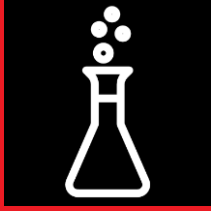




EU funding opportunities for SMEs

Janne Kaukojärvi

Funding for different phases of commercialization



EIC Pathfinder

Focus: Proof of concept (TRL 1-4)

Number of partners: 3+

Grant size: Max 3 M€ (challenge-driven calls max 4 M€)

Funding rate: 100%

Project duration: 3-5 years



EIC Transition

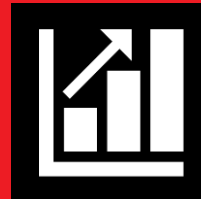
Focus: Technology validation (TRL 4-6)

Number of partners: max 5

Grant size: Max 2.5 M€

Funding rate: 100%

Project duration: max 2 years



EIC Accelerator

Focus: Demo, Market Uptake (TRL 5/6-8/9)

Number of partners: 1

Grant size: Max 2,5 M€ (grant) + up to 15 M€ equity

Funding rate: 70%

Project duration: max 2 years



Eurostars

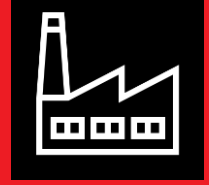
Focus: R&D, Demonstration

Number of partners: 2-4

Grant size: 1-2 M€

Funding rate: depends on national rules

Project duration: max 3 years



Innovation Fund

Focus: CAPEX, low-carbon technologies

Number of partners: 1+

Grant size: 1.5-4.5 M€

Funding rate: 60%

Project duration: max 3 years



EIC Pathfinder summary



Focus

EIC Pathfinder supports early-stage development of future technologies.



Opportunities

The expected outcome of the project is a proof of principle that the main ideas of the envisioned future technology are feasible, thus validating its scientific and technological basis.



Support

Grants up to 3 M€ (challenge-driven calls max 4 M€). The funding rate of this grant will be 100% of the eligible costs.



Requirements

Consortium that includes at least three independent legal entities, each one established in a different Member State or Associated Country.

Challenges in 2021



Awareness inside



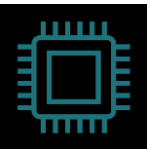
Tools to measure & stimulate activity in brain tissue



Emerging technologies in cell & gene therapy



Novel routes to green hydrogen production



Engineered living material



What activities can be funded?



- TRL 1:** Basic principles observed
- TRL 2:** Technology concept formulated
- TRL 3:** Experimental proof of concept
- TRL 4:** Technology validated in lab



- TRL 5:** Technology validated in relevant environment
- TRL 6:** Technology demonstrated in relevant environment (industrially relevant environment in the case of key enabling technologies)
- TRL 7:** System prototype demonstration in operational environment
- TRL 8:** System complete and qualified
- TRL 9:** Actual system proven in operational environment (competitive manufacturing in the case of key enabling technologies; or in space)



Evaluation process

1. Remote evaluation

- Max 17 pages application (incl. Excellence, Impact, and Implementation) + Annexes
- Evaluated by independent experts
- Median score for the evaluation criteria

2. Consensus discussion

- Applicant may reply to the evaluation comments within 7 days (max 2 pages)
- Evaluation committee will discuss the application and additional comments, if any
- Evaluation Summary Report with final score and decision on funding within 5 months of the call deadline

3. Funding granted & project start

- Grant agreement signed within 8 months from call deadline
- Members of the consortium and European Commission
- Project starts

EIC Transition summary



Focus

EIC Transition funds innovation activities that go beyond the experimental proof of principle in laboratory



Opportunities

This call supports validation of novel technologies in relevant application environments as well as the development of a business case towards the innovation's future commercialization.



Support

Grants up to a 2.5 M€. The funding rate of this grant will be 100% of the eligible costs.



Requirements

TRL4-6. A Transition proposal must build on results (demonstrated proof of principle) achieved within an eligible EU-funded project.

Challenges in 2021



**Medical Technology and
Devices: from Lab to Patient**



**Energy harvesting and
storage technologies**



What activities can be funded?



