



# **EU-rahoitusmahdollisuudet valmistavan teollisuuden pk-yrityksille. Erilaisia rahoitusmuotoja erilaisiin tarpeisiin**

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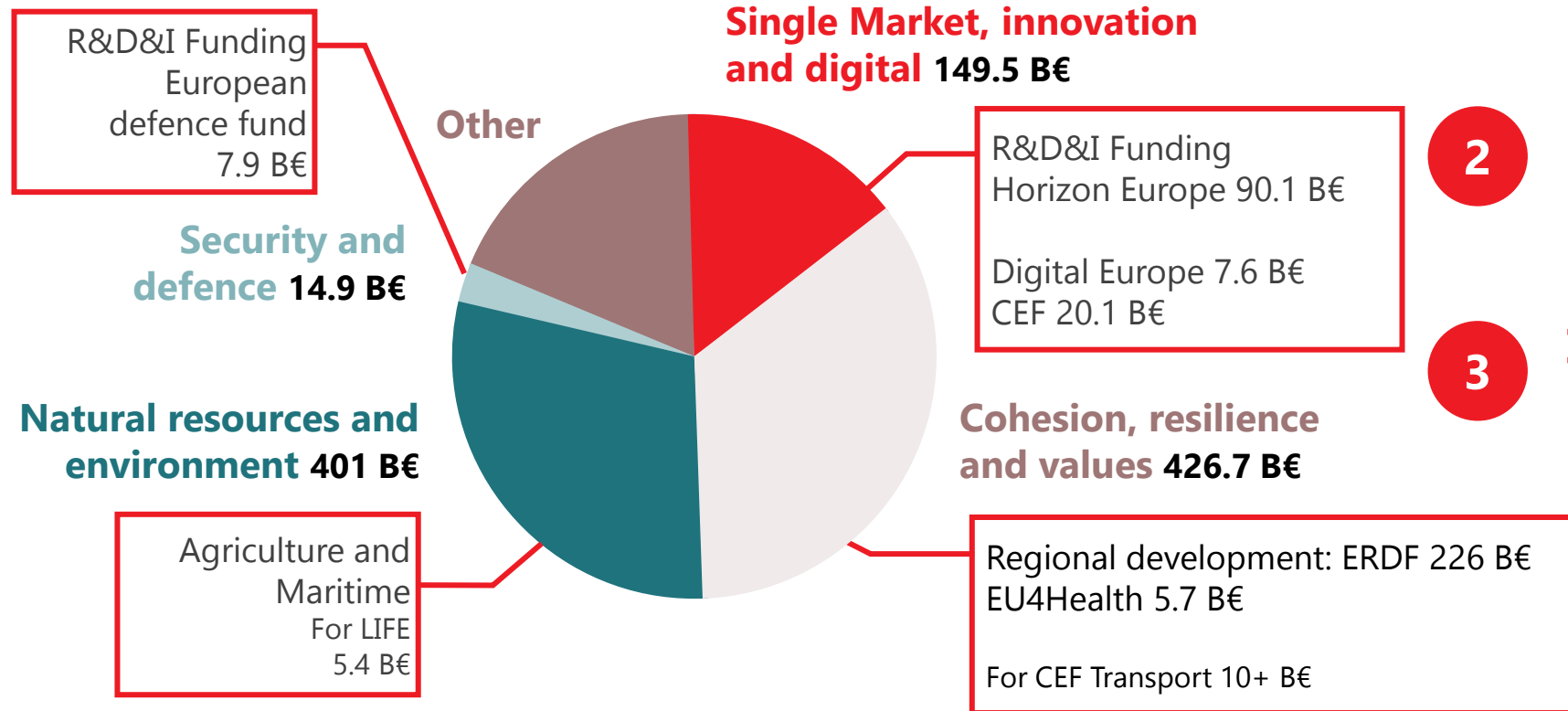


# 100 B€+ of funding relevant to you 2021-2027

What is your fair share?

