



APRE

Agenzia per la Promozione
della Ricerca Europea

INNOVATIVE EUROPE: EUROPEAN INNOVATION COUNCIL

Napoli 21 luglio 2023

*La presentazione è basata su materiale della Commissione Europea



HORIZON EUROPE

EURATOM



* The European Institute of Innovation & Technology (EIT) is not part of the Specific Programme





EIC – FROM RESEARCH TO MARKET

EIC: Integrated, agile support across the full **innovation spectrum** from the early-stage research to start-up and scale-up





Pathfinder (TRL1-4)

- **For consortia**
- Early stage research on breakthrough technologies
- **Grants up to €3/4 million**

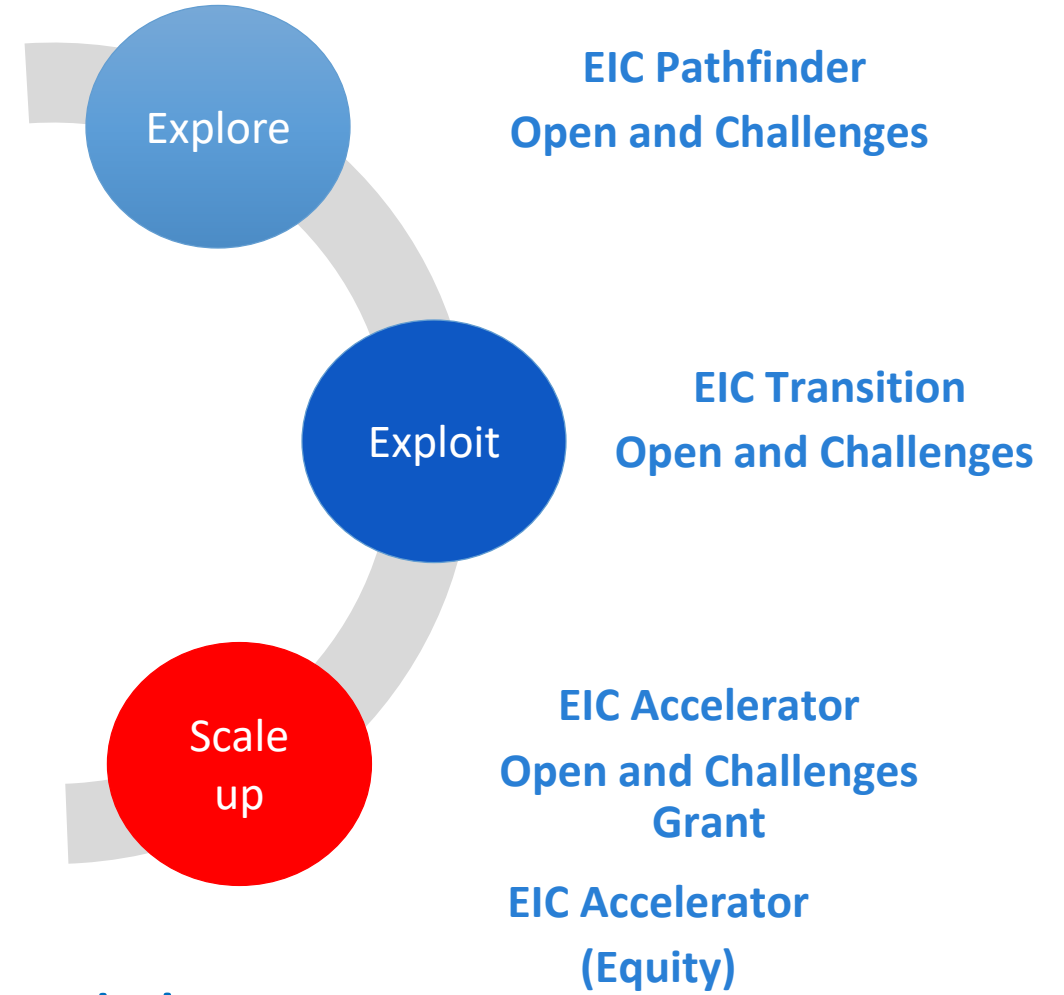
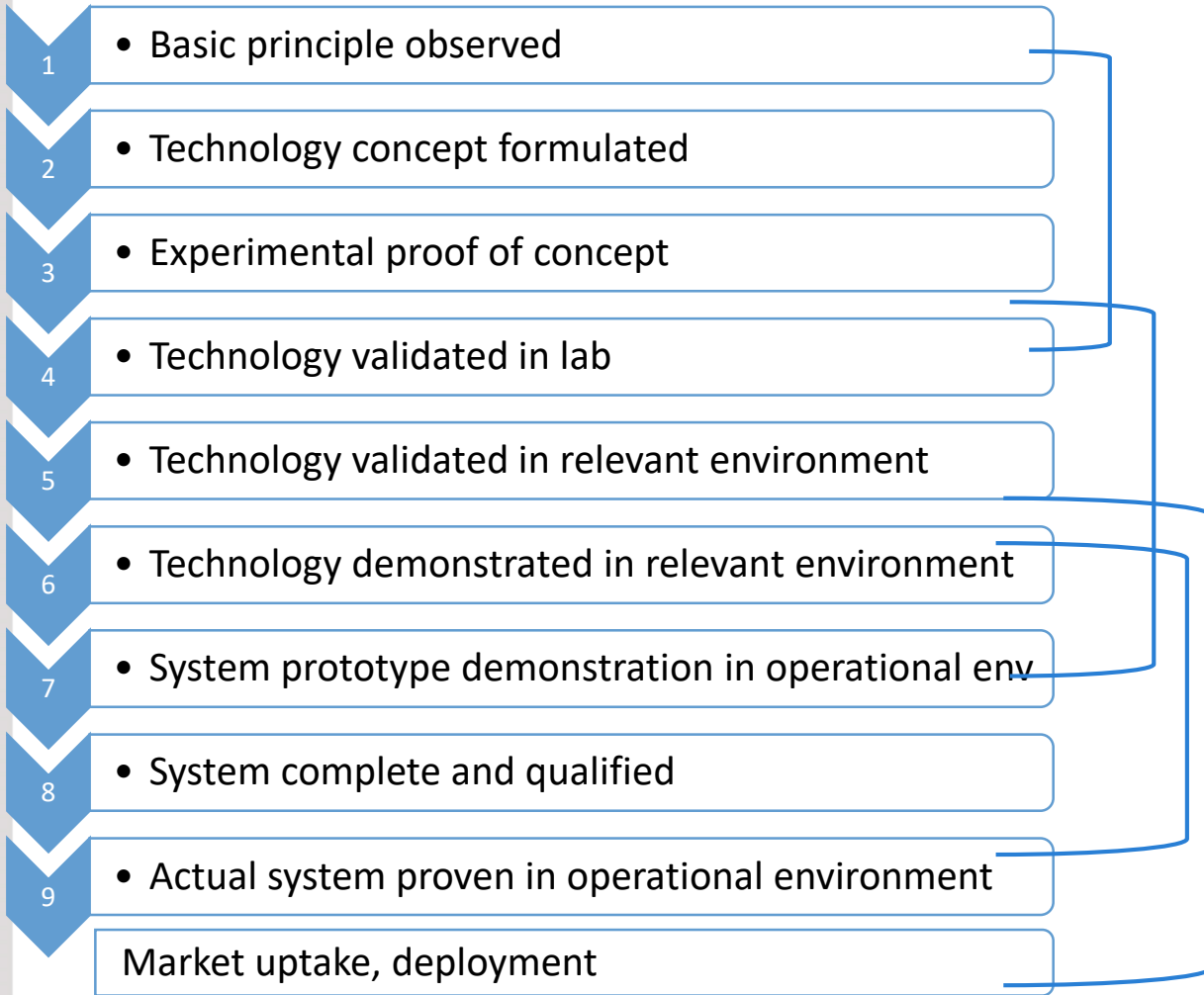
Transition (TRL 4-6)

- **For consortia and single entities**
- Technology maturation from proof of concept to validation
- Business & market readiness
- **Grants up to €2.5 million**

Accelerator (TRL 6-9)

- **For individual SMEs**
- Development & scale up of deep-tech/ disruptive innovations by startups/ SMEs
- Blended finance (**grants up to €2.5 million; equity investment up to €15 million or above**)

Relativamente ai tre strumenti di finanziamento dell'EIC, l'Italia presenta nel 2021/2022 dei buoni risultati sugli schemi Pathfinder e Transition mentre dobbiamo migliorare la performance sull' Accelerator.



The EIC Instruments and the TRL



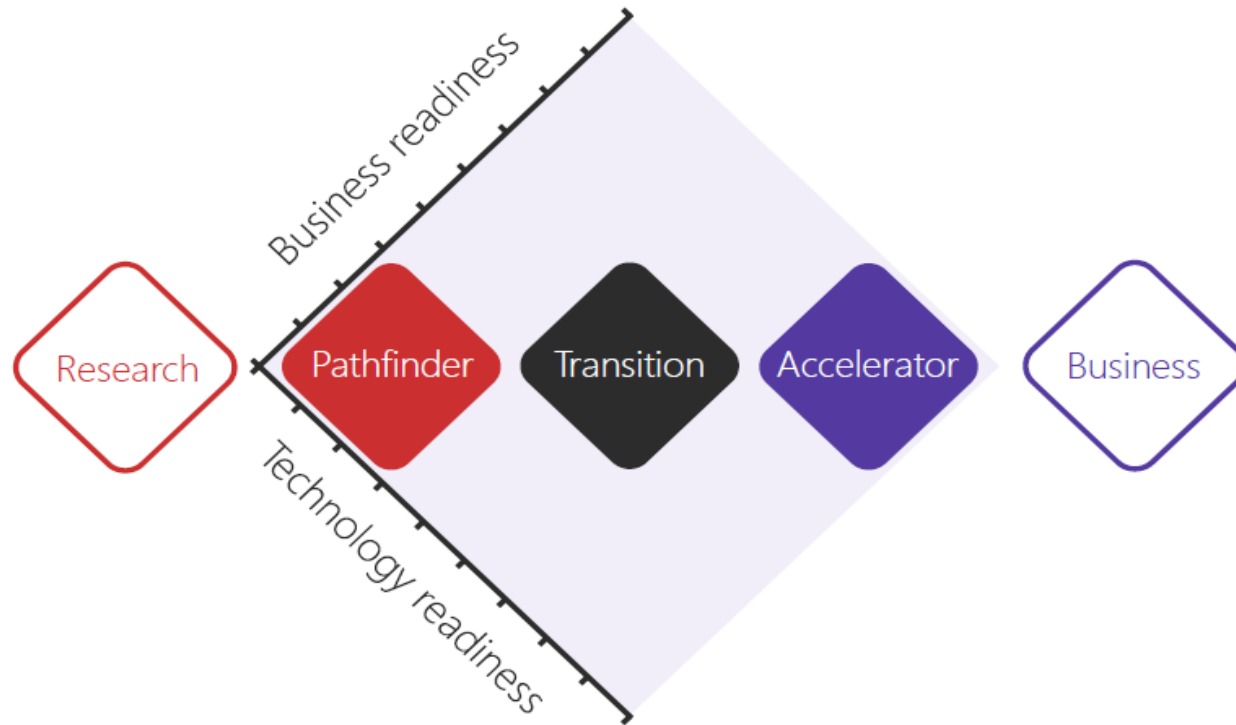
Da Pathfinder ad Accelerator – elementi comuni

- ❏ Focus su innovazioni **breakthrough e disruptive**, anche sociali, che hanno il potenziale per creare nuovi mercati;
- ❏ bandi principalmente **bottom-up**, aperti alle innovazioni provenienti da tutti i campi della scienza, della tecnologia e rivolti ad applicazioni in qualsiasi settore;
- ❏ Sono incoraggiate le innovazioni che riguardano **diversi settori scientifici, tecnologici** (ad es. combinando prodotti fisici e digitali);
- ❏ Focus **sugli innovatori**, semplificando le procedure e i requisiti amministrativi, facendo uso di interviste per aiutare a valutare le applicazioni e garantendo un rapido processo decisionale;
- ❏ Sostegno ad **innovazioni ad alto rischio** laddove i rischi, sia tecnologici/di mercato/normativi, non possono essere sostenuti dal mercato da solo o tramite strumenti finanziari (InvestEU)
- ❏ **Gestione proattiva** con milestones per valutare i progressi e la possibilità di riorientare i progetti laddove necessario



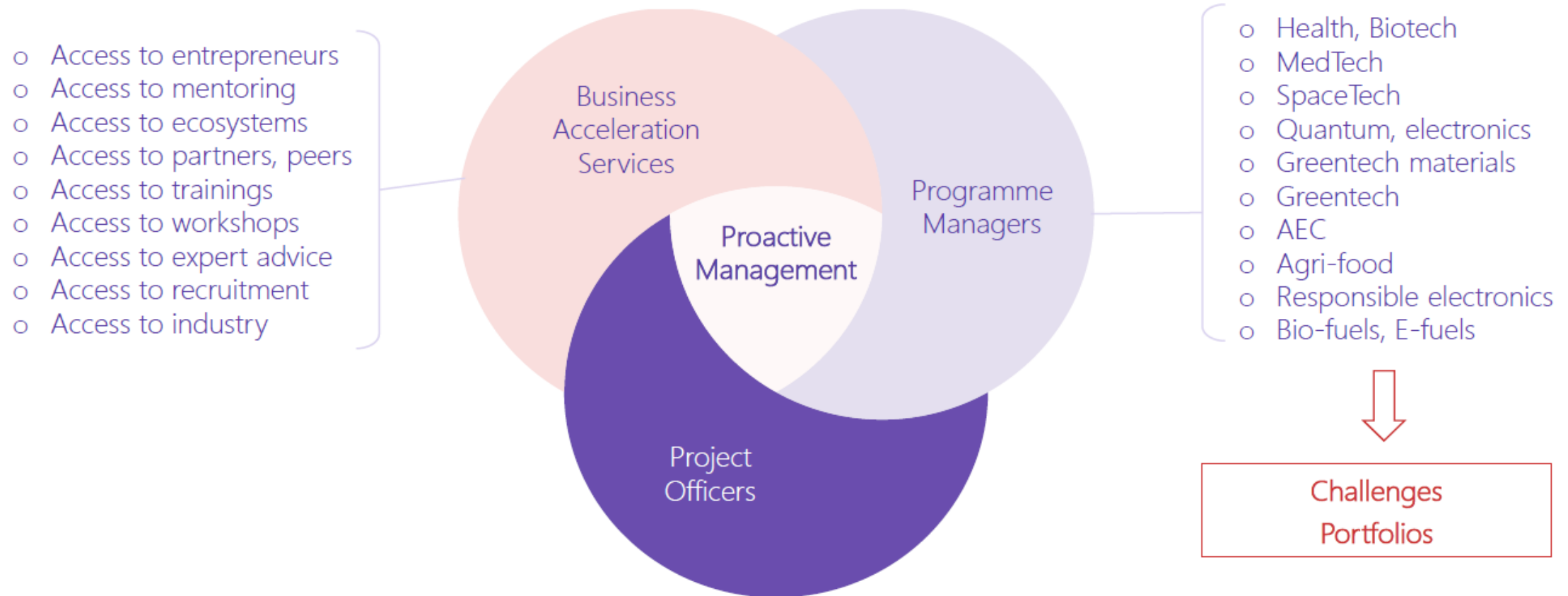
EIC stages the entrepreneurial journey as pathfinder, transition, accelerator with increasing readiness levels

WHAT?



WHY?

With proactive management the EIC aims to maximize its support to success of the entrepreneurial journey





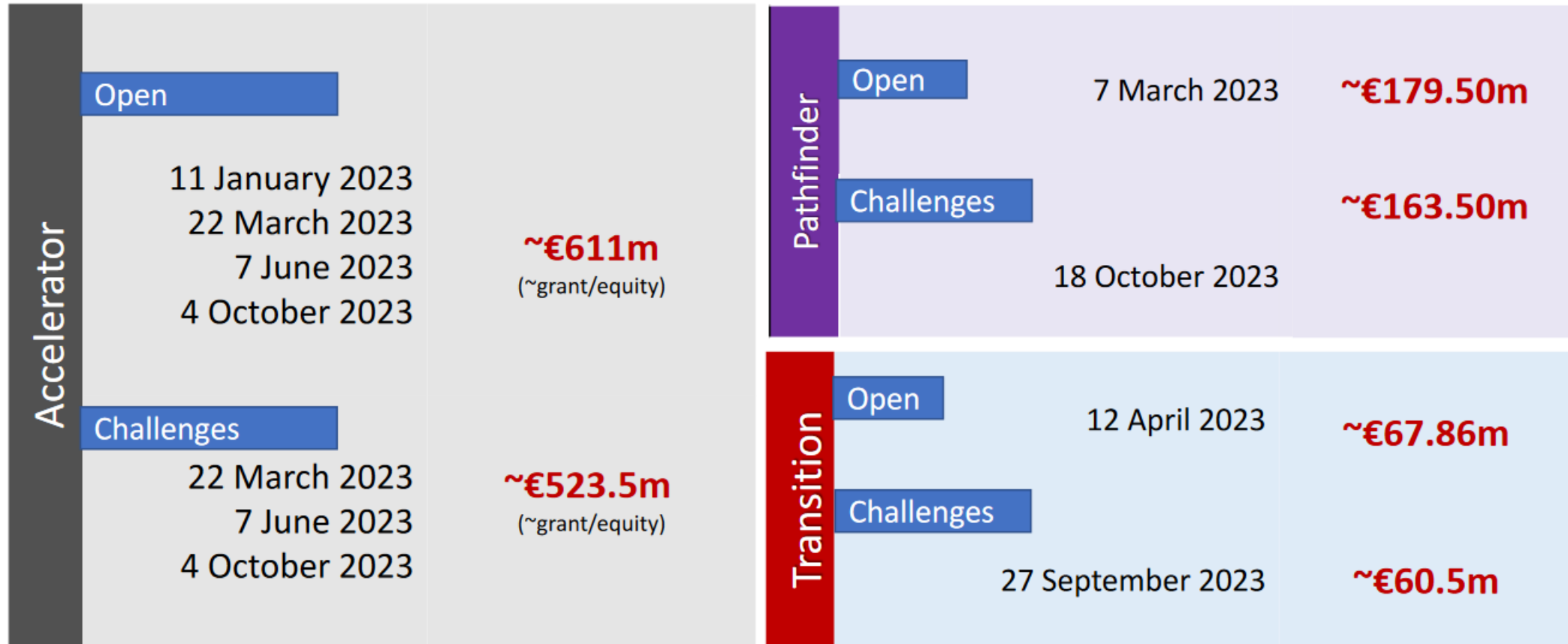
Cut-off dates of the various calls

| Cut-off dates: | Pathfinder | Transition | Accelerator |
|----------------|-----------------|------------------------------------|---|
| Open | 7 March 2023 | 12 April 2023 27 September 2023 | 11 January 2023 22 March 2023 7 June 2023 4 October 2023 |
| Challenge | 18 October 2023 | 12 April 2023 27 September 2023 | 22 March 2023 7 June 2023 4 October 2023 |



