



European
eic INNOVATION
Council

EMPOWERING EUROPEAN INNOVATORS

European Innovation Council (EIC) In more details

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Research and
Innovation



EIC a systemic approach covering the whole innovation chain

Intrinsic ID:

The idea: PUFs= Physically Unclonable Functions are used to uniquely identify electronic components and to protect valuable objects against counterfeiting

- FET Open “Unique” project: September 2009 - May 2012

- FET Open “Puffin” project: February 2012- January 2015

-SMEi phase1 “Instet” project: October 2016 - March 2017

-SMEi phase2 “Instet” project: march 2018



€3 billion-pilot package to support bottom-up ideas

PATHFINDER Pilot	ACCELERATOR Pilot
€ 845 million 400 projects	€ 2,100 million XXXX projects
FET OPEN + FET Proactive Future and Emerging Technologies (grant-only)	Grant OR Blended finance (grant + equity)
Visionary idea for developing radical and innovative technologies	Radically new, highly risky ideas commercially viable and with a potential to scale up
Coaching, mentoring and business acceleration services for all SMEs	
EIC Horizon Prizes + Support actions €50 million	

Major novelty: EIC Accelerator Pilot Blended Finance option (combination of grant with equity)

On top of grant financing + €100m in equity investments for innovative startups and SMEs with the potential to scale-up in Europe in order to provide higher levels of finance and connecting startups to EU wider ecosystems

- From early commercial to market deployment and scale-up [Technology Readiness Level (TRL) of 6 or above];
- Aims at promoting co-investment by initiating the financial support where market response is absent and/ or insufficient;
- Financing up to € 17.5m (up to €2.5m in grant and up to € 15m in equity).

Major novelty: EIC programme managers

Management with a more flexible, pro-active approach needed for high risk projects and fast moving technologies and markets (learning from the experience of some existing agencies).

PROGRAMME MANAGERS (PMs)

**3 to 5 Programme Managers*

- They will be selected from multiple spheres (universities, companies, laboratories, research organisations, etc.), professionals with visionary thinking, leadership skills, sense of financial/ budgetary responsibility, technical expertise and communication skills.
- They will be hired as a temporary Commission staff.
- Their main tasks will be to constitute and steer tech- or challenge-based portfolios of projects under Pathfinder pilot. They are expected to actively manage and follow the projects under the EIC Pathfinder Pilot.

Major novelty: EIC Pilot Advisory Board

Governance, with a EIC Advisory Board to bring in leading innovators and create visibility.

The tasks of the EIC Pilot Advisory Board will be to advise the Commission on:

- the development and follow up of the current and planned EIC pilot actions in 2019 and 2020, in particular the substantive new initiatives to be launched in 2019;
- the overall strategy for the future EIC and the design of the funding and support, in line with the Horizon Europe legislation;
- any matter which may enhance and foster innovation eco-systems across Europe, the achievements and impact of the objectives of the EIC component and the capacity of innovative firms to roll out their solutions;

The Pathfinder Pilot

Pathfinder



- > supports researchers, innovators and innovative companies with ideas relating to future and emerging breakthrough technologies with a **grant of up to €4m**

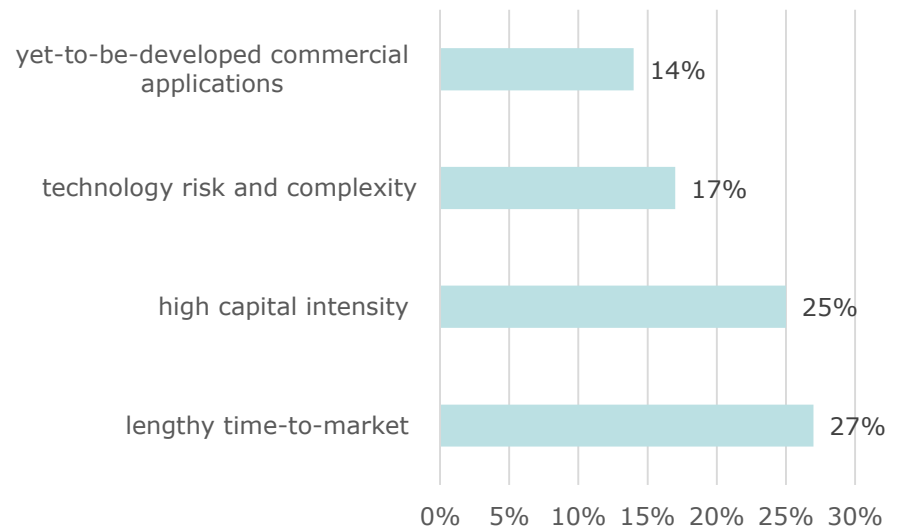


- > Researcher, innovator or innovative company can apply for Accelerator funding **as it matures**

