

# EIC Info Day 2022

22<sup>nd</sup> February 2022

European  
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# EIC Info Day 2022

## 09h30 – 09h55 Introduction

- Welcome + Achievements of the EIC in 2021 Jean-David Malo, EISMEA Director
- Main novelties of the EIC WP 2022 Keith Sequeira, Head of Unit, EIC Board, Strategy and Feedback to Policy
- Business Acceleration Services, Veronica Beneitez Pinero, Deputy Head of Unit, EIC Transition

BREAK

## 10h00 – 11h15 – EIC Pathfinder 2022 (Presentations and Q&A)

- Timo Hallantie, Head of Unit, EIC Pathfinder
- Martin Lange, Deputy Head of Unit, EIC Pathfinder

BREAK

## 11h30 – 12h45 – EIC Transition (Presentations and Q&A)

- Viorel Peca, Head of Unit, EIC Transition
- Marco Giorgini Head of Sector, EIC Transition

LUNCH BREAK: 12h45 – 14h:00

## 14h00 – 16h00 – EIC Accelerator (Presentations and Q&A)

Overview and application process; novelties and calls in 2022

- Cornelius Schmaltz, Head of Unit, EIC Accelerator
  - Catherine Eginard, Deputy Head of Unit, People, workplace & operational coordination support
- Implementation of EIC investments
- Stéphane Ouaki, Head of Department, EIC

BREAK

15h55 Access2EIC: practical info for projects from the National Contact Points network

16h00 – 16h30 – Final Q&A and Closure by Jean-David Malo, EISMEA Director



Sli.Do: #EIC

# EIC Info Day 2022

EIC achievements in 2021

Jean-David Malo, EISMEA Director

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## Europe's most ambitious innovation initiative

- **€10 billion** programme to identify, develop and scale up breakthrough technologies and disruptive innovations in Europe
- **Unique** in the world to combine research on emerging technologies with Accelerator for startups, SMEs and scaleups
- EIC set to become **largest deep-tech investor** in Europe (over €3 billion)
- Enhances the **European innovation ecosystem** (partnerships with EIT, ERC, etc)
- **First work Programme** adopted 18 March 2021, €1.5 billion
- **Second Work Programme** adopted 7 February 2022, **€1.7 billion**





# EIC main instruments and characteristics

## 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)

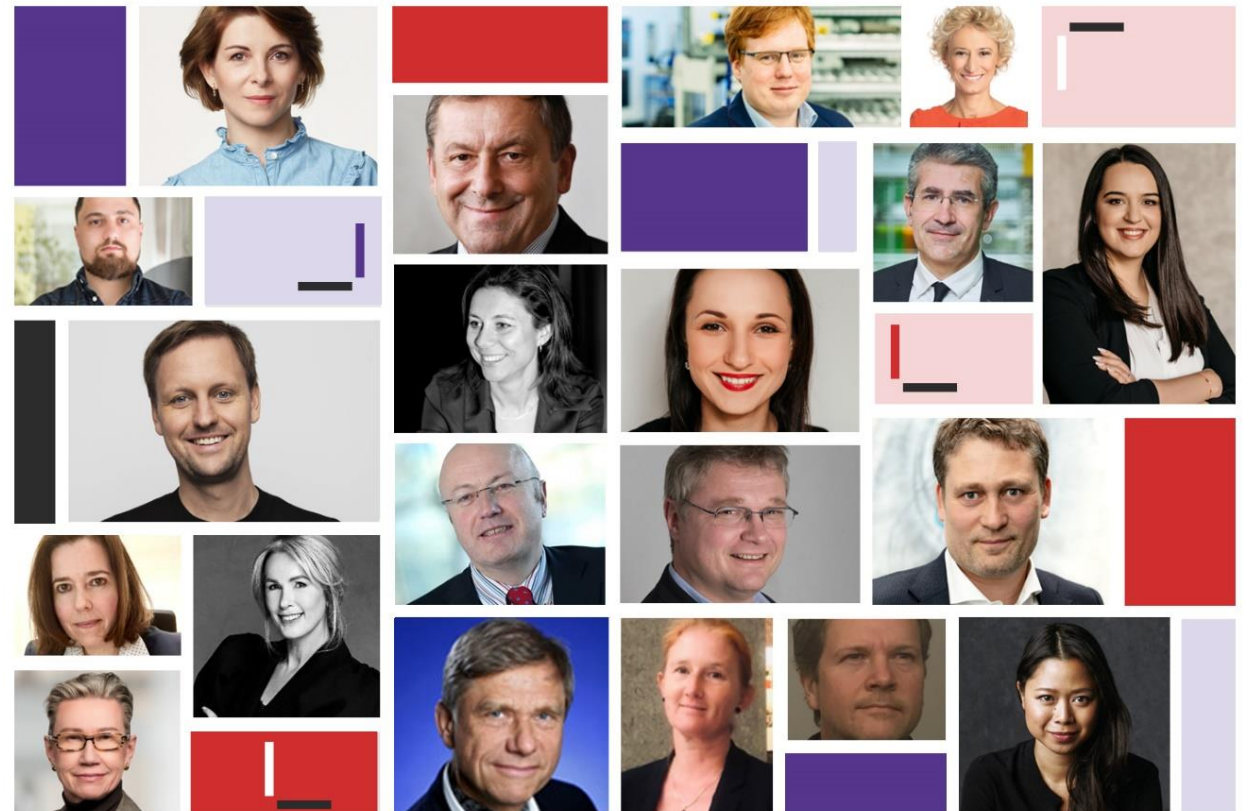
- **For individual SMEs**
- Development & scale up of deep-tech/ disruptive innovations by startups/ SMEs
- Blended finance (**grants up to €2.5 million; equity investment up to €15 million or above**)

