The EIC in practice
**€2 billion-pilot package to support bottom-up ideas**

<table>
<thead>
<tr>
<th>PATHFINDER Pilot</th>
<th>ACCELERATOR Pilot</th>
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<tbody>
<tr>
<td><strong>€ 845 million</strong>&lt;br&gt;Approx. 250 projects</td>
<td><strong>€ 2,100 million</strong>&lt;br&gt;2,000 projects</td>
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<tr>
<td><strong>FET OPEN + FET Proactive</strong>&lt;br&gt;Future and Emerging Technologies (grant-only)</td>
<td>SME Instrument Phase 2 / Fast Track to Innovation (FTI)&lt;br&gt;(grant-only)</td>
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**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**<br>**€50 million**
Major novelties
Accelerator blended finance

- +€100 million in equity
- Innovative SMEs with potential to scale-up
- Global substantial support: up to €17.5 million (€2.5m in grant + €15m in equity)
- From early commercial to market deployment and scale-up (TRL 6 or above)
Major novelties
EIC Programme managers

- For more flexible and pro-active management and steering of tech or challenge-based portfolios
- 3 to 5 programme managers to follow projects in EIC Pathfinder Pilot
- Professionals with visionary thinking
- Hired as a temporary Commission staff
Major novelties
EIC Advisory Board

• To **advise** the Commission on the design of European Innovation Council (EIC) support for innovation
• **Group of 15 to 20** entrepreneurs, investors, individuals building start-up communities, innovative researchers and academics working on innovation policy
• Will support the Commission:
  - *Developing the pilot in 2019 and 2020*
  - *Enhancing innovation eco-systems and impact*
  - *With the overall strategy under Horizon Europe*
The Pathfinder Pilot

Pathfinder

> supports researchers, innovators and innovative companies with ideas relating to future and emerging breakthrough technologies with a grant

> Researcher, innovator or innovative company can apply for Accelerator funding as it matures
EIC Pathfinder Pilot
Deep-tech ‘made in Europe’

- **Needs a strong research base.**
- **Deep-tech companies are constantly pushing the technological frontier.**
- **Collaborations** are especially important since it lies at the crossroads of disciplines, fundamental research and industrial application.

### Challenges for deep-tech startups

- **yet-to-be-developed commercial applications**: 14%
- **technology risk and complexity**: 17%
- **high capital intensity**: 25%
- **lengthy time-to-market**: 27%

**Source:** BCG and Hello Tomorrow Report: “From tech to deep tech”
EIC Pathfinder - FET Novelties

- From early stage proof-of-concept research, up to demonstration of commercial viability
- FET Proactive integrated in the Pathfinder Pilot
- 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:
  - Radical vision
  - Breakthrough technological target
  - Ambitious interdisciplinary research

- Bottom-up and continuously open

- 15-page proposal, up to €3 million (indicative), consortium of minimum 3 partners from 3 EU / associated countries
EIC Pathfinder - FET Proactive
Emerging paradigms and communities

- Stimulate the emergence of a new technological paradigm

- Selected emerging paradigms
  - Human-Centric AI
  - Implantable autonomous devices and materials
  - Breakthrough zero-emissions energy generation for full decarbonisation
  - Future technologies for social experience
  - Measuring the unmeasurable — Sub-nanoscale science for Nanometrology
  - Digital twins for the life-sciences

- Up to €4-5 million, across up to 4 years

- 30-page proposal, Minimum 3 partners from 3 EU / AC
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
EIC Pathfinder - FET Open Research and Innovation projects

Novelty of results:
- Radically new: 83%
- New solutions to very similar debates: 13%
- Already existing: 15%
- Don’t know: 2%

Novelty of collaboration:
- New: 17%
- In parts new: 66%
- Already existing: 15%
- Don’t know: 2%

Serendipity:
- Planned: 35%
- Unplanned: 65%
EIC Pathfinder - FET Proactive Environmental Intelligence

- Stimulate the emergence in Europe around the emerging paradigm of environmental intelligence

- **Two complementary sub-topics:**
  - new techniques for creating and using dynamic models of environmental evolution
  - radically novel approaches to resilient, reliable and environmentally responsible in-situ monitoring

- Projects up to €4 million, up to 4 years
- 30-pages proposal, 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 **€0.1 million** over 18 months
- Sole applicant or as part of a consortium
- Market analysis, business case, technology assessment, IPRs...
EIC Pathfinder - FET Proactive Transition to Innovation Activities

- Turn promising results into **breakthrough and disruptive innovations**
- At the end of a typical FET-Open or FET Proactive project (i.e., starting from **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, €1-2 million
Pathfinder
Next cut-offs

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

• For FET Open and Proactive RIAs:
  - Three award criteria:
    – 60% 'excellence'
    – 20% 'impact'
    – 20% 'quality and efficiency of implementation'

• For Transition to innovation & ILP
  - Three award criteria:
    – 40% 'excellence'
    – 40% 'impact'
    – 20% 'quality and efficiency of implementation'