EIC Pathfinder: Deep-tech 'made in Europe'

- Deep-tech needs a strong research base. Deep-tech creates value by developing new solutions from cutting-edge research, not only by disrupting business models.
- Deep-tech companies are constantly pushing the technological frontier and face unique challenges.
- Collaborations are especially important for deep tech since it lies at the crossroads of fundamental research and industrial application.

Challenges for deep-tech startups



BCG and Hello Tomorrow [Report](#):
"From tech to deep tech"

FET-Open 'Body-on-a-Chip' from research to commercialisation



"Young companies must be fully focused on generating market interest for their new products.

It is often hard to manage a good balance between investing into business development today and research for tomorrow [...].

The FET Open programme allowed us to get the balance right and to work on the next wave of innovation for the company.

We are proud to have made this project a success from start to commercial launch [2 years after project end]. This technology platform will change the way new drugs are developed in the future: without animal testing."

Jan Lichtenberg
CEO and Co-Founder [InSphero](https://www.insphero.com/)

<https://ec.europa.eu/digital-single-market/en/blogposts/new-way-find-better-medication-fet-open-project-body-chip-commercialised>

EIC Pathfinder - FET Novelties

From early stage proof-of-concept research, up to demonstration of commercial viability

- FET Proactive integrated in the Pathfinder Pilot
 - *From proof-of-concept to **technology paradigm***
 - ***Interdisciplinary communities***
 - *Emerging **innovation eco-system***
- Programme managers
- Business Acceleration Services
- FET Transition to Innovation Activities



EIC Pathfinder - FET Open

Research and Innovation Actions

- Foundations for radically new future technologies, **high-risk & high-impact interdisciplinary** research.
- "FET gatekeepers":
 - *Radical vision*
 - *Breakthrough technological target*
 - *Ambitious interdisciplinary research*
- **Bottom-up and continuously open**
- **15 page proposals**
- Up to **€3 million** (indicative)
- Consortium of minimum **3 partners** from 3 EU / associated countries



EIC Pathfinder - FET Open Research and Innovation projects

A typical Research and Innovation Action project



Average funding
per project:

3.4 million €



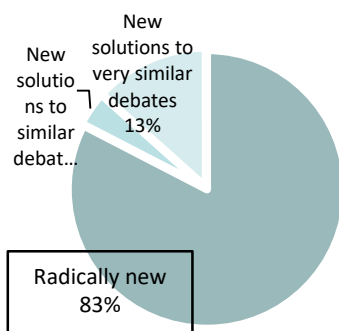
Average number of
partners per project:

6

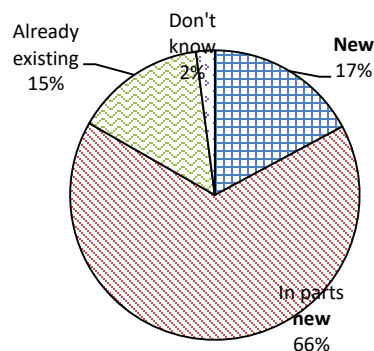


Average project
duration:

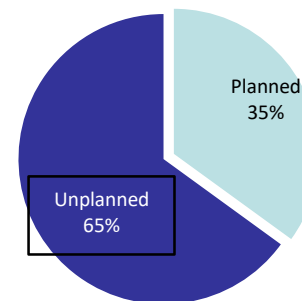
41 months



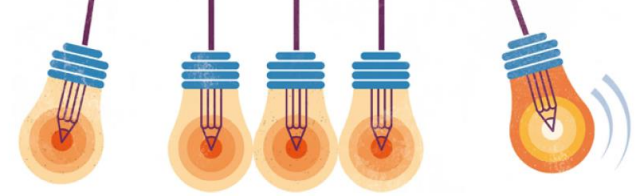
**Novelty
of results**



**Novelty of
collaboration**



Serendipity



EIC Pathfinder - FET Proactive

Emerging paradigms and communities

- Stimulate the emergence of a European research and innovation eco-system around a **new technological paradigm**

