EIC Transition y Accelerator en salud: Cómo asegurar tu éxito.
Pilar Muñoz

Project Manager EU Grants
Head of Healthcare
PhD, Medicinal Chemistry
Agenda.

1. Who we are.
2. EIC Transition and Accelerator.
4. Tips for a successful proposal.
5. EIC Accelerator Check List.
6. Cases of success: Eodyne, Xeltis & PlasFree
Who we are.

- 52% women, 48% men
- Offices in Spain, Norway and Israel
- 115 multidisciplinary panel of experts: PhDs, Engineers & Technicians
- With over 350 projects across Europe
- Industrial & academic excellence
- 59 full-time employees
- Experience from 8 independent EU programs
- +10 years of experience
EIC
Accelerator & Transition.
EIC GOAL: Skipping the Valley of Death.
EIC funding roadmap.

**PATHFINDER**
Grant up to 3M€ (100% funding) (€350M)

- **Discovery & Research**

**TRANSITION**
Grant up to 2.5M€ (100% funding) (€131M)

- **Research & Development**
- TRL 1 → TRL 3-4
  - Proof of concept
- TRL 3-4 → TRL 5-6
  - Prototype validated at lab scale

**EIC ACCELERATOR**
Grant Up to 2.5M€ (70% funding) + Equity 15M€ (€1.16B)

- **Grant:** Validation & Certification (TRL6-8)
- **Equity:** Deployment & Scale up (TRL9-)
- TRL 5-6 → TRL 9
  - Regulatory approval (CE FDA) and launch
TRL: Technology Readiness Levels

**PATHFINDER**
- **TRL 1**: Basic principles observed
- **TRL 2**: Technology concept formulated
- **TRL 3**: Experimental PoC

**TRANSITION**
- **TRL 4**: Technology validated in the lab
  - **IN VITRO**
- **TRL 5**: Technology validated in relevant environment
  - **PRE-CLINICAL**
- **TRL 6**: System prototype demonstrated in relevant environment
  - **CLINICAL/FIH**

**ACCELERATOR**
- **TRL 7**: System prototype demonstrated in
  - **CLINICAL VALIDATION**
- **TRL 8**: System completed and qualified for
  - **REGULATORY APPROVAL**
- **TRL 9**: MARKET LAUNCH
EIC Transition: goals.

**BUDGET:** 131€ (Open 70.8€, Challenge 60.5€)

**FEATURES**
- 100% funding
- 0.5 - 2.5M€
- Up to 24 months
- 2 cut-offs:
  - Open 4th May
  - Challenge 28th Sep.

**AIM**
Maturing both the technology and business idea to increase technology and market readiness.

**OUTCOME**
Prototype validated in relevant environment
Preliminary Business Model
IPR strategy
**EIC Transition: eligibility.**

**Single legal entity:** SME or research organisation who intend to form a spinout company (not for larger companies).

**Consortium** of (SMEs / researches / potential users / customer): 2 independent legal entities from different MS / AC or 3-5 at least one MS or AC and at least two from different MS or AC. **Team of entrepreneurial researchers** creating a start-up or spin-off.

Projects **should come** from **Pathfinder** funded projects (including **FET Open, FET proactive and ERANET**) and **ERC Proof of Concept** projects.
EIC Transition: Challenges.

> **RNA delivery methods**, including robust mRNA formulations, that would enable **effective and safe delivery** of mRNA into the cells;

> Design, develop and preclinical validate of **novel miRNAs therapies** (miRNA IncRNA, tRNA or siRNA-based);

> Develop and validate novel **RNA-based diagnostics and predictive biomarkers** that would allow for **early and more accurate diagnosis** and **post-treatment prognosis**, respectively.

01 Green digital devices for the future

02 Process and system integration of clean energy technologies

03 RNA-based therapies and diagnostics for complex or rare genetic diseases
EIC Transition: evaluation criteria.

Two-stages evaluation:
1. Proposal 20 pages:
   results within 9ws
   (at least 3 evaluator score)
2. Face to face interview:
   15ws after cut-off
   (6 members jury GO/NO GO)

SOE-BAS

Excellence
- Technological breakthrough
- Objectives (KPIs)
- Technology feasibility: safe, secure and reliable.

