National Information Day ERC-EIC-EIT, 18 October 2023, Athens

EIC – Work Programme 2024-what do we know so far?*?*

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Head of Sector, Challenge-based EIC Accelerator

European Innovation Council



BACKING *VISIONARY* ENTREPRENEURS

What's holding back EUROPEAN INNOVATION?

PERFORMANCE

- Strong research performance *not translated into innovation*
- *Lack of breakthrough / disruptive innovations* that create new markets

FUNDING & INVESTMENT

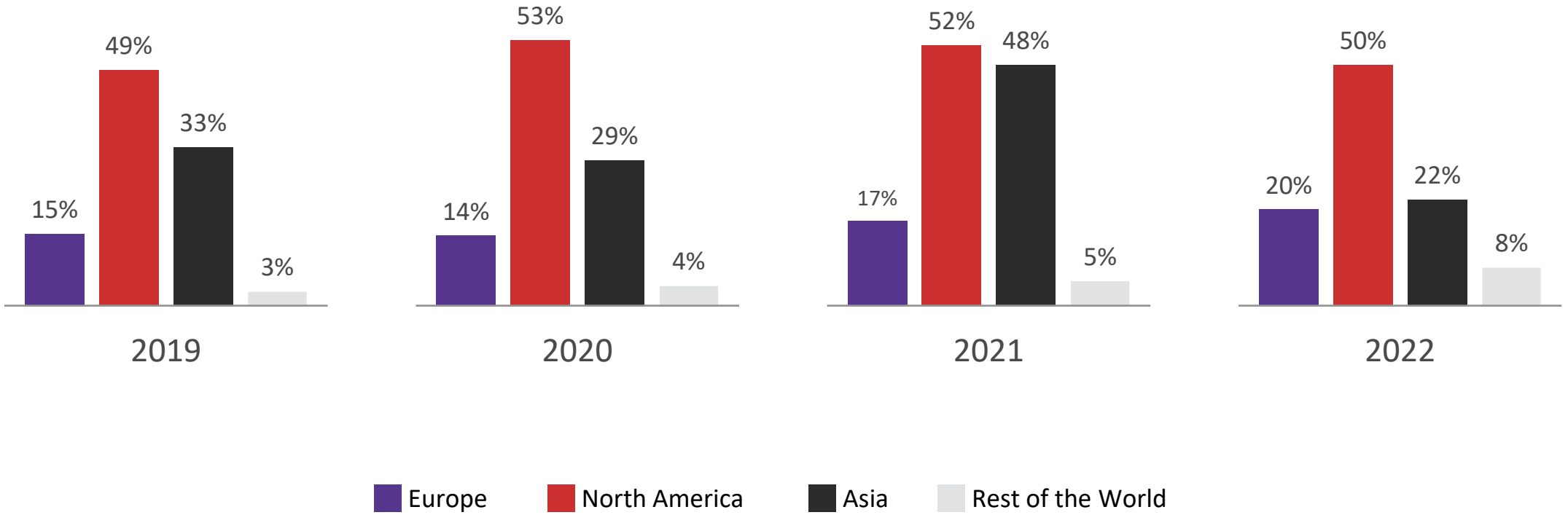
- Financing gaps
- 2 "valleys of death"
  - In Transition from lab to enterprise
  - Scaling up for high-risk innovative start-ups

ECOSYSTEM

- Many national & local ecosystems, but fragmented at European level
- Need to include all regions and all talent (especially female)



US Venture Capital Investments
4-5 TIMES HIGHER THAN EU



Source: [Invest Europe, Pitchbook]

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Who will lead the next
STRATEGIC INNOVATIONS?

PAST

EU & US LEAD

Electricity, Car, Synthetic, Chemicals,Barcode, Telecoms, Airplane, Antibiotics, Sea Container, Semi-conductors, PC

PRESENT

US & ASIA LEAD

GPS, Smart phone, Internet, Social media Artificial Intelligence, 3D Printing, Digital Platforms, The Cloud, Blockchain, Internet of Things

FUTURE

Next Leaders ?

Agrifood, Artificial Intelligence, Cancer treatment & companion diagnostics, Cell and gene therapies, Energy storage technologies, Environment Tech, Hydrogen, Neurotech, New Space technologies Quantum technologies, Semiconductors & sustainable electronics, Transport & Mobility

The Innovation Pillar of HORIZON EUROPE

01. European Innovation Council

Support to innovations with breakthrough and market creating potential.

02. European Institute of Innovation & Technology

Bringing key actors (research, education and business) together around a common goal for nurturing innovation