TRL 1: Basic principles observed
TRL 2: Technology concept formulated
TRL 3: Experimental proof of concept



TRL 4: Technology validated in lab
TRL 5: Technology validated in relevant environment
TRL 6: Technology demonstrated in relevant environment (industrially relevant environment in the case of key enabling technologies)



TRL 7: System prototype demonstration in operational environment
TRL 8: System complete and qualified
TRL 9: Actual system proven in operational environment (competitive manufacturing in the case of key enabling technologies; or in space)



Evaluation process

1. Full application

- Max 24 pages application (incl. Excellence, Impact, and Implementation) + Annexes
- Evaluated by independent experts
- Median score for the evaluation criteria. Invitation to interview stage or no go decision

2. Interview

- 10 minutes of pitching, 20 minutes of questions
- Jury panel consisting of 6 independent experts
- Go or no-go decision for funding

3. Funding granted & project start

- Grant agreement signed within 6 months from call deadline
- Members of the consortium and European Commission
- Project starts

EIC Accelerator summary



Focus

EIC Accelerator is aimed at ambitious SMEs with high growth potential. It offers funding for the development, demonstration, and scaling-up of the high-risk ideas.



Opportunities

The focus is on transforming innovative ideas into new marketable products, processes, and services, aiming to boost the chances of success in EU & international markets.



Support

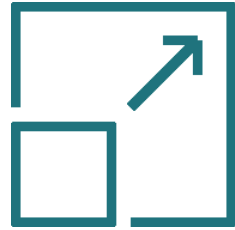
Grants up to 2.5 M€ (covering 70 % of the project costs). Option for investment component up to 15 M€. Access also to business coaching and networking services.



Requirements

Single SMEs can apply for funding. The technology should be at TRL5/6.

EIC Accelerator - The most important points to address



1. Innovation

- **High-risk, high-potential** SMEs
- **Ground-breaking** concepts **disrupting** existing markets and creating new ones

2. Scalability

- Potential to scale-up the applicant company up to a **100 million revenue** business
- Based on a convincing and ambitious **commercialisation plan**
- Proven by existing **market traction** and/or Letters of Intent

3. High risk

- **Why is EU support needed** and why financial support cannot be acquired elsewhere
- Proven by a financing gap showing in financial forecast

4. Market size

- Addressable market has to be **sufficient in size** in order to realistically enable company growth
- Competition and market analyses prove that **you know your customers and target market inside out**

What activities can be funded?



Not fundable:

Feasibility assessment, initial development

TRL 1: Basic principles observed
TRL 2: Technology concept formulated
TRL 3: Experimental proof of concept
TRL 4: Technology validated in lab



Fundable via grant or grant + investment component:

Prototyping, miniaturisation, scaling-up, design, performance verification, testing, demonstration, development of pilot lines, validation for market replication, including other activities aimed at bringing innovation to investment readiness and maturity for market take-up

TRL 5: Technology validated in relevant environment
TRL 6: Technology demonstrated in relevant environment (industrially relevant environment in the case of key enabling technologies)
TRL 7: System prototype demonstration in operational environment
TRL 8: System complete and qualified