• Time-to-inform: 5 months
• Time-to-grant 8 months
The Accelerator Pilot

Accelerator

- provides innovators and innovative companies with blended finance (grants / grants and equity) of up to € 17.5

- bridges the financing gap between late-stage innovation activities and market take-up
Accelerator Pilot
Building on 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% of total cost of project)
- With equity option (blended finance)
  - Plus up to €15 million
From grant to blended finance

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

**Note:**
- *If the proposal includes mature innovation activities, and consent has been given by the applicant, it will be changed into blended finance*
- *There is flexibility to obtain equity even if not requested at the moment of submission*
Accelerator Pilot (grant and blended)

Novelties

- Evaluation: **award criteria**
  - 33% 'impact'
  - 33% 'excellence'
  - 33% 'quality and efficiency of implementation'
    - *if the company have requested an equity component they will be subject 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
Accelerator Pilot
Step-by-step

- Submission of Proposals
- Remote Evaluation
- Ranking of Proposals
- Interview
- Grant Agreement

In case of blended finance option:
- Due Diligence
- Equity Investment

Blended finance only
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 application forms with additional financial elements
  - Pitch deck for the interview
Accelerator Pilot
Novelties (grant and blended)

- Evaluation
  - By experts in technology, business and finance
  - Two steps:
    - Step 1 (remote evaluation)
    - Step 2 (face-to-face interview)
  - Three possible outcomes:
    - 'Go' decision
    - 'No Go' decision
    - ‘Change into blended finance' decision
Due Diligence for blended finance

- For projects requesting blended finance only
- By a "Special Purpose Vehicle" (SPV)
- Due diligence will focus mainly on evaluating compliance and risk level as well as:
  - Confirming the investment amount and structure
  - Estimation of the total financial effort
  - Defining equity “tranches” and key milestones
Accelerator Pilot (blended finance)

Equity investment

- Principle of *crowding-in* private investment
- Structured *via separate agreement* (next to grant agreement)
- **Passive role** in the daily management of the company
- **Exit strategy:** if consent of the company is received, the SPV will actively seek private investors to buy the EC shares
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
• **Grant-only, Bottom-up**
• **Consortia of 3-5** from 3 EU / AC — *mandatory industry involvement*, Up to **€3 million**
• Next cut-offs
  - 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 Networking** events, such as Corporate Days (companies meet large corporations as potential investors)
Pathfinder Pilot
Success case

**FET-Open 'Body-on-a-Chip'**
from research to commercialization

“Young companies must be focused on generating market interest for their products. 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. This technology platform will change the way new drugs are developed in the future: without animal testing.”

Jan Lichtenberg
CEO and Co-Founder
InSphero

EIC Pilot – SME Instrument Phase 2 Success case

Virtual reality in human eye resolution

Varjo Technologies Oy (FI)
https://varjo.com/

Phase 2 in January 2018
€2.4 m

€27.3 m Series B in October 2018

Collaborating with Airbus, Audi, Volkswagen, and Volvo Cars
EIC Pilot – FTI
Success case

Biodegradable water reservoir for landscape-scale ecosystem restoration

FTI February 2016: €1.1 m

Land Life: €5.9 m Series A in 2017-2018

Collaborating with Airbus, Audi, Volkswagen, and Volvo Cars
**EIC Horizon Prizes**

**Principles**

- Address difficult societal or technological challenges through game-changing innovation
- Accelerate the development of effective solutions and promote market uptake
- Apply out-of-the-box, innovative thinking
- Open participation across sectors and disciplines – innovators, start-ups and scale-ups, entrepreneurs, etc
## EIC Horizon Prizes 2019-2021

<table>
<thead>
<tr>
<th>SIX CHALLENGE-DRIVEN PRIZES</th>
<th>VALUE</th>
<th>DEADLINE</th>
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<tbody>
<tr>
<td>AFFORDABLE HIGH-TECH FOR HUMANITARIAN AID</td>
<td>€5 million</td>
<td>2020</td>
</tr>
<tr>
<td>BLOCKCHAINS FOR SOCIAL GOOD</td>
<td>€5 million</td>
<td>2019</td>
</tr>
<tr>
<td>INNOVATIVE BATTERIES FOR EVEHICLES*</td>
<td>€10 million</td>
<td>2020</td>
</tr>
<tr>
<td>FUEL FROM THE SUN: ARTIFICIAL PHOTOSYNTHESIS</td>
<td>€5 million</td>
<td>2021</td>
</tr>
<tr>
<td>EARLY WARNING FOR EPIDEMICS</td>
<td>€5 million</td>
<td>2020</td>
</tr>
<tr>
<td>LOW-COST SPACE LAUNCH*</td>
<td>€10 million</td>
<td>2020</td>
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*Open to legal entities from Member States and Associated Countries only*
EIC Pilot
Need help?

- EIC Wizard via EIC website
- EIC Pilot Guide for Applicants
- EIC Questions and Answers
- National Contact Points (NCPs)
- European Enterprise Network (EEN)
For further information

EIC website

European Funding and Tender portal

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