



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



Pilar Muñoz

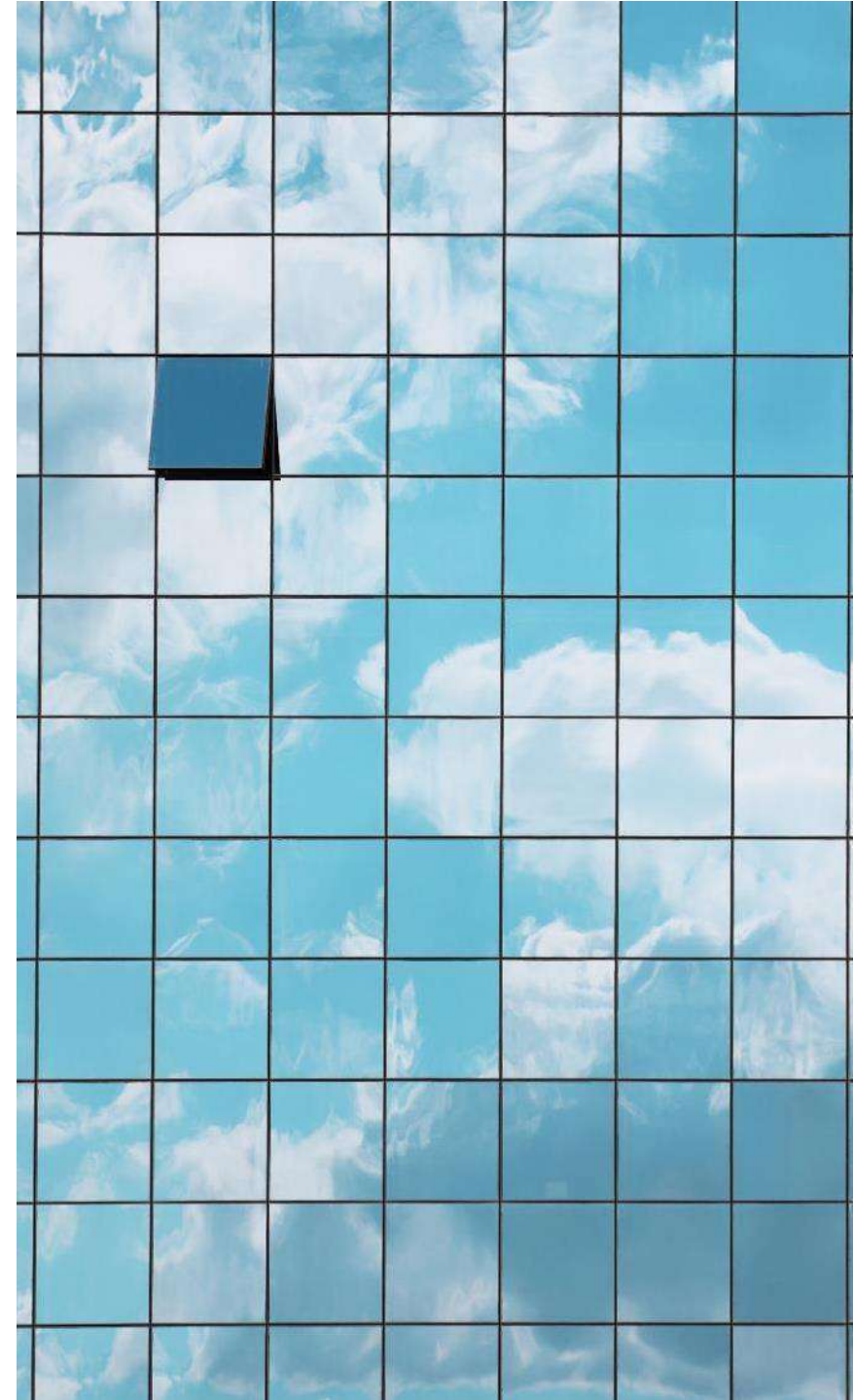
Project Manager EU Grants

Head of Healthcare

PhD, Medicinal Chemistry

Agenda.

- 1. Who we are.**
- 2. EIC Transition and Accelerator.**
- 3. Novelties and Hot Topics for 2022.**
- 4. Tips for a successful proposal.**
- 5. EIC Accelerator Check List.**
- 6. Cases of success: Eodyne, Xeltis & PlasFree**



Who we are.