Impact
- Impact credibility
- Economic and/or societal benefits
- Challenge fit and impact
- Investment readiness

Implementation
- Quality & motivation of the team
- Milestones and Work Plan
- Allocation of resources
# EIC Transition: funded projects 2021

- **Total proposals submitted**: 292
- **Projects chosen for Open call**: 29
- **Projects chosen for Challenges call**: 13
  - 9 Medical Technology & Devices
  - 4 Energy harvesting & storage technologies
- **Successful proposals**: Cut-off September 22nd
- **Total EU contribution**: €99M
- **Countries**: 24
  - Top highest number of participants:
    - Germany (25)
    - Italy (17)
    - Spain (14)

## Submitted vs Companies selected

<table>
<thead>
<tr>
<th></th>
<th>Submitted</th>
<th>Companies selected</th>
<th>Success rate</th>
<th>Health</th>
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</thead>
<tbody>
<tr>
<td>Open</td>
<td>221</td>
<td>29</td>
<td>13%</td>
<td></td>
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<tr>
<td>Challenge</td>
<td>71</td>
<td>13</td>
<td>23%</td>
<td>21 (50%)</td>
</tr>
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</table>
EIC Accelerator: goals.

**BUDGET** 1.16Bn€ *(Open 630.9M€, Challenge 536.8M€)*

- **Support radically new and breakthrough products, services, processes, and business models.**
- **Open up new markets** with the potential for rapid European and global-scale growth.
- **Support deep-tech and high-risk companies** that need significant investment.
- **Boost SMEs growth.**
## EIC Accelerator: options

### Grant only & Grant first

<table>
<thead>
<tr>
<th>Feature</th>
<th>Details</th>
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<tbody>
<tr>
<td><strong>€0.5 - 2.5 M grant</strong></td>
<td></td>
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<tr>
<td><strong>Timeframe</strong></td>
<td>1.5 - 2 years</td>
</tr>
<tr>
<td><strong>Open &amp; Challenge</strong></td>
<td></td>
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<tr>
<td><strong>3 cut-offs:</strong></td>
<td>23rd March 15th June 5th October</td>
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<td><strong>70% of the eligible costs</strong></td>
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<td><strong>TRL 6 - 8 (market take-up)</strong></td>
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<tr>
<td><strong>For individual applicants</strong></td>
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### Blended Finance (Grant + Equity)

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<tr>
<th>Feature</th>
<th>Details</th>
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<tbody>
<tr>
<td><strong>0.5 - 15M€ equity</strong></td>
<td></td>
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<tr>
<td><strong>Tailor-made for projects</strong></td>
<td></td>
</tr>
<tr>
<td><strong>100% optional</strong></td>
<td></td>
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<tr>
<td><strong>Deployment and scale up</strong> (TRL 9 onwards)</td>
<td></td>
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<tr>
<td><strong>The EC acts as a “passive investor”</strong></td>
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</table>
EIC Accelerator: eligibility.

A single start-up or SMEs*, natural persons, or legal entities including individual entrepreneurs, intended to establish and SME in an EU Member State or Associated Country.

**Fast Track scheme** Currently a participant in an eligible project funded by:
1. EIC Pathfinder and Transition.
2. ERC Executive Agency for POC.
3. Knowledge and Innovation communities (KICs) supported by EIT.
4. Eureka secretariat for SMEs under Eurostars 2.

**Pilot “Plug-in” scheme**: a project financed by an eligible national or regional programme.

*‘Small mid-caps’ (up to 499 employees) only eligible for investment component.*
EIC Accelerator challenges 2022.

Technologies for Open Strategic Autonomy

"Technologies to maintain Europe’s capacity to act autonomously, by building and strengthening its supply and value chains for strategically important deep-tech solutions."