## 1 EU Multiannual Financial Framework

in total 1200 B€ (current prices)



2

## Next Generation EU

806.9 B€

Of which 5.4 B€ to HEU  
Recovery and resilience  
facility 723.8 B€

3

## Innovation Fund

10 B€

# In a nutshell: What can you get funding for? Technology Readiness Level Perspective



## R&D Collaboration

**Focus:** Gaining new skills and ideas working with Universities and RTOs

**Instrument:** Horizon

**Number of partners:** 5-10

Led by RTOs and Universities



## Product Development

**Focus:** Co-creation with your customers and subcontractors

**Instrument:** Horizon, CEF, Life

**Number of partners:** 5-10

Led by the partner in the middle of the value chain



## Industrial Scale-up

**Focus:** Funding for final phase of new commercial product / industrial investment

**Instrument:** Innovation Fund, Horizon Partnerships, CEF, Digital Europe

**Number of partners:** 1-10

Led by the investing partner

Project size (M€): Increases, Funding rate: Decreases

**Note!** All attributes are typical ones, most often small and bigger ones are possible

# Funding for different phases of commercialization



## EIC Pathfinder

**Focus:** Proof of concept (TRL 1-4)

**Number of partners:** 3+

**Grant size:** Max 3 M€ (challenge-driven calls max 4 M€)

**Funding rate:** 100%

**Project duration:** 3-5 years



## EIC Transition

**Focus:** Technology validation (TRL 4-6)

**Number of partners:** max 5

**Grant size:** Max 2.5 M€

**Funding rate:** 100%

**Project duration:** max 2 years



## EIC Accelerator

**Focus:** Demo, Market Uptake (TRL 5/6-8/9)

**Number of partners:** 1

**Grant size:** Max 2,5 M€ (grant) + up to 15 M€ equity

**Funding rate:** 70%

**Project duration:** max 2 years



## Eurostars

**Focus:** R&D, Demonstration

**Number of partners:** 2-4

**Grant size:** 1-2 M€

**Funding rate:** depends on national rules

**Project duration:** max 3 years



## Innovation Fund

**Focus:** CAPEX, low-carbon technologies

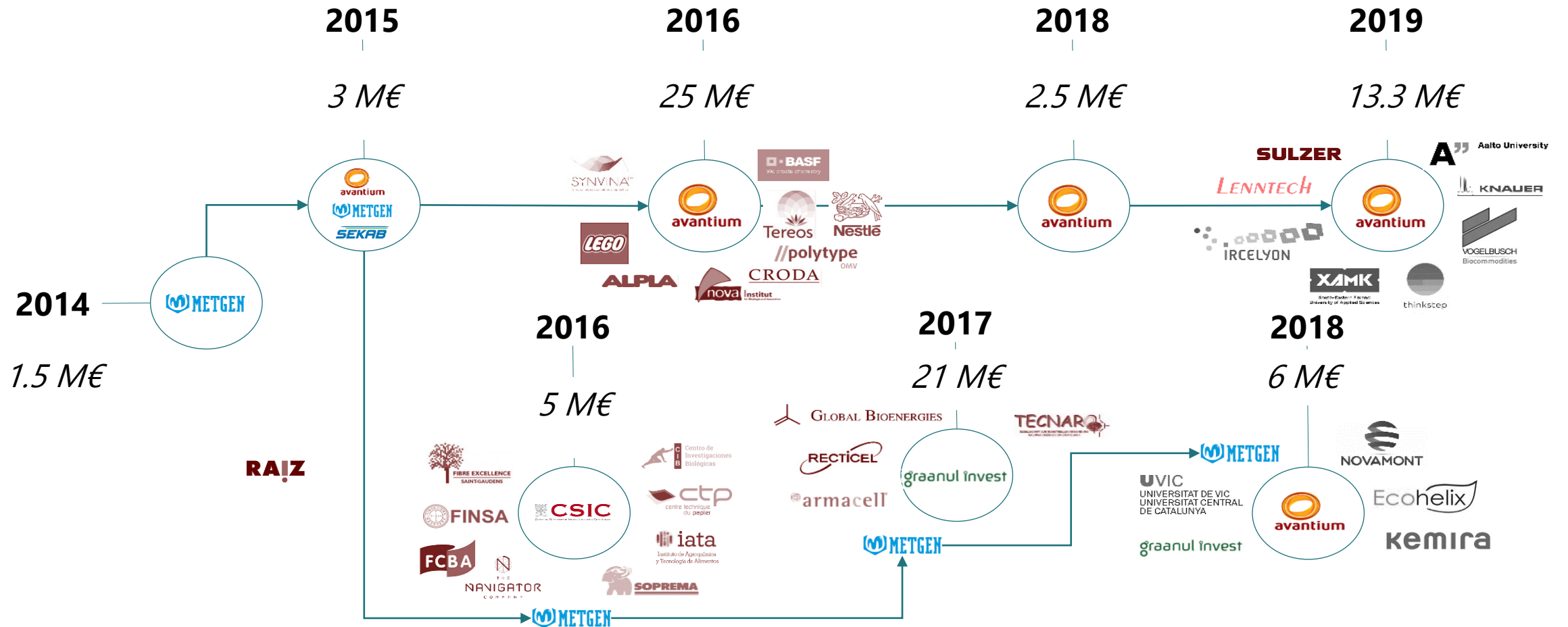