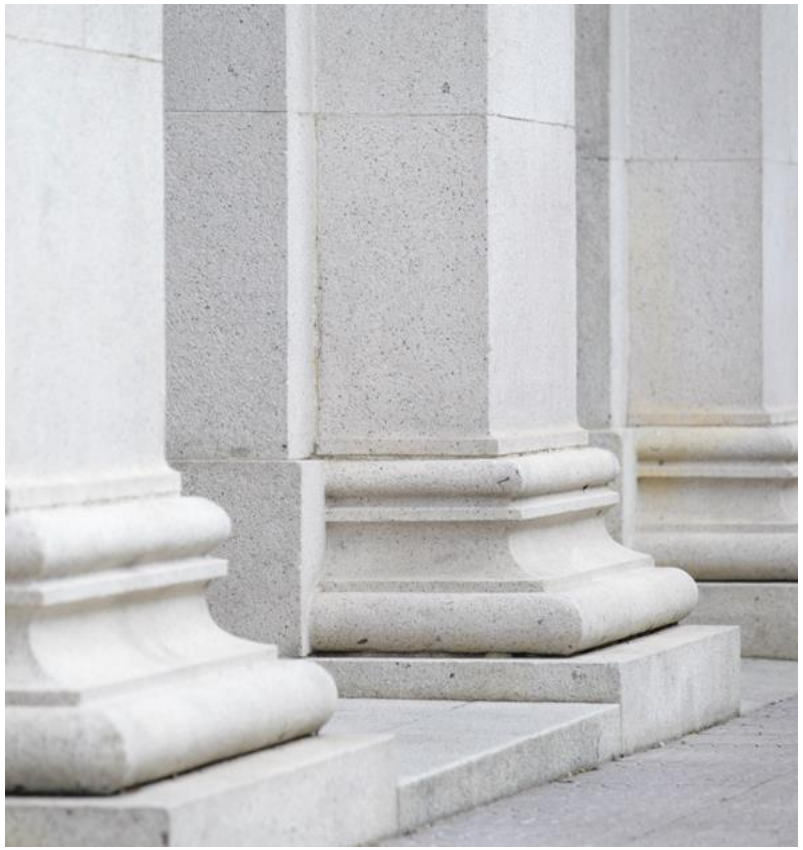
03. European Innovation Ecosystems

Connecting with regional and national innovation actors

€10.1 BILLION

€2.9 BILLION

€520 MILLION



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What makes EIC UNIQUE?

01. A European DARPA

- Focus on disruptive high risk breakthrough technologies
- Innovator friendly: flexibility to apply at any time with a short pitch (video pitch, slide deck, 5 page form)
- EIC "Program Managers" to develop visions, proactively manage projects, steer portfolios (based on experience of US DARPA, ARPA-E, BARDA, etc.)

02. EU Unicorn Factory



- Focus on high risk, disruptive startups & SMEs with scale up potential
- EIC Fund set to become largest early stage VC investor in Europe, crowding in other investors.
- Flexible follow up funding ("Transition") to create business opportunities out of research results.

03. An upgraded Innovation Community

- EIC Community a box full of exciting business acceleration services and an extensive innovation ecosystem is waiting for EIC beneficiary
- EIC Forum bringing together innovation ecosystem actors from across Europe
- Horizon Europe "innovation ecosystems" program to support networking and joint initiatives between ecosystem actors
- Partnerships with European Institute of Innovation & Technology (EIT), European Research Council (ERC) and others.