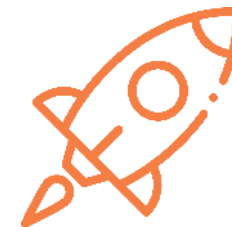
**52% women
48% men**



**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**

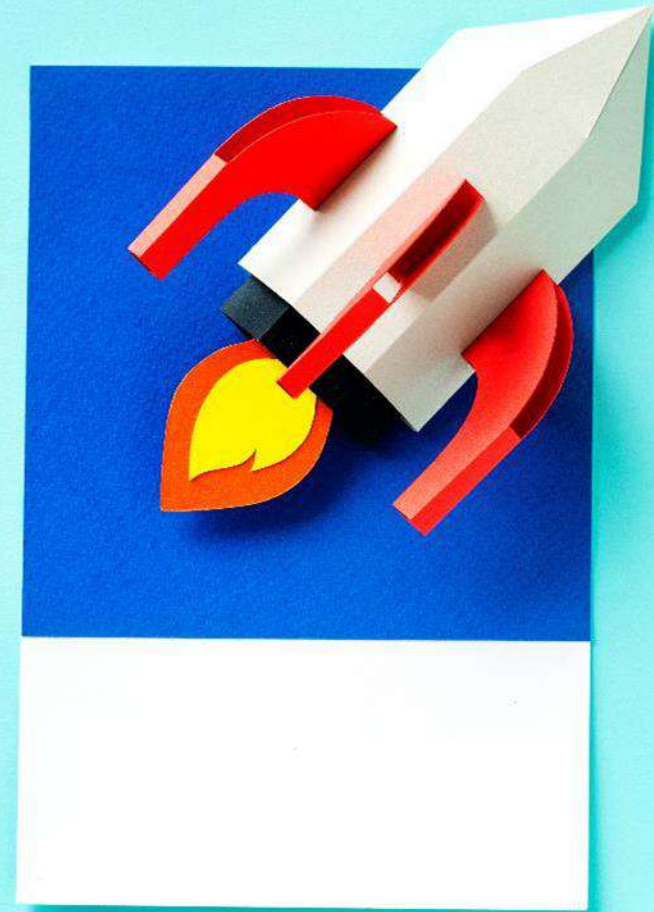


Experience from
**8 independent
EU programs**



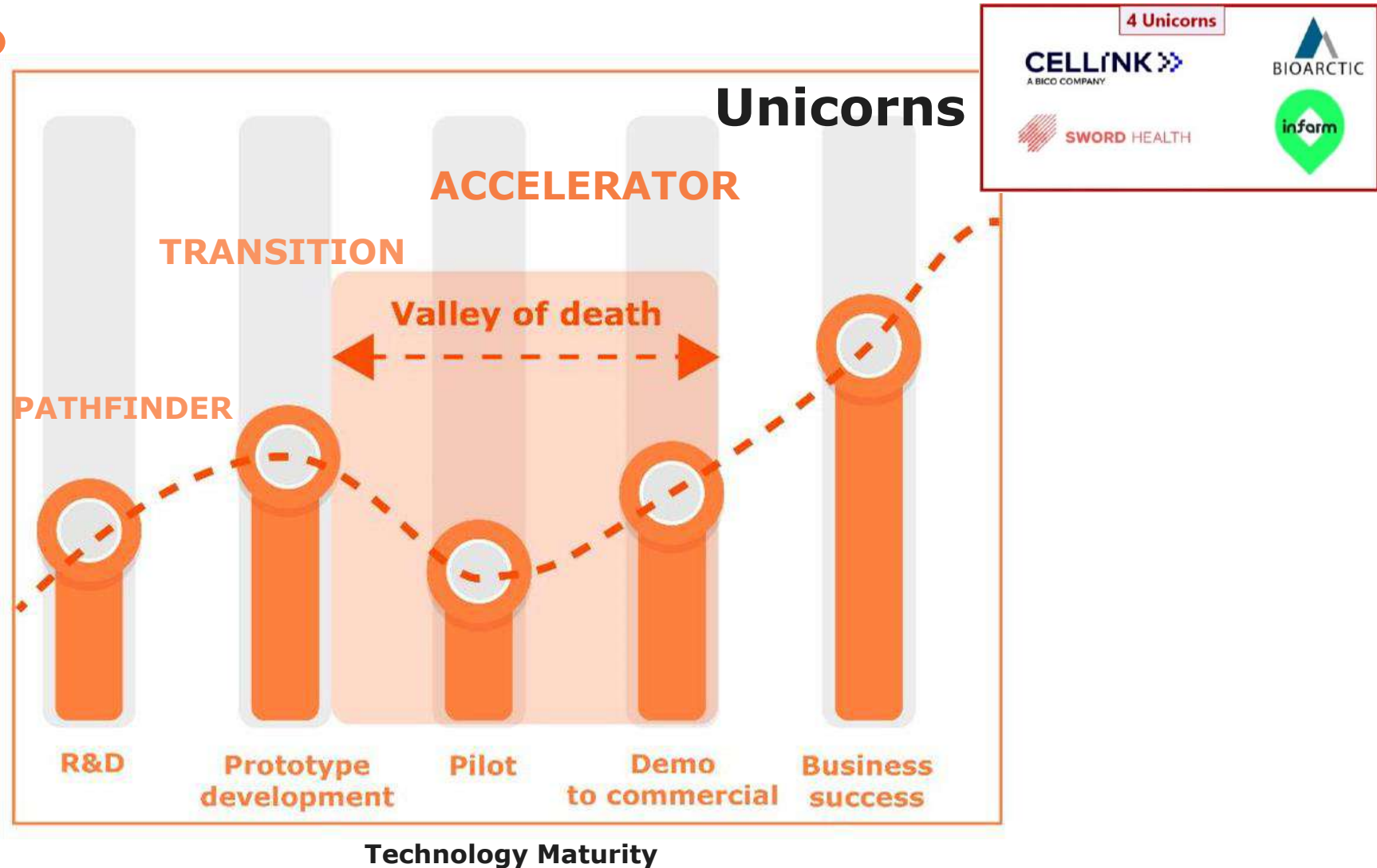
**+10 years
of experience**

EIC **Accelerator & Transition.**



EIC GOAL: Skipping the Valley of Death.

Available
Investment
Funds



EIC funding roadmap.



PATHFINDER

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

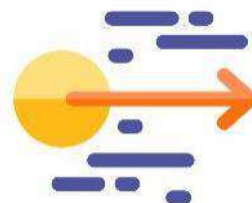


Discovery & Research

TRL 1 → TRL 3-4
Proof of concept

TRANSITION

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



Research & Development

TRL 3-4 → TRL 5-6
Prototype validated at lab scale

EIC ACCELERATOR

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

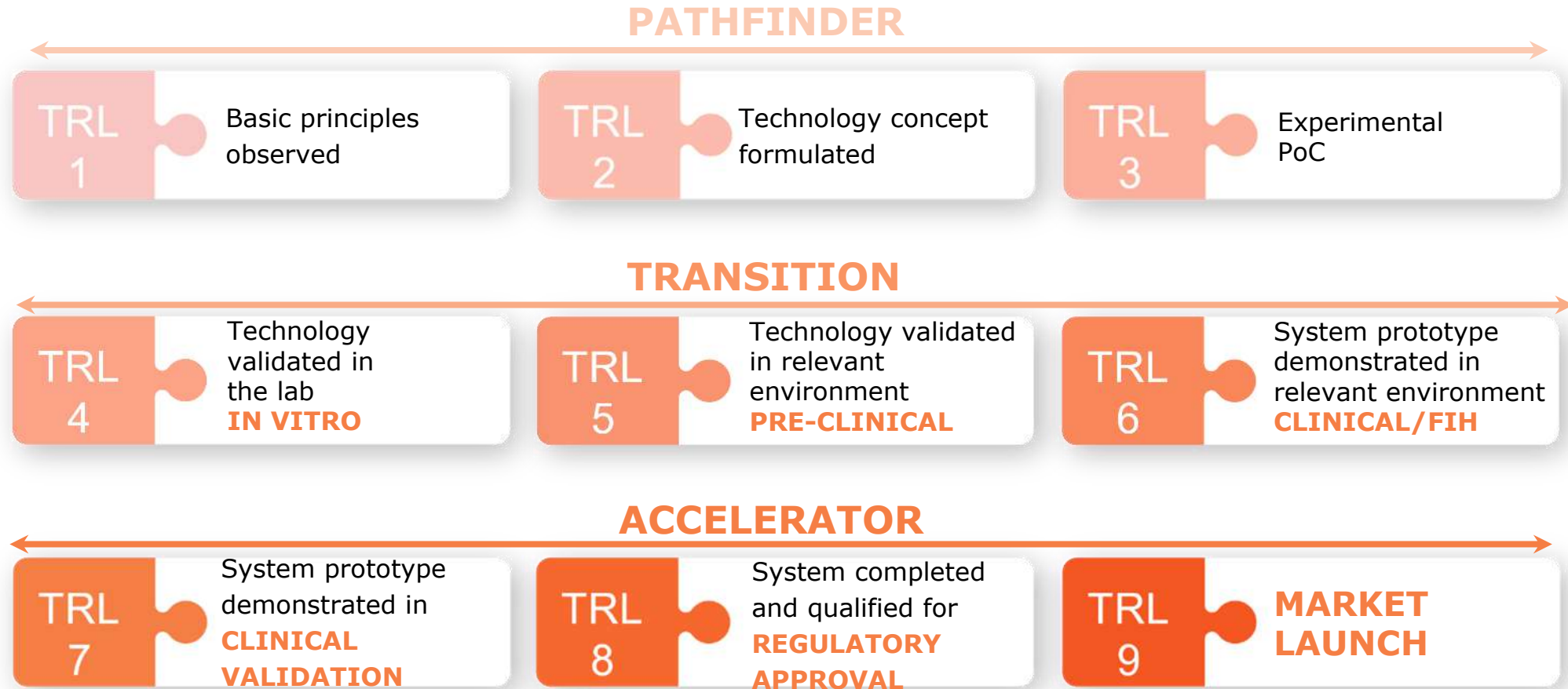


Grant: Validation
& Certification
(TRL6-8)

Equity: Deployment
& Scale up
(TRL9-)

TRL 5-6 → TRL 9
Regulatory approval (CE FDA)
and launch

TRL: Technology Readiness Levels .



EIC Transition: goals.

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



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.

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**

- > **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 lncRNA, 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.

EIC Transition: evaluation criteria.