**Number of partners:** 1+

**Grant size:** 1.5-4.5 M€

**Funding rate:** 60%

**Project duration:** max 3 years

# Benefits of EU funding: Two SMEs building a large portfolio of EU-projects to generate new business





# European Innovation Council

# EIC Accelerator summary



## Focus

EIC Accelerator is aimed at ambitious SMEs with high growth potential. It offers funding for the development, demonstration, and scaling-up of the high-risk ideas.



## Opportunities

The focus is on transforming innovative ideas into new marketable products, processes, and services, aiming to boost the chances of success in EU & international markets.



## Support

Grants up to 2.5 M€ (covering 70 % of the project costs). Option for investment component up to 15 M€. Access also to business coaching and networking services.

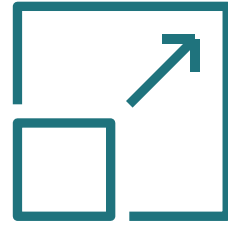
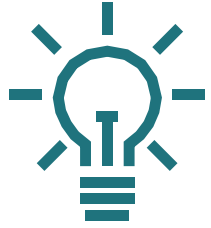


## Requirements

Single SMEs can apply for funding. The technology should be at TRL5/6.



# EIC Accelerator - The most important points to address



## 1. Innovation

- **High-risk, high-potential** SMEs
- **Ground-breaking** concepts **disrupting** existing markets and creating new ones

## 2. Scalability

- Potential to scale-up the applicant company up to a **100 million revenue** business
- Based on a convincing and ambitious **commercialisation plan**
- Proven by existing **market traction** and/or Letters of Intent

## 3. High risk

- **Why is EU support needed** and why financial support cannot be acquired elsewhere
- Proven by a financing gap showing in financial forecast

## 4. Market size

- Addressable market has to be **sufficient in size** in order to realistically enable company growth
- Competition and market analyses prove that **you know your customers and target market inside out**

# What activities can be funded?



## Not fundable:

Feasibility assessment, initial development

TRL 1: Basic principles observed

TRL 2: Technology concept formulated

TRL 3: Experimental proof of concept

TRL 4: Technology validated in lab



## Fundable via grant or grant + investment component:

Prototyping, miniaturisation, scaling-up, design, performance verification, testing, demonstration, development of pilot lines, validation for market replication, including other activities aimed at bringing innovation to investment readiness and maturity for market take-up