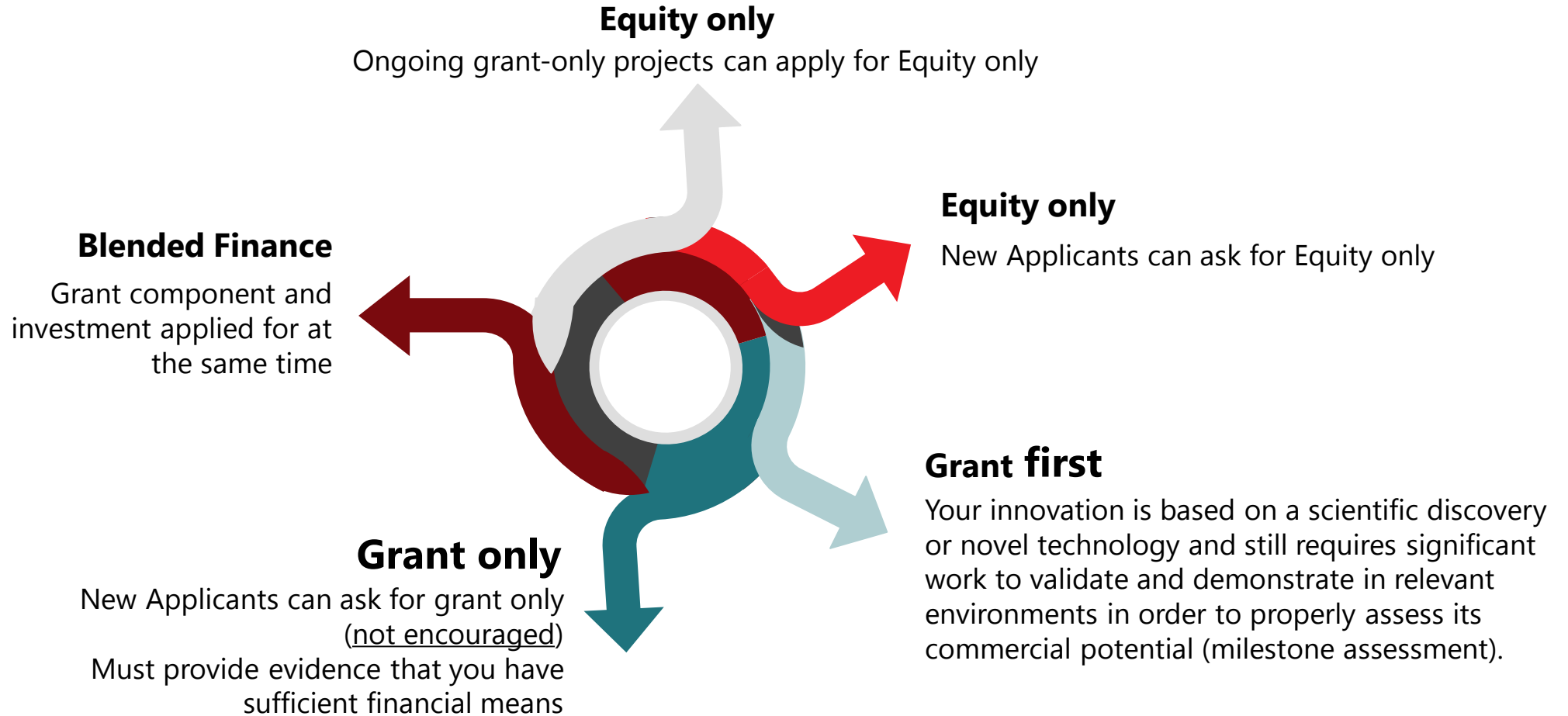


Fundable via investment component only:

Full-scale operations + commercialisation

TRL 9: Actual system proven in operational environment (competitive manufacturing in the case of key enabling technologies; or in space)

Funding options



Evaluation process

1. Pre-screening

- 5-page project form Pitch-deck of up to 10 slides
Video pitch of up to 3 minutes
- Evaluated by 2 different experts
- Go or “no go” decision for proceeding to the full application stage

3. Interview

- 10 minutes of pitching, 20 minutes of questions
- Jury panel consisting of 6 independent experts
- Go or “no go” decision on funding

2. Full application

- Full project/business plan including financial forecasts
- Evaluated by 3 independent experts
- Invitation to interview stage or “no go” decision

4. Funding granted & starting

- Grant agreement signed within 6 months from call deadline
- Applicant and European Commission
- Project starts

NOTE: Step 4: Project starts: For the investment component, additional due diligence will be undertaken before receiving the investment