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 GOVERNANCE

EIC Board & President

- To advice on strategy & implementation

European Commission

- To define strategy, adopt the Work Programme & appoint the EIC board

EISMEA

- Implementation of EIC, hosting EIC programme managers

EIB & AIFM

- To manage EIC fund equity investments

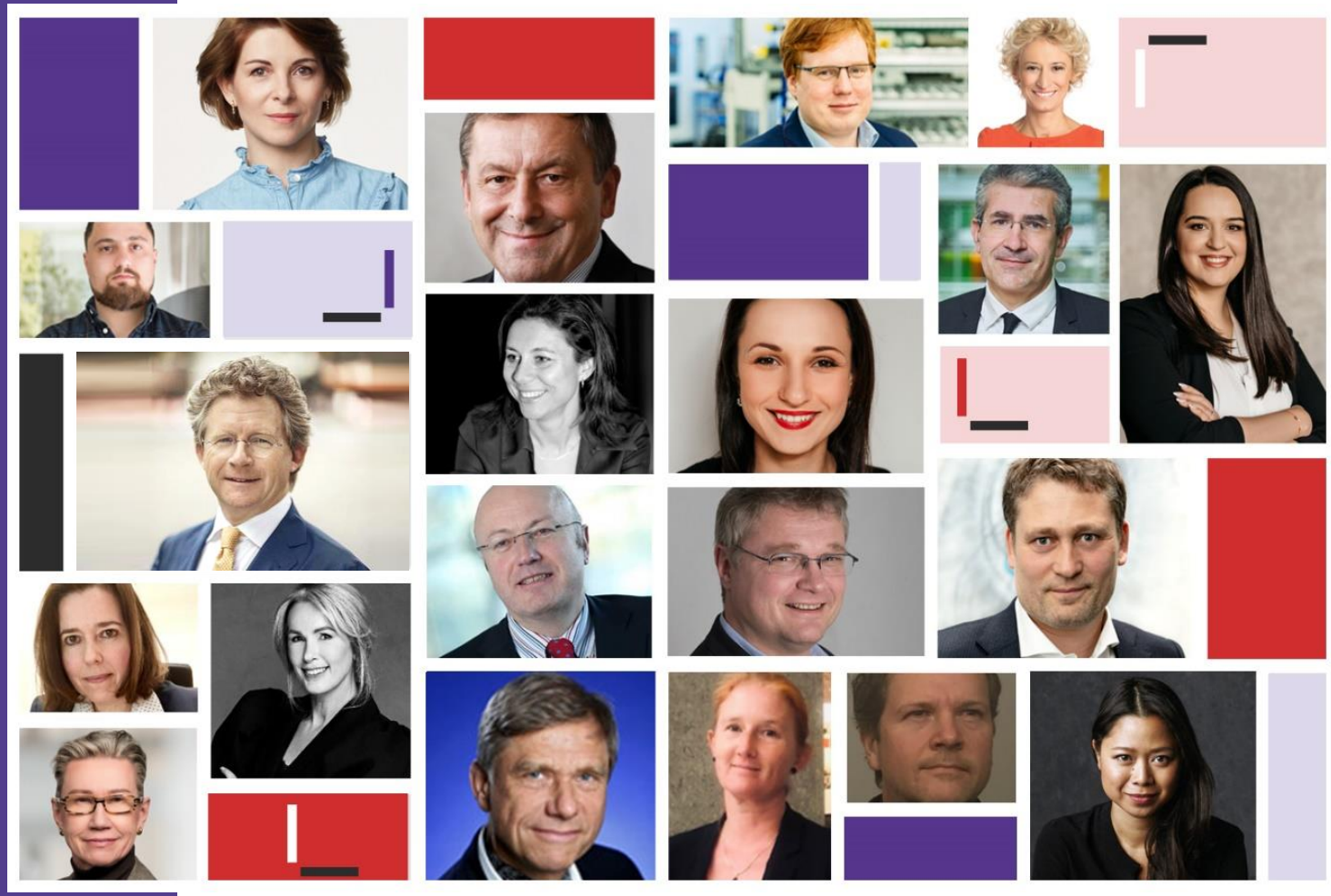
EIC Board

ROLE TO ADVISE:

- EIC strategy

DIVERSE EXPERTISE:

- Entrepreneurs, investors, researchers, innovation ecosystem
- Gender balance (parity), geographic balance (20 nationalities)



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Full set of EIC Programme Managers

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Carina Faber

Renewable energy conversion and alternative resource exploitation



Samira Nik

Quantum tech and electronics



Isabel Obieta

Responsible electronics



Antonio Marco Pantaleo

Energy systems and green technologies



Francesco Matteucci

Advanced materials for energy and environmental sustainability



Stella Tkatchova

Space systems and technologies



Iordanis Arzimanoglou

Health and biotechnology



Enric Claverol-Tinturé

Medical technologies and medical devices



Ivan Stefanic

Food chain technologies, novel & sustainable food



Franc Mouwen

Architecture engineering construction technologies

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)



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 TRANSITION

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

EIC PATHFINDER

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

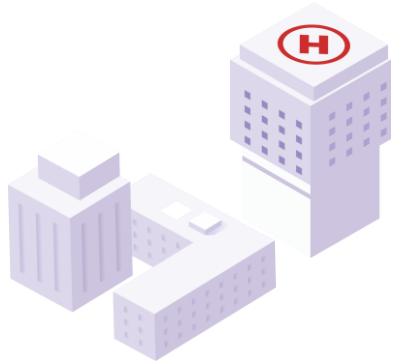
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EIC

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)*

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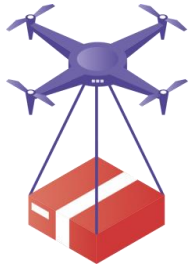


TRANSITION

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.*

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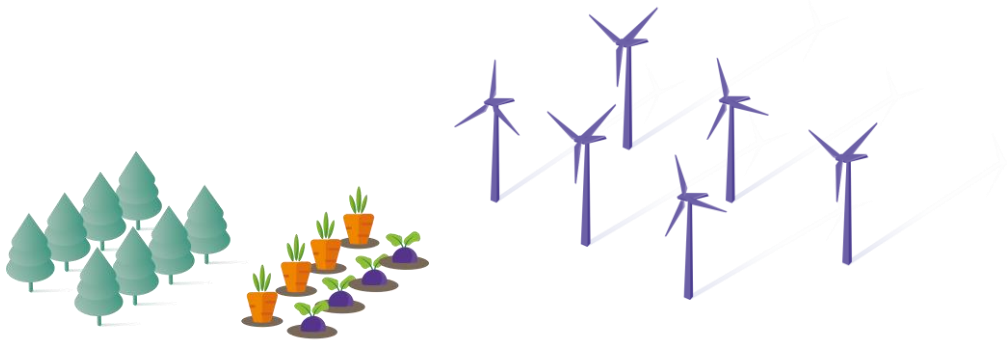


EIC ACCELERATOR

Grants for up to €2.5 million for developing your innovation (TRL 5/6 to 8)
Investments of €0.5 up to €15 million in the form of direct equity or convertible loans for scaling up your innovation and attracting co-investors

Single start-ups and SMEs (including spin-outs), individuals (intending to launch a start-up/SME) and in exceptional cases small mid-caps (fewer than 499 employees)





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EIC Accelerator

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Supports:

- **start-ups and SMEs** seeking to **scale up** high impact innovations with the potential to **create new markets** or disrupt existing ones;
- Innovations building on scientific or technological breakthrough **(deep tech);**
- Where **significant funding** is needed over **a long timeframe** and are **too risky** for private investors alone
- **Unique combination** of grant + investment + Business Acceleration Services (coaching, access to markets & partners)



Budget for 2023: €1.13 billion

Meaning of deep-tech in the EIC programme

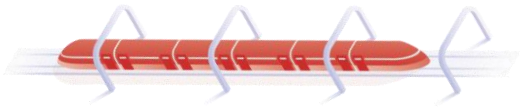
The EIC Accelerator focuses in particular on innovations, building on scientific discovery or technological breakthroughs ('deep tech') and where significant funding is needed over a long timeframe before returns can be generated ('patient capital'). Breakthrough technologies and game-changing innovations.