- **Selected emerging paradigms**

2019	{	- Human-Centric AI
52M€		- Implantable autonomous devices and materials
		- Breakthrough zero-emissions energy generation for full decarbonisation
2020	{	- Future technologies for social experience
50M€		- Measuring the unmeasurable -- Sub-nanoscale science for Nanometrology
		- Digital twins for the life-sciences

- Projects up to €4-5 million, up to 4 years
- 30 page proposals
- Minimum **3 partners** from 3 EU / AC

EIC Pathfinder - FET Proactive Environmental Intelligence

- Stimulate the emergence of a European research and innovation eco-system around the emerging paradigm of **environmental intelligence**

- **Two complementary sub-topics:**

- 2020
18M€
- new techniques for creating and using dynamic models of environmental evolution
 - radically novel approaches to resilient, reliable and environmentally responsible in-situ monitoring

- Up to €4 million and up to 4 years
- 30 page proposals
- Minimum **3 partners** from 3 EU / AC

EIC Pathfinder – FET Open Innovation Launchpad

- **Turning results from FET-funded projects into genuine societal or economic innovations**
- Up to 18 months
- Sole applicant or as part of a consortium
- Up to **€0.1 million for preparing innovation steps**, such as:
 - *Definition of a commercialisation process*
 - *Market and competitiveness analysis*
 - *Technology assessment*
 - *Verification of innovation potential*
 - *Consolidation of intellectual property rights*
 - *Business case development.*

EIC Pathfinder - FET Proactive

Transition to Innovation Activities

- Turn promising results into **breakthrough and disruptive innovations**
- to transform research excellence into a credible basis for entrepreneurship, business creation, investment and, ultimately, economic and/or societal returns.
- At the end of a typical FET-Open or FET Proactive project (i.e., **early-stage technologies**)
- **Targeted technologies:** *Micro- and Nano-technologies, Artificial Intelligence and advanced robotics, Technologies for the life sciences, health and treatment, Energy technologies, Interaction technologies*
- **24 months, €1.00-2.00 million**

EIC Pathfinder - FET Open and Proactive Evaluation Criteria

- **For FET Open and Proactive RIAs:**
 - *Three award criteria:*
 - 60% 'excellence'. Threshold is 4/5
 - 20% 'impact'. Threshold is 3.5/5
 - 20% 'quality and efficiency of implementation'. Threshold is 3.5/5
- **For Transition to innovation & ILP**
 - *Three award criteria:*
 - 40% 'excellence'. Threshold is 4/5 (3/5 for ILP)
 - 40% 'impact'. Threshold is 4/5 (3/5 for ILP)
 - 20% 'quality and efficiency of implementation'. Threshold is 3.5/5
- **Time-to-inform:** 5 months **Time-to-grant** 8 months

Pathfinder

Next cut-offs

- FET Open
 - 18 September 2019
 - 13 May 2020
- FET Innovation Launchpad
 - 8 October 2019
 - 14 October 2020
- FET Proactive Emerging paradigms and communities
 - 3 Sep 2019
 - 22 Apr 2020
- FET Proactive Environmental Intelligence
 - 22 Apr 2020
- FET Proactive Transition to Innovation Activities
 - 3 Sep 2019

The Accelerator Pilot

Accelerator



> provides innovators and innovative companies with **blended finance** (grants / grants and equity) of up to €15 million



> **bridges the financing gap** between late-stage innovation activities and market take-up

Accelerator Pilot (formerly known as SME Instrument)

- **Individual SMEs with high-risk, high-growth potential** aimed at creating new markets
- **Substantial funding** for the last stages of development
- **Bottom-up**: all sectors, products, services, new business models

Grant

- **€0.5-€2.5 million** (funding rate 70%)

With equity option (blended finance)


- **Of up to €15 million**

Accelerator Pilot

Step by step

Submission of Proposals



 Blended finance only

Remote Evaluation



Ranking of Proposals



Interview



Grant Agreement



In case of blended finance option

Due Diligence



In case of blended finance option

Equity Investment



Accelerator Pilot

Novelties (grant and blended)

- Application
 - Single template for the **two options**
 - Applicants positively evaluated **for blended finance** may be asked for **additional information on their equity request**
 - **New forms** similar to current ones using business language, and include **additional financial elements** in a separate annex
 - Companies will have to **upload the pitch deck** (pdf format - 10MB) that will be used if invited to the **interviews**