EIC WP 2023 deadlines and budgets

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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

€523.5 million for **eight** Accelerator Challenges

- 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 decarbonisation
- Emerging semiconductor and
- Quantum technology components
- Novel technologies for resilient agriculture
- Customer-driven, innovative space technologies and services



RADICAL INNOVATION BREAKTHROUGHS

Radical Innovation Breakthroughs RIBRIs

1. 2D Materials
2. 3D Printing of Food
3. 3D Printing of Glass
4. 3D Printing of Large Objects
5. 4D Printing
6. Access Economy
7. Airborne wind turbine
8. Alternative Currency
9. Aluminium-based energy
10. Antibiotic Susceptibility Testing
11. Artificial Intelligence
12. Artificial Photosynthesis
13. Artificial synapse/ brain
14. Asteroid mining
15. Augmented reality
16. Automated indoor farming
17. Basic Income
18. Biodegradable sensors
19. Bioelectronics
20. Bioinformatics
21. Bioluminescence
22. Bionics in medicine
23. Bioplastic
24. Bioprinting
25. Blockchain
26. Body 2.0 and the Quantified Self
27. Brain Function Mapping
28. Brain Machine Interface
29. Car-free City
30. Carbon Nanotubes
31. Carbon capture and sequestration
32. Chatbots
33. Collaborative innovation spaces
34. Computational Creativity
35. Computing memory
36. Control of gene expression
37. Desalination
38. Driverless
39. Drug delivery
40. Emotion recognition
41. Energy Harvesting
42. Epigenetic change technologies
43. Exoskeleton
44. Flexible electronics
45. Flying car
46. Gamification
47. Gene Therapy
48. Gene editing
49. Genomic vaccines
50. Geoengineering: changing landscapes
51. Graphene Transistors
52. Harvesting Methane Hydrate
53. High-precision clock
54. Holograms
55. Humanoids
56. Hydrogels
57. Hydrogen fuel
58. Hyperloop
59. Hyperspectral imaging
60. Lab-On-A-Chip
61. Life Caching
62. Local Food Circles
63. Marine and tidal power technologies
64. Metamaterials
65. Microbial fuel cells
66. Microbiome
67. Molecular recognition
68. Molten Salt Reactors
69. Nano-LEDs
70. Nanowires
71. Neuromorphic chip
72. Neuroscience of Creativity and Imagination
73. New Journalist Networks
74. Optoelectronics
75. Owning and Sharing Health Data
76. Plant communication
77. Plastic Eating
78. Precision farming
79. Quantum Computers
80. Quantum Cryptography
81. Read/Write Culture
82. Regenerative medicine
83. Reinventing Education
84. Reprogrammed human cells
85. Self-healing materials
86. Smart Tattoos
87. Smart windows
88. Soft robot
89. Speech Recognition
90. Spintronics
91. Splitting carbon dioxide
92. Swarm robotics
93. Targeting cell death pathways
94. Technologies for disaster preparedness
95. Thermoelectric paint
96. Touchless gesture recognition
97. Underwater living
98. Warfare drones
99. Wastewater nutrient recovery
100. Water Splitting

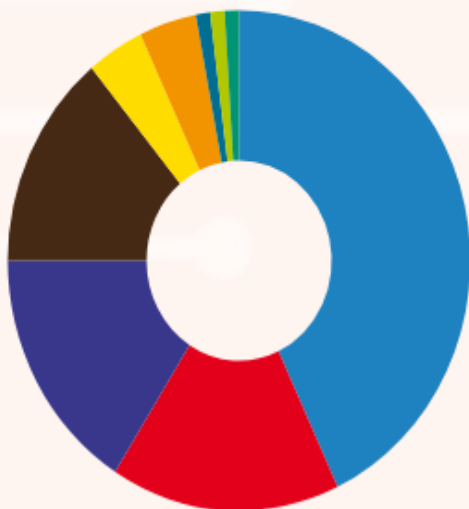
RADICAL INNOVATION BREAKTHROUGHS

<https://ribri.isi-project.eu/>

Leading in publications

Distribution of leadership positions in publications on RIBRI topics among countries/regions

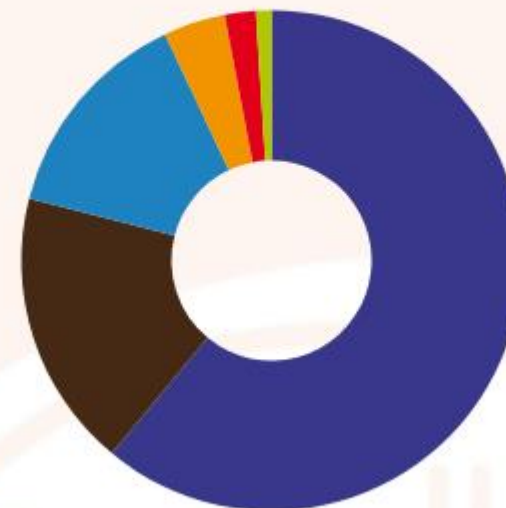
- EU
- China
- US
- no data
- China/EU
- US/EU
- JP/KR
- Japan
- US/China



Leading in patents

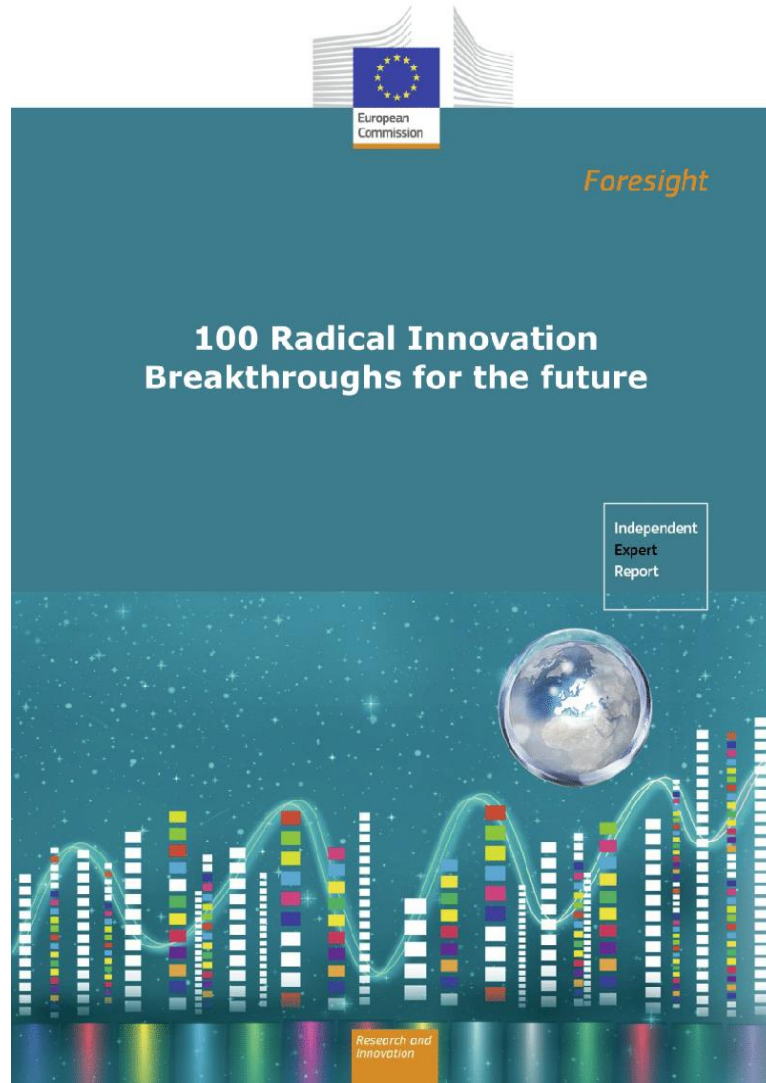
Distribution of leadership positions in patents on RIBRI topics among countries/regions

- US
- no data
- EU
- US/EU
- China
- Japan





pubblicazioni di approfondimento





EIC PATHFINDER-OPEN & CHALLENGES

Funds research to develop the scientific basis to underpin breakthrough technologies



Funding schemes

🏠 EIC Pathfinder **Open**



bottom-up approach. Any field of science, technology or application without predefined thematic priorities

Closed

🏠 EIC Pathfinder **Challenges**



top-down, challenge-driven, portfolios of projects approach. To support proposals within a predefined thematic area and addressing specific objectives.

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



Pathfinder calls 2023 – Summary table



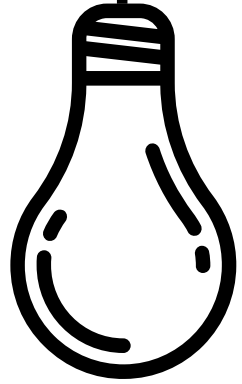
| | Pathfinder Open | Pathfinder Challenges |
|------------------------|--|---|
| Total budget | €179.5 million | €163.5 million |
| Proposals (indicative) | Up to €3 million | Up to €4 million |
| Funding rate | 100% of eligible costs | 100% of eligible costs |
| Opening | 10 January 2023 | 20 June 2023 |
| Deadline | 7 March 2023 at 17.00 CET | 18 October 2023 at 17.00 CET |
| Length of proposal | 17-page proposal (part B) | 25-page proposal (part B) |
| Applicants | <p>Consortia min. 3 partners from 3 different Member States /Associated Countries (of which at least 1 partner in a Member State)</p> | <p>Consortia:</p> <ul style="list-style-type: none"> • If 2 partners: from different MS/AC, • Min 3 partners from 3 different MS/AC (of which at least 1 partner in a MS) <p>Single legal entities in a MS/AC</p> |

EIC Pathfinder Open: Gatekeepers

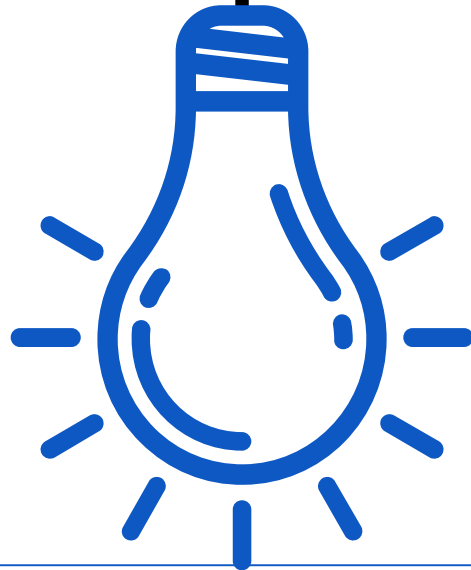
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- Collaborative, interdisciplinary research, meeting the following Gatekeepers:
- **convincing, long-term vision of a radically new technology** that has the potential to have a transformative positive effect to our economy and society;
- **concrete, novel and ambitious science-towards-technology breakthrough**, providing advancement towards the envisioned technology;
- **high-risk & high-gain research approach & methodology**, with concrete and plausible objectives.



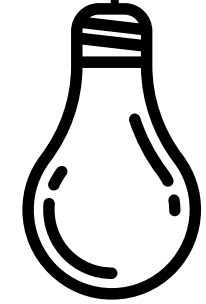
TRL 1-4



High risk/high gain

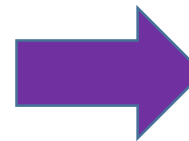


Deep-tech



Science-towards
technological
breakthrough

**Ambitious vision of radically
new technology with the
potential to create new
market**



If your path is **incremental by nature**
or **known** Pathfinder is not your
instrument

market



Expected output of EIC Pathfinder Open projects

- Expected output is the **proof of principle** that the **main ideas of the envisioned future technology are feasible**, thus validating its scientific and technological basis
- Project results should include **top-level scientific publications** in open access
- Projects are expected to take the necessary measures to **allow future uptake to take place**, for instance through an **adequate formal protection of the generated Intellectual Property (IP)**
- Projects are encouraged to involve and empower in their teams **key actors** that have the potential to **become future leaders** in their field such as excellent early-career researchers or promising high-tech SMEs, including start-ups
- Project are also encouraged to **empower female researchers** and to achieve gender balance among the work package leaders





- Proposals must be **submitted by the coordinator**, on behalf of a consortium including as beneficiaries at least three legal entities, independent from each other and each established in a different country as follows:
 - at least **1 legal entity established in a Member State**; and
 - at least **2 other independent legal entities**, each established in different Member States or Associated Countries.
- The legal entities may be for example be universities, research organisations, SMEs, start-ups, industrial partners or natural persons.

OPEN 2023

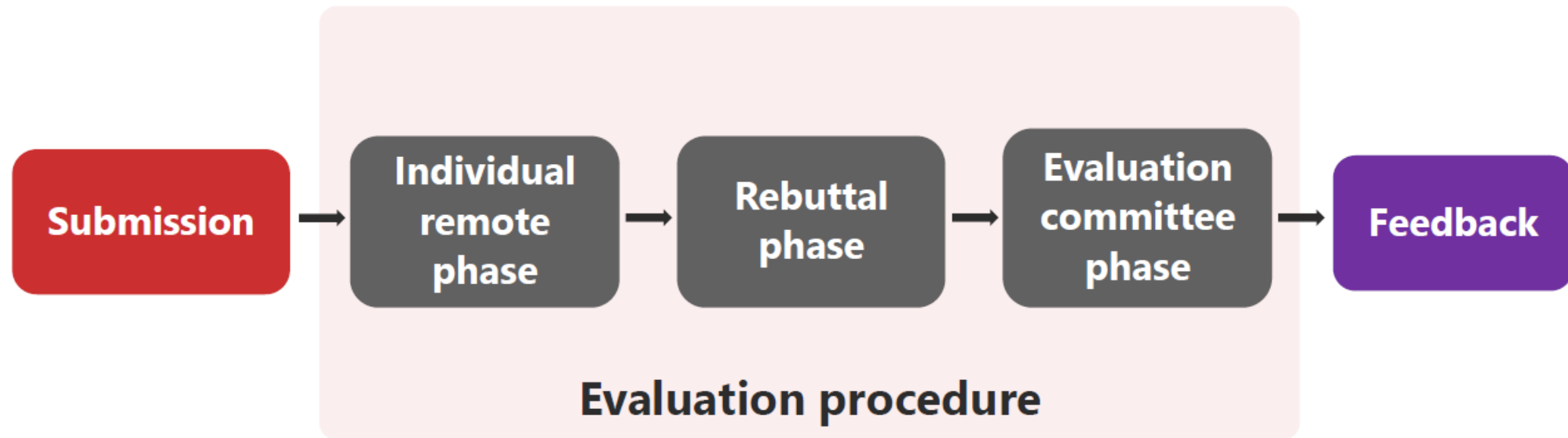


- You will receive a grant for a **Research and Innovation Action** to cover the **eligible costs**, necessary for the implementation of your project.
- For this call, the EIC considers proposals with a requested EU contribution of **up to EUR 3 million** as appropriate. Nonetheless, this does not preclude you to request larger amounts, if properly justified.
- The funding rate of this grant will be 100% of the eligible costs.
- The total indicative budget for this call is EUR **179.5 million**. **OPEN 2023**
- Successful applicants will receive tailor-made access to a wide range of **Business Acceleration Services** and interactions with **EIC Programme Managers**



How does the EIC decide if your proposal will be funded?

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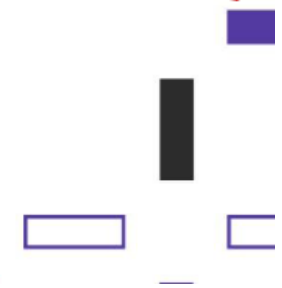


Award criterion “Excellence”

Threshold
4/5

Weight
60%

- **Long-term vision:** How convincing is the vision , which the project would contribute in the long term?
- **Science-towards-technology breakthrough:** How concrete, novel and ambitious is the proposed science-towards-technology breakthrough with respect to the state-of-the-art? What advancement does it provide towards realising the envisioned technology?
- **Objectives:** How concrete and plausible are the proposed objectives? To what extent is the high-risk/high-gain research approach appropriate for achieving them? How sound is the proposed methodology, including the underlying concepts, models, assumptions, *alternative directions and options*, appropriate consideration of the gender dimension in research content, and the quality of open science practices?
- **Interdisciplinarity:** How relevant is the interdisciplinary approach from traditionally distant disciplines for achieving the proposed breakthrough?





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Threshold
3.5/5

Weight
20%

Award criterion "Impact"

- **Long-term impact:** How significant are the potential transformative positive effects that the envisioned new technology would have to our economy, environment and society?
- **Innovation potential:** How adequate are the proposed measures for protection of results and any other exploitation measures to facilitate future translation of research results into innovations? How suitable are the proposed measures for involving and empowering key actors that have the potential to take the lead in translating research into innovations in the future?
- **Communication and Dissemination:** How suitable are the measures to maximise expected outcomes and impacts, including communication activities, for raising awareness about the project results' potential to establish new markets and/or address global challenges?





Award criterion “Quality and efficiency of the implementation”

Threshold
3/5

Weight
20%

- **Work plan:** How coherent and effective are the work plan (work packages, tasks, deliverables, milestones, time-line, etc.) and risk mitigation measures in order to achieve the project objectives?
- **Allocation of resources:** How appropriate and effective is the allocation of resources (comprising person-months and other cost items) to work packages and consortium members?
- **Quality of the consortium:** To what extent do the consortium members have all the necessary high quality expertise for performing the project tasks?





Rebuttal phase - "Right-to-react"

- Approximately 1.5-2.5 months after the call deadline, you will have the opportunity to **reply within 8 calendar days** (at 17h00 Brussels local time) with a strict page limit (**maximum two A4 pages**) to the evaluators' comments;
- your **replies cannot be used to alter or add to the content** of the proposals, but must strictly focus on responding to potential misunderstandings or errors by the evaluators;
- the replies will be **made available to the evaluation committee**;
- the evaluation committee will **take into consideration** the comments from the rebuttal procedure, if any, in order to arrive at their final scores for the proposals that underwent this procedure.





Il panel di valutazione sarà composto da valutatori esperti differenti rispetto a quelli che hanno valutato le proposte a distanza;

il punteggio finale sarà deciso in base al punteggio remoto e il risultato delle discussioni di consenso, tenendo conto delle osservazioni ricevute nella eventuale procedura di *rebuttal*

la discussione si concentrerà su proposte con pareri divergenti dei valutatori che una possibilità realistica di ottenere finanziamenti

I valutatori esperti che hanno valutato le proposte a distanza possono essere invitati alle discussioni di consenso , in particolare per le proposte dove ci sono pareri divergenti

Infine il panel di valutazione confermerà la ranking list.