Full application evaluation criteria

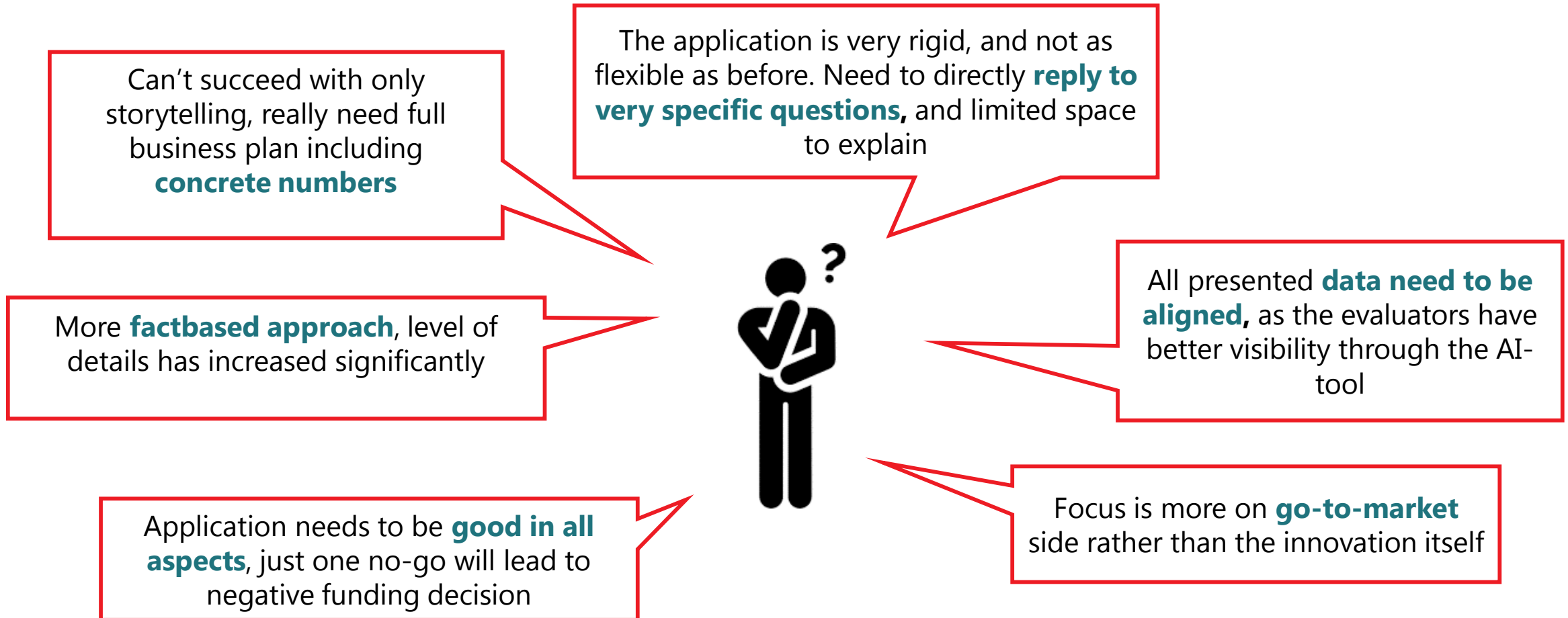
13 Criteria	Evaluator 1	Evaluator 2	Evaluator 3
Breakthrough & market creating	✓	✓	✓
Timing	✓	✓	✓
Technological feasibility	✓	✓	✓
Intellectual Property	✓	✓	✓
Scale up potential	✓	✓	✓
Broader Impact	✓	✓	✓
Market fit & competitor analysis	✓	✓	✓
Commercialisation strategy	✓	✓	✓
Key partners	✓	✓	✓
Team	✓	✓	✓
Milestones	✓	✓	✓
Risk level of the investment	✓	✓	✓
Risk mitigation	✓	✓	✓

GO

Extra criteria for EIC Challenges

- Full applications will be assessed following the cut-off dates listed above
- This will start with a **remote evaluation by three expert evaluators**
- Evaluators will be **matched** against the area of technology and application of your innovation.
- They will have access to **analyses** (for example on related scientific publications and patents, market trends and perspectives, etc.) generated by the **EIC artificial intelligence-based IT platform.**

Key lessons learned from new EIC Accelerator



Eurostars summary



Focus

Eurostars is dedicated to innovative SMEs. The new product, process or service developed has to be released to the market within 2 years after the project completion.



Opportunities

With its bottom-up approach, it stimulates international collaborative research and innovation projects that will be rapidly commercialized.



Support

R&D and demonstration. Funding rate depends on national rules and type of participating organizations. The average grant size per project is 1-2 M€.



Requirements

Projects must be submitted by consortia of 2 to 4 independent legal entities established in at least 2 different Eurostars countries. The consortium has to be led by an innovative SME from a Eurostars country.

Call requirements

1. Consortium is **led by an innovative SME** from a Eurostars country

2. Consortium includes **at least two entities** independent of each other.

3. Consortium includes entities from **at least two Eurostars countries**, where at least one country is an EU Member State or a Horizon Europe Associated country.

4. The **budget of the SME(s)** from a Eurostars country, excluding their subcontracting costs, is **50% or more** of the total project cost.

5. No single participant or country is responsible for more than 70%* of the total project budget.

6. The **project duration** is 36 months or less.

7. The project has an exclusively **civilian purpose**

Application form

PROJECT DETAILS

- Summary of project (participants, purpose, revenue generated).
- Indication of any individuals or entities you want to exclude from evaluating your application.