- Focus on **breakthrough, market-creating, deep-tech**
- **Mainly bottom up** complemented by targeted funding on strategic technologies/ challenges
- Steered by **EIC Board** of leading innovators (entrepreneurs, investors, researchers, ecosystem)
- **Business Acceleration Services** (coaches/ mentors, corporates, investors, ecosystem)
- **Pro-active management** (roadmaps, reviews, re-orientations, etc) with EIC Programme Managers
- **Fast track access** to Accelerator for results from EIT, EIC Pathfinder,



# Establishment of EIC Board

- Appointed on 18 November 2021 for 2 year mandate
- Role to advise:
  - EIC strategy,
  - EIC work programme & implementation
  - Broader innovation policy
- Diverse expertise:
  - Entrepreneurs, investors, researchers, innovation ecosystem
  - Gender balance (parity), Geographic balance (20 nationalities)
- First meeting on 26 November
- EIC Board Statement to welcome Work Programme published 9 February





- Successful completion of the first **Pathfinder Open** evaluation (56 proposals retained for funding)
- Implementation of the first **rebuttal ('right-to-react') pilot** under Horizon Europe
- Successful launch of five **Pathfinder Challenges** (in total 433 proposals submitted, evaluation ongoing)

## European Innovation Council Pathfinder Open

Successful proposals | Cut-off 25 May 2021



**868**

PROPOSALS EVALUATED



**56**

PROJECTS CHOSEN



**€168M**

TOTAL EU CONTRIBUTION



**€3M**

AVERAGE EU GRANT



**29**

COUNTRIES



**322**

PARTICIPANTS

45% HIGHER EDUCATION,  
24% PRIVATE ORGANISATIONS,  
28% RESEARCH ORGANISATIONS,  
3% OTHER



# EIC Transition 2021



**29**

PROJECTS CHOSEN FOR OPEN CALL



**13**

PROJECTS CHOSEN FOR CHALLENGES CALL

9 Medical Technology and Devices;  
4 Energy harvesting and storage  
technologies



**292**

TOTAL PROPOSALS SUBMITTED



**€99M**

TOTAL EU CONTRIBUTION



**24**

COUNTRIES





# EIC Accelerator 2021



# EIC Business Acceleration Services Achievements in 2021-2022



**+50**  
Initiatives

**+800**  
innovators  
took part

**+2000**  
Corporate &  
investors  
involved

**+600**  
1:1 meetings  
with business  
partners

**20%**  
Business follow-  
ups & deals

**89%**  
satisfaction

**1k**  
coaching  
sessions

**EIC Pavilion**  
at Top Global  
Trade Fairs



## Some of our Corporate Partners



## Some of our Financial Partners



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EIC Corporate Day with Nestlé

23-24 November 2021

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EIC at CES Las Vegas 2021

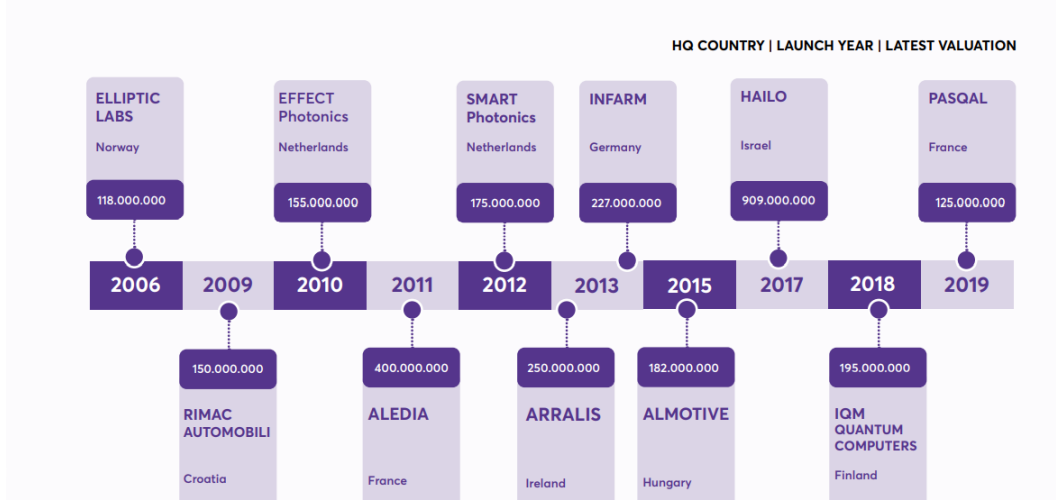
# Impacts of the EIC pilot: > 5000 startups/SMEs supported; €9.6 billion follow up investments; €50 billion valuation; 4 'Unicorns', 91 'Centaurus'