Meaning of breakthrough innovations - disruptive versus incremental – TRL

Deep tech *is technology that is based on cutting-edge scientific advances and discoveries and is characterised by the need to stay at the technological forefront by constant interaction with new ideas and results from the lab. Deep tech is distinct from 'high tech' which tends to refer only to R&D intensity*

EIC ACCELERATOR 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

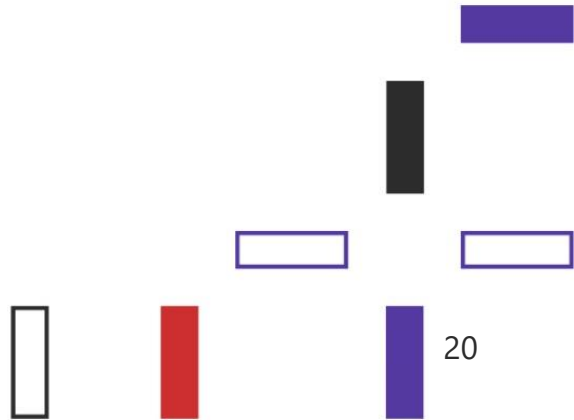
- Successful Step 2 applicants will pitch their innovation in front of EIC Jury Members. If selected, applicants will be awarded funding.

- 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

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- **Excellence**
  - Breakthrough and market creating nature
  - Timing
  - Technological feasibility
  - Intellectual Property
- **Impact**
  - Scale up potential
  - Broader impact
  - Market fit and competitor analysis
  - Commercialisation strategy
  - Key partners
- **Level of risk, implementation, and need for Union support**
  - Team
  - Milestones
  - Risk level of the investment
  - Risk mitigation



EIC Accelerator – funding options

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Blended finance
Grant & investment

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



Grant first

If innovation still requires significant work to validate and demonstrate in relevant environments to assess its commercial potential. Milestones are included to enable the investment readiness eligiblity



Grant only

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



Investment only

Provided that the company has previously received a grant and the funding is needed for further scaling up

Overview of the EIC Fund

EIC Fund invests in and supports early-stage companies to scale-up!



A €4 billion Agnostic VC fund, established in June 2020, with a "sweet spot" for Deep Tech



Competitive selection process, including a review by independent experts



EIB - Investment Advisor acting in line with **EIC Investment Guidelines**

Tech due diligence - performed using high quality independent experts



Ticket size between €0.5 to €15 million (current average €5.3 million)



695 companies selected for support (133 investment agreements signed - direct equity investment or convertible loans)



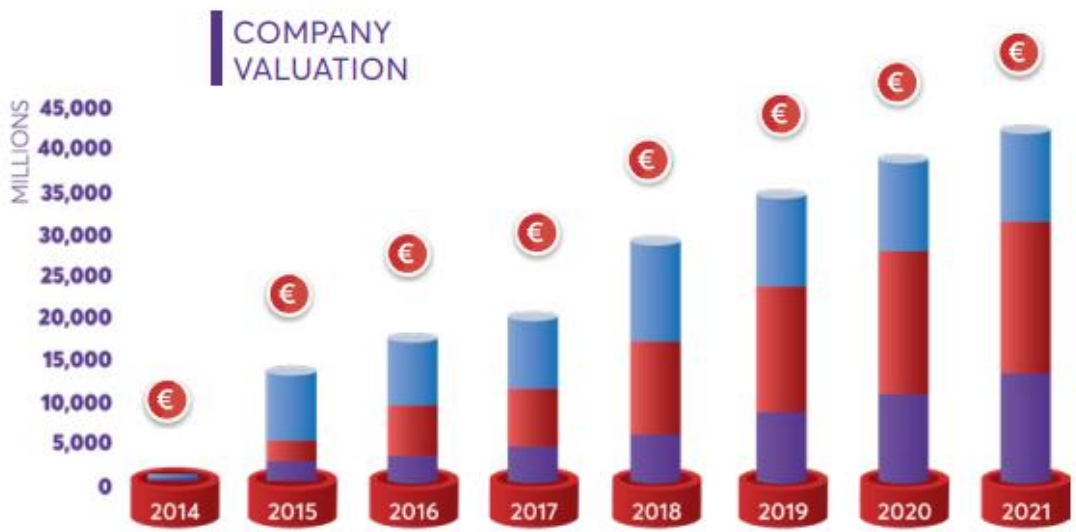
Current multiplier effect for equity investments is 3.14x average of the EIC money

Key impacts of EIC support on company growth

Within three years of receipt of EIC support, companies have experienced:

- ***44%** employment growth*
- ***109%** increase in investment in intangible assets (e.g. R&D investment, Intellectual Property Rights and goodwill)*
- ***67%** increase in tangible assets (e.g. equipment and buildings)*
- ***140%** increase in liquidity (e.g. short-term bonds and other short-term debt instruments).*

EIC portfolio companies have gone on to raise over **€10 billion in follow-on investments** in the period following initial funding, with a resulting portfolio valuation of over **EUR 40 bn** (see image below).



This includes **12 Unicorn** and **112 Centaur** valuations.

