

# Backing visionary entrepreneurs

Meet the European Innovation Council, Accelerator

European  
Innovation  
Council



# HORIZON EUROPE EIC PORTFOLIO

European  
Innovation  
Council



OVER **500**  
start-ups



**275**  
advanced  
research  
projects



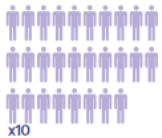
**140**  
projects  
commercialising  
research results

## PORTFOLIO ANALYSIS



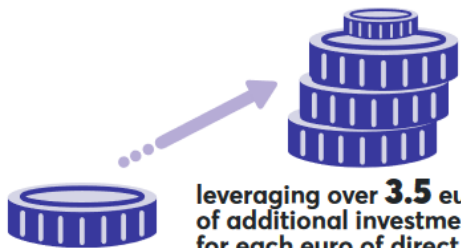
**100**

**investment  
rounds**  
supported by the  
EIC Fund



co-investments  
from other  
investors **280**

Investment  
mobilised **€1.2bn**



leveraging over **3.5** euro  
of additional investment  
for each euro of direct  
investment through the  
EIC Fund

## CRITICAL TECHNOLOGY AREAS

OVER  
**€500m**



**ARTIFICIAL INTELLIGENCE  
TECHNOLOGIES**

~**€500m**

CHIPS ACT



**QUANTUM TECHNOLOGIES  
AND SEMICONDUCTORS**

OVER  
**150** projects



**ADVANCED  
MATERIALS**

OVER  
~**€350m**



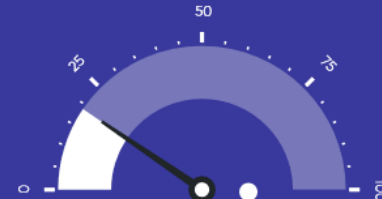
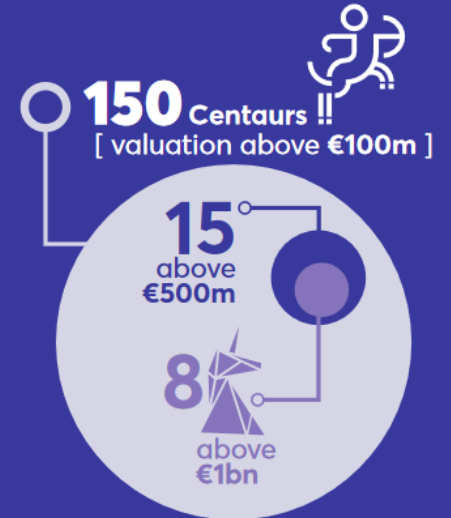
**BIOTECHNOLOGY  
AND HEALTHCARE BIOTECH**