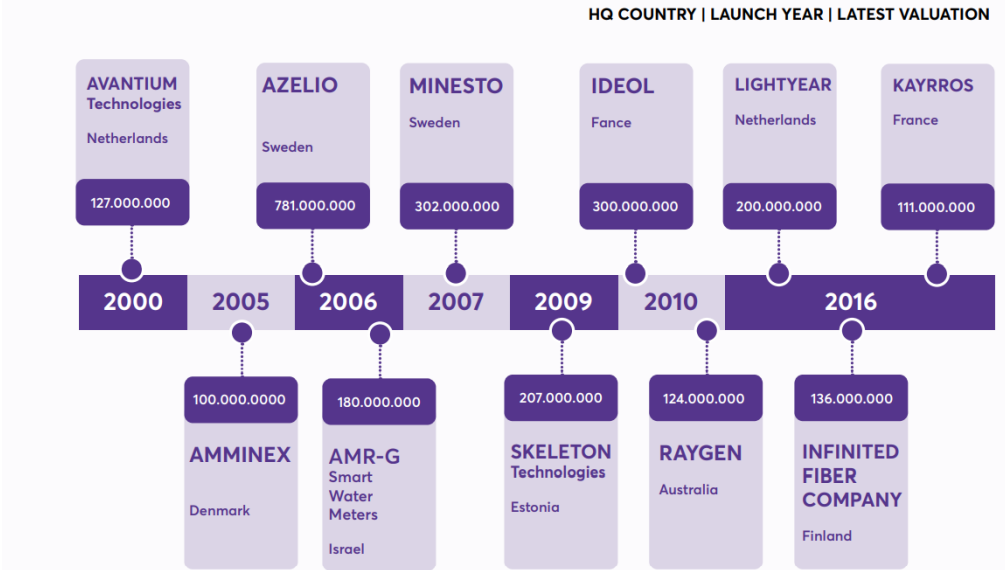
## 4 Unicorns



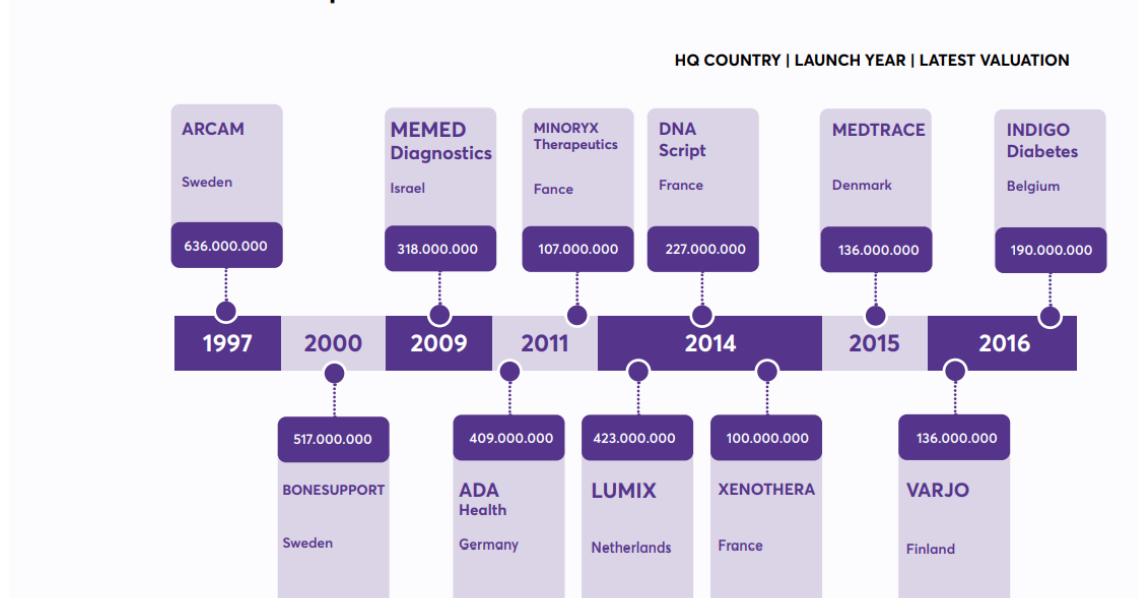
## Digital centaurs in the EIC portfolio



