



# Licensing as Exit Strategy for EIC beneficiaries

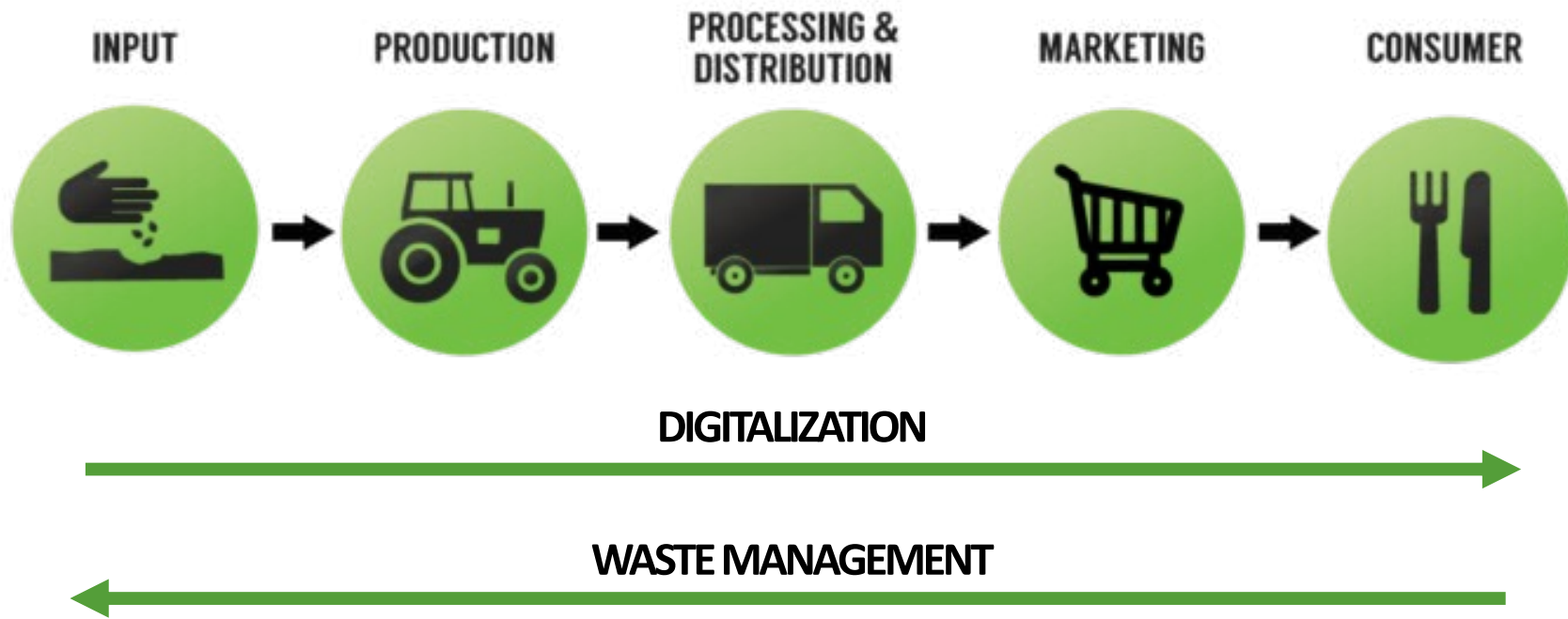
## EIC European Innovation Council (EISMEA)