Two-stages evaluation:

1. Proposal 20 pages:

results within 9ws

(at least 3 evaluator score)

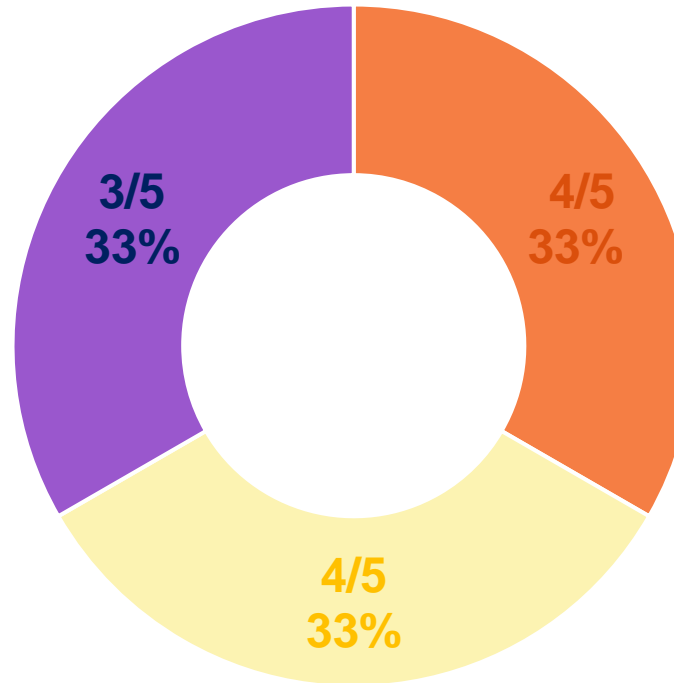
2. Face to face interview:

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

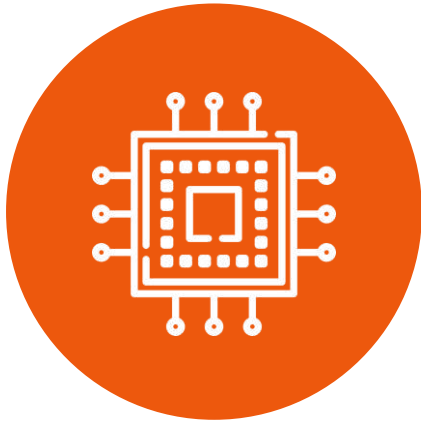
EIC Transition: funded projects 2021.



	Submitted	Companies selected	Success rate	Health
Open	221	29	13%	21 (50%)
Challenge	71	13	23%	

EIC Accelerator: goals.

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



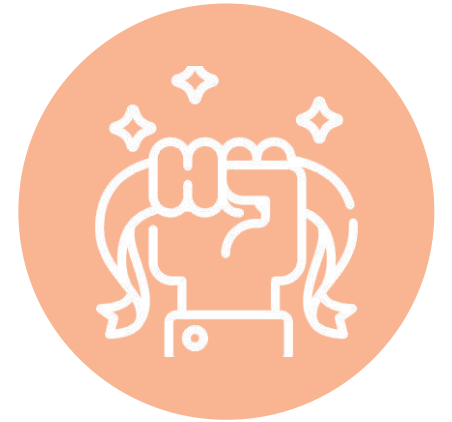
Support radically new and **breakthrough** products, services, processes, and business models.



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



€0.5 - 2.5 M grant



**Timeframe
1,5 - 2 years**



**Open &
Challenge**



3 cut-offs:
23rd March
15th June
5th October



**70% of the
eligible costs**



TRL 6 - 8
(market take-up)

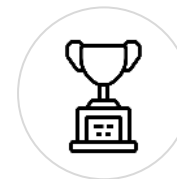


**For individual
applicants**

Blended Finance (Grant + Equity)



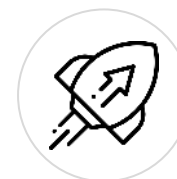
0.5 - 15M€ equity



**Tailor-made for
projects**



**100%
optional**



**Deployment and
scale up**
(TRL 9 onwards)



The EC acts as a
"passive investor"

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.

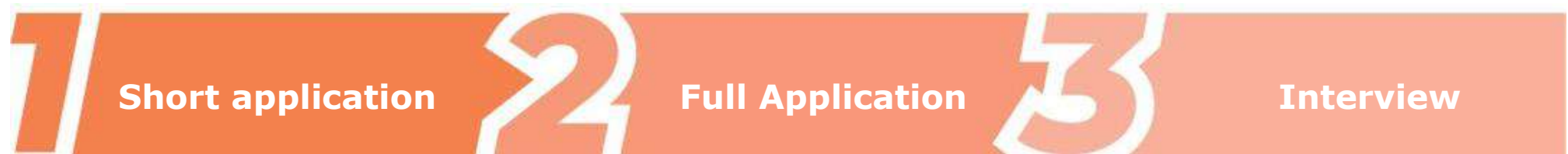
Technologies for “Fit for 55”

“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.



Dates:
Always open

Evaluation:
4 evaluators
Need at least 2 GOs

Time to results:
2-4 weeks



EIC Accel.: Short Application •

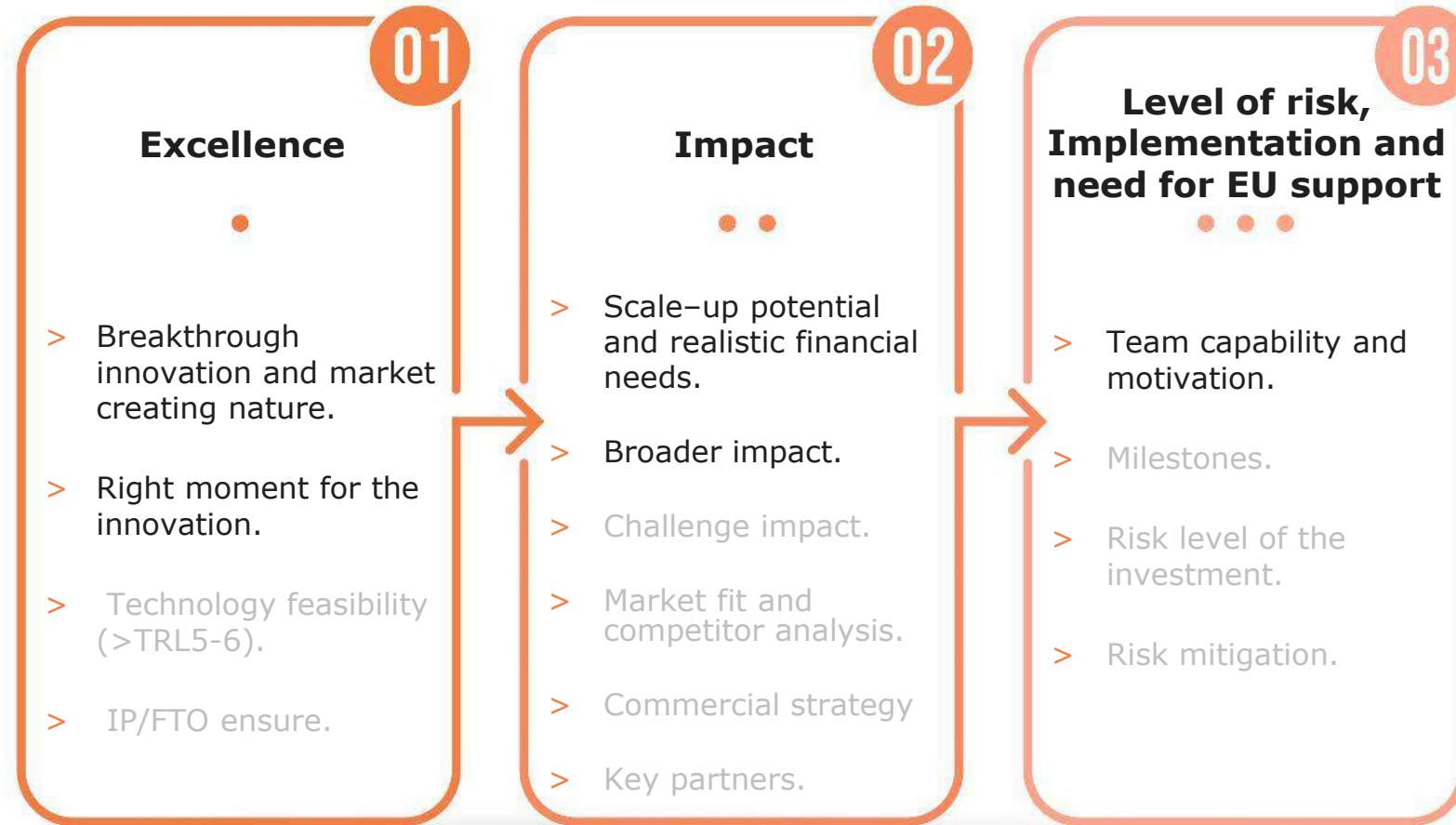
Documents to submit:



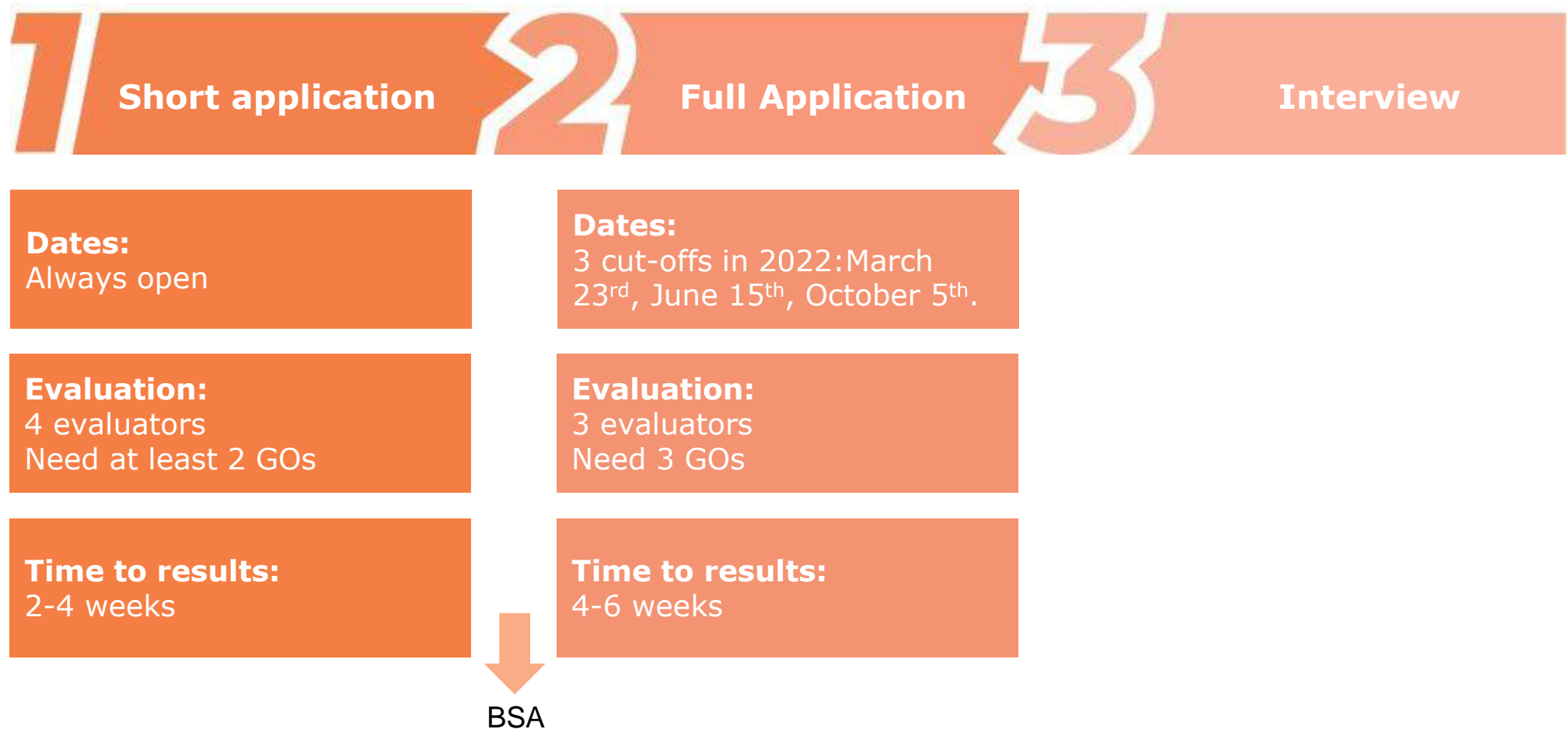
These 3 components must be **comprehensive**, **coherent** and **impactful**

EIC Accel.: Short Application.

Evaluation criteria:

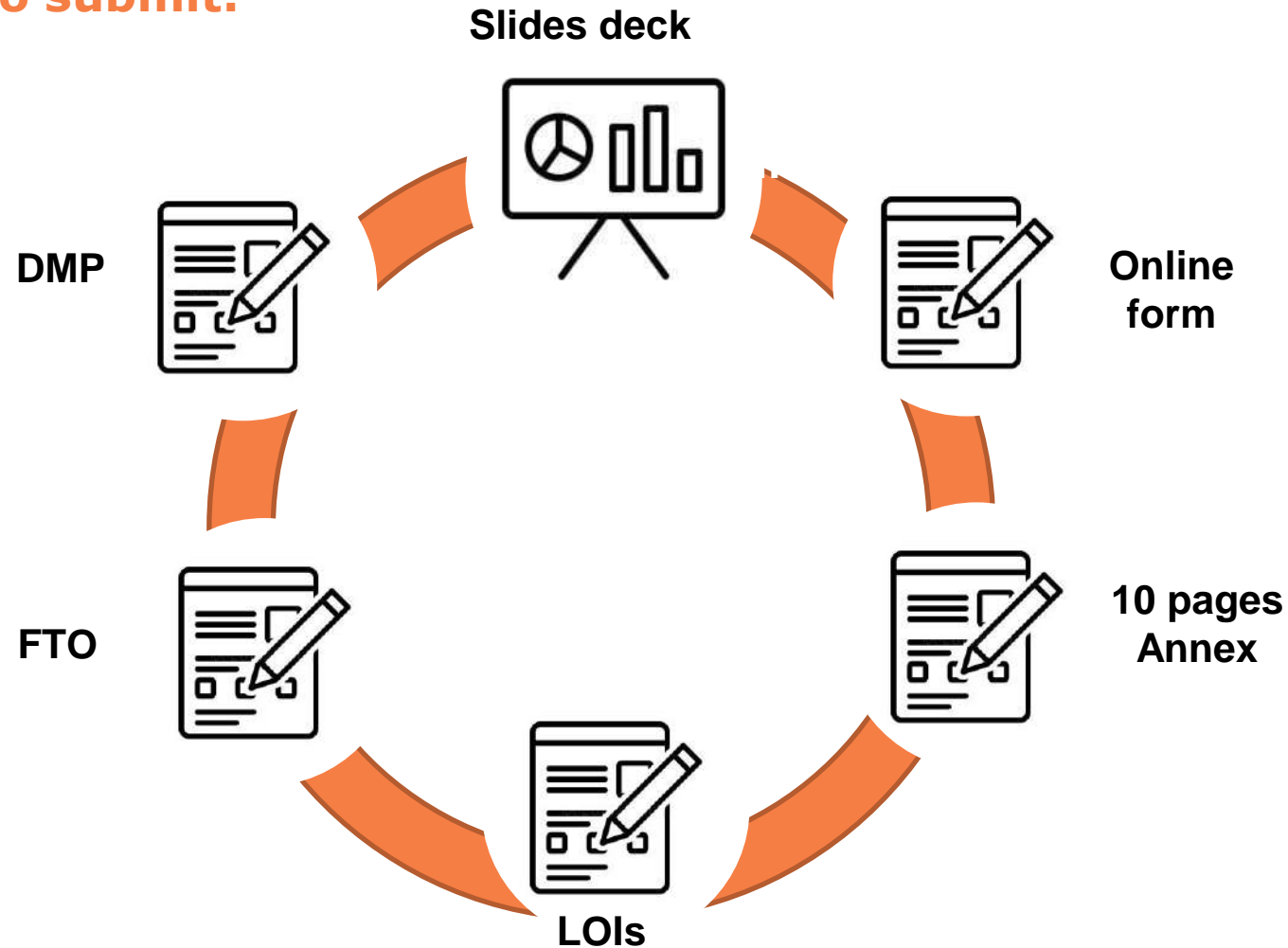


EIC Accel.: application steps.



EIC Accel.: Full Application.

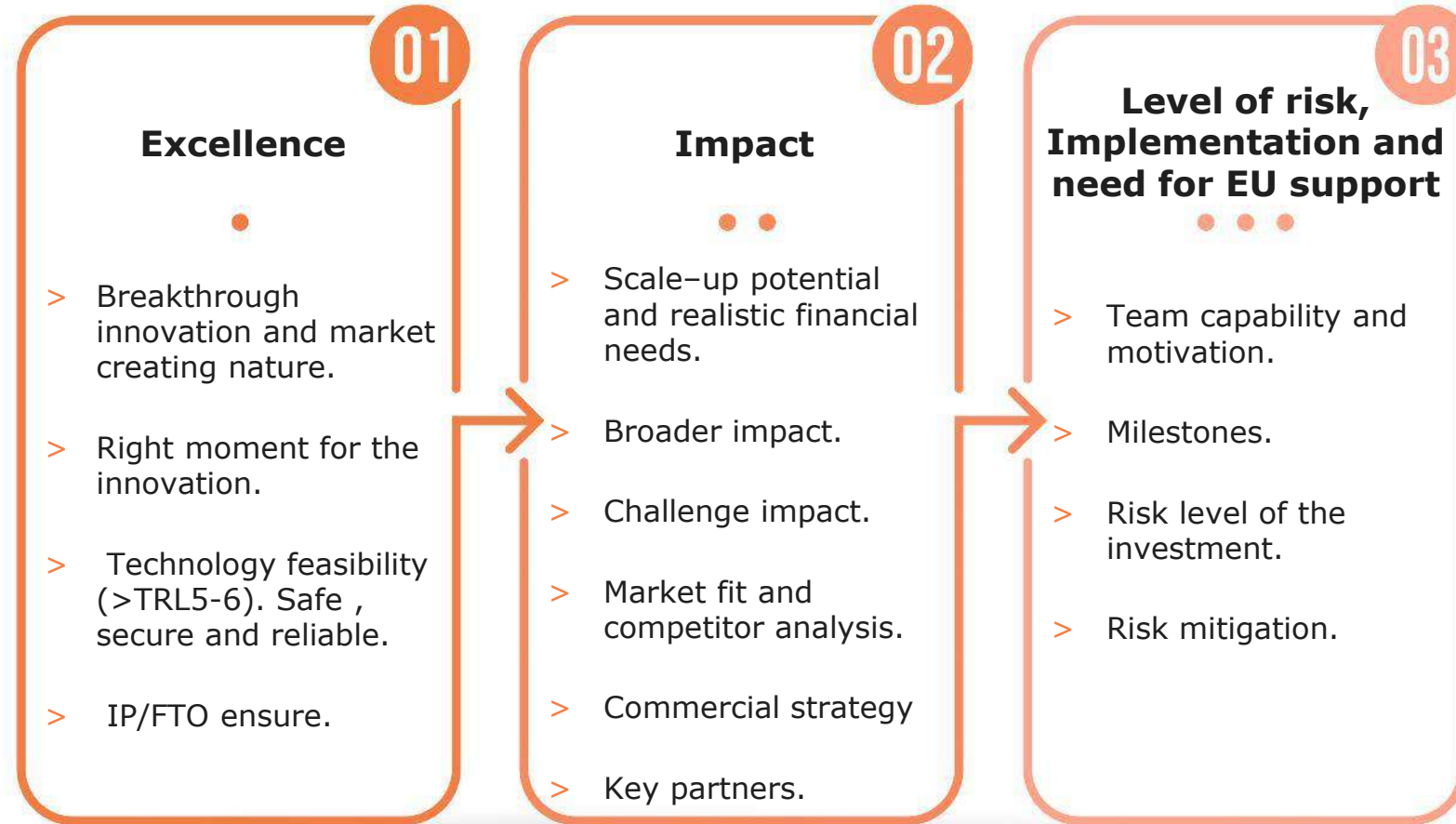
Documents to submit:



These 6 components must be **comprehensive, coherent** and **impactful**

EIC Accel.: Full Application.

Evaluation criteria:



EIC Accel.: application steps.

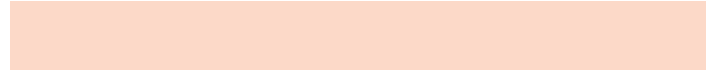


Top 3 topics and countries funded.