## EIC Green "Centaurus" and their valuation



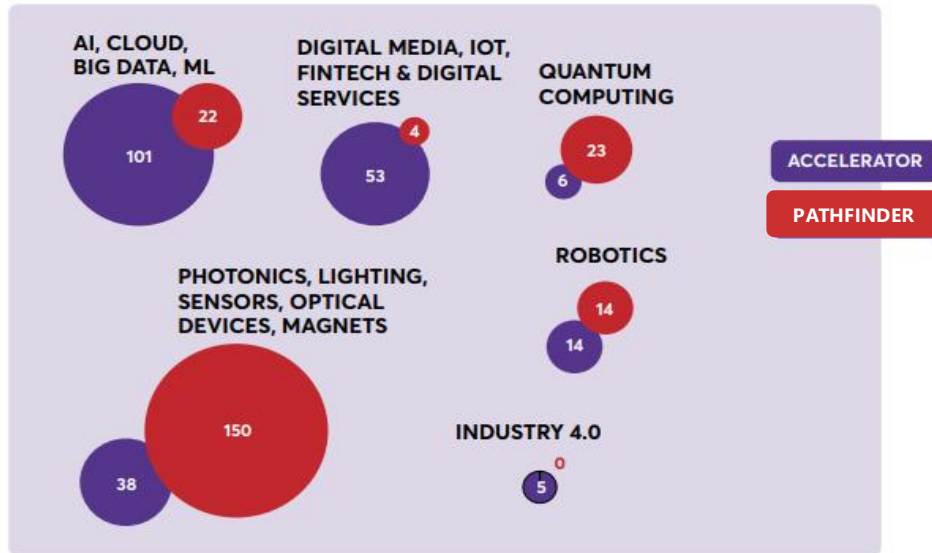
## Health centaurs in the EIC portfolio



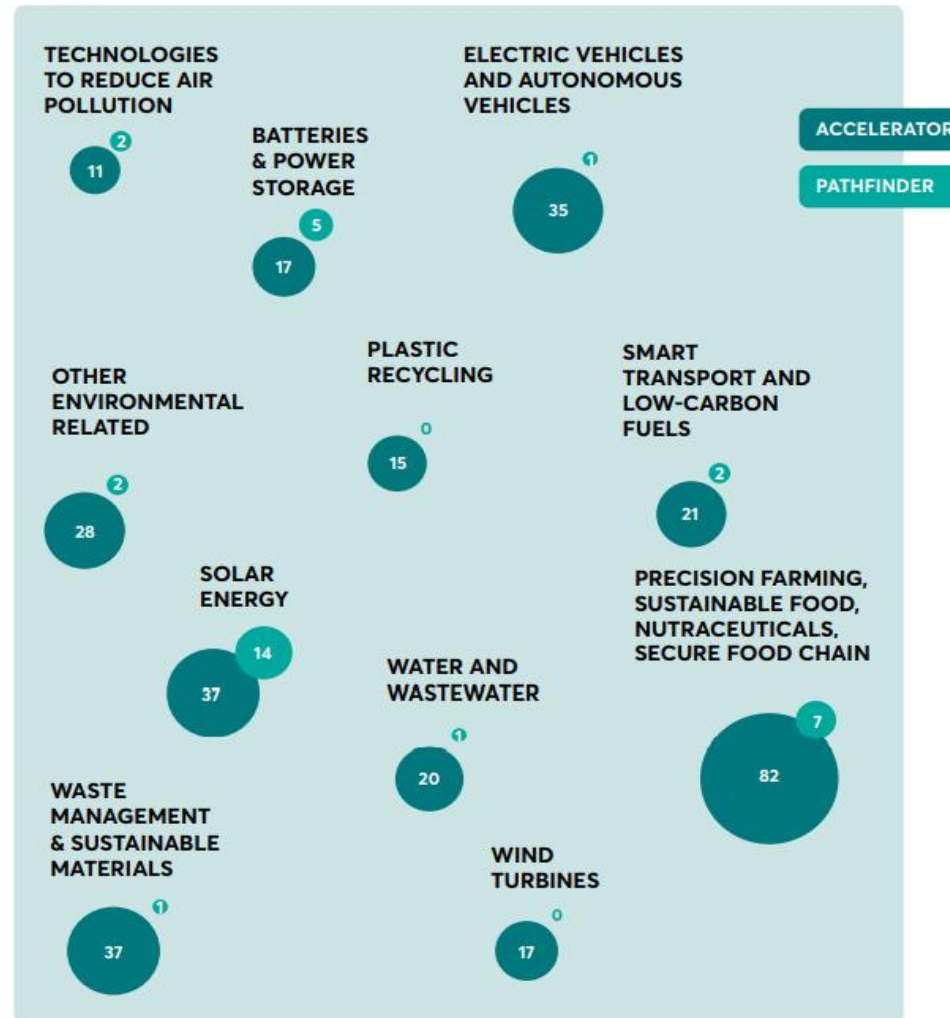
# Impacts of the pilot: EIC Pathfinder projects and Accelerator companies in all main fields of breakthrough technology



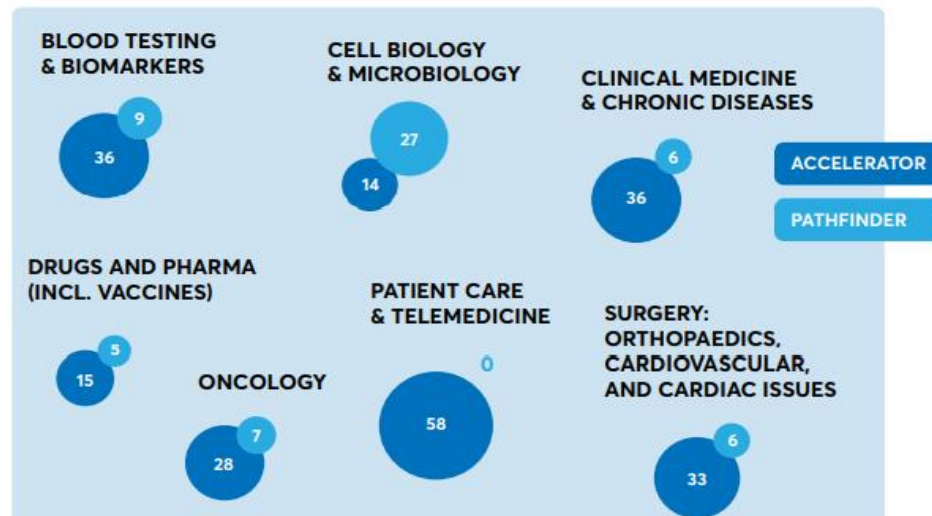
## For Digital and Industry 5.0



## For Green



## For Health



# EIC Info Day 2022

EIC Work Programme 2022

Keith Sequeira

Head of Unit, EIC Board, Strategy and  
Feedback to Policy

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## EIC Work Programme 2022 - overview