Pathfinder Challenges for 2023

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



Pathfinder Challenges OBIETTIVI GENERALI

- Esplorare nuove direzioni all'avanguardia nella scienza e nella tecnologia
- Sconvolgere un mercato o creare nuove opportunità realizzando soluzioni tecnologiche innovative basate su ricerca e sviluppo ad alto rischio/alto guadagno
- Stabilire un portafoglio di progetti per ogni sfida che esplorano diverse prospettive, approcci concorrenti o aspetti complementari
- Guidati in modo proattivo dagli EIC Programme Manager



Expected project outcomes

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- Expected outcomes defined in the respective Challenge
- Project results should include **top-level scientific publications** as well as an **adequate formal protection of the generated Intellectual Property**
- Projects are encouraged to involve and empower in their teams **key actors** that have the potential to **become future leaders** in their fields such as excellent early-career researchers or promising high-tech SMEs, including start-ups
- Project particularly encouraged to **empower female researchers** and to achieve gender balance among the work package leaders





- Obiettivi delle sfide
- Informazioni tecniche alla base degli obiettivi
- Considerazioni di portafoglio utilizzate per la selezione finale delle proposte da finanziare
- Le Challenge Guides sono pubblicate sul sito web dell'EIC
- ✓ https://eic.ec.europa.eu/eic-funding-opportunities/eic-pathfinder_en



La Guida alla challenge è un documento di orientamento che accompagna un bando Pathfinder Challenge per fornire ulteriori informazioni su come le considerazioni sul portafoglio saranno prese in considerazione nella valutazione delle proposte per quel tema.

Integra l'Ambito, gli Obiettivi specifici e/o le Condizioni specifiche stabiliti nel Programma di lavoro EIC con una descrizione delle considerazioni sul portafoglio e delle modalità di costruzione del portafoglio.

Dopo la selezione delle proposte da finanziare nell'ambito della Challenge, il responsabile del programma collaborerà con i consorzi dei progetti selezionati per sviluppare una tabella di marcia comune con un piano strategico per Challenge.

Questa tabella di marcia/piano strategico integrerà le attività e le tappe dei singoli progetti in un insieme condiviso di obiettivi e attività tra i progetti

La tabella di marcia funge da base comune per il portafoglio di progetti e può influenzare l'attuazione dei progetti compresi eventuali aggiustamenti, riorientamenti o supporto aggiuntivo ai progetti



Who can apply?

- **Single legal entities** established in a Member State or an Associated Country (mid-caps and larger companies will not be permitted)
- **Consortia of two entities** must be two independent legal entities from two different Member States or Associated Countries
- **Consortia of three or more entities** must include as beneficiaries at least three legal entities, independent from each other and each established in a different country as follows:
 - at least one legal entity established in a Member State; and
 - at least two other independent legal entities, each established in different Member States or Associated Countries.
- The legal entities may for example be universities, research organisations, SMEs, start-ups, industrial partners or natural persons.



What support will you receive if your proposal is funded?

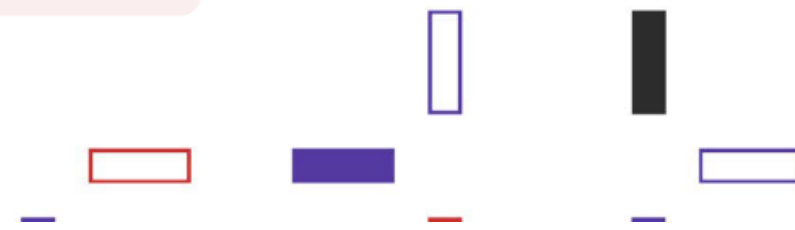
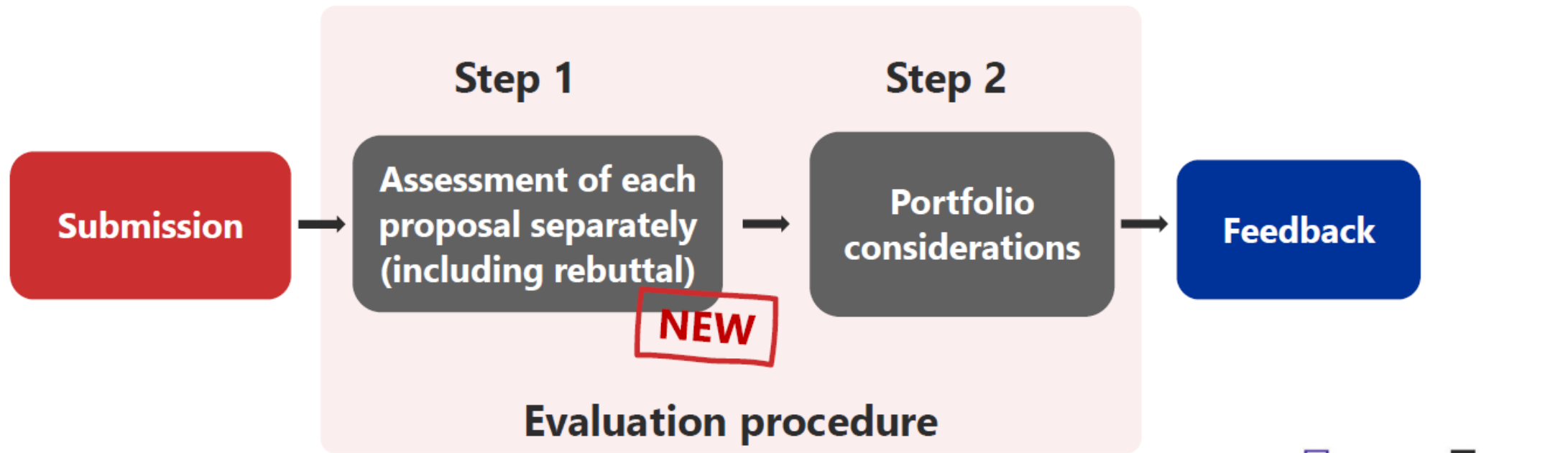
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- A **grant** for a **Research and Innovation Action** to cover eligible costs
- EIC considers proposals with an EU contribution of **up to € 4 million** as appropriate (larger amounts possible, if duly justified)
- Funding rate **100% of the eligible costs.**
- Total indicative budget for this call: **€ 163.5 million** (expected to be allocated in approximately equal shares across the Challenges)
- Successful applicants will receive tailor-made access to a wide range of **Business Acceleration Services** and interactions with **EIC Programme Managers** and other actions in the portfolio of projects selected

How does the EIC decide if your proposal will be funded?

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Rebuttal - "Right-to-react"

NEW

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- Approximately 1.5-2.5 months after the call deadline, you will have the opportunity to **reply within 8 calendar days** (at 17h00 Brussels local time) with a strict page limit (**maximum two A4 pages**) to the evaluators' comments;
- your **replies cannot be used to alter or add to the content** of the proposals, but must strictly focus on responding to potential misunderstandings or errors by the evaluators;
- the replies will be **made available to the evaluation committee**;
- the evaluation committee will **take into consideration** the comments from the rebuttal procedure, if any, in order to arrive at their final scores for the proposals that underwent this procedure.



Step 2: Portfolio considerations



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- All proposals that meet the thresholds defined in the award criteria will be considered in step 2
- **Mapping of proposals in categories** stemming from overall goal and specific objectives of the Challenge (e.g., building blocks or subsystems, technical areas and/or competing technologies, platforms, applications areas, risk level and stage of technology readiness level, size)
- A **suitable portfolio of proposals** to be selected by evaluation committee by applying **portfolio considerations** in order to propose for funding a coherent set of projects to achieve expected outcomes and impacts of Challenge (in all cases the overall balance and composition of the portfolio will be taken into consideration)

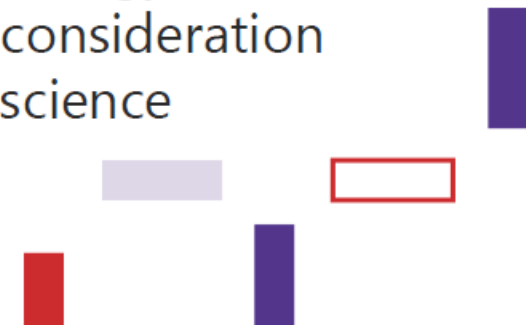


Award criterion “Excellence”

Threshold
4/5

Weight
60%

- **Objectives and relevance to the Challenge:** How clear are the project’s objectives? How relevant are they in contributing to the overall goal and the specific objectives of the Challenge?
- **Novelty:** To what extent is the proposed work ambitious and goes beyond the state-of-the-art?
- **Plausibility of the methodology:** How sound is the proposed methodology, including the underlying concepts, models, assumptions, appropriate consideration of the gender dimension in research content, and the quality of open science practices?





Award criterion "Impact"

Threshold
3.5/5

Weight
20%



- **Potential Impact:** How credible are the pathways to achieve the expected outcomes and impacts of the Challenge? To what extent would the successful completion of the project contribute to this?
- **Innovation potential:** How adequate are the proposed measures for protection of results and any other exploitation measures to facilitate future translation of research results into innovations with positive societal, economic or environmental impact? How suitable are the proposed measures for involving and empowering key actors that have the potential to take the lead in translating research into innovations in the future?
- **Communication and Dissemination:** How suitable are the proposed measures, including communication activities, to maximise expected outcomes and impacts for raising awareness about the project results' potential to establish new markets and/or address global challenges?



Award criterion “Quality and efficiency of the implementation”

Threshold
3/5

Weight
20%

- **Work plan:** How coherent and effective are the work plan (work packages, tasks, deliverables, milestones, timeline, etc.) and risk mitigation measures in order to achieve the project objectives?
- **Allocation of resources:** How appropriate and effective is the allocation of resources (comprising person-months and other cost items) to work packages and consortium members?
- **Quality of the applicant/consortium (depends if mono or multi-beneficiaries):** To what extent do(es) the applicant/consortium members have all the necessary high quality expertise for performing the project tasks?

NEW





Structure of the Proposal

The proposal contains two parts:

- **Part A** of the proposal is generated by the IT system. It is based on the information entered by the participants through the submission system in the Funding & Tenders Portal. The participants can update the information in the submission system at any time before final submission.
- **Part B** of the proposal is the narrative part that includes three sections that each correspond to an evaluation criterion. Part B needs to be uploaded as a PDF document following the templates downloaded by the applicants in the submission system for the specific call or topic. The templates for a specific call may slightly differ from the example provided in this document.

The electronic submission system is an online wizard that guides you step-by-step through the preparation of your proposal. The submission process consists of 6 steps:

- Step 1: Logging in the Portal
- Step 2: Select the call, topic and type of action in the Portal
- Step 3: Create a draft proposal: Title, acronym, summary, main organisation and contact details
- Step 4: Manage your parties and contact details: add your partner organisations and contact details.
- Step 5: Edit and complete web forms for proposal part A and upload proposal part B
- Step 6: Submit the proposal

Proposal number:

Proposal acronym:

Type of Model Grant Agreement:

Table of contents

| Section | Title | Action |
|---------|---------------------|--------|
| 1 | General information | |
| 2 | Participants | |
| 3 | Budget | |
| 4 | Ethics and security | |
| 5 | Other questions | |



1. Excellence

Excellence – aspects to be taken into account.

– **Objectives and relevance to the Challenge:** How clear are the project’s objectives? How relevant are they in contributing to the overall goal and the specific objectives of the Challenge?

2. Impact – aspects to be taken into account.

– **Potential Impact:** How credible are the pathways to achieve the expected outcomes and impacts of the Challenge? To what extent would the successful completion of the project contribute to this?

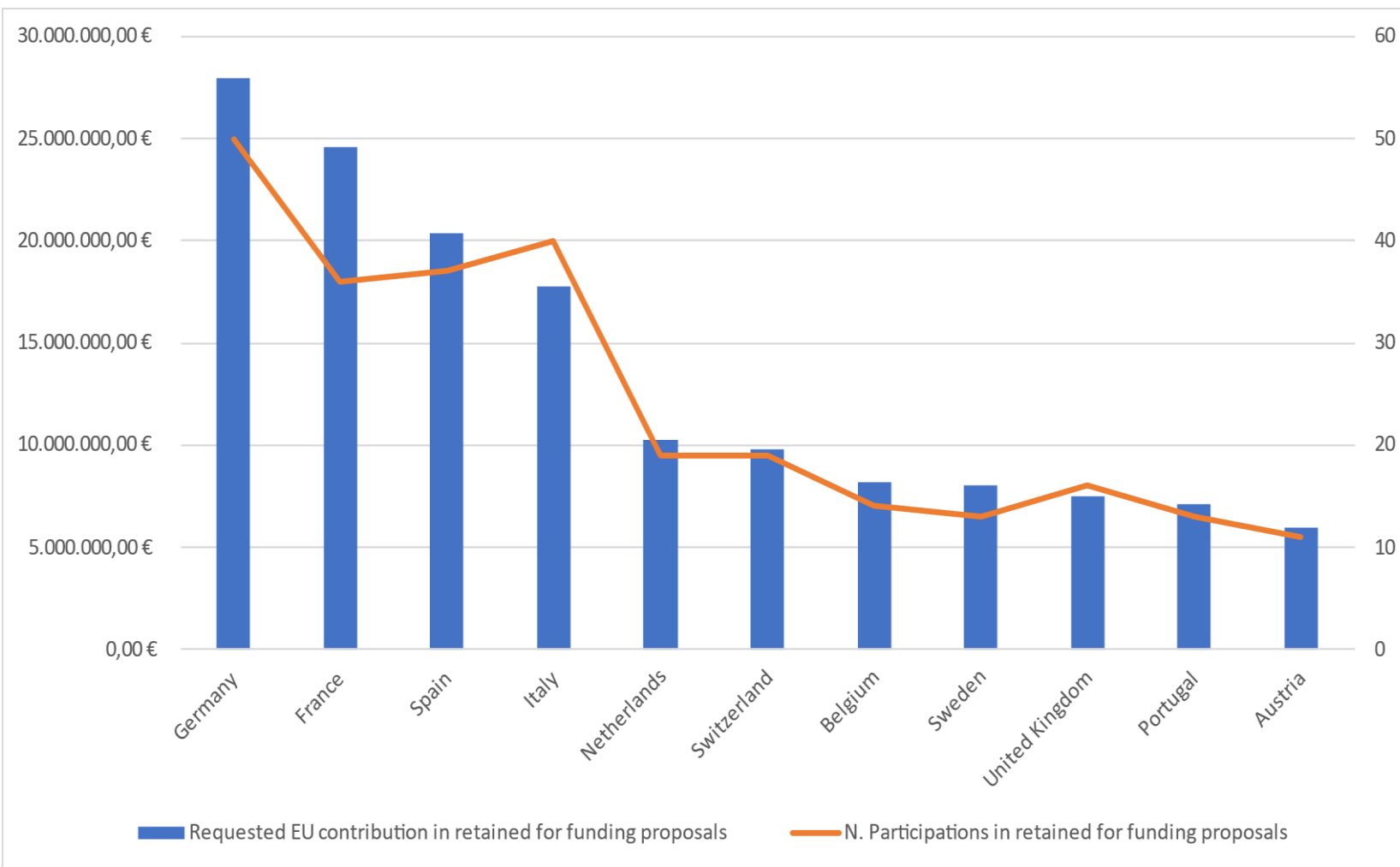
2.1. Potential impact

• Provide a **narrative** explaining how the project’s results are expected to make a difference in terms of impact, beyond the immediate scope and duration of the project. The narrative should include the components below, tailored to your project.

(a) Describe the unique contribution your project results would make towards (1) the **outcomes** specified for this Challenge, and (2) the **wider impacts**, in the longer term, **specified in the Challenge Guide.**



Pathfinder Open -2021

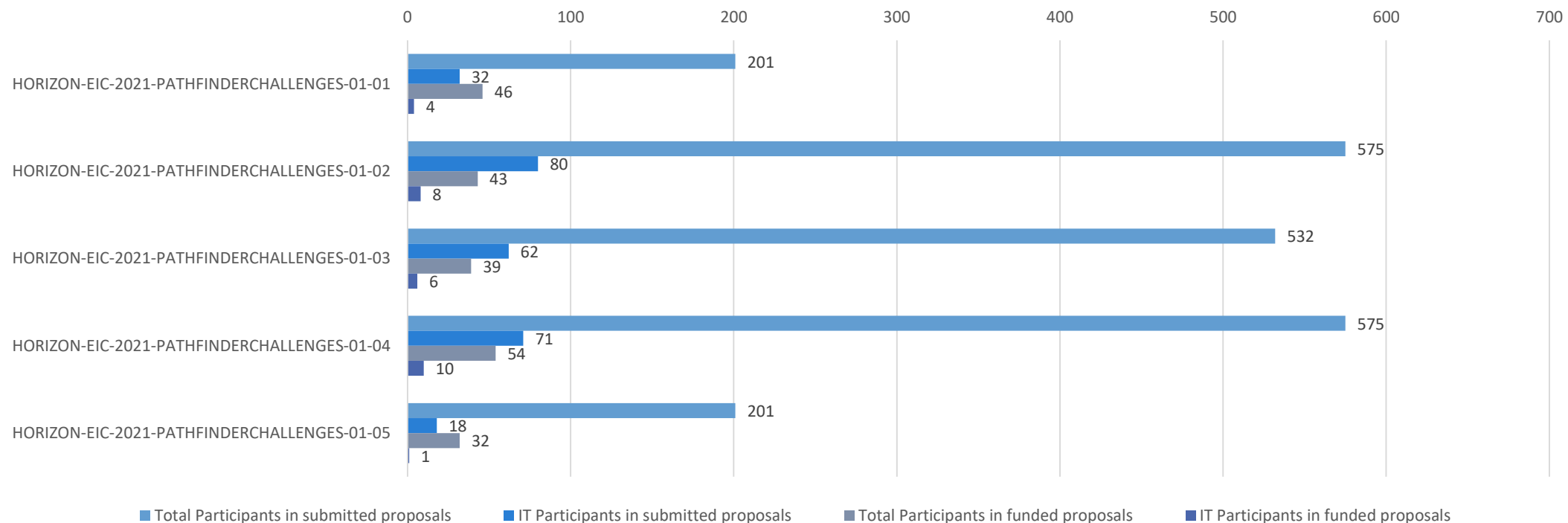


| Country | Requested EU contribution in retained for funding proposals | N. Participations in retained for funding proposals |
|----------------|---|---|
| Germany | 27.929.758,00 € | 50 |
| France | 24.622.071,00 € | 36 |
| Spain | 20.340.358,00 € | 37 |
| Italy | 17.789.213,00 € | 40 |
| Netherlands | 10.243.785,00 € | 19 |
| Switzerland | 9.783.286,00 € | 19 |
| Belgium | 8.191.494,00 € | 14 |
| Sweden | 8.063.493,00 € | 13 |
| United Kingdom | 7.505.316,00 € | 16 |
| Portugal | 7.094.122,00 € | 13 |
| Austria | 5.930.797,00 € | 11 |
| Norway | 4.233.256,00 € | 4 |
| Ireland | 3.438.668,00 € | 6 |
| Denmark | 3.394.351,00 € | 6 |
| Finland | 2.955.213,00 € | 5 |
| Hungary | 2.786.425,00 € | 5 |
| Greece | 2.092.936,00 € | 5 |
| Poland | 1.963.310,00 € | 5 |
| Israel | 1.932.290,00 € | 5 |
| Ukraine | 819.000,00 € | 2 |
| Czech Republic | 809.010,00 € | 3 |
| Luxembourg | 657.275,00 € | 2 |
| Serbia | 543.750,00 € | 1 |
| Turkey | 380.000,00 € | 1 |
| Slovenia | 353.230,00 € | 1 |
| Cyprus | 308.383,00 € | 1 |
| Slovakia | 264.000,00 € | 1 |