APPLICATION

- Impact
- Excellence
- Quality and efficiency of the implementation
- Ethics

ORGANIZATION

- **Partner-specific section** including e.g. financial information, funding requested, core business, contribution to the project, benefits of the participation.

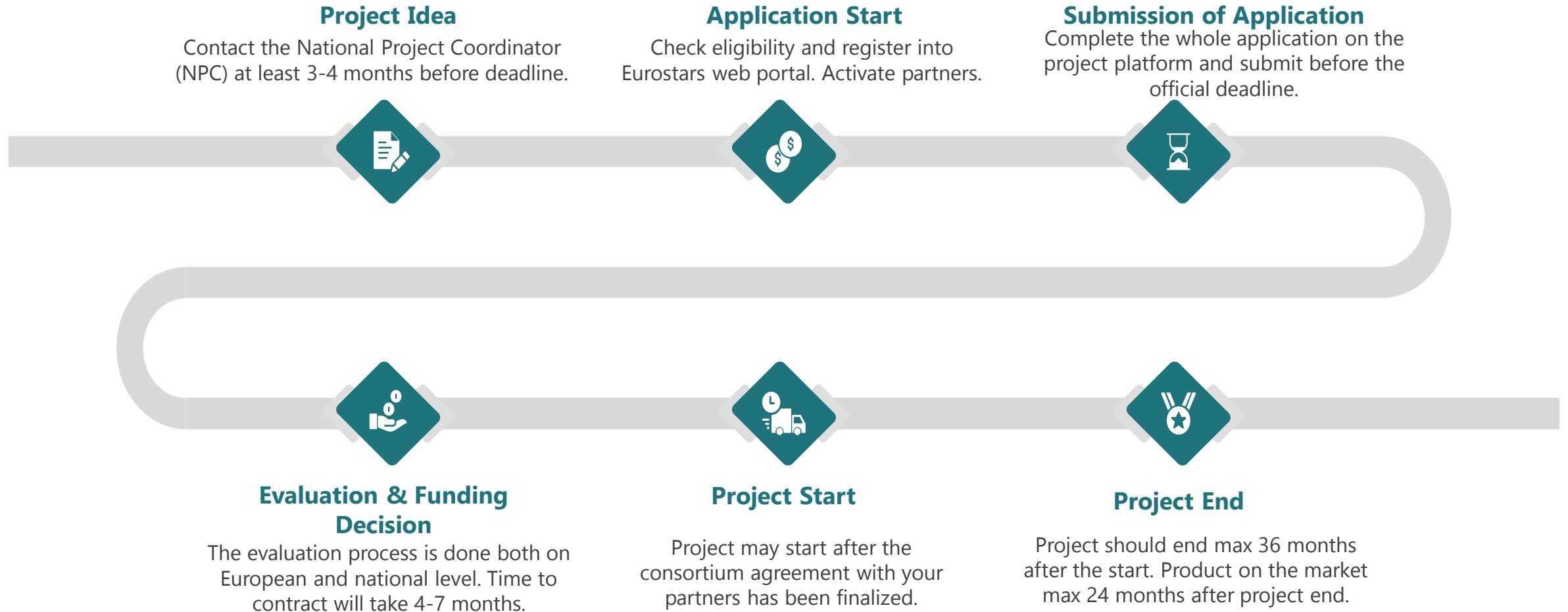
DECLARATIONS

- SME declaration (only SMEs)
- Commitment and signature form (each partner)

WORK PACKAGES

- Details of each work package (milestones and outcomes, go/no-go decision points, tasks, costs, etc.).
- Gantt chart and/or technical annex, if relevant.

Timeline for application & evaluation



EU Innovation Fund small-scale

Focus



- Innovative low-carbon projects in energy-intensive industries, renewable energy, energy storage and CCU/CCS
- First sale of new technology to pioneer customers

Opportunity



- Simplified methodologies and requirements compared to the large-scale call
- Grant disbursement within 3-year reporting period (instead of the 10 years with large-scale projects)

Support



- Total call volume 100 M€ 2021
- The call funds projects with a Capex between 2.5-7.5 M€ (grant amount 60% of total Capex)
- The investment programme is expected to be worth 10 B€ between 2020-2030

Requirements



- A single legal entity, as well as a consortium of legal entities, can apply for funding
- Eligible countries: EU Member States, Norway and Iceland
- Only projects with a total capital expenditure between 2.5 M€ and 7.5 M€ are eligible
- Further requirements defined in work programme.