- **Budget: €1.69 billion**
  - EIC Pathfinder: €350 million (+€50m)
  - EIC Transition: €131 million (+€31m)
  - EIC Accelerator: €1.16 billion (+€70m)
- **Strong continuity** for main calls
- Some **simplifications and improvements** in application process
- Evolution of **EIC challenges**
- Additional support for **scaleup companies** and **women innovators**
- **Enhanced Business Acceleration Services** and support actions
- **Continuity with EIC Prizes**





# EIC main calls in 2022 - overview

<b>Accelerator - Open</b>	Short applications - <b>Apply any time</b> all year round	~€623m (grant & equity)
<b>Accelerator – Challenges</b> <ul style="list-style-type: none"> <li>Technologies for <b>Open Strategic Autonomy</b> (<i>healthcare, critical raw materials, quantum, space, security etc</i>)</li> </ul>	Full applications – 3 cutoffs in 2022: <ul style="list-style-type: none"> <li><b>23 March</b></li> <li><b>15 June</b></li> <li><b>5 October</b></li> </ul>	~€537m (grant & equity)
<ul style="list-style-type: none"> <li>Technologies for <b>'Fit for 55'</b> (<i>energy, buildings, mobility, land use, green digital, etc</i>)</li> </ul>		
<b>Pathfinder - Open</b>	<b>Deadline: 4 May</b>	~€183m
<b>Pathfinder - Challenges</b> <ul style="list-style-type: none"> <li><b>Carbon dioxide &amp; nitrogen management</b> and valorisation;</li> <li>Mid-long term, systems-integrated <b>energy storage</b>;</li> <li><b>Cardiogenomics</b>;</li> <li><b>Healthcare continuum</b> technologies;</li> <li><b>DNA-based digital data storage</b>;</li> <li>Alternative <b>quantum</b> information processing, communication, and sensing</li> </ul>	<b>Deadline: 19 October</b>	~€167m
<b>Transition – Open</b>	<b>Apply any time</b> all year round	~€70.5m
<b>Transition – Challenges</b> <ul style="list-style-type: none"> <li><b>Green digital devices</b> for the future;</li> <li>Process and system integration of <b>clean energy technologies</b>;</li> <li><b>RNA-based therapies and diagnostics</b> for complex or rare genetic diseases</li> </ul>	Full applications – 2 cutoffs in 2022: <ul style="list-style-type: none"> <li><b>4 May</b></li> <li><b>28 September</b></li> </ul>	~€60.5m





# Simplifications and improvements in main calls

- **EIC Pathfinder**

- Improved **rebuttal procedure** (clearer timelines)

- **EIC Transition**

- Clarifications on **eligibility of consortia**

- **EIC Accelerator**

- **Improved resubmissions** (evaluators to take account of improvements and rebuttals following first evaluation)
- **Simplified Seal of Excellence** (awarded to all companies attending jury interview\*) to help obtain funding from Structural Funds, Recovery Funds, national/regional programmes or other sources.

*\* Applicants must give consent to share data with other funders; in exceptional cases juries can decide against award of Seal of Excellence*





# Evolution of EIC Challenges

- **€167 million for six Pathfinder Challenges:**
  - Carbon dioxide & nitrogen management and valorisation;
  - Mid-long term, systems-integrated energy storage;
  - Cardiogenomics;
  - Healthcare continuum technologies;
  - DNA-based digital data storage;
  - Alternative quantum information processing, communication, and sensing
- **€60.5 million for three Transition Challenges:**
  - Green digital devices for the future;
  - Process and system integration of clean energy technologies;
  - RNA-based therapies and diagnostics for complex or rare genetic diseases
- **€537 million for two major Accelerator Challenges:**
  - Technologies for Open Strategic Autonomy - *healthcare, critical raw materials, quantum, space, security etc*
  - Technologies to address climate change ('Fit for 55') - *energy, buildings, mobility, land use, green digital, etc*





# Additional support for scaling up companies

- **EIC Accelerator call:**

- Applicants can apply for **investments above €15 million** if in strategic area, and other sources of funding not available in Europe (**Pilot in 2022 limited to 15% of budget**)

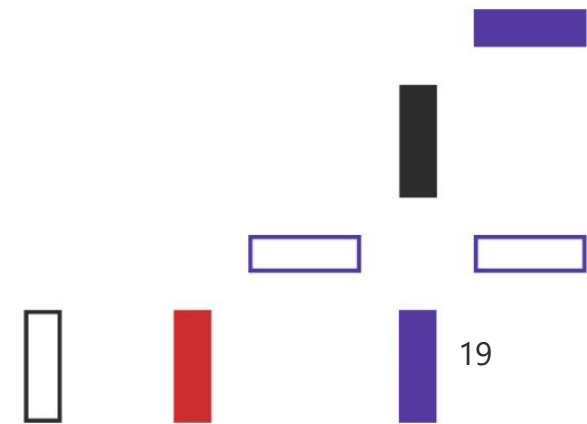
- **EIC Scaleup 100 initiative:**

- To identify 100 potential unicorns from EIC portfolio and national schemes
- To support with bespoke mentoring, matchmaking, marketing, etc