Pathfinder Challenges 2021

Pathfinder Challenges 2021



01-01 Awareness Inside

01-02 Tools to measure & stimulate activity in brain tissue

01-03 Emerging Technologies in Cell & Gene Therapy

01-04 Engineered Living Materials

01-05 Novel routes to green hydrogen production



European Innovation Council Pathfinder Open

Successful proposals | Cut-off 4 May 2022



858

PROPOSALS EVALUATED



57

PROJECTS CHOSEN



183 million

TOTAL EU CONTRIBUTION



3.2 million

AVERAGE EU GRANT



29

COUNTRIES



352

PARTICIPANTS

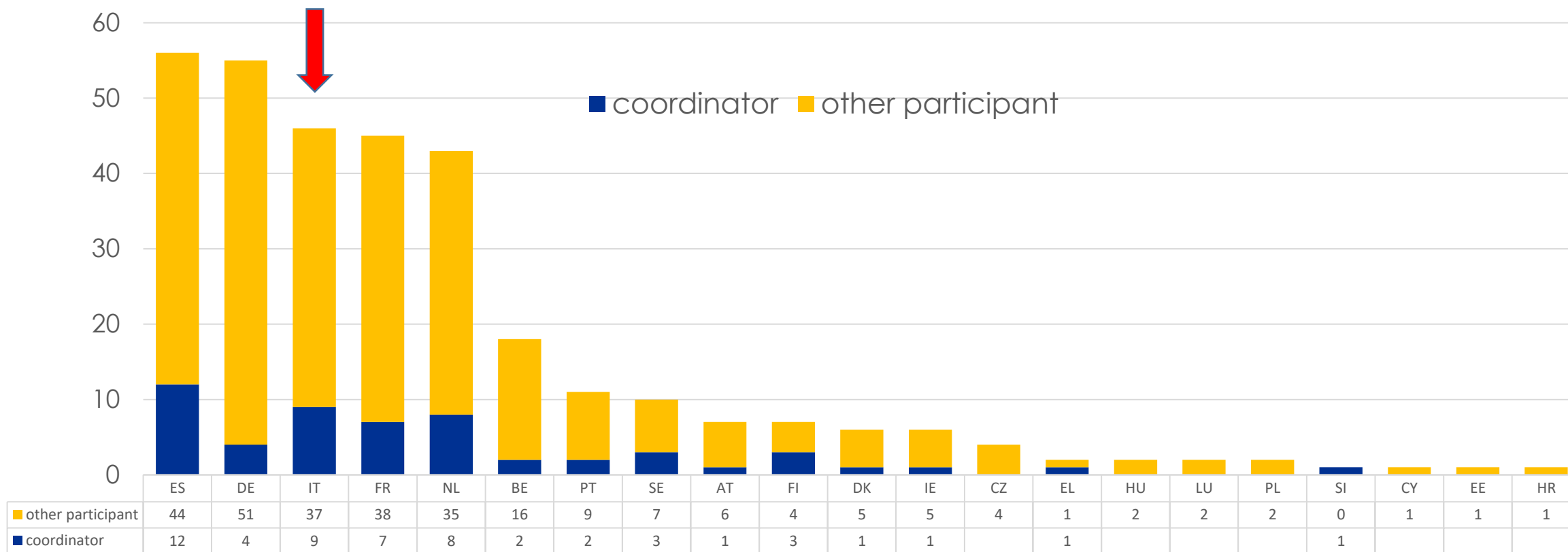
45% HIGHER EDUCATION,
26% RESEARCH ORGANISATIONS,
22% PRIVATE ORGANISATIONS,
8% OTHER

European
Innovation
Council





Pathfinder Open - Call Maggio 2022





Latest statistics - 19 October 2022



436

proposals evaluated



44

projects chosen



€167 million

total EU contribution



€3.8 million

average EU grant



29

countries

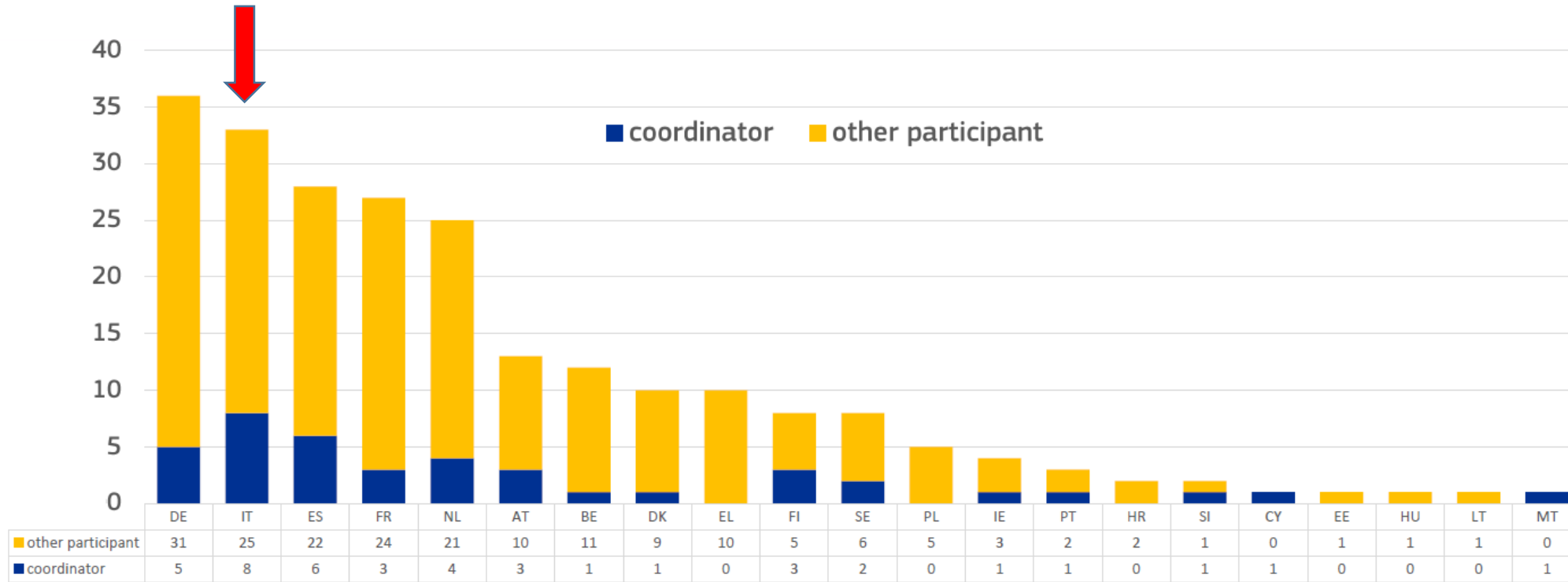


259

participants

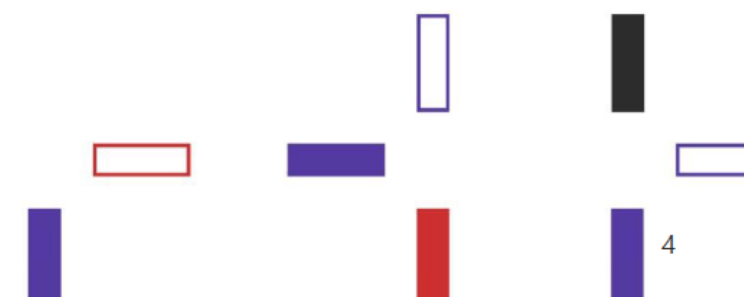


Pathfinder Challenges - Call Ottobre 2022



EU-27 countries: 89,2% of the participants (231)

*Including associated and affiliated partners






EUROPEAN INNOVATION COUNCIL WEBSITE

https://eic.ec.europa.eu/index_en

Projects funded by the EIC

Discover EIC projects in your region
or in your business area

[Browse projects](#) 



EIC TRANSITION OPEN & CHALLENGES



What is the EIC Transition?

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

- the maturation and validation of novel technology in the lab and in relevant application environments
- the development of a business case and (business) model towards the innovation's future commercialisation.

The **expected outcomes** of an EIC Transition project are:

- a technology that is demonstrated to be effective for its intended application (TRL 5/6)
- a business model, its initial validation and a business plan for its development to market.



EIC Transition open e challenge 2023

Why EIC Transition?

Support of novel technologies (TRL 5-6)

Commercialisation support

The Open funding support

Challenges: predefined thematic priorities (project portfolios)

Who can apply?

Pathfinder & H2020 FET

FET ERA NETs

EDF (PADR)

Challenges: Low TRL H2020

ERC PoC

Financial contribution

€0.5 - 2.5 mil

Booster grants up to
€50k
for extra activities

**Started 12 months before or ended less than 24 months after the call deadline*



EIC Transition 2023

Budget €128.36 million

- Open: €67.86 million
- Challenges: €60.5 million
 - Full scale Micro-Nano-Bio devices for medical and medical research applications;
 - Environmental intelligences;
 - Chip-scale optical frequency combs

Grants up to €2.5 million
(or more if well justified)

Applications

- Apply anytime
- 2 cut-offs
 - 12 April 2023
 - 27 September 2023



Who can apply?

MONOBENEFICIARIES

- SMEs – **no larger companies**
- Research Organisations (universities, research or technology organisation, teams, individual PI and inventors)

MULTIBENEFICIARIES

- Small consortia 2 to max. 5 legal entities: universities, research organisations, SMEs or **larger companies**, user/customer organisations (public authorities, industry)



Monobeneficiari o piccoli consorzi

2 beneficiaries

2 different countries

Beneficiaries

independent legal entities

3 beneficiaries

3 different countries
(min 1 Member State)

Countries

Member States or Associated countries

4 or 5
beneficiaries

min 3 different countries
(min 1 Member State)

Consortia

may include universities (TTOs), RTOs, SMEs, corporates, customer organisations, end users

(e.g. hospitals, utilities, industry, regulatory bodies, regulatory bodies, public authorities)



Example: Consortia with Associated Partner UK/CH

Uni - University
AE – Affiliated Entity



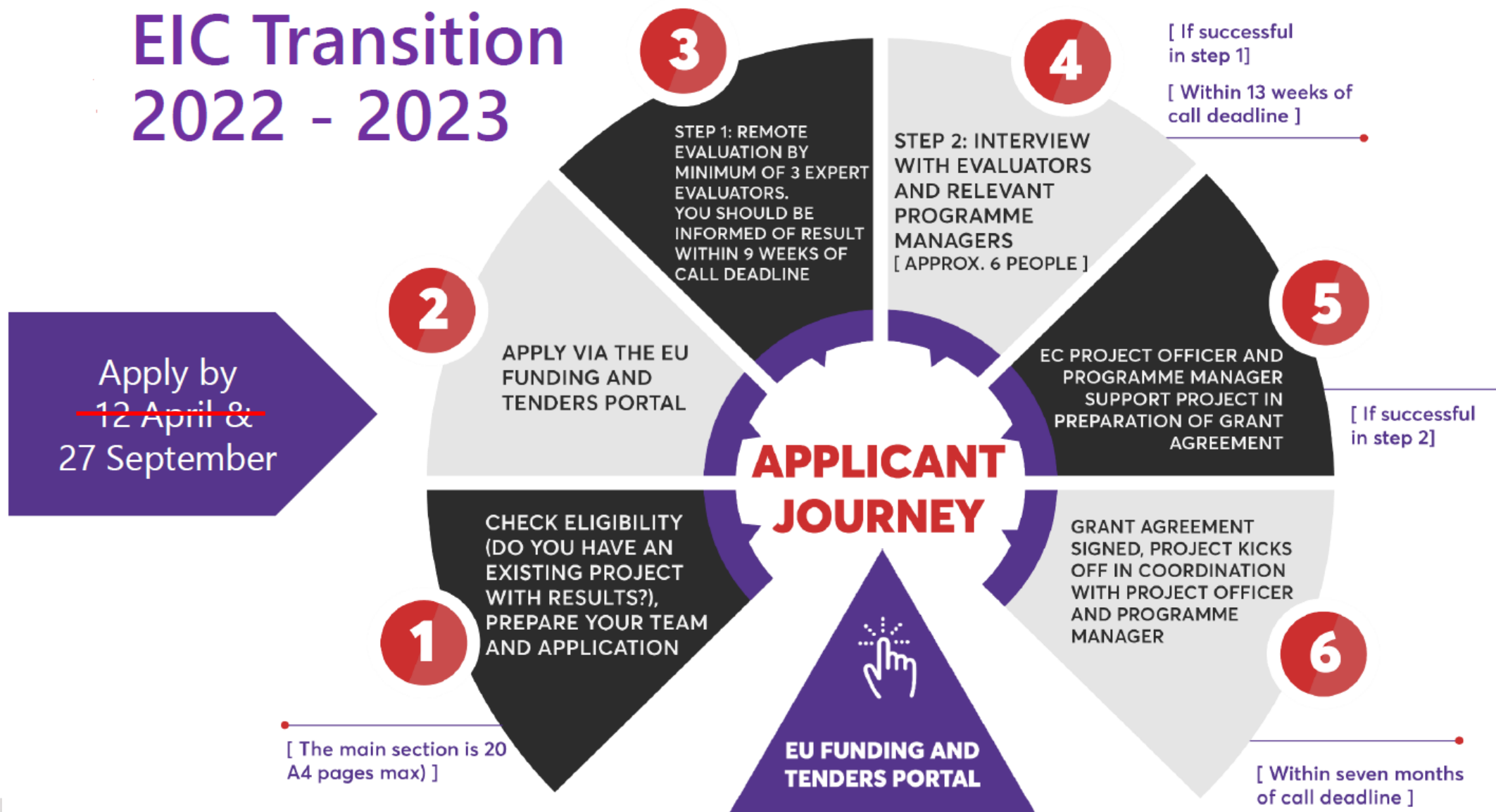
| Σ | Coordinator | Participant 2 | Participant 3 | Participant 4 | Participant 5 | Associated Partners |
|----------|------------------------|----------------------------------|--------------------|---------------|---------------|----------------------|
| 1 | University (DE) | | | | | Uni (CH) Uni (UK) |
| 1 | SME (FR) + AE Uni (FR) | | | | | |
| 2 | SME (HU) | SME (DE) | | | | Uni (UK) |
| 2 | SME (IE) | Research Org. (FR) | | | | Uni (UK) |
| 4 | Uni (NL) | SME (NL) | Research Org. (IT) | Uni (DE) | | Uni UK |
| 4 | SME (IT) + AE SME (IT) | Uni (IT) + AE-Research Org. (IT) | Uni (DE) | SME (ES) | | Uni (UK) |
| 4 | Research Org. (DE) | SME (DE) | Univ (DE) | Univ (AT) | SME (ES) | SME (UK) |



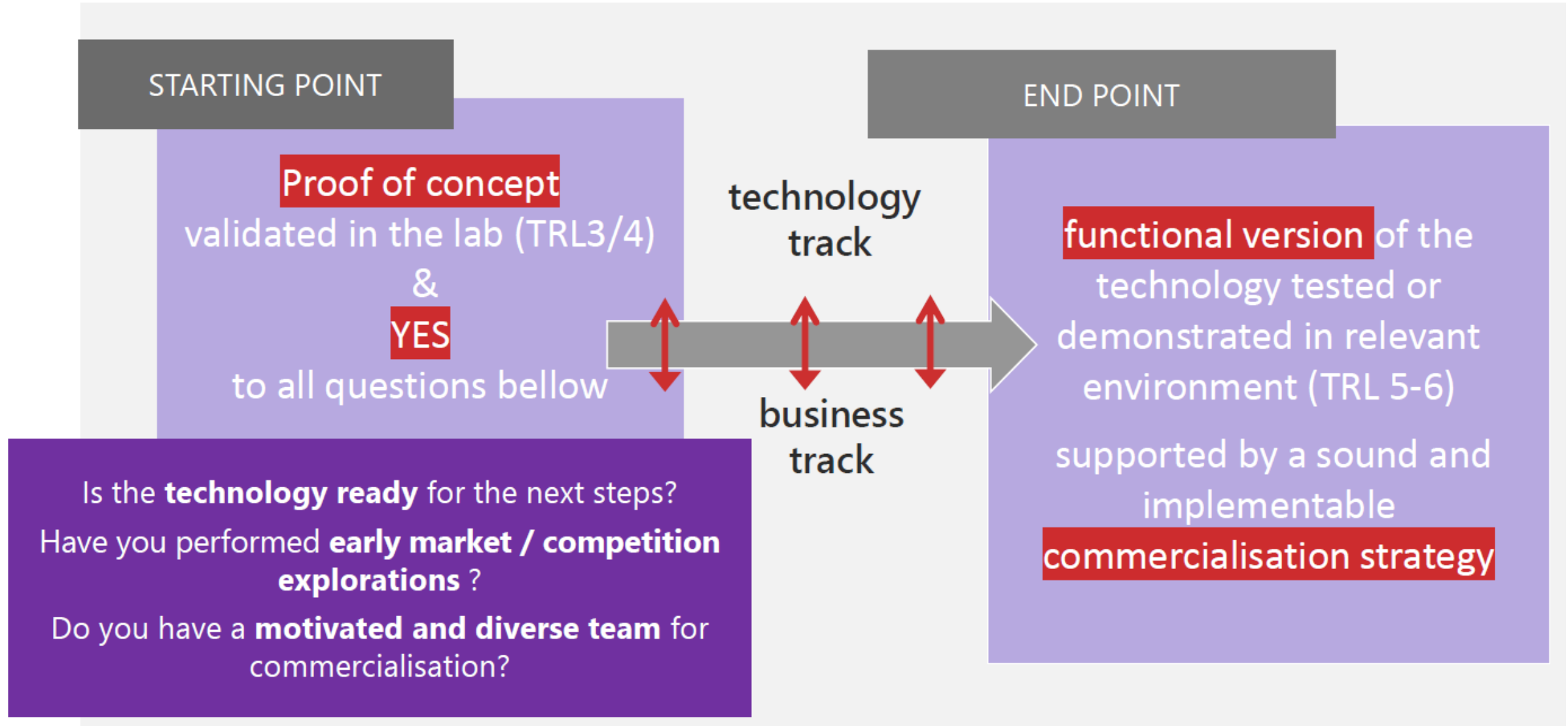
- **Absolutely YES!** WP2023 clearly mention this:
- If you **were not part of the eligible project** whose results are further developed in the EIC Transition proposal, **you need to include in your proposal a commitment letter** from the relevant owner(s) of the result(s),
- which confirms the **commitment of the owner of the eligible project result to negotiate** with you fair, reasonable and non-discriminatory **access to such results**, including IPR, for the purpose of future commercial exploitation.