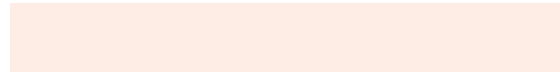
Health



Engineering



Energy



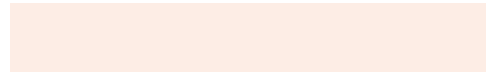
France



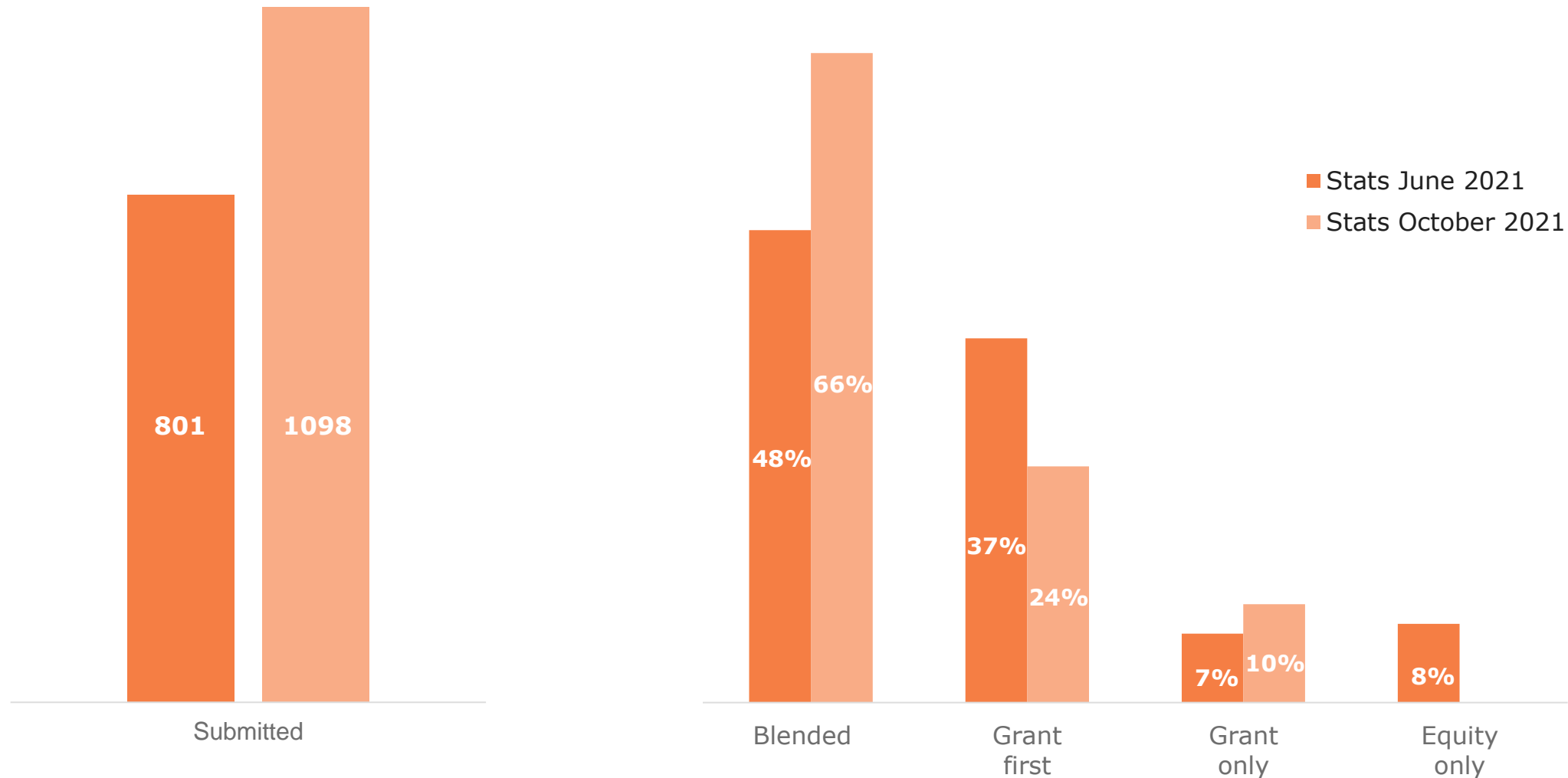
Germany



Israel

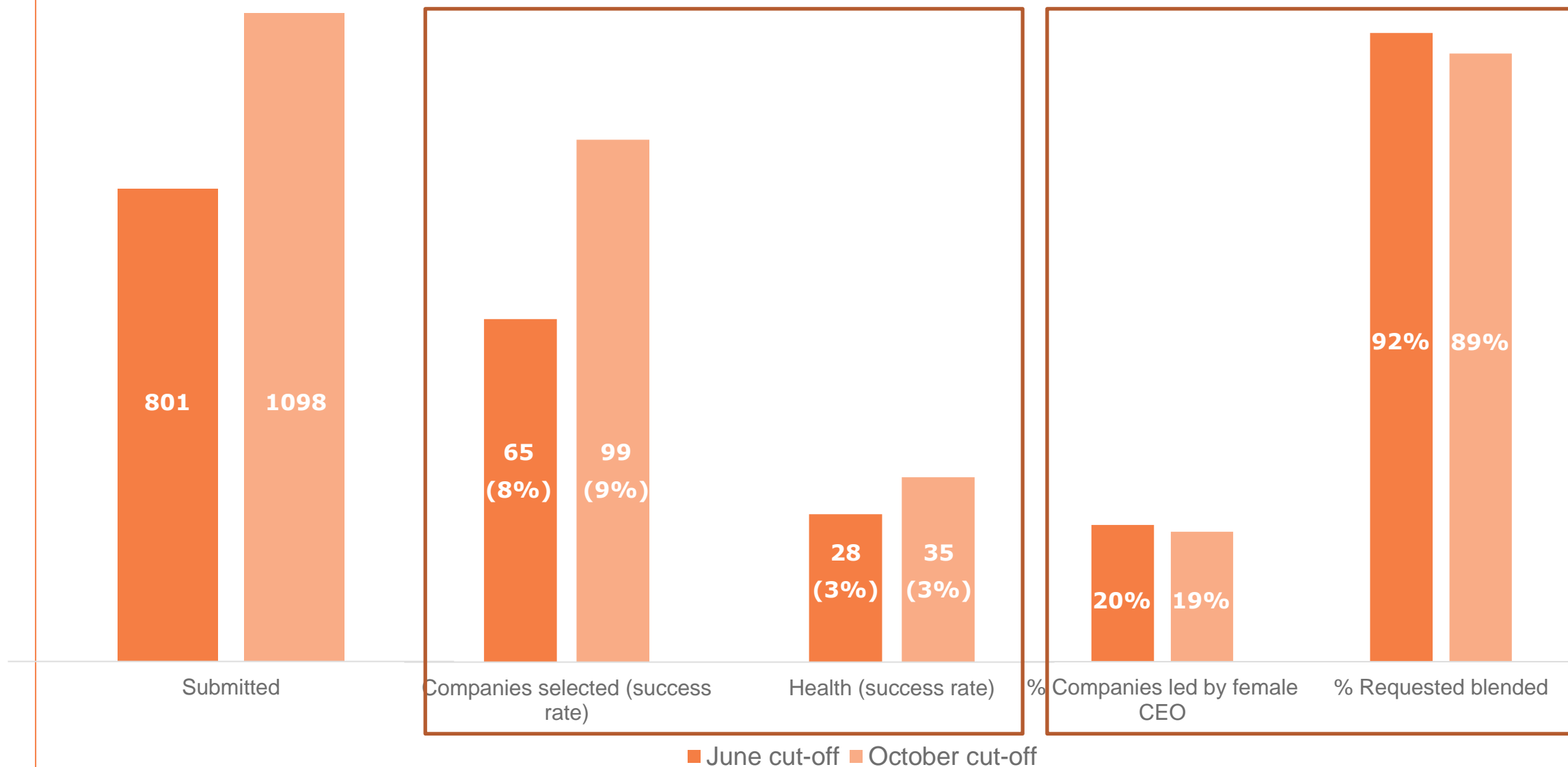


EIC Accelerator funded projects.



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

EIC Accelerator funded projects.



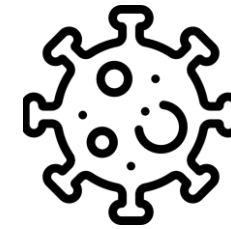
Hot topics in Health under HE.