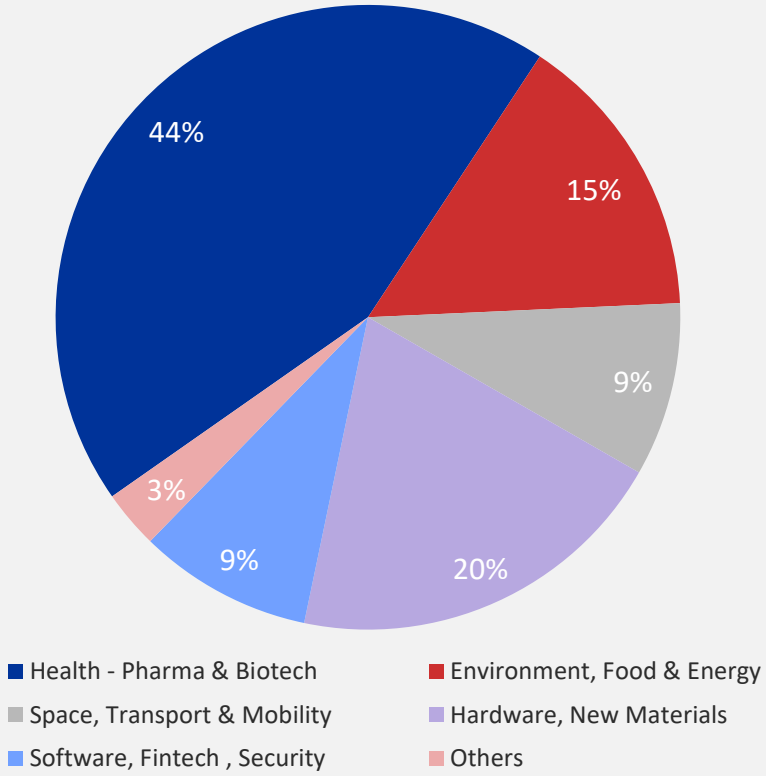


EIC Fund companies are split across sectors

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A Pan-European and Diversified Portfolio

Portfolio Split between sectors (total # of companies)



Environment, Food & Energy

- 20 companies (15% of the total)
- €85 million committed (12% of the total)

modvion, Electrochaea, ROSI

Health – Pharma & Biotech

- 59 companies (44% of the total)
- €308 million committed (45% of the total)

Bluedrop Medical, alginor, FARON

Space, Transport & Mobility

- 12 companies (9% of the total)
- €68 million committed (10% of the total)

DAZE TECHNOLOGY, hiber

Hardware, New Materials & Construction

- 26 companies (20% of the total)
- €156 million committed (23% of the total)

PASQAL, NIL TECHNOLOGY, TiHiVE

Software, Fintech, Security & Connectivity

- 12 companies (9% of the total)
- €52 million committed (8% of the total)

IQM, nyris

Others

- 4 companies (3% of the total)
- €12 million committed (2% of the total)

PKvitality, Handiscover, s-biomedic the skin microbiome company

EIC Fund: State of implementation

Since its incorporation :

289 deals approved (141 pilot and 148 HE) (+EUR 620 m for pilot and + 960 m for HE, +1,58 billion in total) and

167 investment agreements signed (110 for pilot phase and 57 for horizon Europe).

The portfolio leverage effect is around 3 . Average size of blended projects is around 5M Eur.

Financial & Non-financial support

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All the EIC Awardees receive both financial & non-financial support



Financial Support

- Financial support includes investing up to €2.5m in grants and €15m in equity



Coaching

- Independent business experts with entrepreneurial and fund-raising backgrounds to provide companies with crucial insights and guidance



Extensive package of Business Acceleration Services

Direct introduction to investors, partners (corporates, procurers etc), participation in overseas trade-fairs to connect with business partners

Be part of “The” community
https://eic.eismea.eu/community/contact

EIC *OPEN & CHALLENGES* OVERVIEW 2023







	EIC PATHFINDER	EIC TRANSITION	EIC ACCELERATOR
OPEN			
DEADLINES	◦ 7 March 2023	◦ 12 April 2023 ◦ 27 Septembre 2023	◦ Short Applications: Continuous ◦ Full Applications 2023: 11.01 - 22.03 - 21.06 - 08.11
INDICATIVE BUDGET	◦ € 179.50 MILLION	◦ € 67.86 MILLION	◦ € 611.75 MILLION
CHALLENGES			
DEADLINES/CUT-OFFS	◦ 25 October 2023	◦ 12 April 2023 ◦ 27 September 2023	◦ Short Applications: Continuous ◦ Full Applications 2023: 22.03 - 21.06 - 19.10
INDICATIVE BUDGET	◦ € 163.50 MILLION	◦ € 60.50 MILLION	◦ € 523.49 MILLION
CHALLENGES	◦ Clean & efficient cooling ◦ Construction digitalisation ◦ Precision nutrition ◦ Responsible electronics ◦ In-space solar energy	◦ Micro-Nano-Bio devices ◦ Environmental intelligence ◦ Chip-scale optical frequency combs	◦ Biomarkers for cancer ◦ Decontamination for pandemic management ◦ Energy storage ◦ New European Bauhaus ◦ Quantum or Semiconductor components ◦ Resilient agriculture ◦ Space technologies & services

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Overview of EIC Challenges for 2023

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€163 million for five Pathfinder Challenges