- **Components, technologies and systems for the pharmaceutical industry:**
  - synthetic biology;
  - novel manufacturing technologies.

- **Strategic healthcare technologies** to ensure EU leadership in:
  - cell and gene therapies;
  - including ribonucleic acid (RNA) based therapies.
EIC Accelerator challenges 2022.

**Technologies for Open Strategic Autonomy**

“Technologies to maintain Europe’s capacity to act autonomously, by building and strengthening its supply and value chains for strategically important deep-tech solutions.”

> Sustainable, circular and innovative approaches to critical raw materials.
> New applications of **quantum technologies**.
> Edge **computing applications**.
> Innovative applications making use of data and signals from EU space infrastructures (Galileo, Copernicus, etc.).
> Development of space technologies.
> Critical security technologies for secure communication
> Technologies for innovative financial and payment infrastructures and services.
EIC Accelerator challenges 2022.

Technologies for “Fit for 55”

“Breakthrough, scalable solutions to make the EU's climate, energy, land use and transport fit for reducing net greenhouse gas emissions by at least 55% by 2030.”

- Higher clean energy conversion and use.
- Decarbonisation of hard-to-abate industries.
- Energy efficiency and safety in the built environment.
- Zero emission mobility solutions: clean transport; electric vehicles; automated and connected vehicles.
- Climate neutrality in the land use.
- Water, gas and indoor air management/monitoring systems.
- Green digital technologies.
EIC Accel.: application steps.

1. Short application
   - Dates: Always open

2. Full Application
   - Evaluation: 4 evaluators
     Need at least 2 GOs
   - Time to results: 2-4 weeks

3. Interview

BSA
EIC Accel.: Short Application

Documents to submit:

- 10 slides deck
- 3 mins video pitch
- Online form comprising ~25 questions

These 3 components must be comprehensive, coherent and impactful
EIC Accel.: Short Application

Evaluation criteria:

01 Excellence
- Breakthrough innovation and market creating nature.
- Right moment for the innovation.
- Technology feasibility (>TRL5-6).
- IP/FTO ensure.

02 Impact
- Scale-up potential and realistic financial needs.
- Broader impact.
- Challenge impact.
- Market fit and competitor analysis.
- Commercial strategy
- Key partners.

03 Level of risk, Implementation and need for EU support
- Team capability and motivation.
- Milestones.
- Risk level of the investment.
- Risk mitigation.
**EIC Accel.: application steps.**

1. **Short application**
   - **Dates:** Always open
   - **Evaluation:** 4 evaluators
     Need at least 2 GOs
   - **Time to results:** 2-4 weeks

2. **Full Application**
   - **Dates:** 3 cut-offs in 2022:
     March 23rd, June 15th, October 5th.
   - **Evaluation:** 3 evaluators
     Need 3 GOs
   - **Time to results:** 4-6 weeks

3. **Interview**

BSA
EIC Accel.: Full Application.

Documents to submit:

- Slides deck
- DMP
- FTO
- LOIs
- Online form
- 10 pages Annex

These 6 components must be comprehensive, coherent and impactful.
Evaluation criteria:

01 Excellence
- Breakthrough innovation and market creating nature.
- Right moment for the innovation.
- Technology feasibility (>TRL5-6). Safe, secure and reliable.
- IP/FTO ensure.

02 Impact
- Scale-up potential and realistic financial needs.
- Broader impact.
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**EIC Accel.: application steps.**

1. **Short application**
   - Dates: Always open
   - Evaluation: 4 evaluators
     - Need at least 2 GOs
   - Time to results: 2-4 weeks

2. **Full Application**
   - Dates: 3 cut-offs in 2022: March 23rd, June 15th, October 5th.
   - Evaluation: 3 evaluators
     - Need 3 GOs
   - Time to results: 4-6 weeks

3. **Interview**
   - Dates: TBA: 20-28th May, September, end November.
   - Evaluation: 6 jury members
     - Consensual GO
   - Time to results: 2-3 weeks
Top 3 topics and countries funded.