Personalised
medicine, and cell
and gene therapy



Digital health
solutions



Infectious
diseases and
outbreaks



Efficient health
care systems



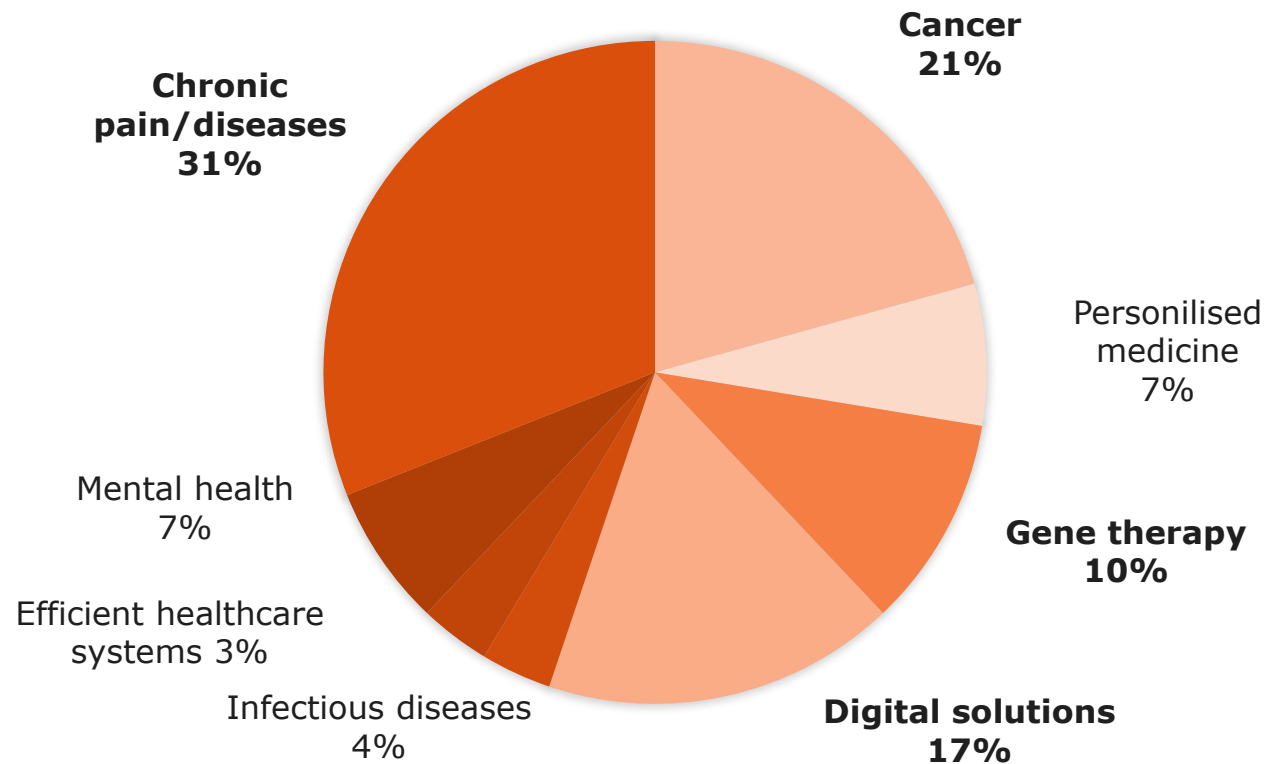
Mental health
and well being



Chronic health
conditions – Age-
related impairments

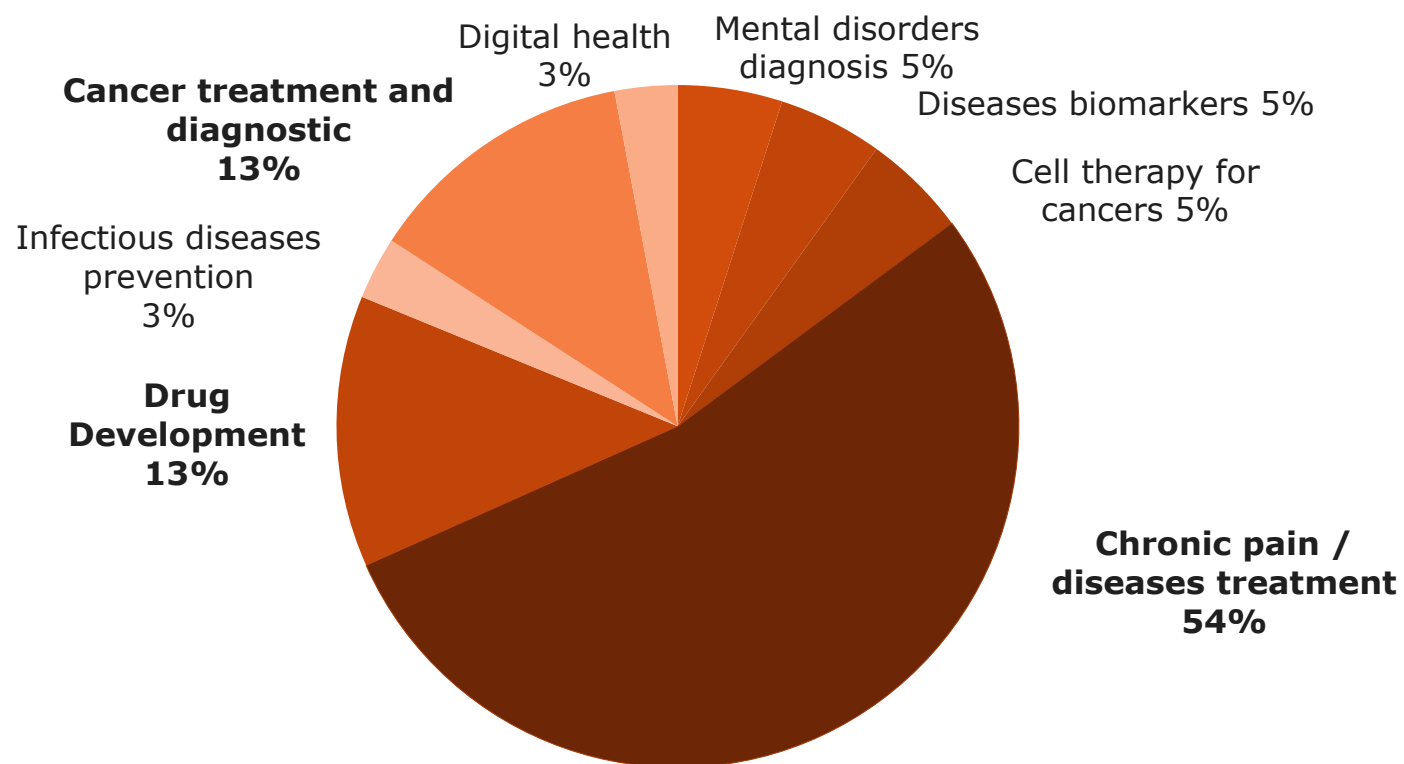
Funded topics in Health.

Funded EIC Accelerator health projects – June cut-off 2021



Funded topics in Health.

Funded EIC Accelerator health projects – October cut-off 2021



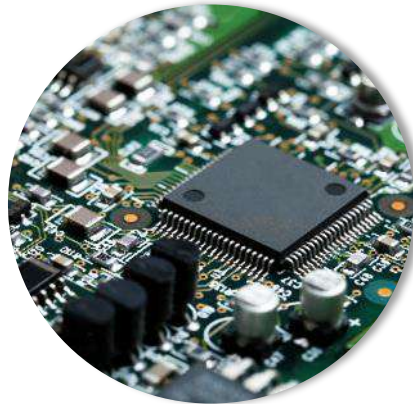
Novelties and hot topics for 2022.