EIC Transition 2022 - 2023



Elementi chiave di una buona proposta





A 'Transition to Technology' for collaborative project **to further develop strategic and high impact technology** up to TRL 5/6. This may require a multi beneficiary approach (e.g. SMEs, RTOs and potential users / customers).

A 'Transition to Market' for project **led by an SME/Start-up that identifies an opportunity** in the research results towards a specific market application. It may require, or lead to, a **license agreement** with the SME.

A 'Transition to Entrepreneurship' for project driven by **entrepreneurial researchers** to turn research results into a viable product **by looking for a suitable business model and creating spin off company**.

I finanziamenti EIC Transition sono disponibili anche per temi specifici.

Le EIC Transition Challenges 2023 sono:

- Full scale Micro-Nano-Bio devices for medical and medical research applications (HORIZON-EIC-2023-TRANSITIONCHALLENGES-01)
- Environmental intelligence (HORIZON-EIC-2023-TRANSITIONCHALLENGES-02)
- Chip-scale optical frequency combs (HORIZON-EIC-2023-TRANSITIONCHALLENGES-03)

Template of a commitment letter



In my/our capacity of representative(s) of (Name of the Institution/s owning the results) as [coordinator / partner] of linked project #number Acronym],



- I /we confirm [representing [identify the right owners]] or [being] the sole [owner/s] or [rights holder/s] of the result[s] [name or short description of the result[s] and relevant IP] produced in the linked project [project #number Acronym] and needed for the execution on the [proposal, Acronym],

And

- I/we confirm the commitment to negotiate with the applicant/s [name/s] of the proposal (Acronym of the proposal) the fair, reasonable and non-discriminatory access to research results, including IPR, for the purpose of future commercial exploitation

Or

- I/we confirm the existence of necessary agreements between (Name/s of the Institution/s owning the results) and the applicant/s [name/s of the applicant/s exploiting the results] in the proposal Acronym of the proposal] to commercialise the results [name or short description of the result[s] and relevant IP resulting from project [project #number Acronym].

Example of a commitment letter (2)



LETTER FOR OWNERSHIP OF IP
To whom it may concern

In our capacity of representative(s) of University XXXXX / Faculty of XXXXX / Institute XXXXX, as coordinator of linked project 123456 - YYYY,

1) We confirm being the sole rights holders of the results related to "-----" and relevant IP produced in the linked project 123456 - YYYY and needed for the execution on the "-----".

And

2) We confirm the existence of the necessary agreement between University XXXXX / Faculty of XXXXX / Institute XXXXX and the Company ZZZZ in the proposal "ppppp" to commercialize the results related to "-----" and relevant IP resulting from linked project 123456 - YYYY. Such agreement was entered into force on January 1, 2020 and grants exclusive exploitation rights to Company ZZZZ of Background Know-How, Materials and the following Patent Rights:

- Patent application WO/2018/123456 Filed on 01 January 2015, Title: "-----"
- Patent application EP12345678 Filed on 01 January 2016, Title: "-----"
- Patent application EP87654321 Filed on 01 January 2017, Title: "-----"
- Patent application EP12344321 Filed on 01 January 2018, Title: "-----"
- Patent application EP43211234 Filed on 01 January 2019, Title: "-----"

Download & adapt

- **Individual SME applicant invited to the interview** and not selected for funding will be awarded 'Seal of Excellence'.
- Applicants awarded the 'Seal of Excellence' will have access to **EIC Business Accelerator Services** and support to access other sources of funding.
- **Only** awarded to those applicants who give consent to **sharing** the data about their application with other eligible funding bodies





- **Need for focus on impact and higher business potential**
 - Some projects did not identify a promising market potential
- **Business Model and Market Analysis**
 - Preliminary Business and Market analysis part of proposal
 - Business Model validation and refinement of Market analysis alongside technology development
- **Technology Readiness Level**
 - Level 3 is the starting point in the proposal, cannot be less
 - Level 4 is preferred especially when high technological risks
 - Level 5 is too high. They can apply directly to Accelerator



Applicants must provide clarity on aspects related to

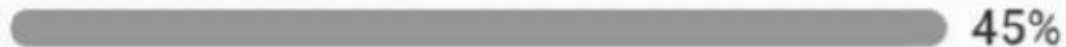
- Technical **milestones**,
- **IPR** ownership,
- budget and allocation of resources,
- **technical** and **business** risks,
- current and expected **TRLs** at the end of the project,
- **interdependence** of work packages and tasks,
- the **future exploiting team**, and
- the **credibility of the business objectives**.



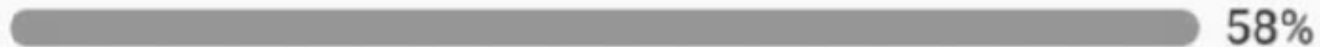
The novelty / disruptness of proposed innovation



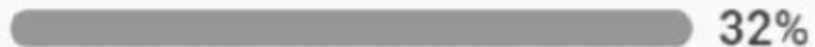
The business model



The team in the consortium or the exploitation partner



The lack of involvement of early users / customers



The lack of understanding of the market / competition



The wrong timing in terms of TRL, USP, feasibility



Lessons

- **Know the market** you plan to enter
- **Know the competition** you will face
- **Know the problem** you are solving

Major strengths of the GO proposals



The novelty / disruptiveness of the innovation



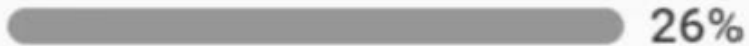
The incipient business model



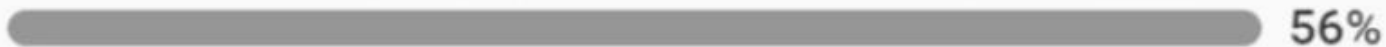
The team



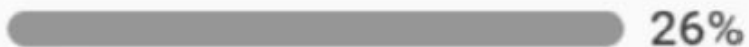
The involvement of users and early customers



The understanding and knowledge of the market competition



The right timing in terms of TRL (4 to 5/6), USP, feasibility

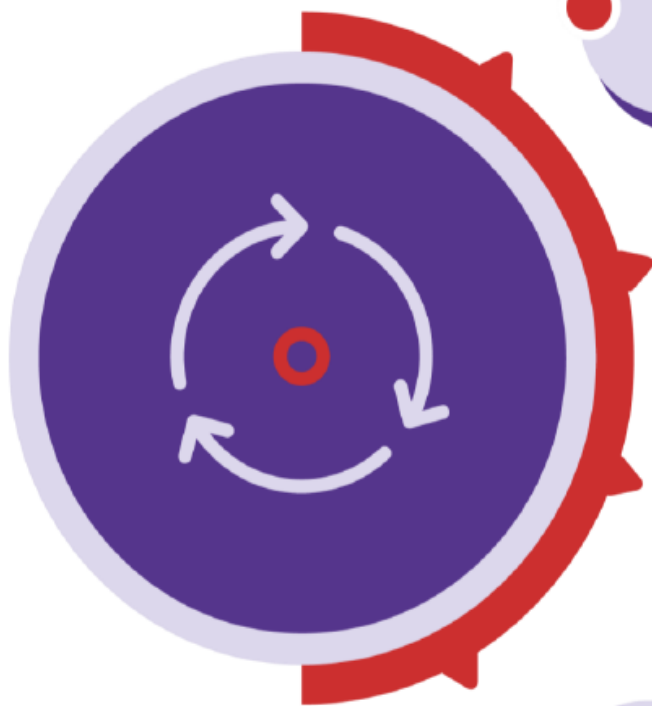


Successful proposals have

- **Great innovation**
- **Competent team** to develop technology and investigate market and business



Projects
or their
beneficiaries
funded through
EIC Pathfinder
& EIC Transition
are eligible to
apply for



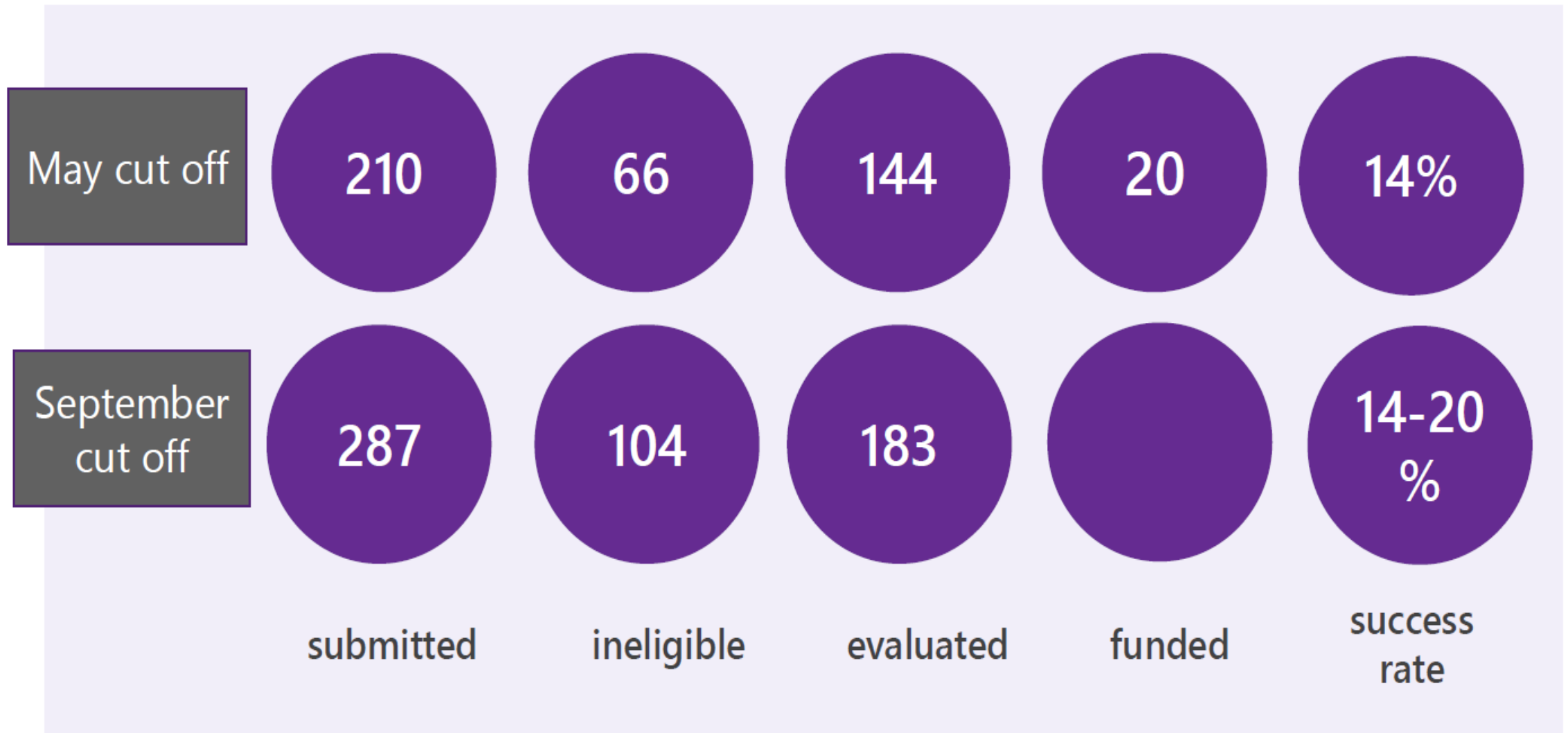
EIC Booster grants of up to €50,000 to undertake complementary activities

EIC Transition to transform their research results into innovation on the market

EIC Accelerator support via the **Fast Track** scheme

a wide range of **Business Acceleration Services**, including coaching and networking

EIC Transition Overall results 2022





A chi si rivolge EIC Accelerator?

Start up e PMI che cercano di sviluppare innovazioni ad alto impatto con il potenziale di creare nuovi mercati o di sconvolgerne di esistenti

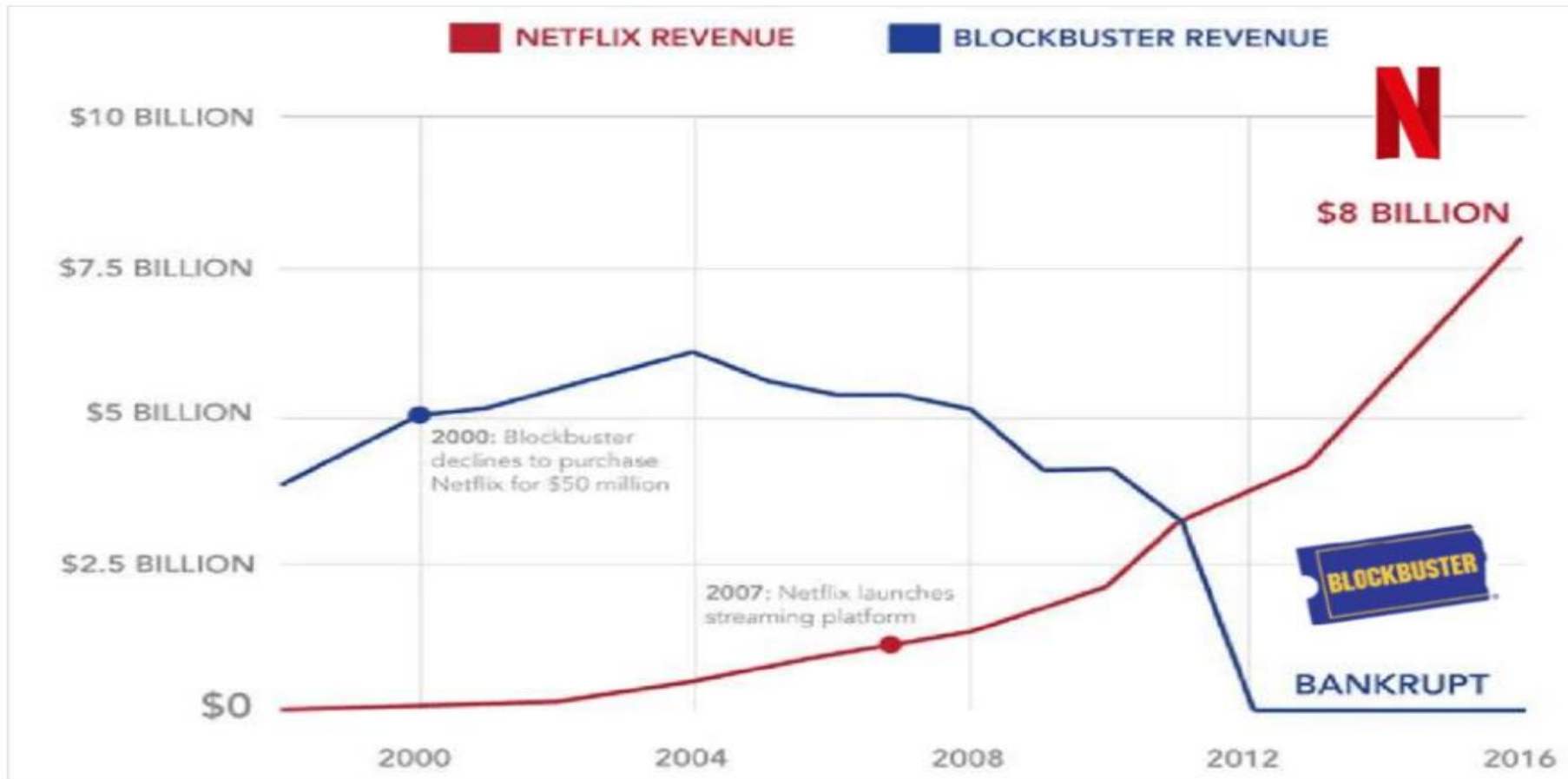
Innovazioni basate su scoperte scientifiche, innovazioni radicali (deep tech)

Innovazioni per cui sono necessari finanziamenti significativi per un lungo periodo di tempo e sono troppo rischiose per i soli investitori privati





Disruptive Innovation



Netflix vs Blockbuster (Cloud Technology Partner, 2017)



Chi può applicare all'EIC Accelerator

**STRUMENTO
MONOBENEFICIARIO**

SINGLE SME
(max 250 employees, not
subsidiary/majority owned by large
company)

SMALL MID-CAPS
(up to 500 employees) – for rapid
scale up and investment
component only

**Natural person(s) willing to set up
SME**
(natural person can apply on behalf of
the SME which intends to establish in
the EU)

Schemi di finanziamento

EIC Accelerator Open



to support **projects in any field** of science, technology or application without predefined thematic priorities ('bottom-up')

EIC Accelerator Challenges



to support projects within **predefined thematic areas** with the aim to achieve specific objectives for each Challenge



Grant only

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

Grant first

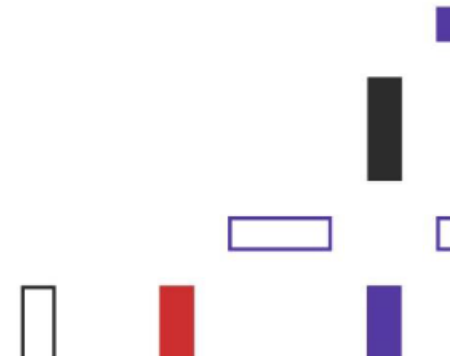
If your innovation still requires significant work to validate and demonstrate in relevant environments to assess its commercial potential

Grant & investment

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

Investment only

If you are looking to fill the funding gap for rapid scale-up of your high-risk innovation and you don't need a grant





Grant component

- maximum of less than **€ 2.5 million**
- eligible costs are reimbursed up to a maximum of **70%**
- small mid-caps are not eligible for a grant only



Investment component

- € 0.5 million and **maximum € 15 million**
- usually in the form of direct **equity** or quasi-equity
- **minority ownership** (maximum 25% of the voting shares of the company)
- **“patient capital” principle** (7-10 years perspective on average, max 15 years)



EIC Accelerator Open & Challenges 2023

Accelerator Challenges

| | |
|--|------------------------|
| Novel biomarker-based assays to guide personalised cancer treatment | € 65 million |
| Aerosol and surface decontamination for pandemic management | € 65 million |
| Energy storage | € 100 million |
| New European Bauhaus and Architecture, Engineering and Construction digitalisation for decarbonisation | € 65 million |
| 1) Emerging semiconductor & 2) Quantum technology components | € 100 million |
| Novel technologies for resilient agriculture | € 65 million |
| Customer-driven, innovative space technologies and services | € 65 million |
| Indicative call budget | € 523.5 million |

EIC Accelerator Challenges **individual workshops** will be organised by PM early next year

EIC Accelerator Open
Indicative budget
€ 611.7 million



The selection process in a nutshell

- The **Accelerator evaluation process** is composed of the **following phases**:
- **Screening of short proposals**: performed by remote evaluators, which leads to a GO or NO-GO to the next evaluation stage,
- **Evaluation of full proposals**, performed by remote evaluators, which leads to a GO or NO-GO to the next evaluation stage,
- **Interviews with participation of Jury Members** which leads to establishing the list of GO (funded) and NO-GO (non-funded) proposals



European
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Council



Welcome to the EIC AI Platform


In order to access this platform please authenticate yourself with **EU LOGIN**.