**(Follow up to EIC scalator pilot)**

- **High level expert group on late-stage scaleup financing:**

- To assess the case for further actions





# Additional support for women innovators

- **Transition call**
  - Priority for interview phase for women-led projects (women-led companies or 50% of work package leaders)
- **Accelerator call**
  - Broader definition of women-led company (Chief Technology Officer, Chief Scientific Officer as well as CEO)
- **Pilot European gender and diversity index**
  - To define and collect comparable data on gender across innovation ecosystem (founders, VCs, investors, etc) and all EU countries
  - To publish a pilot gender innovation and diversity index to track progress
- **€10 million budget for WomenTech.EU** (increased from €4 million in 2021)
  - To support approx. 130 female deeptech founders (€75000 grants)
  - Accompanied by Women Leadership Programme (also to be extended to EIT for mentoring)





## Enhanced Business Acceleration Services 2022

- For **all EIC awardees** (Accelerator, Transition and Pathfinder)
- Access to **coaching, mentors, expertise and training**
- Access to **global partners**
- Access to **innovation eco-systems and peers**
- **EIC Community platform**, as virtual meeting place
- **NEW! Additional support** to 'animate' EIC Marketplace online platform
- **NEW! Support** for EIC companies to access procurement contracts



## EIC Prizes: strong continuity

- EU Prize for Women Innovators
  - **NEW!** Increase in number of prizes awarded (3 from 1) under the 'Rising Innovators' category
- The European Capital of Innovation Awards (iCapital)
- The European Innovation Procurement Awards;
- The European Social Innovation Competition
  - Focus on *'the future of living, innovation for affordable, and sustainable housing districts'*





# EIC 2022 Other Actions

## Coordination and support actions

- Creating communities, stakeholder engagement and impact from EIC portfolios
- Enhancing synergies between the EIC and Startup Europe
- AI-based technology rating tool for applications to the EIC\*
- Training & onboarding on the EIC AI-based Platform for stakeholders\*

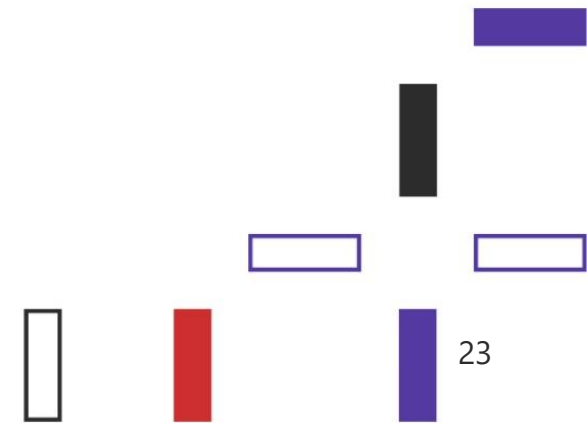
\* Named beneficiary actions

## Procurements

- Communication, outreach, events
- EIC Data and IT systems integration
- Upskilling for outreach and EIC proactive management

## Expert Contracts

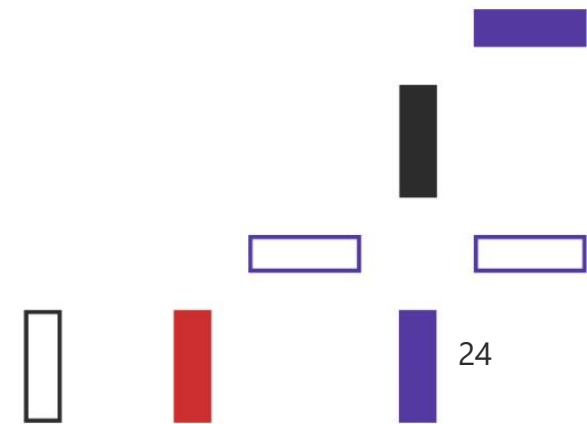
- External expertise for monitoring, ethics and policy advice
- Expert group on the design of the EIC Marketplace and Tech to Market activities
- Honoraria and expenses of the EIC Board





## Outlook for 2023 EIC Work Programme

- **Continuity/ stability** on Open calls
- **Frequent cut-offs** for Accelerator (*approx. every 3 months*)
- **Advice from EIC Board** to be fully integrated
- **Further evolution of challenges** (*strategic intelligence on emerging technology & innovation trends, reinforcement of EIC Programme Managers*)
- **Growing partnerships across the ecosystem:** with EIT, with ERC, with national initiatives, etc