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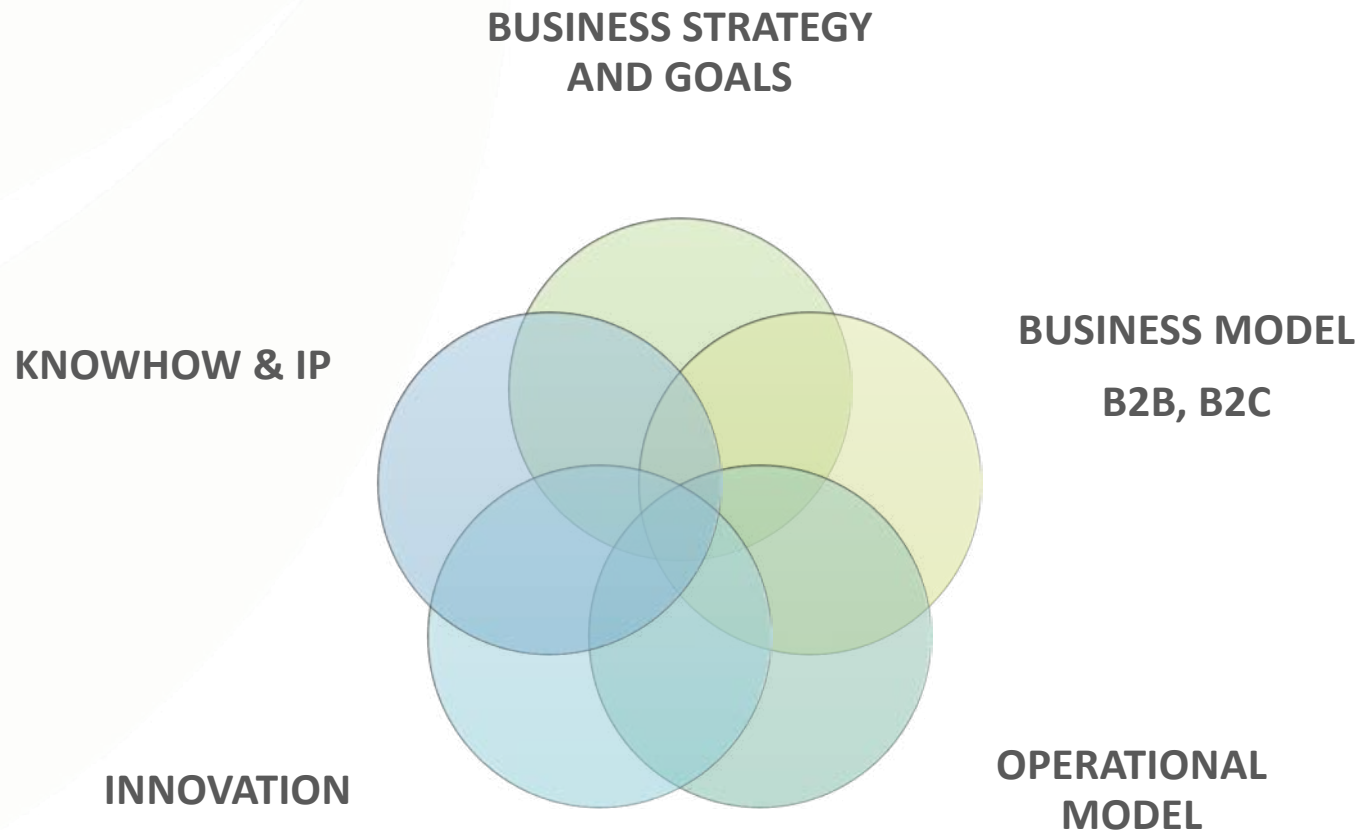


- Agri-Food sector
- Business strategy
- Business development and commercialization
- Fundraising
- Technology scouting
- Strategic alliances, investment opportunities and M&A process



# Agri Food value chain

# Aspects impacting license strategy



# 1. Gene trait license

Plant gene trait  
to increase  
crop quality

Startup  
to  
Seed  
Corporate

Stage  
Trait validated  
in 4 crops

IP  
International  
Mostly granted  
Not directly owned by  
startup

## AGREEMENT

Co-development + commercial license; NA; 1 crop

IP: cost assumed by the startup

New IP: shared

Revenue model

- ✓ Upfront payment (100K)
- ✓ Co-development activities as service (60K)
- ✓ Per milestones achievement: 1<sup>st</sup> validation field trial, 1<sup>st</sup> regulatory field trial, 1<sup>st</sup> commercial sale
- ✓ Royalties : 10% of net trait value



## 2. Microbial biopesticide Active Ingredients



AI derived from  
microbial strain  
with biopesticide  
activity

Stage

Lab validation

R&D group  
to  
Startup

IP

PCT

Not granted yet  
Promising  
evaluation reports

### AGREEMENT

**Phase 1:** Option to license – 1 year exclusivity and FROR for startup to analyze

**Phase 2:** License for development and commercialization; WW; all crops

IP: cost assumed by the startup

New IP: startup

Revenue model

- ✓ Upfront payment: no
- ✓ Royalties scheme: % varied depending on the Licensee selling directly the product or sublicensing to a third party

### 3. Microbial strain for use in agriculture



Bacterial strain to produce biostimulants for agriculture

Start up to Agrochemical corporate

Stage  
Field validation  
Lab scale production

IP  
International  
Not granted yet  
Owned by startup

#### AGREEMENT

License for development and commercialization; NA and LATAM; all crops

IP: cost assumed by the startup

New IP: shared/corporate

Revenue model

- ✓ Upfront payment (30K)
- ✓ Per milestones achievement: field regulatory approval, 1st commercial sale; net annual sales higher than X amount
- ✓ Royalties scheme 3% (minimum royalties payment agreed)

# Some take aways

## Knowhow/IP

What are you licensing out/in?

Knowhow, technology, actives, product, material....

What for and where?

Level of control before and after?

## Negotiation

Which risks are you assuming?

Who owns what?

Who pays what?

Breach/Termination

## Agreement

Different ways and models for licensing

Opportunity for collaboration and learning

Win-Win mindset





**Thanks!**

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