Accelerator Pilot

Novelties (grant and blended)

- Evaluation
 - *By experts in technology, business and finance*
 - *Two **steps**:*
 - **Step 1 (remote evaluation)**, and only for proposals that pass all quality thresholds
 - **Step 2 (face-to-face interview)**
 - *Three possible **outcomes**:*
 - **'Go' decision** triggers Commission conditional approval of an initial investment package (grant and equity component)
 - **'No Go' decision**
 - **'Change into blended finance' decision** *(if consent for automatic change under certain condition given in the application stage)*

From grant to blended finance

Grant: *Early-stage innovation for development*

Equity: *Early-stage and mature innovation for scale up*

- Grant-only options:
 - ***Without consent*** to the Commission to change into blended
 - If the proposal includes mature innovation activities, it will be rejected
 - ***With consent*** to the Commission to change into blended
 - If the proposal includes mature innovation activities, it will be changed into blended finance
 - **Flexibility to obtain equity** even if not requested at the moment of submission

Accelerator Pilot (grant and blended) Novelties

- Evaluation: **award criteria**
 - *Three award criteria:*
 - 33% 'impact'
 - 33% 'excellence'
 - 33% 'quality and efficiency of implementation'
 - *In addition, the **equity component** will be subjected to **due diligence***
- **Time-to-inform**: 3 months from date of application
- **Time-to-grant**
 - *Grant: 6 months from date of application*
 - *Equity: +6 months from date of application*

Due Diligence for blended finance

- Performed for blended finance projects only
- Performed by the Special Purpose Vehicle (SPV) set up to for the purpose of structuring and managing the equity investment, and attracting co-investors
- The SPV due diligence will focus mainly on evaluating in detail compliance and risk level and:
 - confirming the investment amount;
 - defining the optimal investment structure;
 - estimating of the total financial effort needed to bring the project or technology to market;
 - defining equity tranches along milestones

Accelerator Pilot (blended finance)

Equity investment

- Principle of crowding-in private investment;
- Equity investment structured via separate agreement with set milestones (next to grant agreement) negotiated via SPV;
- Type of equity: preferred shares and quasi-equity;
- Rather passive role in the daily management of the company;
- Exit strategy: within 15 years the SPV will actively seek private investors to buy the EC shares (within the consent of the innovator)

Accelerator Pilot

Next cut-offs

- Accelerator **grant-only**
 - *5 June 2019*
- Accelerator **blended finance and grant only**
 - *09 October 2019*
 - *08 January 2020*
 - *18 March 2020*
 - *19 May 2020*
 - *07 October 2020*

FTI

Fast Track to Innovation

- Fast go-to-market of an industry-driven, innovative concept to grow and scale-up.
- Co-creation and open innovation.
- **Grant-only**
- **Bottom-up**
- **Consortia of 3-5** — mandatory industry involvement
- Up to **€3 million**
- Cut off dates
 - 23 May 2019, 22 October 2019, 19 February 2020, 09 June 2020, 27 October 2020

EIC Pilot

Business Acceleration Services

- For SMEs **EIC clients** (Pathfinder and Accelerator)
- **Coaching**: up to 12 days available
- **Mentoring** for individual founders, CEOs and leaders
- EIC **Community** Platform
- EIC **Events, such as Corporate Days**

EIC Horizon Prizes

2019-2021

SIX CHALLENGE-DRIVEN PRIZES	VALUE	DEADLINE
AFFORDABLE HIGH-TECH FOR HUMANITARIAN AID	€5 million	2020
BLOCKCHAINS FOR SOCIAL GOOD	€5 million	2019
INNOVATIVE BATTERIES FOR EVEHICLES*	€10 million	2020
FUEL FROM THE SUN: ARTIFICIAL PHOTOSYNTHESIS	€5 million	2021
EARLY WARNING FOR EPIDEMICS	€5 million	2020
LOW-COST SPACE LAUNCH*	€10 million	2020

*Open to legal entities from Member States and Associated Countries only

EIC Pilot

Do you need support?

- [EIC Wizard](#) [via EIC website](#)
- [EIC Pilot Guide for Applicants](#)
- [EIC Questions and Answers](#)
- [National Contact Points \(NCPs\)](#)
- [European Enterprise Network \(EEN\)](#)



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*Research and
Innovation*