## OVERALL PORTFOLIO

~ **€70bn**



increase of  
**€20bn**  
in just over  
**1 year**



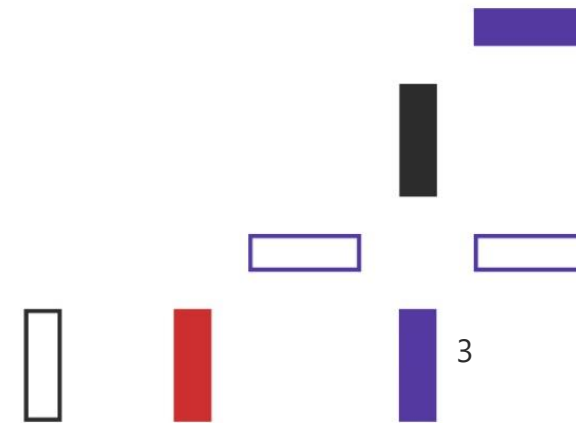


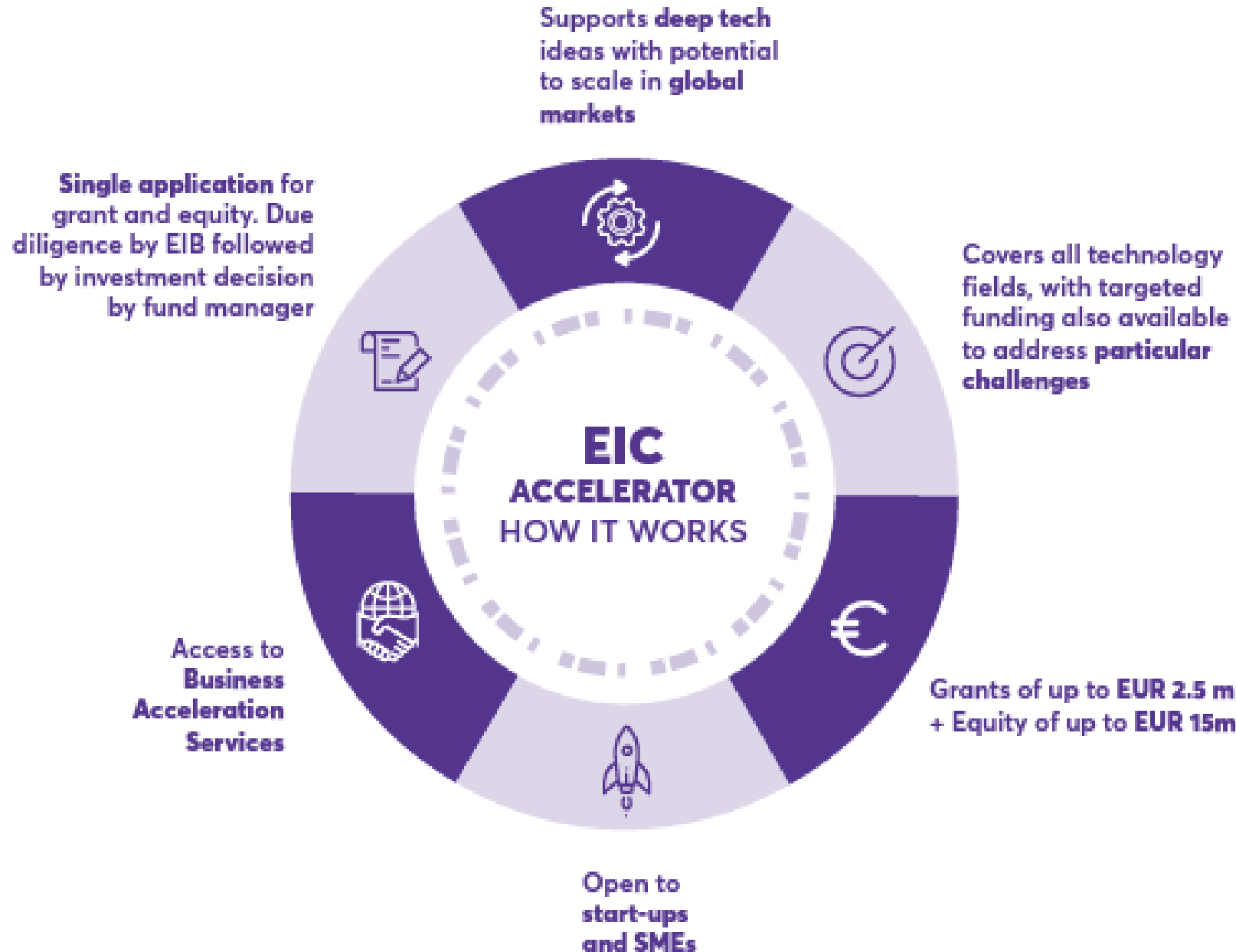
# EIC Accelerator:

- Are you a start-up or a SME seeking to scale up high impact innovation with potential to create new markets or disrupt the existing ones?
- Does your innovation build on a scientific discovery or technological breakthrough ('deep tech')?
- Do you need significant funding over a long timeframe?
- Is the investment too risky for private investor alone?

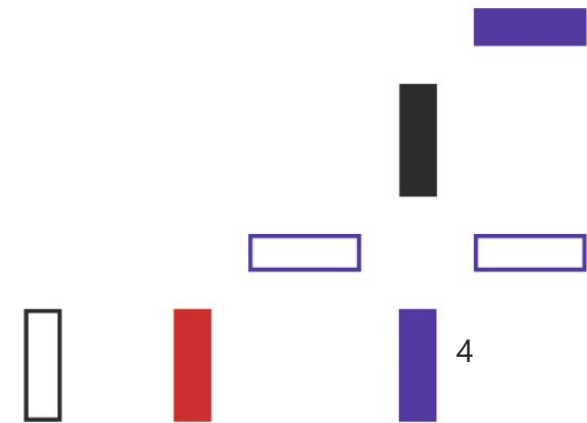


**Are we the  
right investor  
for you?**





# What do we offer?





# What are we looking for?

**Start-ups and SMEs** seeking to **scale-up** high impact innovations with the **potential to create new markets** or disrupt existing one