**TRL 5:** Technology validated in relevant environment

**TRL 6:** Technology demonstrated in relevant environment (industrially relevant environment in the case of key enabling technologies)

**TRL 7:** System prototype demonstration in operational environment

**TRL 8:** System complete and qualified



## Fundable via investment component only:

Full-scale operations + commercialisation

**TRL 9:** Actual system proven in operational environment (competitive manufacturing in the case of key enabling technologies; or in space)

# Evaluation process

## 1. Pre-screening

- 5-page project form Pitch-deck of up to 10 slides  
Video pitch of up to 3 minutes
- Evaluated by 2 different experts
- Go or “no go” decision for proceeding to the full application stage

## 3. Interview

- 10 minutes of pitching, 20 minutes of questions
- Jury panel consisting of 6 independent experts
- Go or “no go” decision on funding

## 2. Full application

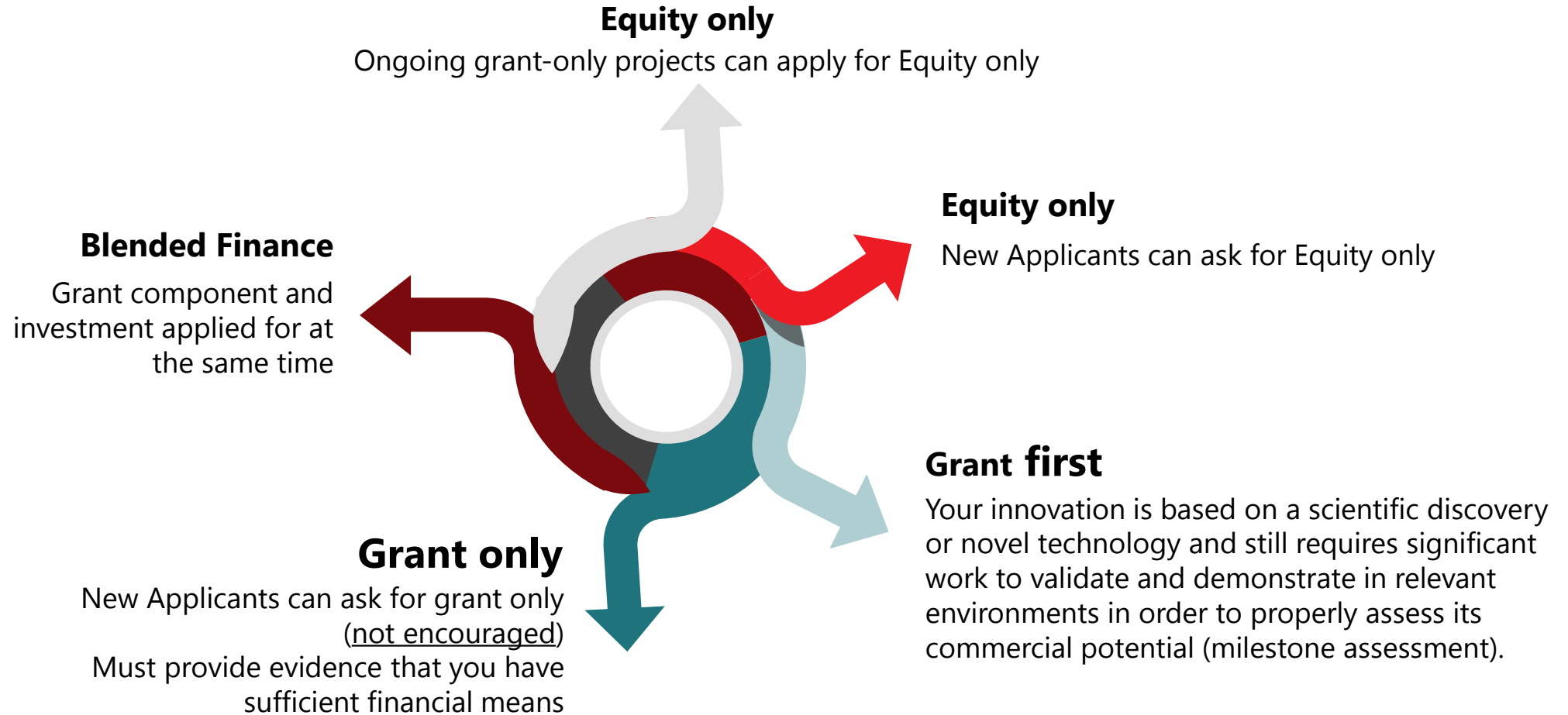
- Full project/business plan including financial forecasts
- Evaluated by 3 independent experts
- Invitation to interview stage or “no go” decision