- Clean and efficient cooling
- Architecture, Engineering and Construction digitalisation for a novel triad of design, fabrication, and materials
- Precision nutrition
- Responsible electronics
- In-space solar energy harvesting for innovative space applications

€60.5 million for three Transition Challenges

- Full scale Micro-Nano-Bio devices for medical and medical research applications
- Environmental intelligence
- Chip-scale optical frequency combs

€523 million for eight Accelerator Challenges

- Novel biomarker-based assays to guide personalised cancer treatment (Indicative budget: 65 M€)
- Aerosol and surface decontamination for pandemic management (65 M€)
- Energy storage (100 M€)
- New European Bauhaus and Architecture, Engineering and Construction digitalisation for decarbonisation (65 M€)
- Emerging semiconductor or quantum technology components (100 M€)
- Novel technologies for resilient agriculture (65 M€)
- Customer-driven, innovative space technologies and services (65 M€)

General Overview EIC Accelerator – March '23 cut-off evaluation

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Full Proposals*: **551**

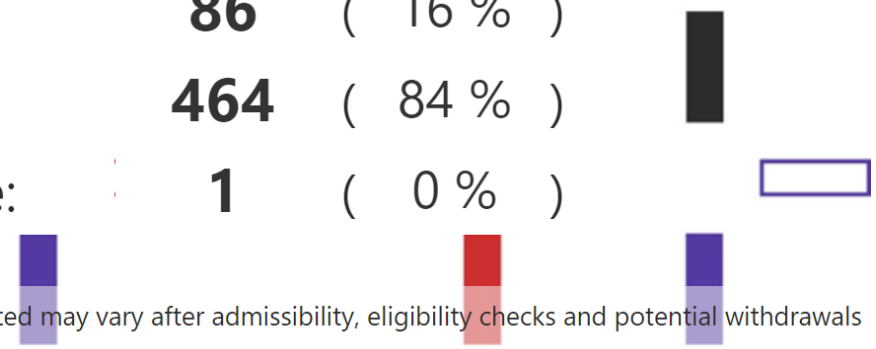
Total requested budget: **€ 1,220,330,226** Grant Component

€ 2,105,456,846 Investment Component

Blended Finance:	**324**	proposals,	**€ 2,826,929,969**	requested,	59 %	of applications
Equity only:	**3**	proposals,	**€ 22,215,999**	requested,	1 %	of applications
Grant First:	**143**	proposals,	**€ 322,599,447**	requested,	26 %	of applications
Grant only:	**81**	proposals,	**€ 154,041,658**	requested,	15 %	of applications

Countries: **34** (including 15 Widening Countries)

SME:	**542**	Female CEOs:	**86**	(16 %)
Small Mid-Cap:	**6**	Male CEOs:	**464**	(84 %)
Natural Person:	**3**	Prefer not to declare:	**1**	(0 %)
Not declared:	**0**			



*actual full proposals to be evaluated may vary after admissibility, eligibility checks and potential withdrawals

Successful proposals going to interviews

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139

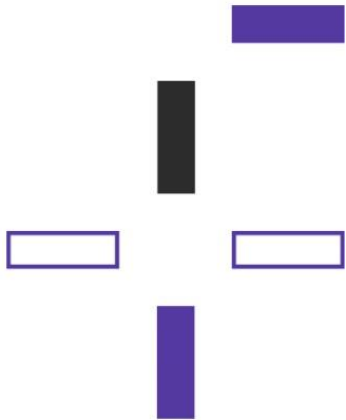
106 proposals from the OPEN topic and 27 proposals from Challenges

90 Blended finance, 35 Grant first, 14 Grant only, 0 Equity only

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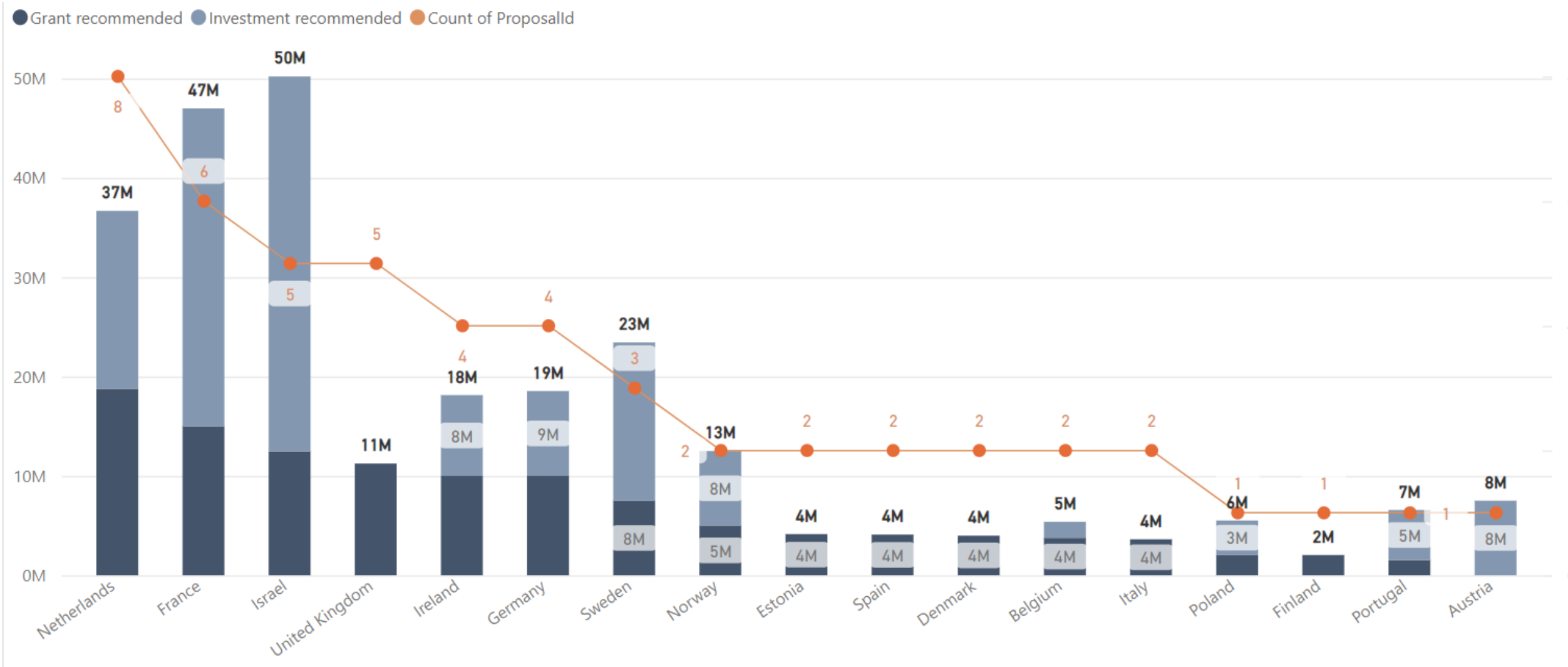
Overview