How to apply



- Call expected to **open in March 2022** and **deadline in August 2022**.

Award criteria



INNOVATION

Beyond state-of-the-art

Beyond incremental innovation

DOUBLE WEIGHT

Encouragement of specific activities



PROJECT MATURITY

Implementation maturity

Financial maturity

DOUBLE WEIGHT

Encouragement of specific activities



GHG EMISSION AVOIDANCE

Absolute and relative emissions

Below ETS benchmark

Biomass sustainability

Fewer requirements on documentation



SCALABILITY

Project and regional level

Sector level

Economy wide

No knowledge sharing plan



COST EFFICIENCY

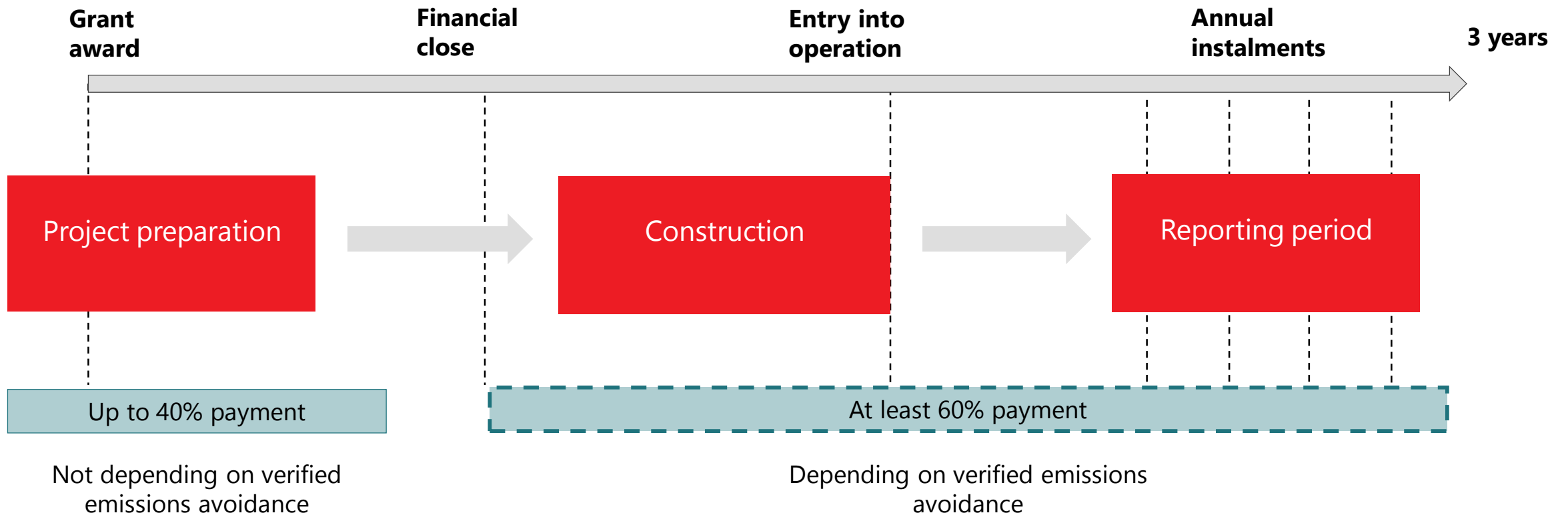
Relevant costs = total CAPEX

EU contribution

Requested per tCO₂ avoided

Simpler calculations

Quick grant disbursement within 3 years reporting period



The project must reach financial close as soon as possible and no later than 48 months after grant signature



How to make a winning application?

- Match project with **call objectives and requirements**
- Quantify, **quantify**, and quantify (project impacts, benefits of the product/solution, market etc.)
- **Letters of Support** (from customers, investors etc.)
- Define a **clear (business) case**, and reply to every question in a direct matter
- Align the project with **company strategy** and show why you need taxpayers' money
- Design the **work packages** well to have minimum reporting
- **Iterate** – plan at least 2-3 months to prepare the application
- Prove why this innovation is **disruptive**
- Write the application so that anyone can understand the case easily
- **Brag** about your past successes
- Prepare for the **pitch interview**
- In consortium application, **collaborate** with the partners



Come to Brella and get consultation on if and how to go forward



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Large Companies funding
and consortium

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QUESTIONS?





SPINVERSE



Thank you!