## 4. Funding granted & starting

- Grant agreement signed within 6 months from call deadline
- Applicant and European Commission
- Project starts

**NOTE: Step 4:** Project starts: For the investment component, additional due diligence will be undertaken before receiving the investment

# Funding options





# Eurostars



SPINVERSE



# Eurostars summary



Focus

Eurostars is dedicated to innovative SMEs. The new product, process or service developed has to be released to the market within 2 years after the project completion. In the case of biotechnology, biomedical or medical projects, the start of clinical trials is planned to occur within 2 years after project completion.



Opportunities

With its bottom-up approach, it stimulates international collaborative research and innovation projects that will be rapidly commercialized. A Eurostars project must have a civilian purpose and be aimed at the development of a new product, process or service



Support

R&D and demonstration. Funding rate depends on national rules and type of participating organizations. The average grant size per project is 1-2 M€. The duration of the project should be 12-36 months.



Requirements

Projects must be submitted by consortia of 2 to 4 independent legal entities established in at least 2 different Eurostars countries. The consortium has to be led by an innovative SME from a Eurostars country.

# Call requirements

1. Consortium is **led by an innovative SME** from a Eurostars country

2. Consortium includes **at least two entities** independent of each other.

3. Consortium includes entities from **at least two Eurostars countries**, where at least one country is an EU Member State or a Horizon Europe Associated country.

4. The **budget of the SME(s)** from a Eurostars country, excluding their subcontracting costs, is **50% or more** of the total project cost.

5. No single participant or country is responsible for more than 70%\* of the total project budget.

6. The **project duration** is 36 months or less.

7. The project has an exclusively **civilian purpose**



# Innovation Fund Small-scale



**The EU funding  
scheme has changed  
addressing your  
innovation needs**

## **More industry-oriented support**

- Access to new markets
- Access to high-quality capabilities and knowledge in Europe
- Shared (investment) risks for game-changing innovations
- Possibility to get high visibility and brand credibility

# EU Innovation Fund small-scale



## Focus

**Innovative low-carbon projects** in energy-intensive industries, renewable energy, energy storage and CCU/CCS



## Call volume

**EUR 100 million** (grants)  
Project Development Assistance provided by EIB



## Project size

Total project capital expenditure between **€2.5 and €7.5 million**  
**Max. 60%** of total project capital expenditure



## Requirements

A single legal entity, as well as a consortium of legal entities, can apply for funding  
**Eligible countries:** EU Member States, Norway and Iceland