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.

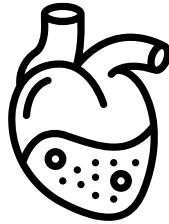
* The 2022 edition of the [EU Prize for Women Innovators](#).

Emerging and breakthrough health technologies in the EIC.

Last
updates
released



Regenerative medicine
and tissue engineering



Cardiogenomics



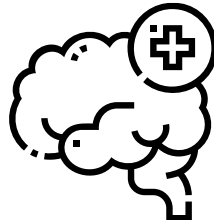
AI-enabled drug
discovery



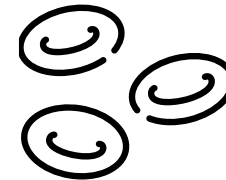
Companion diagnostics
in cancer



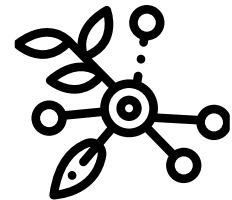
From single biomarkers
to multiple biomarkers
big data maps



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.*

”



Jonathan Langton
Project Manager

“

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.

”



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?**



Megan Schmidgal

Communication & Marketing
Consultant

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.



María Jesús Piña

Senior Innovation
Consultant

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.

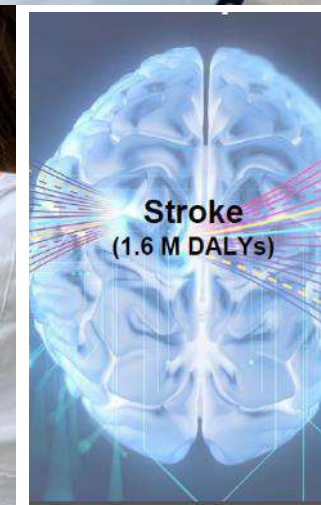
Company: Eodyne

Project: PHRASE

Country: Spain/Germany/Belgium/UK

Funding: EIC Transition (consortia of 5 entities)

[Learn more about this project](#)



Success stories example: Xeltis .

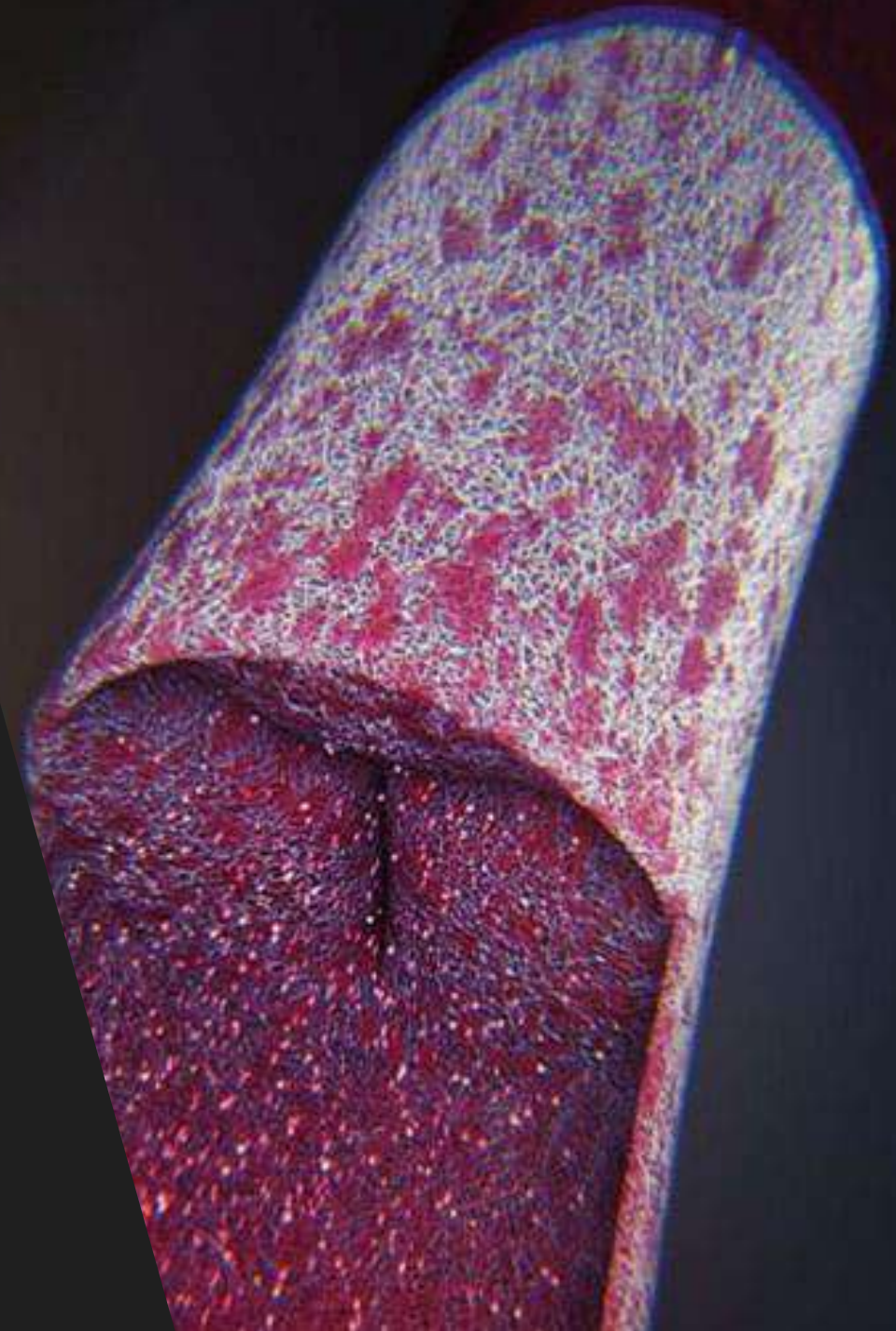
Company: Xeltis

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.

	Who can apply	What for	Deadline	Budget	Topics	Evaluation
Open	<ul style="list-style-type: none"> > Single applicants (SMEs, spin-offs, start ups, research organisations, universities); > Small Consortia (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. 	<ul style="list-style-type: none"> > 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. 	4th May 28th September	€70,9M	BOTTOM-UP.	1. Proposal 2. Interview
Challenges				€60.5M	1. Green deal devices for the Future. 2. TProcess and system integration of clean energy technologies. 3. RNA based therapies and diagnostics for complex or rare genetic diseases.	

EIC Accelerator in brief.

	Who can apply	What for	Deadline	Budget	Topics	Evaluation
Open	<ul style="list-style-type: none"> > Single Start-ups and SMEs (including spin-outs). 	<ul style="list-style-type: none"> > 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. 	1. Short applications – any time.	€630,9 M	BOTTOM-UP.	1. Short application.
Challenges	<ul style="list-style-type: none"> > Individuals (intending to launch a start-up/ SME). > In exceptional cases small mid-caps (<499 employees). 	<ul style="list-style-type: none"> > Grant only/grant first under certain conditions. > Investment component only for small mid-caps or as follow up to grant only. > Business Accelerator Services. 	2. Full applications – 23 March 15th June 5th October.	€536,8 M	1. Technologies for Open strategic autonomy. 2. Technologies for “Fit for 55”.	2. Full application. 3. Interview.



Thank you.

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e>volution.