[→ Login with EU LOGIN](#)

https://eic.ec.europa.eu/eic-funding-opportunities/eic-accelerator-0_en



SHORT APPLICATION

European Innovation Council 



Search filter

Short proposal 190200479
short 1.0 draft

last saved: 11/07/2023, 10:33:40 by Valentina FIORONI
created: 11/07/2023, 10:33:40 by Valentina FIORONI contributors 1

- MY EIC
- OVERVIEW
- ABOUT
 - LEGAL NOTICE
 - HELP DESK

General Information

| | | |
|---------------|-------------------------|---------------------------------|
| General 8 | Proposal Number | Acronym |
| Opportunity 1 | 190200479 | <input type="text"/> 50 chars |
| Solution 1 | <input type="text"/> | |
| Competition 1 | This field is required. | |
| Impacts 1 | Full Title | <input type="text"/> 200 chars |
| Company 2 | <input type="text"/> | |
| Team 2 | This field is required. | |
| Funding 2 | Abstract | <input type="text"/> 1000 chars |
| Documents 2 | <input type="text"/> | |
| Submission 9 | <input type="text"/> | |



Esempio : Pitch di 10 slide





Step 1 (proposta + slide + Video)


- ↗ Durata massima: 3 minuti
- ↗ Membri principali del team (fino a tre persone)
- ↗ Illustrazione dell'innovazione e motivazione principale alla base della candidatura
 - ↗ Costruiamo il video in modo semplice
 - ↗ Obiettivo: mostrare il team che sta dietro l'idea/proposta
- ↗ Natural person: è possibile includere futuri membri del team o presentare il piano per acquisire le risorse
 - ↗ Il video può includere sottotitoli





EIC Accelerator Valutazione Short Proposal

Short Proposal

 Continuously open, results within approx. 4 weeks!

Respond to questions +
10 slide deck +
3 minute video

4 experts

At least 2 GOs

3 (4) No GOs

Full proposal

1 resubmission of short proposal possible

Criteria di valutazione short proposal



Excellence

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**?

Is the **timing** right for this innovation in terms of market, user, societal or scientific or technological trends and developments?

Impact

Does the innovation have potential to scale-up? 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?

Level of risk, implementation and need for Union support

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?

Please note that **the assessment will be based exclusively on these and no other evaluation criteria**
(a number of other aspects will be assessed in the full proposal evaluation)



Step 2 Full application

Dal 2 giugno è cambiata la procedura

Ideation

- The pain point / problem to be solved
- The current solutions and their limitations
- Your value proposition
- Your targeted customers
- Your innovation
- Your Unique Selling Point

Development

- The Objectives of your proposal
- The current status of your innovation
- The activities to develop your innovation, and their respective budget
- Your Team

Go to Market

- Your Targeted market
- Your Market size
- Your Business model
- Your Go2Market strategy
- Your Financial projections
- Your Financial needs
- Your IP assets and strategy
- The impact on the market and beyond



Step 2 Full application

New application form

Structure of the Proposal

The proposal contains two parts:

- **Part A** of the proposal is generated by the IT system. It is based on the information entered by the participants through the submission system in the Funding & Tenders Portal. The participants can update the information in the submission system at any time before final submission.
- **Part B** of the proposal is the narrative part that includes three sections that each correspond to an evaluation criterion. Part B needs to be uploaded as a PDF document following the templates downloaded by the applicants in the submission system for the specific call or topic. The templates for a specific call may slightly differ from the example provided in this document.

The electronic submission system is an online wizard that guides you step-by-step through the preparation of your proposal. The submission process consists of 6 steps:

- Step 1: Logging in the Portal
- Step 2: Select the call, topic and type of action in the Portal
- Step 3: Create a draft proposal: Title, acronym, summary, main organisation and contact details
- Step 4: Manage your parties and contact details: add your partner organisations and contact details.
- Step 5: Edit and complete web forms for proposal part A and upload proposal part B
- Step 6: Submit the proposal

delete



Part. B allineamento con i criteri di valutazione

Nuovo modulo di domanda parte B

- Nessun cambiamento radicale rispetto al modulo di progettazione della Piattaforma EIC
- opportunità di semplificare il modulo di domanda, in linea con le raccomandazioni del Consiglio dell'EIC
- Massimo 50 pagine + allegati (senza modifiche):
 - Allegato finanziario e bilancio - Pitch Deck - Analisi FTO - Data Management Plan
 - CV del personale chiave
 - Lettere di intenti



Part. B allineamento con i criteri di valutazione

| Part B – Table of content | | Main evaluation criteria addressed |
|--|--|--|
| EXECUTIVE SUMMARY | | |
| PART 1 – BUSINESS CASE | | |
| 1 | COMPANY DESCRIPTION | EXCELLENCE |
| 2 | THE PROBLEM/MARKET OPPORTUNITY | |
| 3 | THE INNOVATION: SOLUTION/ PRODUCT OR SERVICES (USP) | |
| 4 | MARKET ANALYSIS AND COMPETITION ANALYSIS | IMPACT |
| 5 | MARKETING AND SALES PLAN | |
| 6 | TEAM AND MANAGEMENT | LEVEL OF RISK, IMPLEMENTATION AND NEED FOR UNION SUPPORT |
| 7 | RISKS | |
| 8 | FINANCIAL PLAN | |
| PART 2 – EIC SPECIFIC INFORMATION | | |
| 9 | IMPLEMENTATION PLAN | LEVEL OF RISK, IMPLEMENTATION AND NEED FOR UNION SUPPORT |
| 10 | HOW EU SUPPORT TAKES THE COMPANY TO THE NEXT VALUE POINT | |
| 11 | THE FUNDING REQUEST | |
| 12 | BROAD IMPACT | IMPACT |



Allegato Finanziario Bilancio

| BALANCE SHEET | Year N-2 | Year N-1 | Year N | Year N+1 | Year N+2 | Year N+3 | Year N+4 | Year N+5 |
|--|----------|----------|---------|----------|----------|----------|----------|----------|
| Total assets | | | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 |
| <i>of which</i> | | | | | | | | |
| Cash and cash equivalents | | | | | | | | |
| Inventory | | | | | | | | |
| Accounts receivable | | | | | | | | |
| Property and Equipment | | | | | | | | |
| Intangible assets | | | | | | | | |
| Other assets | | | | | | | | |
| Outstanding liabilities | | | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 |
| <i>of which</i> | | | | | | | | |
| Accounts payable | | | | | | | | |
| Short-term debt | | | | | | | | |
| Long-term debt | | | | | | | | |
| Other liabilities | | | | | | | | |
| Equity | | | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 |
| <i>of which</i> | | | | | | | | |
| Share capital | | | | | | | | |
| Retained Earnings | | | | | | | | |
| Other equity | | | | | | | | |
| | | | | | | | | |
| Business metrics and ratios (please do not change for) | Year N-2 | Year N-1 | Year N | Year N+1 | Year N+2 | Year N+3 | Year N+4 | Year N+5 |
| Cash and cash equivalents | | | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 |
| Total Debt | | | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 |
| Total Equity | | | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 |
| Gross Margin, % | | | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| EBITDA Margin, % | | | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Debt-to-Equity ratio | | | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Return on Equity, % | | | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Return on Capital Employed, % | | | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Break-even (operating cashflows) | | | | | | | | |
| Cross-check: is the Balance Sheet balanced? | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 |

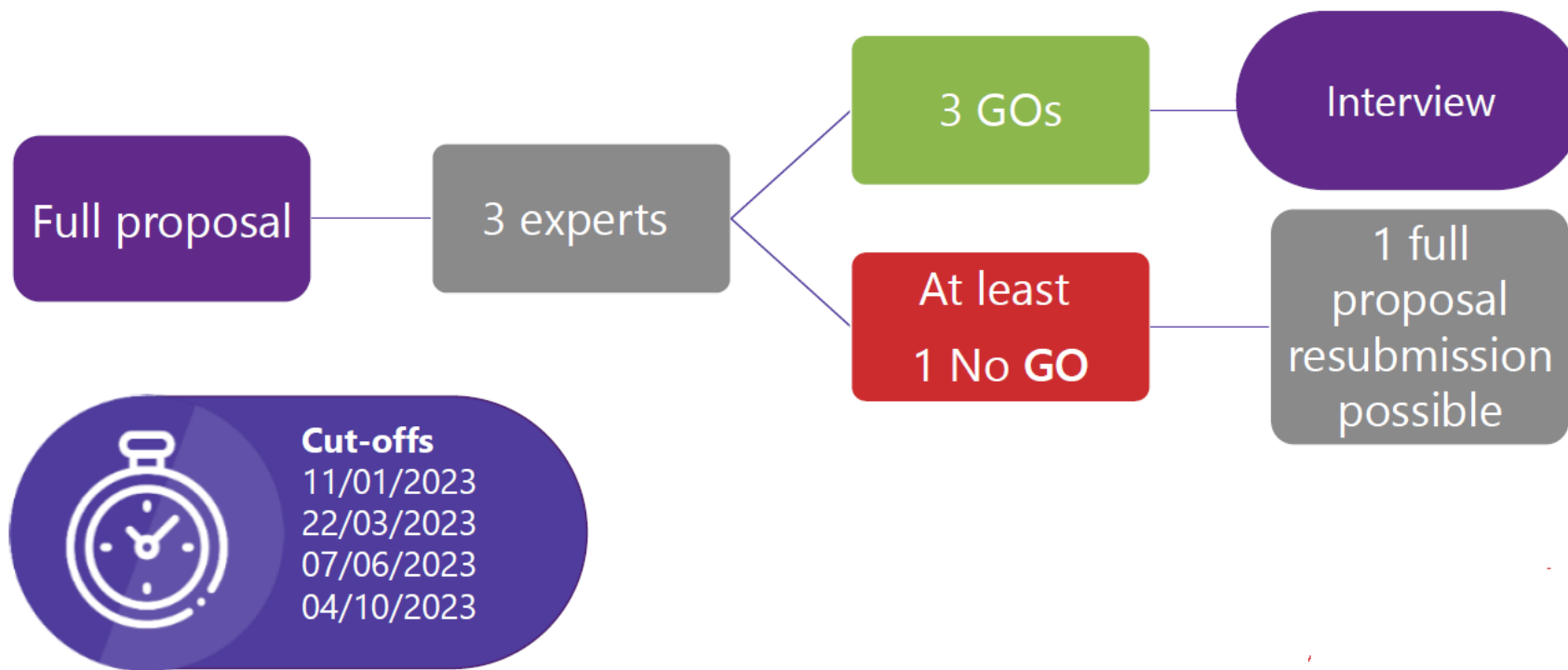


Pitch (10 slide) con queste si farà l'intervista se ammessi





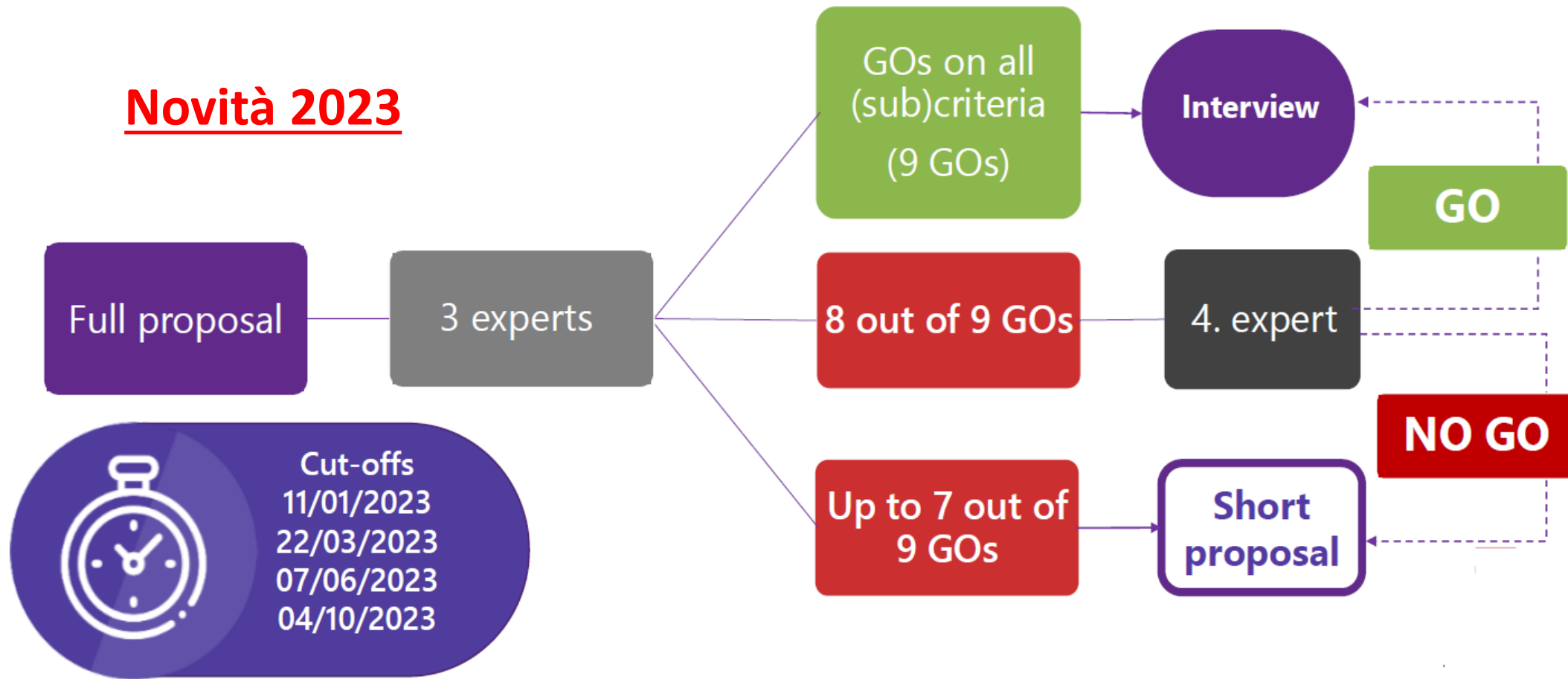
EIC Accelerator Valutazione Full Proposal (Prima Sottomissione)





EIC Accelerator Valutazione Full Proposal (Seconda Sottomissione)

Novità 2023





EIC Accelerator Valutazione Full Proposal

1

Breakthrough and market creating 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?

Additional consideration for EIC Accelerator Challenges ONLY: How relevant are the proposal objectives in contributing to the specific objectives of the Challenge?

2

Timing: Is the timing right for this innovation in terms of market, user, societal or scientific of technological trends and developments?

3

Technological feasibility: Is the innovation based on a technology or technologies 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?

Excellence

4

Intellectual Property: Does your company have the necessary Intellectual Property Rights to ensure freedom to operate and adequate protection of the idea?



EIC Accelerator Valutazione Full Proposal

Council 

1

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? Are the associated financial needs well assessed and realistic?

2

Broader impact: Will the innovation, if successfully commercialised achieve positive broader societal, economic, **environmental** or climate impacts?
Additional Consideration for **EIC Accelerator Challenges ONLY:** Does the proposed application have the potential to contribute to the specific objectives and achieve the expected outcomes and impacts set out in the Challenge?

3

Market fit & competitor analysis:
Has the potential market for the innovation been mers and relevant types of users, including women and men, definition of unique selling points and key differentiation from competitors? adequately assessed, including conditions and growth rates?
ZHas a competitive analysis been thoroughly performed, including identification of potential customers.

Impact

4

Commercialisation strategy.
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?

5

Key partners:
Have the key partners required to develop and commercialize the innovation been identified and engaged, including their roles/competences and a sufficient level of commitment and incentivisation?



EIC Accelerator Valutazione Full Proposal

1

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?

Level of risk, implementation & need for Union support

2

Milestones:

Is there a clear implementation plan with defined milestones, work packages and deliverables, together with realistic resources and timings?

3

Risk level of the investment:

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?

4

Risk mitigation:

Have the main risks (e.g. technological, market, financial, regulatory) been identified, together with measures to take to mitigate them?



The timing of the project is considered very good since there is a high medical need and current therapies are not proving sufficient options in terms of safety or efficacy.

The company shows a strong protection of the technology, with **4 patents granted**

The target market is growing extremely fast, with an expected **CAGR of 40% in 8 years**

The business model is coherent and clear with the type of work foreseen in the proposal

The team possesses the **right combination of scientific and business members**

The work packages and tasks described are well outlined and in line with the objectives of the project. The deliverables and milestones are well outlined and show critical elevating steps to be achieved for the development of the innovation

Risks are identified and countermeasures described thoroughly.

The mitigation measures are described and indicate a good knowledge of handling different issues.



EIC Accelerator Cut – off 2023

Short proposal evaluation

Submit **any time** during the year
Feedback within **4 weeks**

Full proposal -cut off

date when a round of evaluations
of **full proposals** start

Full proposal evaluation

| Cut-off | Interview weeks (tentative) |
|---------|-----------------------------|
|---------|-----------------------------|

| | |
|------------------|------------------------|
| *11 January 2023 | February 27 – March 10 |
|------------------|------------------------|

| | |
|---------------|-----------------|
| 22 March 2023 | May 22 – June 2 |
|---------------|-----------------|

| | |
|-------------|-------------------|
| 7 June 2023 | September 11 – 22 |
|-------------|-------------------|

| | |
|-----------------------|--------------------------|
| 4 October 2023 | November 27 – December 8 |
|-----------------------|--------------------------|

**Only Open*

Interviste – dove, quando, chi, come?



