not been productized yet but has been applied for a patent.

A: The criterion is TRL 6. So, the working prototype is OK.

20. Q: I wish to submit proposal in university smart campus, the proposal much related to design and develop multidisciplinary academic program, is it applicable to submit through SME?

A: No. The applicant should be an SME. If it is a university start-up established as an SME, yes you can.

21. Q: What is the total eligible cost for single entry?

A: 2.5 million grants + 15 million VC.

22. Q: Please how can I know the relevant topics accepted by SME

A: Answered on live broadcast – available as guidance and as approved projects on EC web sites.

23. Q: I don't see the itemized budget in Annex4. Is there an excel sheet where you would itemize your costs, such as personnel cost, indirect cost, subcontractor cost etc.

A: Answered on live broadcast – yes; it is available on EC web site.

24. Q: If we admit in the proposal that we will cover our expenses for the 30% project contribution as well as for TRL9 and Phase3 activities with our own resources and with some credits from banks, is it against non-bankability??

A: Answered on live broadcast – the project as a whole is considered for non-bankability. Presumably there is still a shortfall in funding after the other contributions have been taken into account?

25. Q: How is the TRL assessment done? Do you need a demo etc.?

A: Answered on live broadcast – requirements are set out in EC documents.

26. Q: We have a company running in Turkey. But we have an innovation and want to install a small production site in Germany. Can we apply for Blended finance for Germany investment and can we give equity only from the Germany operation?

A: Answered on live broadcast – you are applying as a Turkish company and the bulk of spend should be here. The German company could apply in its own right.

27. Q: Is there any subject restriction in the project? Can we also apply for products related to biotechnological products, food raw materials, etc.? I have registered to the system (<https://ec.europa.eu/>) but where can we find a word format sample or blank document for application?

A: Answered on live broadcast – the support is for R&D projects; provided your topic fits with the EC description you should be OK. Documentation is available on EC web sites.

28. Q: Because this new product will be sold to automotive OEMs in Germany.

A: Answered on live broadcast – this would be expansion into overseas markets which should be a plus point in your bid.

29. Q: what is the usual exit strategy in EIC fund investments?

A: Answered on live broadcast – private sector would be as quickly as possible as they are out to make profits. EC VC would aim to get the product to a point where the private sector would be interested in financing.

30. Q: Can we budget employee housing? We think we'll need to recruit employees overseas and would like to provide housing for them. Can we include this expense in the budget?

A: No

31. Q: Can the funding be used to pay their rent

A: No rental payments

32. Q: SME: 1-250 personnel --> 30% contribution is expected. I think it should be dropped for new companies with few employees. For example: 1-

A: Answered on live broadcast – the rules are well set out.

33. Q: H2020: Do we have any wiggle room in amending the budget after submission?

A: Answered on live broadcast – yes, especially if you are approved for funding.

34. Q: As a scale-up start up, can we propose to open sales offices in an EU country? can we include this cost in the financial plans?

A: Answered on live broadcast – you could, but I think it would need a strong case for a start-up to prove the need.

35. Q: are construction expenses of building a production plant covered?

A: Answered on live broadcast – no construction, but some specialized equipment may be eligible within the scope of work in the project.

36. Q: I have one more proposal in cyber security in order to develop framework to detect terrorism, is it applicable to submit through SME or my proposal is out of topics?

A: Answered on live broadcast – cyber security is eligible.