51 GO	260.51M Total amount recommended
6.32M Avg. amount of Investment recommended	37 % Success Rate
2.30M Average amount of Grant recommended	27 % Reco. budget vs Req.



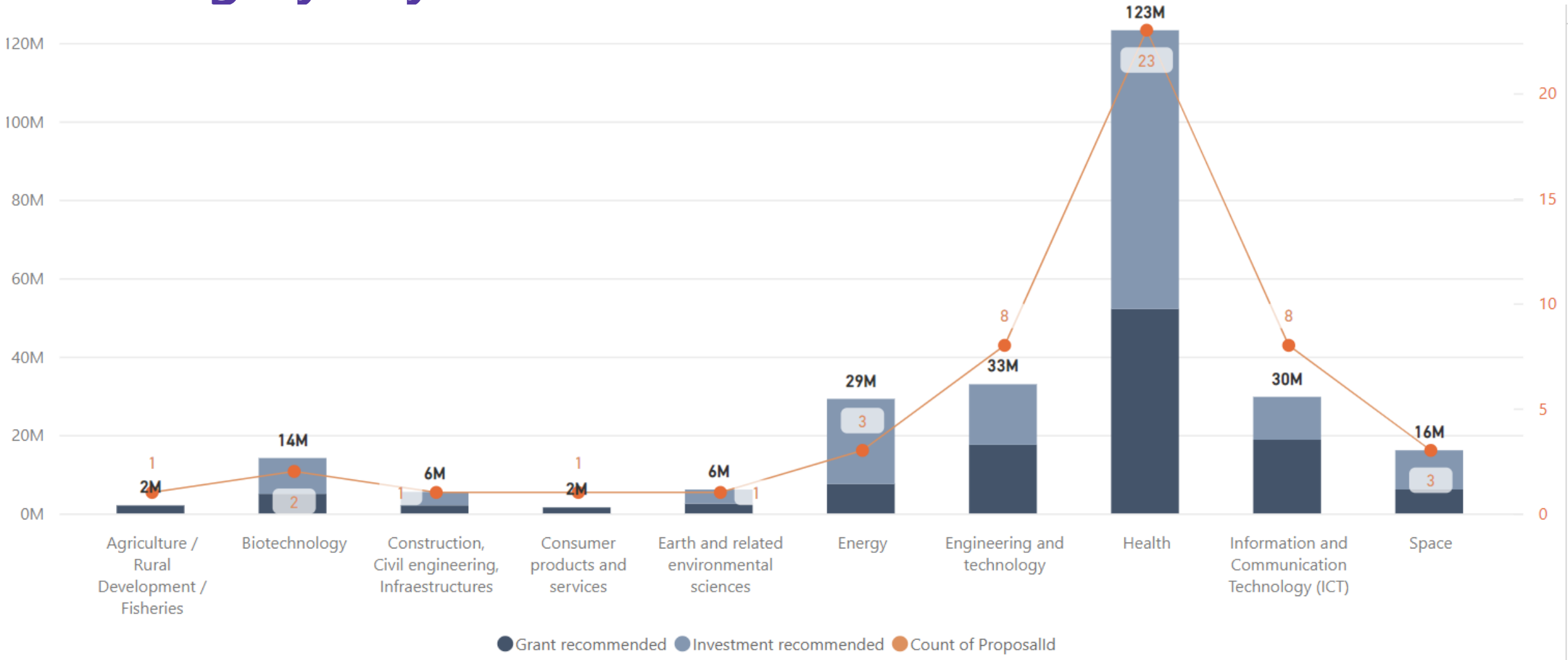
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Country distribution



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Funding by keyword



Greek Success Stories

✓ BriteSolar.com

Founded in 2009 to develop a new type of PV Solar Panel to meet the requirements of greenhouse applications.