<table>
<thead>
<tr>
<th>Topic</th>
<th>Country</th>
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</thead>
<tbody>
<tr>
<td>Health</td>
<td></td>
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<tr>
<td>Engineering</td>
<td></td>
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<tr>
<td>Energy</td>
<td></td>
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<tr>
<td>France</td>
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<tr>
<td>Germany</td>
<td></td>
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<tr>
<td>Israel</td>
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</table>
EIC Accelerator funded projects.

*Applicants targeting specific areas mentioned in the Challenges can apply for investment component amounts >15 M€

Stats June 2021
- Submitted: 801
- Blended: 66%
- Grant first: 48%
- Grant only: 7%
- Equity only: 8%

Stats October 2021
- Submitted: 1098
- Blended: 24%
- Grant first: 37%
- Grant only: 10%
- Equity only: 8%
EIC Accelerator funded projects.

- Submitted: 801, 1098
- Companies selected (success rate): 65 (8%), 99 (9%)
- Health (success rate): 28 (3%), 35 (3%)
- % Companies led by female CEO: 20%, 19%
- % Requested blended: 92%, 89%
Hot topics in Health under HE.

- Personalised medicine, and cell and gene therapy
- Digital health solutions
- Infectious diseases and outbreaks
- Efficient health care systems
- Mental health and well being
- Chronic health conditions – Age-related impairments
Funded topics in Health.

Funded EIC Accelerator health projects – June cut-off 2021

- Chronic pain/diseases: 31%
- Cancer: 21%
- Digital solutions: 17%
- Gene therapy: 10%
- Personilised medicine: 7%
- Mental health: 7%
- Efficient healthcare systems: 3%
- Infectious diseases: 4%
- Efficient healthcare systems: 3%

Mental health: 7%
Funded topics in Health.

Funded EIC Accelerator health projects – October cut-off 2021

- Chronic pain / diseases treatment 54%
- Cancer treatment and diagnostic 13%
- Drug Development 13%
- Infectious diseases prevention 3%
- Cell therapy for cancers 5%
- Mental disorders diagnosis 5%
- Diseases biomarkers 5%
- Digital health 3%
Novelties and hot topics for 2022.
EIC Novelties for 2022.

- €1.7 billion for or breakthrough innovators to scale up and create new markets.
- A New EIC Scale-Up 100 initiative to identify 100 promising deep tech companies.
- Equity investment above €15 million for strategic European technologies.
- Strong support to women investors* to encourage diversity within companies.
- More frequent application deadlines: three cut-offs vs two last year.

* The 2022 edition of the EU Prize for Women Innovators.

Emerging and breakthrough health technologies in the EIC.

- Regenerative medicine and tissue engineering
- Cardiogenomics
- AI-enabled drug discovery
- Companion diagnostics in cancer
- From single biomarkers to multiple biomarkers big data maps
- High-tech mental health practitioner
- Cell and gene therapies RNA-based therapies for cancer, complex and rare genetics diseases
- Synthetic biology for industrial biotech
Tips for a successful proposal.
Tips to succeed with your application.

Not every great idea or innovation translates into a successful business. The EIC know this, so they expect you have done the exercise of developing a **strong business plan** to show that you have thought it through and **have a strategy** to bring your disruptive technology to the market successfully. **This is key** for a winning proposal.

**Outstanding Pitch deck creation & pitching:**
- Introduce your **company**.
- Describe your **innovation**: Problem + solution.
- Show your **plan**: Business Opportunities.
- Present your **team**.
- Check your **Pitch Deck Style**: Show vs. Tell / + Emphasis.

Jonathan Langton
Project Manager

Megan Schmidgal
Communication & Marketing Consultant
Tips to succeed with your application.

Video creation:
> Be clear.
> Show not just tell.
> Be value driven.
> Speak directly to your audience.
> Why you, why now?