- Tutte le ultime interviste on-line e si terranno nell'arco di una settimana
- Le aziende devono dare la loro disponibilità al momento della submission



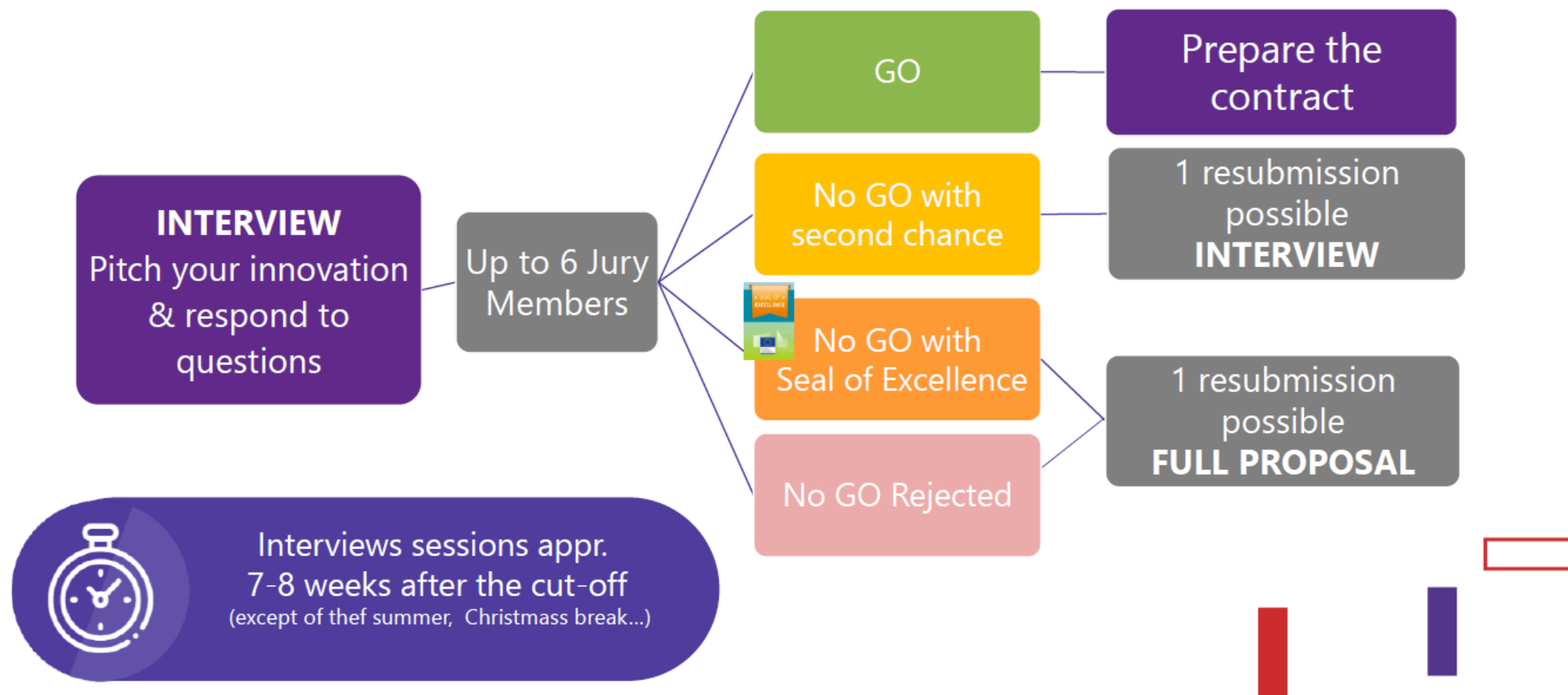
- Max 3 rappresentanti per azienda/proposta
- Vietata la presenza di parti terze (no consulenti)
- Raccomandata la presenza di figure aziendali chiave



- **Le aziende devono preparare un pitch e inviarlo al momento dell'application**
- Non c'è un modello di pitch fornito dalla Commissione
- 75' ad azienda (40' on-line)



EIC Accelerator Valutazione Interviste



Accelerator va bene per il mio progetto? Alcune indicazioni

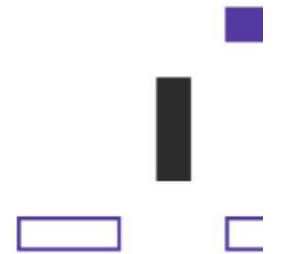


| Excellence/Challenges | Il nuovo prodotto/servizio è relativo ad uno degli ambiti previsti dalle challenges?: | Note |
|----------------------------------|---|--|
| <u>Competition</u> | Ci sono soluzioni alternative sul mercato? | Non ci sono soluzioni con prestazioni paragonabili |
| Attività di Ricerca/Deeptech | Da quanti anni il nuovo prodotto è in sviluppo | Almeno due anni, l'azienda nasce da un progetto di R&S |
| Proprietà intellettuale | E' coperto da brevetti? | Brevetto approvato |
| <u>Impact</u> | | |
| Market traction | Il nuovo prodotto ha raccolto interesse da potenziali clienti? | Ha già venduto una prima versione su scala limitata |
| Scalabilità del mercato | Quanto vale il mercato di riferimento? | oltre 5 miliardi |
| Investimento da capitale privato | L'azienda ha raccolto da investitori privati in passato? | Si tra 1 è 10 milioni |
| <u>Implementation</u> | | |
| Crescita finanziaria | L'azienda ha stimato le proiezioni di vendita per i prossimi 3 o 5 anni? | Si è a 5 anni è maggiore di 10 milioni |
| Esperienza di vendita | Il team ha esperienza di vendita | Almeno un membro ha esperienza di vendita nel settore |
| Investimento richiesto | Quanto l'azienda intende richiedere all'EIC (tot grant+equity)? | Almeno 5 milioni tra grant + equity |



Due diligence

- The **EIB** performs due diligence and prepares the investment proposal:
 - Risk assessment, compliance and KYC
 - Product and technology
 - Market and competition
 - Commercialization strategy
 - Business plan and financial projections
 - Management
 - Board and governance
 - Ownership and capital structure
 - Optimal investment structure





Investment scenarios*

- **Bucket 0:** No Go. Substantial negative issues preventing any investment (fraud, misrepresentation, refusal or failure to submit requested information, manifest error of appreciation by the EC, substantial negative changes of circumstances)
- **Bucket 1: companies non-investment ready**, remaining very high risk despite the awarded EIC Accelerator support. The EIC Fund
 - will perform **full due diligence**; and
 - may proceed with the investment using **quasi-equity (or combined with equity)**, or propose to **revert to “grant first”**.
- **Bucket 2: potential investors show immediate interest in co-investing** alongside the EIC Fund.
 - **Equity investment** is at least **matched** by these other potential **qualified investors** (i.e. which will cover **at least 50% of the round**), having an **objective of 1:3** leverage for the full EIC investment cycle.
 - The **EIC Fund may rely** on financial, commercial and technology **due-diligence performed by the qualified lead investor** and may seek alignment to their terms.
- **Bucket 3:** potential investors show immediate interest in providing the full investment.



Plug-In e Fast-Track pagine di riferimento

https://eic.ec.europa.eu/eic-funding-opportunities/eic-accelerator/fast-track-and-plug-schemes-eic-accelerator_en

https://eic.ec.europa.eu/eic-funding-opportunities/eic-accelerator/fast-track-and-plug-schemes-eic-accelerator/list-programmes-certified-plug-scheme_en

https://eic.ec.europa.eu/eic-frequently-asked-questions_en



| Cut - Off marzo 2023 proposte presentate | | ITALIA |
|--|-----|--------|
| • Totale proposte ricevute open + challenges | 551 | 44 |
| • Proposte open | 468 | |
| • Proposte totali - 7 challenges | 83 | |
| • Novel technologies for resilient agriculture | 23 | |
| • Emerging semiconductor or quantum technology components | 17 | |
| • Energy storage | 12 | |
| • Customer-driven, innovative space technologies and services | 12 | |
| • Novel biomarker-based assays to guide personalized cancer treatment | 8 | |
| • New European Bauhaus and Architecture, Engineering and Construction digitalisation for decarbonisation | 6 | |
| • Aerosol and surface decontamination for pandemic management | 5 | |



| Cut - Off marzo 2023 proposte presentate | | ITALIA |
|---|-----|--------|
| • Totale proposte ricevute open + challenges | 551 | 44 |
| • Proposte open | 468 | |
| • Proposte totali - 7 challenges | 83* | |

*Il numero contenuto di proposte presentate a livello europeo nella prima scadenza 2023 sulle 7 challenges può rappresentare una opportunità interessante per aziende che sviluppano tecnologie in linea con gli obiettivi della challenge.

Si raccomanda di leggere con attenzione gli obiettivi delle singole challenges descritti del Work Programme 2023 ed i criteri di valutazione.

Link:

https://eic.ec.europa.eu/eic-funding-opportunities/eic-accelerator-0_en



News! Cut-off 21 Giugno

The EIC Accelerator cut-off closed on **21 June 2023** with **648** full proposals submitted. This marks an increase compared to the previous cut-offs in **January and March 2023** (respectively **476** and **551** full proposals submitted). This also follows the switch in the application platform that took place on 2 June 2023. Applicants come from 34 countries, including 15 widening countries, and around **one fifth (107)** applied to the set of strategy challenges identified for 2024.



EIC Accelerator : October 2022- Submitted proposals – Country and budget requested





| Cumulativo 2021 & 2022 | 2022 |
|------------------------|----------------|
| France 62 | Germany 36 |
| Germany 59 | France 34 |
| Netherlands 40 | Netherlands 22 |
| Spain 30 | UK 18 |
| Israel 24 | Spain 16 |
| UK 23 | Sweden 13 |
| Finland 21 | Finland 12 |
| Sweden 20 | Belgium 10 |
| Ireland 16 | Ireland 9 |
| Denmark 14 | Italy 8 |
| Belgium 14 | Austria 8 |
| Italy 13 | Israel 8 |
| Norway 10 | Denmark 6 |
| Austria 10 | Portugal 5 |
| Portugal 7 | Norway 5 |

EIC Accelerator imprese
finanziate



UK, Germany, France and Sweden are the largest Deep Tech ecosystems in Europe. Switzerland, Sweden, Finland and Norway are the most Deep Tech focused ecosystems.



| | Deep Tech VC investment (2016-2022) | Deep Tech as % of VC investment (2016-2022) | Important Deep Tech clusters |
|----------------|-------------------------------------|---|--|
| UK | \$28.7B | 21% | Oxford-Culham-Harwell-Abingdon, Cambridge, Bristol, Dundee, Warwick, Southampton, Edinburgh, London* |
| Germany | \$12.8B | 21% | Berlin, TU Munich, Fraunhofer, KIT, RWTH Aachen University, Uni Mainz, Darmstadt University of Technology, Ulm, German Aerospace Center |
| France | \$9.8B | 18% | Paris, CEA (Atomic Energy Commission), Vision Institute, LNE-SYRTE, LP2N, Grenoble Institute of Technology, Inria, Sorbonne (incl. ISIR) |
| Sweden | \$8.5B | 33% | Lund, KTH Royal Institute of Technology, Luleå University of Technology, Uppsala, Karolinska Institute, Chalmers |
| Switzerland | \$6.7B | 35% | ETH Zurich, Swiss Federal Institute of Technology Lausanne, EPFL, IDSIA, UZH |
| Netherlands | \$3.2B | 18% | Eindhoven/Brainport-ASML-NXP-Philips, Delft, Wageningen, TNO, University of Amsterdam, Twente |
| Finland | \$2.4B | 32% | VTT, Aalto, Oulu, University of Helsinki |
| Spain | \$2.2B | 15% | Starlab, Polytechnic University of Catalonia (incl. ICFO) |
| Norway | \$1.7B | 27% | NTNU |
| Ireland | \$1.1B | 11% | Limerick, Dublin |
| Belgium | \$1.0B | 16% | Ghent, Leuven-Imec, Hasselt, Antwerp, UCLouvain, Vrije Universiteit Brussel |
| Denmark | \$1.0B | 14% | Odense, University of Copenhagen, SDU |
| Italy | \$744M | 13% | Politecnico Milano, Politecnico Torino, University of Milan, IIT |
| Austria | \$517M | 13% | Tu Wien, University of Applied Sciences Technikum Wien |
| Poland | \$489M | 24% | Warsaw University of Technology, Wrocław University of Science and Technology, Polish Center for Technology Development |
| Portugal | \$338M | 23% | University of Porto, University of Lisbon, Universidade NOVA de Lisboa |



APRE

Agenzia per la Promozione
della Ricerca Europea

EUROPEAN INNOVATION COUNCIL:

EIE and EIT

Napoli 21 luglio 2023

*La presentazione è basata su materiale della Commissione Europea



EIE – European Innovation Ecosystem



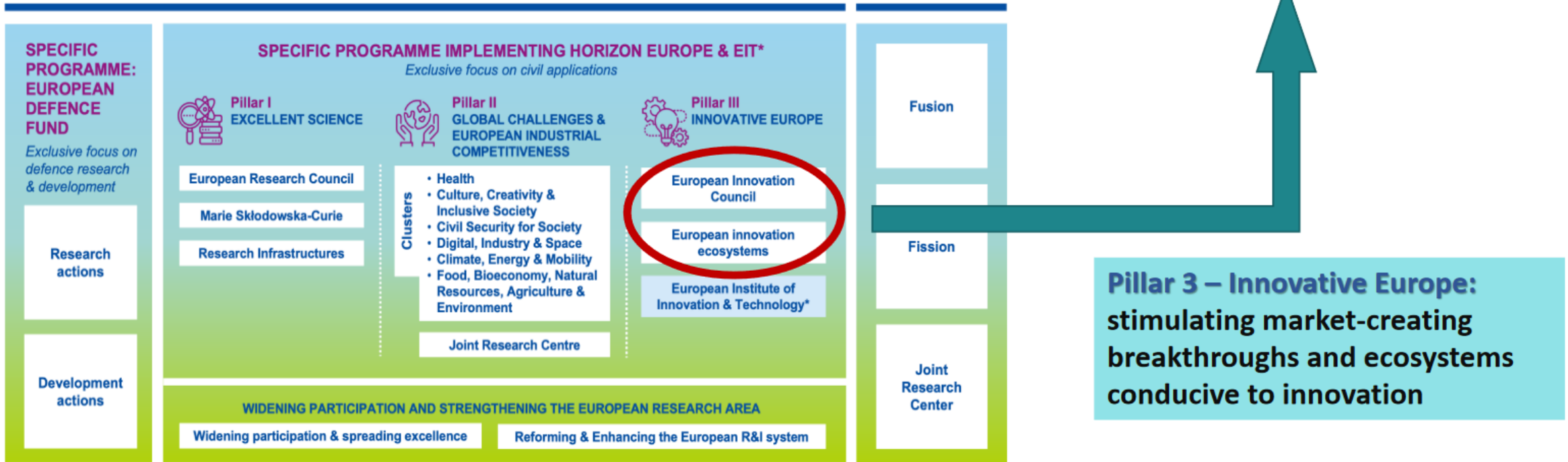
Horizon Europe



Horizon Europe is implemented through **work programmes** which set out funding opportunities.

HORIZON EUROPE

EURATOM



* The European Institute of Innovation & Technology (EIT) is not part of the Specific Programme



Le destinazioni e i bandi del programma di lavoro European Innovation Ecosystems

Il programma di lavoro 2023–2024 prevede azioni nell'ambito di due destinazioni: CONNECT e INNOVSMES.

Le azioni della destination CONNECT si concentrano sulla costruzione di ecosistemi di innovazione interconnessi e inclusivi in tutta Europa, sfruttando i punti di forza degli ecosistemi esistenti a livello nazionale, regionale e locale e incoraggiando il coinvolgimento di tutti gli attori e i territori per definire, intraprendere e realizzare azioni collettive ambiziose e che affrontano sfide a beneficio della società, comprese le transizioni verdi, digitali e sociali.

L'azione nella destination INNOVSMES sosterrà il partenariato europeo per le PMI innovative, che aiuterà le PMI innovative ad aumentare la loro capacità e produttività in materia di ricerca e innovazione e ad inserirsi con successo nelle catene globali del valore e nei nuovi mercati.