Innovation building on **scientific discovery** or technological breakthroughs  
(„**deep tech**“)

Innovations where **significant funding** is needed over a **long timeframe** and are **too risky** for private investors alone



# EIC Accelerator– Blended Finance



## Grant component



## Investment component

- maximum of less than **€ 2.5 million**
- eligible costs are reimbursed up to a maximum of **70%**
- small mid-caps are not eligible for a grant only

- € 0.5 million and **maximum € 15 million**
- usually in the form of direct **equity** or quasi-equity
- **minority ownership** (maximum 25% of the voting shares of the company)
- **“patient capital” principle** (7-10 years perspective on average, max 15 years)

# EIC Accelerator – funding options



## Grant only

If you can prove that you have sufficient financial means for deployment and scale-up (TRL 9)

## Investment only

If you are looking to fill the funding gap for rapid scale-up of your high-risk innovation and you don't need a grant

## Grant & investment

If you need support for development (TRL 5/6 → 8), deployment and scale-up (TRL 9)



# EIC Accelerator – Who can apply?



- **Single company (i.e. no consortia, but subcontracting and affiliated entities are possible)**
  - SME according to EU definition: < 250 employees, < 50 million EUR turnover or < 43 million EUR total balance sheet, data from linked or partner enterprises might need to be taken into account\*
  - Small mid-caps (up to 499 employees) – for rapid scale up only
  - Natural person(s) or legal entity
    - from Member State (MS) or Associated Country (AC) intending to establish an SME or small mid-cap in MS or AC by the time of signing the EIC Accelerator contract.
    - From a non-associated third country intending to establish an SME or to relocate an existing SME to a MS or AC (establishment prior to full proposal!)

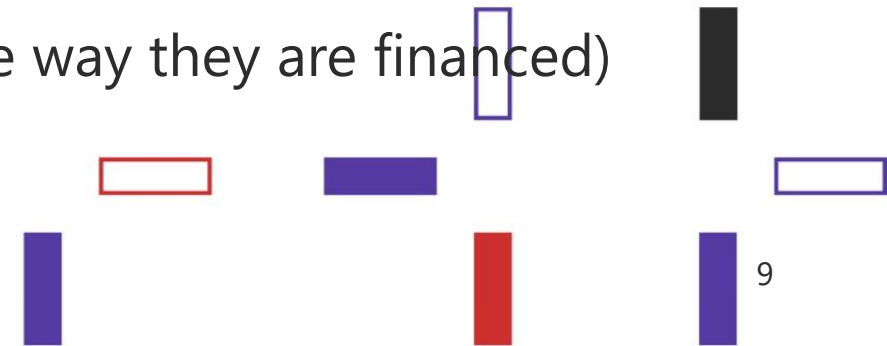
[\\* More details and self-assessment tool](#)



# EIC Accelerator – innovation & market deployment actions



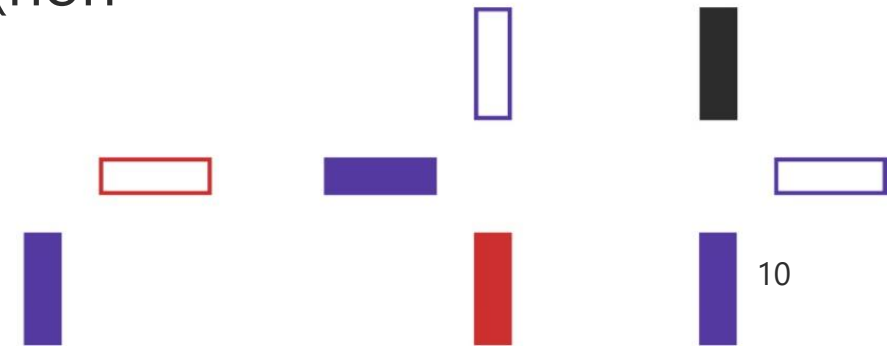
- The EIC Accelerator supports "**innovation and market deployment actions**"
- It means **a single action** which embeds an innovation action and other activities necessary to deploy an innovation in the market, including the scaling-up of companies.
  - The costs for the **innovation activities** may be co-funded by the grant component (grant-only, grant-first, blended finance), by the companies' own resources (specially, for investment-only) and/or, partially, by the investment/equity component (e.g. for blended finance).
  - The **market deployment activities** may be covered by the investment/equity component and/or by the companies' own resources (grant-only).
- Issues encountered in one type of activities (including the way they are financed) may impact on the other type of activities.