# EIC Info Day 2022

**EIC Business Acceleration Services**

Veronica Beneitez Pinero

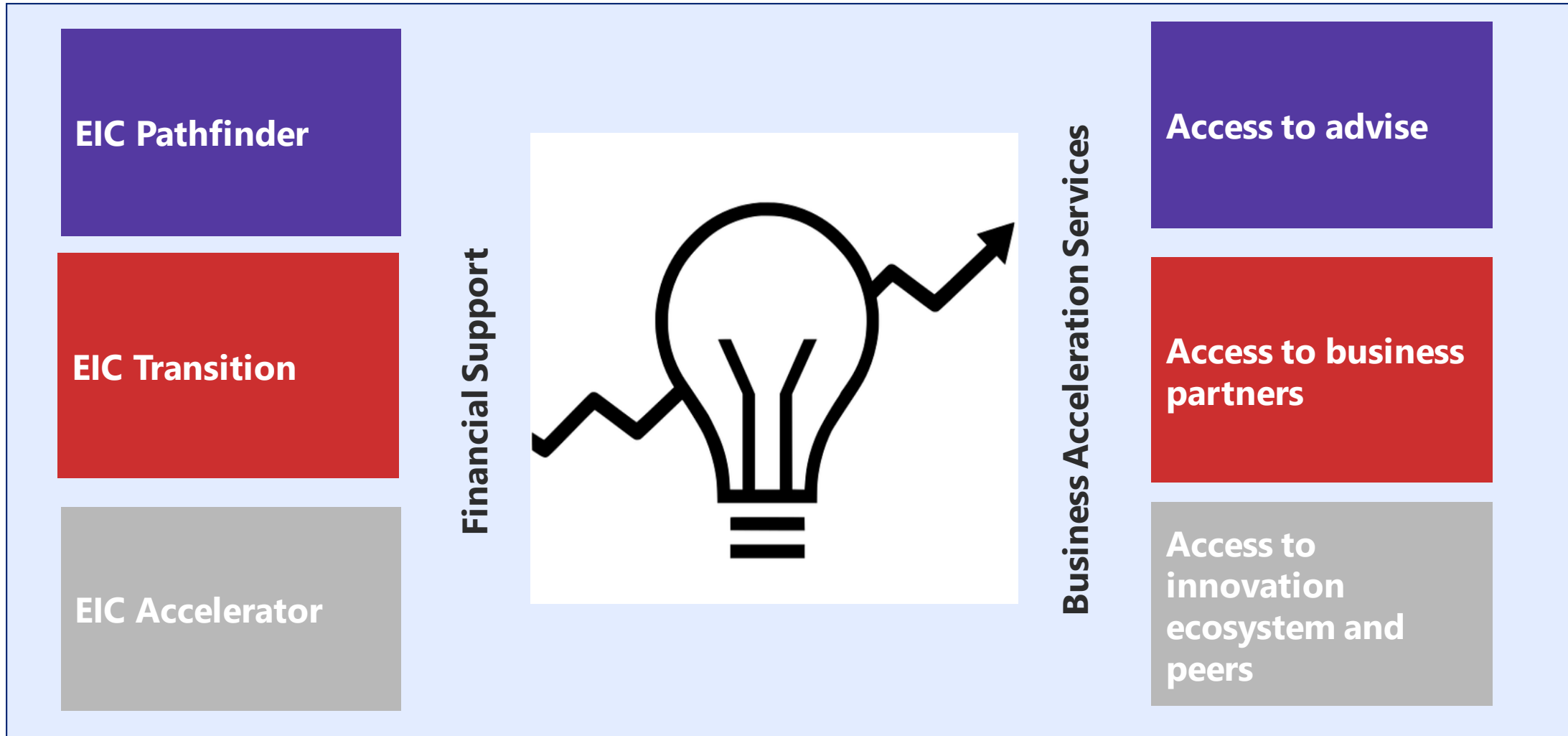
Deputy Head of Unit, EIC Transition

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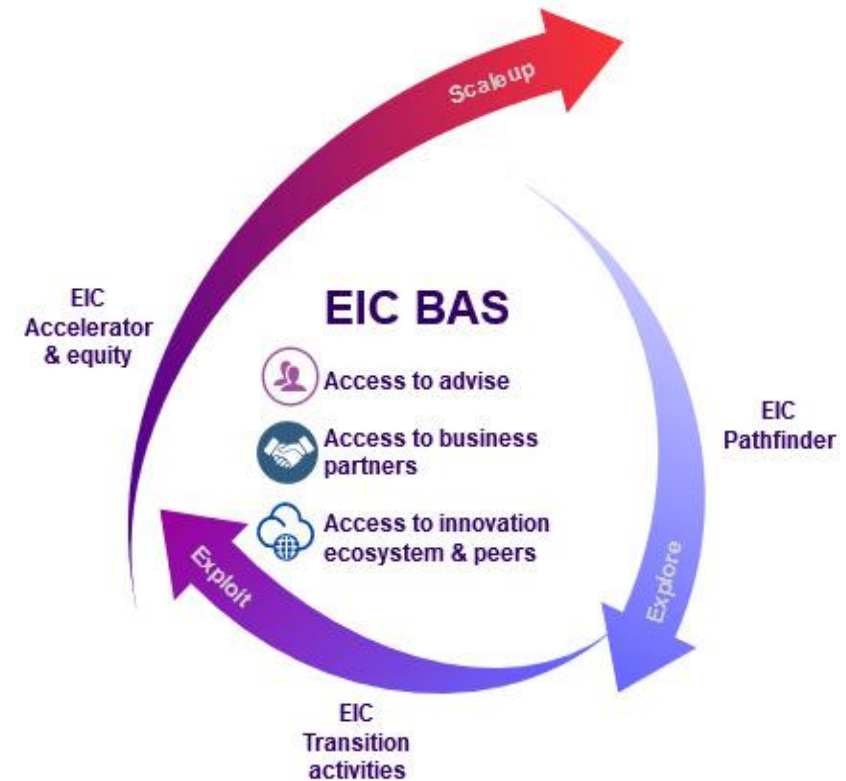
# EIC Business Acceleration Services (BAS) Offer





## What are the characteristics of the EIC BAS?

-  Accelerate EIC innovations and growth of EIC companies
-  Tailor-made service to meet needs of our clients
-  All EIC beneficiaries: Accelerator, Pathfinder, Seal of excellence, applicants
-  Activate partners all around Europe

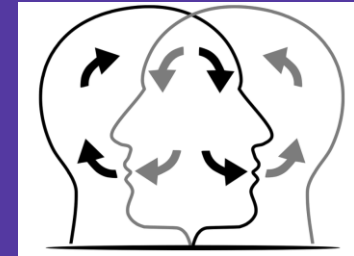


**Excellence , European added value , go beyond services that exist**



## Access to advice

- ✓ Coaching and mentoring
- ✓ Innovation training, Bootcamp
- ✓ Access to specific expertise



- **Coaching :**

3+ business coaching days to EIC projects

From EIC large pool of coaches, with ample experience in specific industries and market contexts

to get to know the industry and to create a value proposition, improve business plan etc .