When writing the proposal think about:
> Does the TRL of your innovation fits into the EIC Funding scheme?
> Is your solution meeting a real and impactful need?
> How innovative is your solution vs the existing competitors?
> Do not despair. Despite writing a proposal is a long and tedious process, we can help you.
EIC Accelerator Check List.
EIC Accelerator Profile Checklist

- **Strong team**
  - Ideally 6 to 30 FTEs.
  - 100% committed to the project.
  - Board of senior advisors.

- **Impactful value proposition and differentiation**
  - Quantified value proposition.
  - Showcasing a clear superiority vs your competitors.

- **Clear market opportunity and a preliminary convincing BP**
  - Typical VC-style investment process.
  - Convincing commercialization plan.
  - Initial market traction.

- **Strong IP and technological maturity**
  - Demonstrated the technology in a relevant environment (TRL 5-6).
  - Intellectual property protected.

- **Have a network of investors ready to co-invest**
  - Require to secure EIC equity investment from the EIC
Cases of Success.
Success stories example: Eodyne.

Company: Eodyne

Project: PHRASE

Country: Spain/Germany/Belgium/UK

Funding: EIC Transition (consortia of 5 entities)

Learn more about this project
Success stories example: Xeltis

**Company:** Xeltis

**Project:** HeartRestore

**Country:** Netherlands

**Funding:** EIC Accelerator – Full Blended

Learn more about this project
Some exceptions: Plas Free.

**Company:** Plas Free

**Project:** CLERPLASMA

**Country:** Israel

**Funding:** EIC Accelerator – Full Blended

Learn more about this project
# EIC Transition in brief.

<table>
<thead>
<tr>
<th>Who can apply</th>
<th>What for</th>
<th>Deadline</th>
<th>Budget</th>
<th>Topics</th>
<th>Evaluation</th>
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</thead>
<tbody>
<tr>
<td><strong>Open</strong></td>
<td>Grants up to EUR 2.5 million (or more if properly justify) to validate and demonstrate technology in application-relevant (TR4 to 5-6) and develop market readiness.</td>
<td>4th May 28th September</td>
<td>€70.9M</td>
<td>BOTTOM-UP.</td>
<td>1. Proposal 2. Interview</td>
</tr>
<tr>
<td>Single applicants (SMEs, spin-offs, start ups, research organisations, universities); Small Consoria (2 partners) or consortia of 3-5 different independent legal entities established in at least 3 different eligible countries; Proposals must built on results from eligible Pathfinder, FET or ERC Proof of Concept projects.</td>
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<td>€60.5M</td>
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## EIC Accelerator in brief.

<table>
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<th>Who can apply</th>
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<th>Evaluation</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Open</strong></td>
<td>Blended finance: up to €2.5M grant component for technology development and validation (e.g., TRL 5/6 to 8); €0.5 - €15M investment component for scaling up and any other activities.</td>
<td>1. Short applications – any time.</td>
<td>€630,9 M</td>
<td>BOTTOM-UP.</td>
<td>1. Short application.</td>
</tr>
<tr>
<td></td>
<td>‣ <strong>Single Start-ups and SMEs</strong> (including spin-outs).</td>
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<td></td>
<td>‣ <strong>Individuals</strong> (intending to launch a start-up/ SME).</td>
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<td></td>
<td>‣ In exceptional cases <strong>small mid-caps</strong> (&lt;499 employees).</td>
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<tr>
<td><strong>Challenges</strong></td>
<td><strong>Grant only/grant first</strong> under certain conditions.</td>
<td>2. Full applications – 23 March 15th June 5th October.</td>
<td>€536,8 M</td>
<td></td>
<td>2. Full application.</td>
</tr>
<tr>
<td></td>
<td><strong>Investment component only</strong> for small mid-caps or as follow up to grant only.</td>
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<td></td>
<td><strong>Business Accelerator Services.</strong></td>
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<td>3. Interview.</td>
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</table>
Thank you.

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28046 Madrid (Spain)