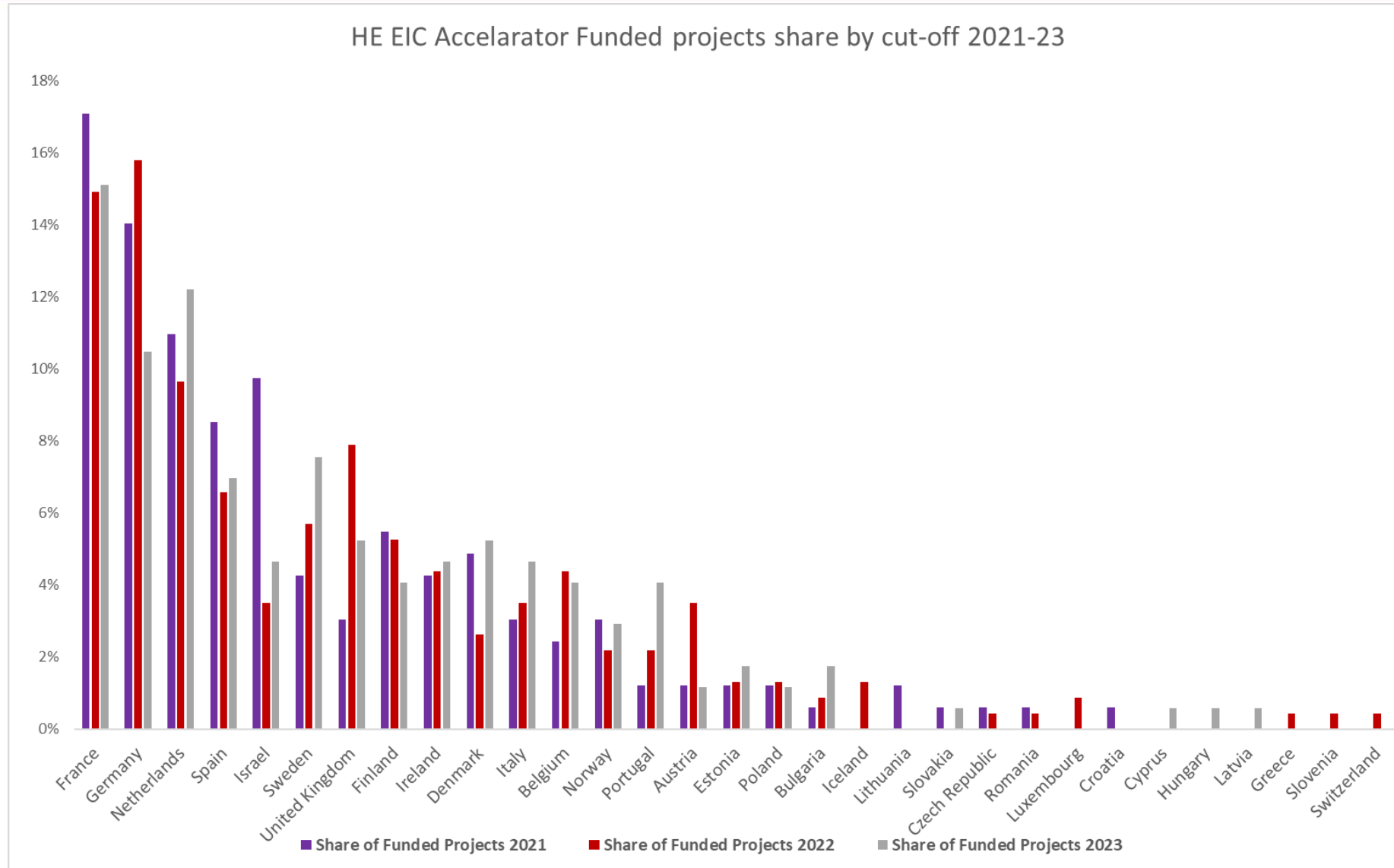
# The selection process in a nutshell



- The **Accelerator evaluation process** is composed of the **following phases**:
- **Screening of short proposals**: performed by remote evaluators, which leads to a GO or NO-GO to the next evaluation stage,
- **Evaluation of full proposals**, performed by remote evaluators, which leads to a GO or NO-GO to the next evaluation stage,
- **Interviews with participation of Jury Members** which leads to establishing the list of GO (funded) and NO-GO (non-funded) proposals