- **Innovation trainings and bootcamps**

Dedicated trainings for researchers/engineers

Identify team members that might pursue an innovation originated in a Pathfinder / Transition (ex FET) project

- **Access to specific expertise**





# Access to business partners

- ✓ Contacts/matching with corporates
- ✓ Investors
- ✓ Trade Fairs
- ✓ Innovation procurers and clients



- **Corporate Partnership Programme :**

Facilitate the uptake of EIC technologies by corporates.

55 "Corporate Days". High satisfaction rate



- **Investor Days:**

Present EIC companies to investors

230 pitching events in front of investors (e-pitches and live) ,250 EIC funded companies pitching, 400 partners (60% VC, 20 CVCs, 20 BAs, 10 others)

- **The Overseas Trade Fairs (OTF):** Foster participation of EIC beneficiaries to 15 major international trade fairs.

- **Innovation Procurement Programme :** to offer commercial opportunities to EIC beneficiaries by finding (first) clients for their innovative solutions through private & public procurement



# Access to innovation ecosystem & peers



- ✓ EC initiatives: HR Booster, IPR Helpdesk
- ✓ EIT KICs
- ✓ Incubators & accelerator

- **EIT KICs:** Co-organisation of events, involvement of EIC companies into EIT actions
- **EEN:** Dedicated action to Support to the EIC Accelerator by the Enterprise Europe Network
- **EUIPO:** Letter of intent signed with the EUIPO to launch common actions to help EIC beneficiaries find their way in the field of IP and for SMEs to participate in the SME IP Fund.
- **European Ecosystem actors:** EIC will signed 30-50 individual partnerships with ecosystem partners with the main aim to provide specialised services to EIC beneficiaries.
- **EIC community platform**





# EIC Community Platform



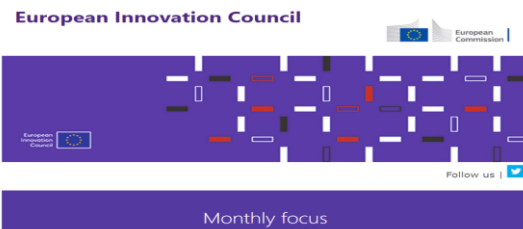
**Virtual place** to share information on members, events, partners' activities and services

<https://eic.eisma.eu/community/>



Large corporates, investors, and innovation procurement departments access to the EIC Community to share their **challenges**

<https://eic.eisma.eu/community/challenges>



Subscribe to EIC **newsletter**

<https://ec.europa.eu/newsroom/eisma/user-subscriptions/200/create>



# Access activities online with the EIC Community Platform

## Open Call: Attend the EIT Health Bootcamp Tour and get a sneak peak of what you can get on the 2022 EIT Health Bootcamps!

The EIC created a new Story | 4 days ago



Each year after the [EIT Health Bootcamps](#) take place, EIT Health holds the Bootcamp Tour, an event where selected companies go through a validation programme, content sessions, peer-to-peer gatherings, and meetings with experts. Given that this year we couldn't miss the online twist, we have the pleasure to invite EIC supported companies to join the [EIT Health Bootcamp Tour: Online Edition for free](#).

## Partner Call: The European IP Helpdesk is hosting a webinar to show you how patents can facilitate technology transfer

The EIC created a new Story | 4 weeks ago



The [European IP Helpdesk](#), in collaboration with the European Patent Office, is organising an online training to present a new series of case studies centred around technology transfer. The “[From Lab to Market: Successful Technology Transfer Journeys](#)” event is taking place on Tuesday 19 October from 2 to 3.30 PM (CET).

## Partner Call: Don't miss your chance to attend the 10th Cyber Investor Days

The EIC created a new Story | 2 weeks ago



[European Cyber Security Organisation \(ECSO\)](#), together with [Business Finland](#), [VTT Technical Research Centre](#), [NewCo Helsinki](#) and [Maria O1](#), has the pleasure of inviting you to the 10th edition of the Cyber Investor Days, scheduled on 1-2 December 2021 in Helsinki, Finland. In this event, the most promising European cybersecurity start-ups and SMEs will have a chance to pitch their innovative cybersecurity solutions and hold B2B meetings with the leading investors and corporates from Europe and beyond.

## Stories: FET-Open financed startup Bionomous raises €1.2 million in funding round

The EIC created a new Story | 1 month ago



[Bionomous](#), a Swiss startup previously funded by the FET Innovation Launchpad, has recently closed a seed funding round of €1.2 million to finance the industrialisation phase of their product towards commercialisation. The seed funding round was led by Nivalis Group, with participation from SICTIC business angels and Venture Kick.







# Thank you!

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