101009447- PanePowerSW

nkanopoulos@britesolar.com

✓ PhosPrint.eu

190195672-Laser bioprinting device and in vivo applications

zergioti.ioanna@phosprint.eu



WP 2024 is under Preparation

- Few adaptations and changes/improvements have been proposed
- Discussion is undergoing with the Programme Committee

- *Adoption is expected in December 2023*



Strategic Technologies for Europe Platform (europa.eu)(STEP)

- *Let's make sure that the future of our industry is made in Europe."*

European Commission President Ursula von der Leyen, State of the Union Address, 14 September 2022.

STEP seeks to reinforce, leverage and steer EU funds – existing and new – to investments in deep and digital, clean and bio technologies in the EU, and in people who can implement those technologies into the economy.

deep technologies and digital technologies e.g. **microelectronics, high-performance computing, quantum technologies (i.e., computing, communication and sensing technologies), cloud computing, edge computing, and artificial intelligence, cybersecurity technologies, robotics, 5G and advanced connectivity and virtual realities, including actions related to deep and digital technologies for the development of defence and aerospace applications.**

Clean technologies e.g., **renewable energy; electricity and heat storage; heat pumps; electricity grid; renewable fuels of non-biological origin; sustainable alternative fuels; electrolysers and fuel cells; carbon capture, utilisation and storage; energy efficiency; hydrogen and its related infratructure; smart energy solutions; technologies vital to sustainability such as water purification and desalination; advanced materials such as nanomaterials, composites and future clean construction materials, and technologies for the sustainable extraction and processing of critical raw materials**.

Biotechnology should be considered to include technologies such **as biomolecules and its applications, pharmaceuticals and medical technologies vital for health security, crop biotechnology, and industrial biotechnology, such as for waste disposal, and biomanufacturing.**

European Innovation Council Info Day

6 November 2023, Athens

- Combined with the EIC Board meeting on the 7th November

Thank You

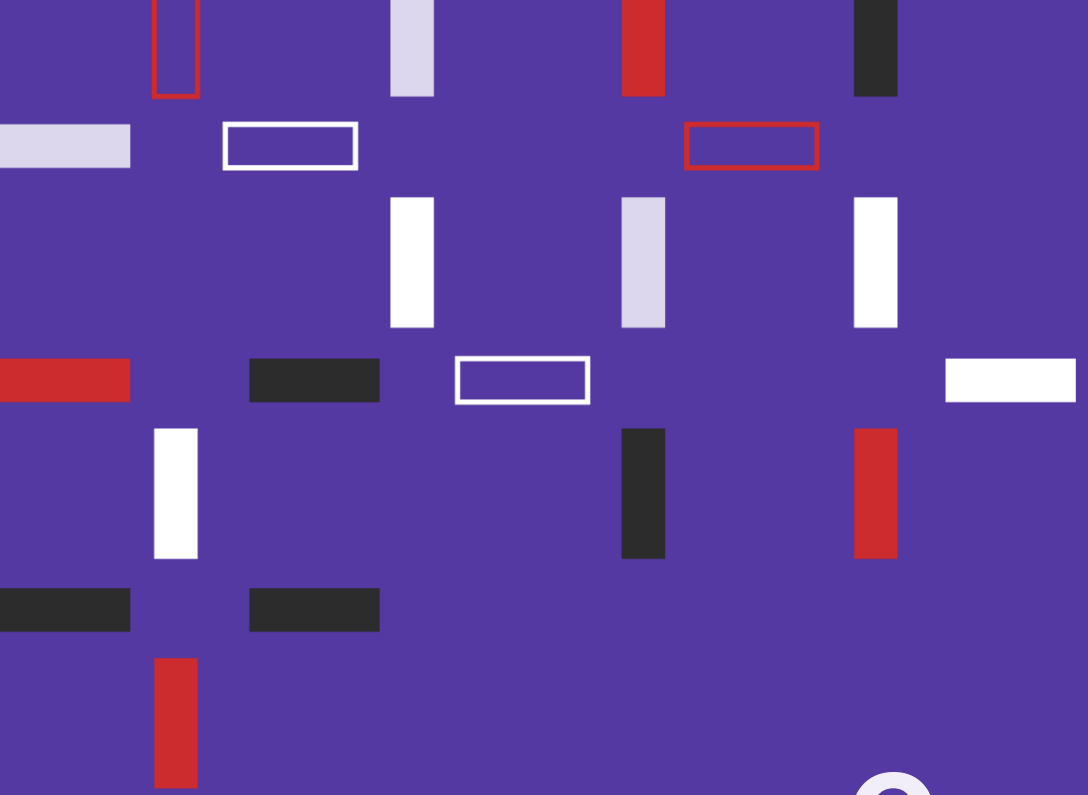
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Open to your questions

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Reference Documents & Sources

- EIC Work Programme 2023
- EU Academy - Quiz & Repository of Reference Documents
- Recording of the EIC Online Info Day 2023
- EIC Challenges (Work Programme Text)
  - Novel biomarker-based assays to guide personalised cancer treatment
  - Aerosol and surface decontamination for pandemic management
  - Energy storage
  - New European Bauhaus and Architecture, Engineering and Construction digitalisation for decarbonization
  - Emerging semiconductor or quantum technology components
  - Novel technologies for resilient agriculture
  - Customer-driven, innovative space technologies and services
- Guide for applicants
- FAQs