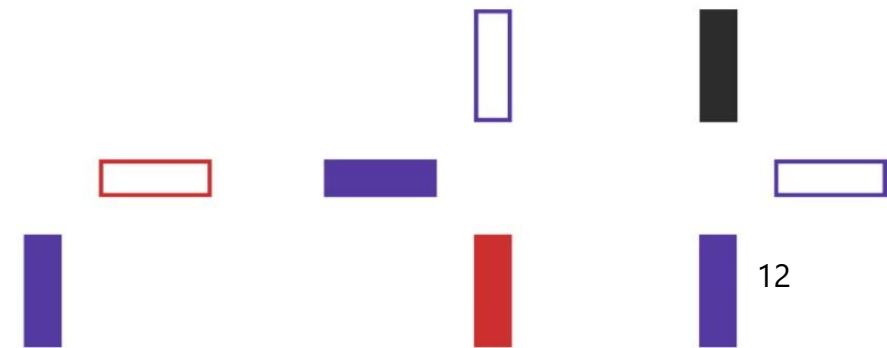


# Country distribution of selected projects





- 257M EUR in grant and investment recommended (8,6% total)
- **For 2023** (source: CDTI)
  - Success rate full proposal 20,5% (compared to 7% at EU level)
  - Success rate interview 31,2% (compared to 17,3% at EU level)



Implementation of  
EIC Investment –  
the equity  
component of the  
EIC Blended  
Finance





# The EIC Fund

- **Manages equity investments** in startups & SMEs selected by EIC Accelerator.
- The EIC Fund is a **venture capital fund** established in June 2020 by the European Commission.
- An **external fund manager** has been recently appointed as part of the **EIC Fund restructuring**, to make it sustainable for the number and amounts of investments expected in the period 2021-27, drawing on the lessons learned from the pilot phase and considering the legal base. This has **no impact on funding offered** by the EIC or on the **selection process**.
  - The EIC **Fund Manager** makes **investment/divestment decisions** and portfolio management.
  - The **European Investment Bank (EIB)** is investment **advisor** to the EIC Fund performing the due diligence, preparing the investment proposal and supporting the portfolio management.
  - **EISMEA**
    - conducts the **evaluation and selection** of proposals;
    - implements the **grant** component;
    - ensures **coordination** between grant and equity components.
  - Since its incorporation, the EIC Fund has **approved more than 170 deals** (+EUR 800 million) and **signed 96 investment agreements** (Pilot phase and Horizon Europe).

# EIC Accelerator equity funding

- The EIC invests at **early stage** (seed, start-up, scale-up) from **€0.5 to 15.0 million\*** in the form of equity or quasi-equity.
- Intended to finance **market deployment and scale up**.
- **Crowding in** of co-investments and follow-up investments in EIC funded companies of **3-5 times the level of EIC funding**
- The EIC may reserve **follow-on capital** to invest in subsequent series or grant-first.
- The EIC provides **patient capital** (investments will normally be made with a long average perspective (7-10 years) with a maximum of 15 years).
- The EIC usually targets **minority ownership** stakes (from 10 to 25%), and up to a blocking minority in cases identified by the EC as of strategic interest for the EU.

*\* More than € 15 million investment request is allowed in duly justified cases in 2023 on a pilot basis.*

# The investment process after selection



## EIC Investment Guidelines

- 1. Initial assessment (EIB):** proposals selected by EISMEA (following the interview) go through initial assessment: possible investment scenarios ("*buckets*"\*).
- 2. Due diligence (EIB, unless performed by co-investors) + KYC-compliance checks (EIC Fund).**
- 3. Investment proposal (EIB),** potential draft financing terms discussed with the beneficiary and co-investors (if any).
- 4. Investment decision (external EIC Fund Manager),** which will either approve (sometimes with conditions), including the amount and terms, propose grant-first or reject the operation.
- 5. Investment agreement and disbursement.** The EIB will guide the preparatory work of legal documentation for signature by the **EIC Fund Manager**.
- 6. Portfolio monitoring and management (EIC Fund Manager supported by the EIB).**