Objective

Connected & efficient innovation ecosystems

- Support the scaling of companies
- Encourage innovation
- Stimulate cooperation among national, regional & local innovation actors



Expected impacts

- ✓ **Interconnected, inclusive & efficient** innovation ecosystems across Europe
- ✓ Elevated **scalability potential** of business
- ✓ Innovative **SMEs growth** accessing markets & embedding in global value chains



Mostly **CSAs and Co-fund actions**, biannual WPs



EUR 527 million (2021-2027)



All ecosystem actors

[wp-10-european-innovation-ecosystems_horizon-2023-2024_en.pdf](https://europea.eu/wp-10-european-innovation-ecosystems_horizon-2023-2024_en.pdf) (europa.eu)



Work Programme 2023-24

Policy Context

- Communication about new European Innovation Agenda



Brussels, 5.7.2022
COM(2022) 332 final

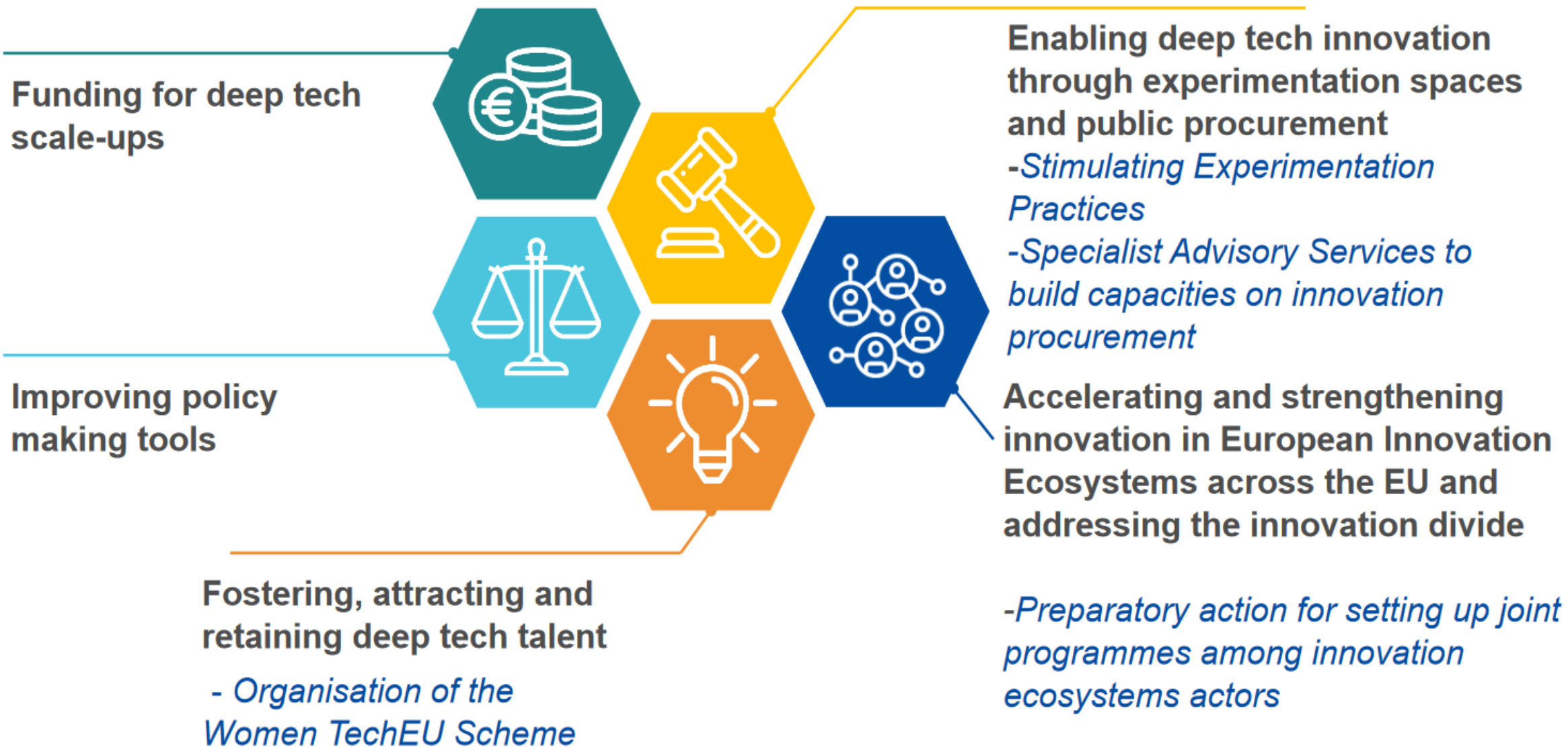
COMMUNICATION FROM THE COMMISSION TO THE EUROPEAN
PARLIAMENT, THE COUNCIL, THE EUROPEAN ECONOMIC AND SOCIAL
COMMITTEE AND THE COMMITTEE OF THE REGIONS

A New European Innovation Agenda

{SWD(2022) 187 final}

EN

EN





In linea con la [nuova agenda europea per l'innovazione](#) , le **Regional Innovation Valleys** mirano a creare valli regionali dell'innovazione collegate in tutta l'Unione europea, coinvolgendo le regioni con prestazioni di innovazione inferiori, basandosi su aree strategiche di forza e specializzazione regionale (definiti nelle loro strategie di specializzazione intelligente), a sostegno delle principali priorità dell'UE.

la Commissione europea ha stanziato **122 milioni di euro** nell'ambito di Horizon Europe (Ecosistemi europei dell'innovazione) e del Fondo europeo di sviluppo regionale (strumento per gli investimenti interregionali nell'innovazione (I3)).

I bandi sono aperti dal 17 maggio al 17 ottobre 2023. Si tratta di un bando di una certa complessità per un approfondimento fare riferimento al Programma di Lavoro ed alle informazioni pubblicate dalla Commissione:

Link:

- https://research-and-innovation.ec.europa.eu/strategy/support-policy-making/shaping-eu-research-and-innovation-policy/new-european-innovation-agenda/new-european-innovation-agenda-roadmap/flagship-3-accelerating-and-strengthening-innovation-european-innovation-ecosystems-across-eu-and_en



Who can apply? (1)

Eligibility conditions

Participation, as beneficiaries of:

- At least **five (5) national or regional authorities** from at least five (5) different Member States or Associated Countries, of which,
 - ✓ at least **two (2) are representing a 'moderate' or 'emerging' innovator region** and
 - ✓ at least **one (1) is representing a 'strong' or 'innovation leader' innovator region**



Who can apply? (2)

Target group (indicative)

- **National and/or regional innovation authorities** (**min eligibility requirement**)
[shape innovation policies/programmes and able to provide 50% co-funding]
- **Other relevant entities** (*research institutions, universities, companies, clusters, innovation intermediaries, etc.*)
 - ✓ **as beneficiaries** (able to provide 50% co-funding) - for HE eligible countries
 - ✓ **as associated partners** - for HE non-eligible countries



Objective

Strong innovation ecosystems across the EU, by accelerating the development and deployment of innovation, including deep tech innovation, to address the most burning challenges facing the EU

This action is intended to create connected **REGIONAL INNOVATION VALLEYS** across EU, involving regions with lower innovation performances and **building on strategic areas of regional strength and specialization** (in support of key EU priorities).

Successful applicant regions get the label.





CONNECT



Call: **Stimulating Experimentation Practices (2023-02-01)**

Open: 08/06/2023 Close: 21/09/2023

Target group(s): Public innovation authorities + EIT KICs + private actors (innovators, SMEs, Start-ups) + NGOs.

Main expected outcome:

Efficient testing of disruptive innovations and improve innovation framework conditions, in line with the [New European Innovation Agenda](#);

Applicants should:

- identify **an area** where Innovative solutions emerge
 - Innovation areas which are hampered by existing regulation
 - Or Innovation areas which are unregulated
- Areas in which there is a need for testing before deployment to market (including smart specialisation)
- Propose an action plan for setting up an experimentation space
- Implement the experimentation space
- Identify potential legal, regulatory, fiscal, technical and operational pre-requisites or barriers for helping policy makers to foster further innovation

| Type of Action | CSA |
|------------------------------------|--|
| Total Indicative budget | 4 M€ |
| Expected EU contribution / project | 1 M€ |
| Expected grants to be signed | 4 |
| Estimated project duration | Not specified |
| Additional eligibility criterion | <p>at least three (3) legal entities, of which:</p> <ul style="list-style-type: none"> • at least one (1) in a 'moderate' or 'emerging' innovator region <u>and</u> • at least one (1) in a 'strong' or 'innovation leader' innovator region. |
| Lump sum grant | Eligible costs will take the form of a lump sum. |

**CONNECT**Call: **Stimulating Experimentation Practices (2023-02-01)**

Open: 08/06/2023 Close: 21/09/2023

Activities

- Identification of areas where experimentation could facilitate the deployment of disruptive technologies by establishing a regulatory Sandbox, living lab or test bed.
- Awareness raising and enhanced knowledge on the existing experimentation frameworks for testing innovation
- Identify and scale up best practice examples of regulatory sandboxes, living labs and test beds
- Connect innovators with organisations that practice experimentation
- Creation or use of networking and coordination structures and tools (EIT KICs listed as example)
- Establishment of an experimentation space or cooperation with existing services
- Address the question of intellectual property right related to disruptive technologies



CONNECT



Call: **Specialist advisory services to build capacities on Innovation procurement (2023.1)**

Open: 08/06/2023 Close: 21/09/2023

Target group(s): Public and private procurers + state owned enterprises + private actors (SMEs, Start-ups) + R&I actors/networks + EIT KICs

Main expected outcome:

Enhance the use of innovation procurement (on both the procurers and companies side)
Develop the role of specialist advisory service providers

Expected from specialist advisory service providers:

- Specialised knowledge on one or more market sector(s) and a good awareness of the national, regional, or local innovative start-ups and SMEs which are active in their sector(s) of specialisation;
- Strong awareness of market opportunities that exist in their sectors of expertise
- Good understanding of both public procurers needs and possible solutions from suppliers
- Good technical background on their sectors
- Thorough knowledge of relevant procurement procedures
- Strong knowledge of and good connections to innovative SMEs and the start-up environment, including the European Innovation Council (EIC) and the EIT, as well as other EU and national networks (Enterprise Europe Network, Startup Europe, etc.).

| Type of Action | CSA |
|------------------------------------|--|
| Total Indicative budget | 4 M€ |
| Expected EU contribution / project | 1 M€ |
| Expected grants to be signed | 4 |
| Estimated project duration | Not specified |
| Additional eligibility criterion | <p>at least three (3) legal entities, of which:</p> <ul style="list-style-type: none"> • at least one (1) in a 'moderate' or 'emerging' innovator region <u>and</u> • at least one (1) in a 'strong' or 'innovation leader' innovator region. |
| Lump sum grant | Eligible costs will take the form of a lump sum. |



EIT - European Institute of Innovation & Technology



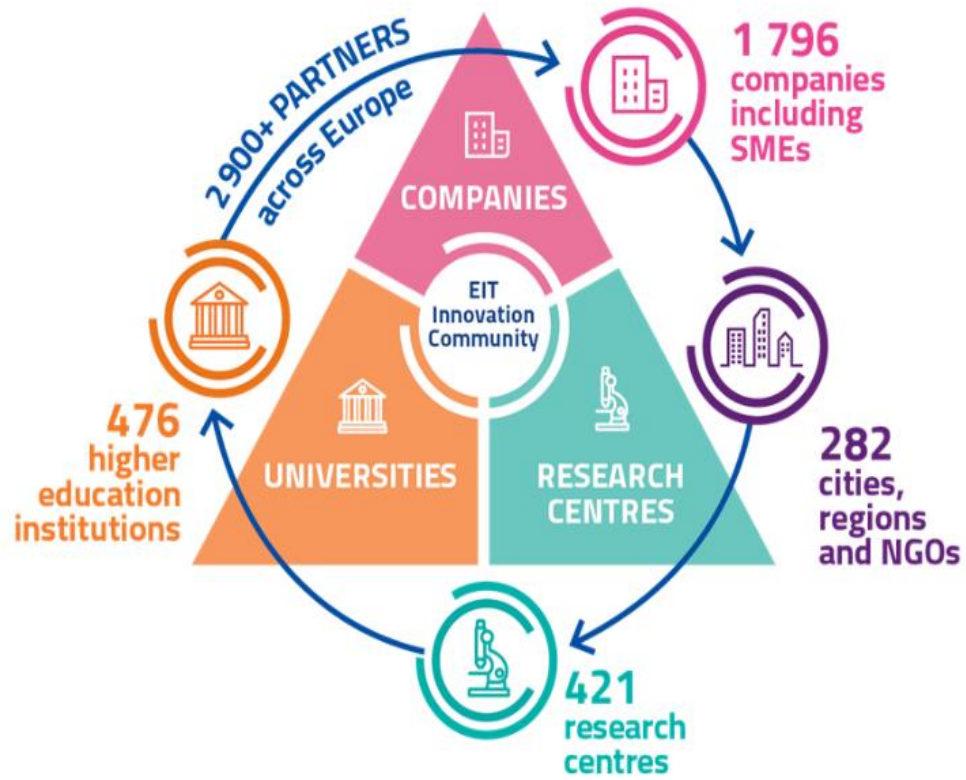
L'Istituto europeo di innovazione e tecnologia (EIT) è stato istituito nel 2008 come organo indipendente dell'Ue per accrescere la capacità dell'Europa di innovare alimentando il talento imprenditoriale e sostenendo nuove idee.

Gran parte della dotazione finanziaria dell'EIT è dedicata a sostenere le **Comunità della conoscenza e dell'innovazione (KIC)**, partenariati europei tra aziende, enti di ricerca, università ed imprese, che portano avanti un'agenda strategica in specifici settori scientifici e tecnologici, mediante attività integrate di alta formazione, ricerca e innovazione.

Le KIC offrono una vasta gamma di servizi e attività di innovazione e imprenditorialità: corsi di formazione che mettono insieme capacità tecniche e imprenditoriali, servizi su misura per la creazione e l'accelerazione delle imprese e progetti di ricerca orientati all'innovazione.

Le otto KIC attive al momento lavorano per accelerare la transizione verso un'economia a zero emissioni di carbonio (*EIT Climate-KIC*), promuovere la trasformazione digitale dell'Europa (*EIT Digital*), guidare la rivoluzione globale nel settore della innovazione e produzione alimentare (*EIT Food*), offrire ai cittadini dell'UE maggiori opportunità per una vita più sana (*EIT Health*), creare un futuro energetico sostenibile in Europa (*EIT InnoEnergy*), rafforzare la competitività dell'industria manifatturiera europea (*EIT Manufacturing*), rendere le materie prime uno dei principali punti di forza per l'Europa (*EIT Raw Materials*), e risolvere le sfide legate alla mobilità nelle nostre città (*EIT Urban Mobility*)

Europe's largest innovation community



2010

2015



EIT Climate-KIC

Accelerate the transition to a zero-carbon economy



EIT Digital

Drive Europe's digital transformation



EIT InnoEnergy

Achieve a sustainable energy future for Europe



EIT Health

Give EU citizens greater opportunities for a healthy life



EIT RawMaterials

Develop raw materials into a major strength for Europe

2026

2022

2019

2017



EIT Water

Contribute to a circular and sustainable water economy



EIT Culture & Creativity

Unite Europe's creatives



EIT Urban Mobility

Smart, green and integrated transport



EIT Manufacturing

Strengthen and increase the competitiveness of Europe's manufacturing industry

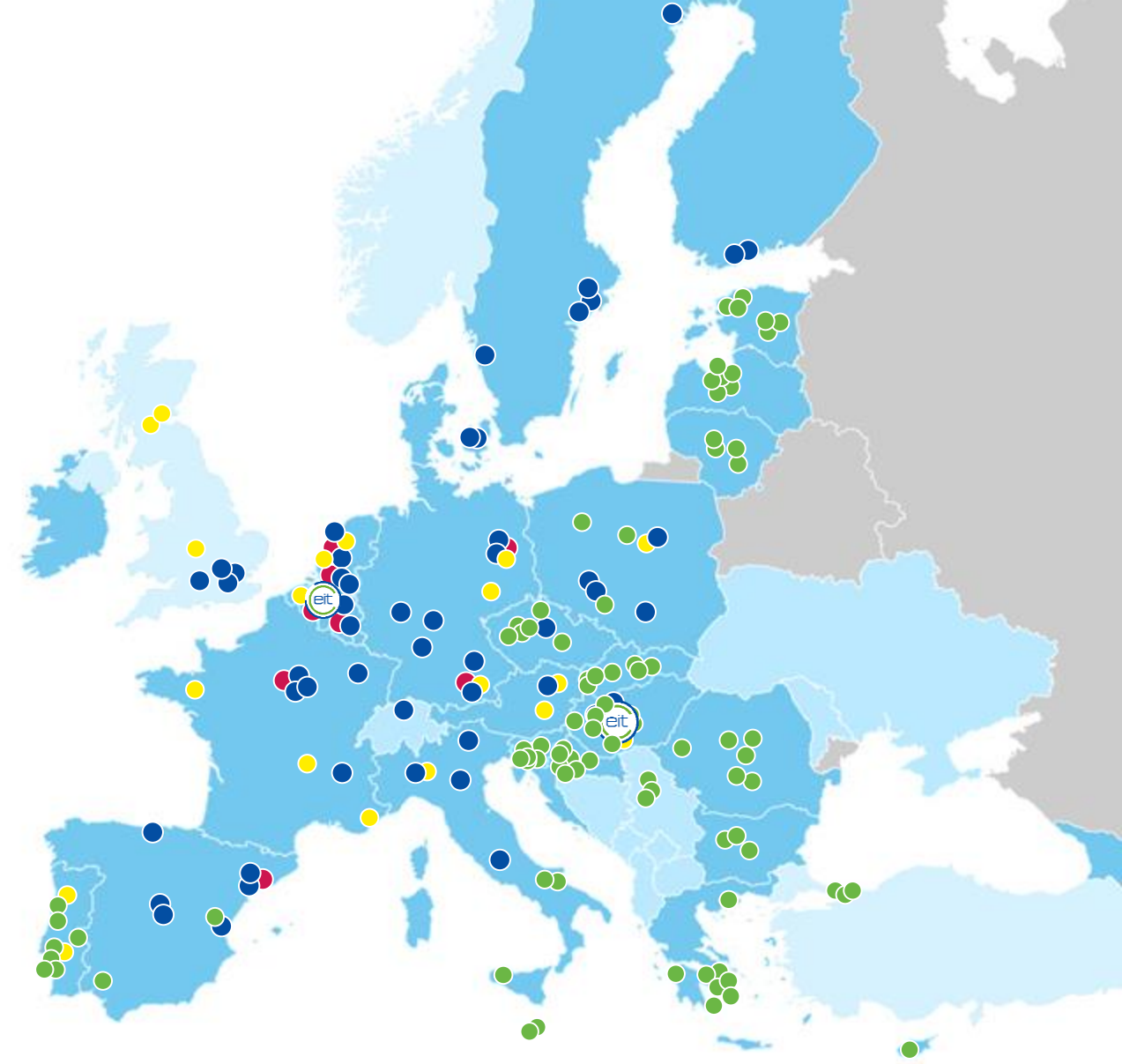


EIT Food

Lead a global revolution in food innovation and production

EIT COMMUNITY ACROSS EUROPE

- Headquarters
- Innovation Hubs (Co-location Centers)
- Offices
- EIT Hubs under EIT Regional Innovation Scheme



OPPORTUNITIES FOR ALL INNOVATORS!



BUSINESS

Access exceptional talent, innovation know-how and new market opportunities



ENTREPRENEURS

Start a new venture, improve your competitiveness, and find commercial success



PUBLIC AUTHORITIES

Leverage Europe's investment in innovation and shape Europe's future towards more sustainable, inclusive and smart growth



UNIVERSITIES

Be part of the movement that enables innovation and creates a more favourable environment for cross-sectorial and cross-border cooperation



STUDENTS

Unleash your innovation potential by combining technical studies with entrepreneurial skills in unique EIT programmes



RESEARCHERS

Get your ideas off the ground, bring great ideas to life, and take your innovation to the market

Where do I start from?

1) Visit www.eit.europa.eu and check:

EIT Innovation Communities ^

Which KIC theme interests you?

EIT Innovation Communities ^

What value can you bring/ get as a partner?

Join as a partner



Opportunities
& Funding

Which activity fits to your needs?

2) Contact your National Contact Point

- https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/support/n_cp





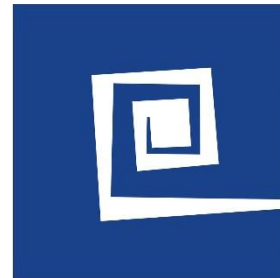
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