[\\* Investment Guidelines](#)

# Investment scenarios\*



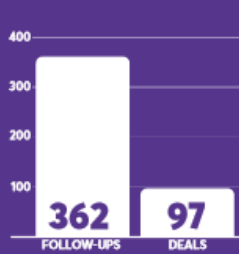
- **Bucket 0:** No Go. Substantial negative issues preventing any investment (fraud, misrepresentation, refusal or failure to submit requested information, manifest error of appreciation by the EC, substantial negative changes of circumstances)
- **Bucket 1: companies non-investment ready,** remaining very high risk despite the awarded EIC Accelerator support. The EIC Fund
  - will perform **full due diligence;** and
  - may proceed with the investment using **quasi-equity (or combined with equity), or propose to revert to “grant first”.**
- **Bucket 2: potential investors show immediate interest in co-investing** alongside the EIC Fund.
  - **Equity investment** is at least **matched** by these other potential **qualified investors** (i.e. which will cover **at least 50% of the round**), having an **objective of 1:3** leverage for the full EIC investment cycle.
  - The **EIC Fund may rely** on financial, commercial and technology **due-diligence performed by the qualified lead investor** and may seek alignment to their terms.
- **Bucket 3:** potential investors show immediate interest in providing the full investment.

# BUSINESS ACCELERATION SERVICES

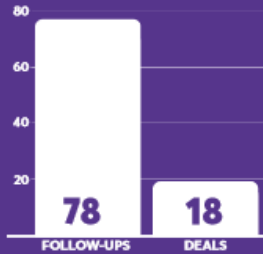


## KEY FACTS

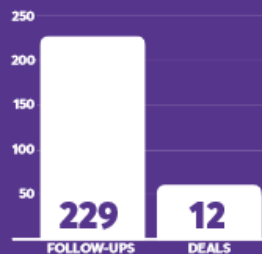
### CORPORATES



### PUBLIC & PRIVATE PROCURERS



### INVESTORS



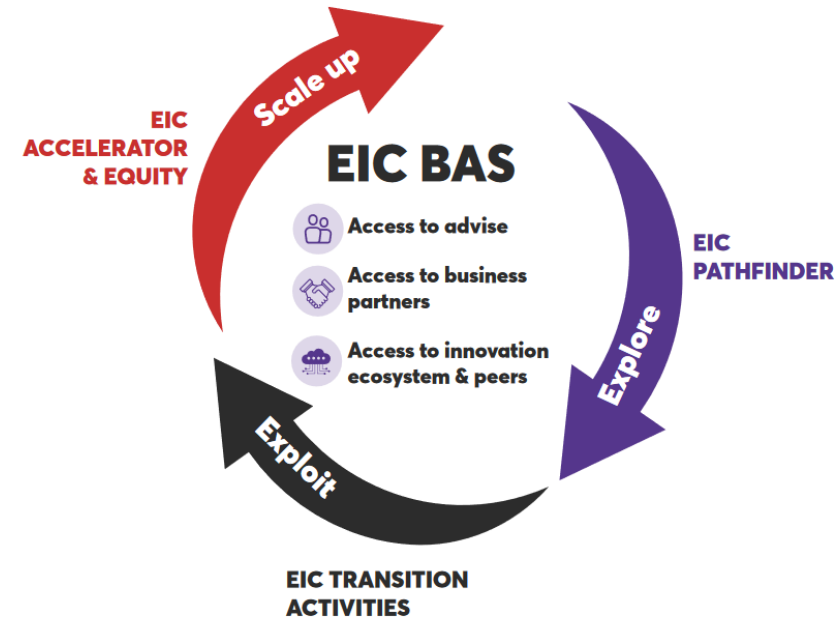
**OVER €30 MILLION**  
of additional business  
expected from  
**trade fairs**



**COACHED BENEFICIARIES**  
recommending  
coaching to  
other  
companies

**138**  
ECOSYSTEM  
PARTNERS OFFERING OVER  
**450**  
SERVICES TO  
EIC BENEFICIARIES

- THE CORPORATE PARTNERSHIP PROGRAMME
- THE INNOVATION PROCUREMENT PROGRAMME
- THE CO-INVESTMENT SUPPORT PROGRAMME







# Thank you!

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