**The call is expected to open March 15<sup>th</sup> 2022, deadline expected in August 2022**

# Award criteria



## INNOVATION

Beyond state-of-the-art

Beyond incremental innovation

**DOUBLE WEIGHT**

Encouragement of specific activities



## PROJECT MATURITY

Implementation maturity

Financial maturity

**DOUBLE WEIGHT**

Encouragement of specific activities



## GHG EMISSION AVOIDANCE

Absolute and relative emissions

Below ETS benchmark

Biomass sustainability

Fewer requirements on documentation



## SCALABILITY

Project and regional level

Sector level

Economy wide

No knowledge sharing plan



## COST EFFICIENCY

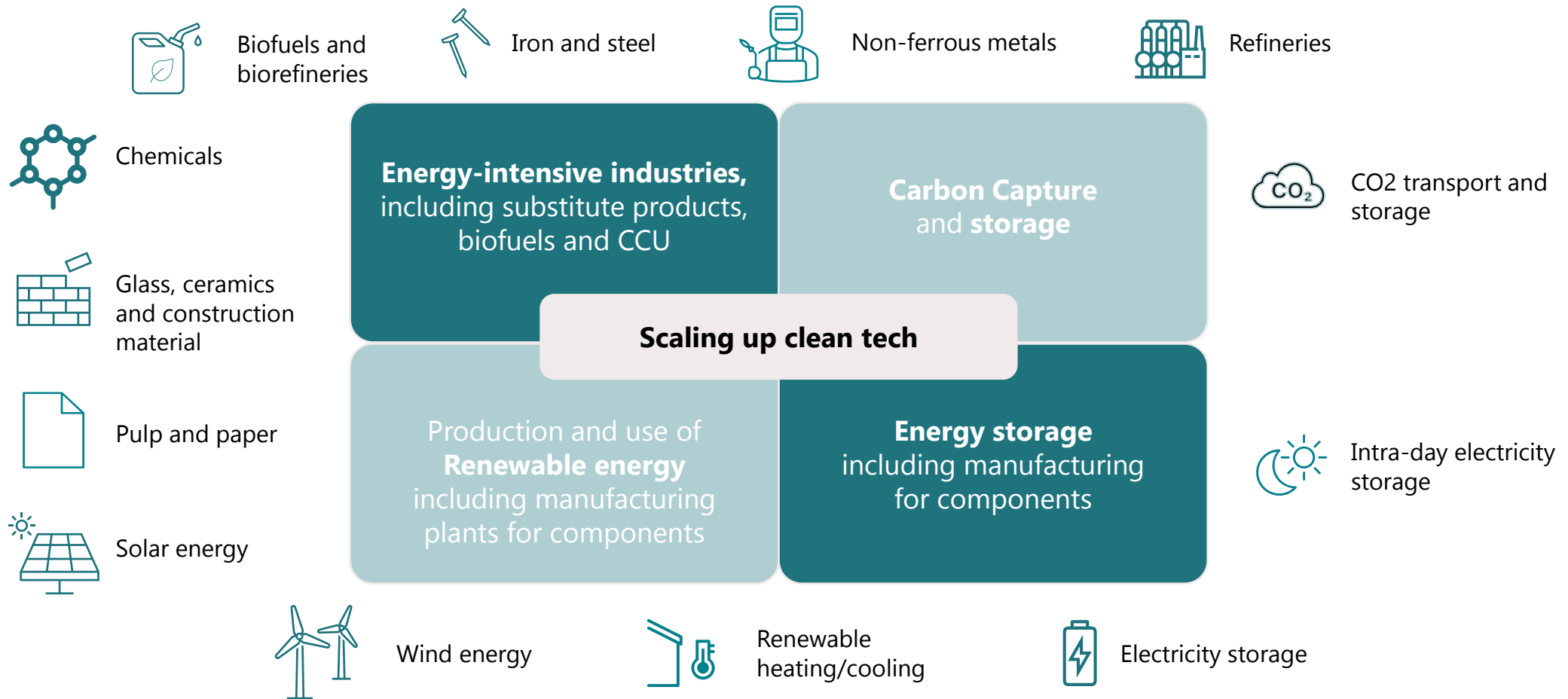
Relevant costs = total CAPEX

EU contribution

Requested per tCO<sub>2</sub> avoided

Simpler calculations

# Eligible sectors





# EIB Venture Debt



# What is EIB VD and what are its benefits?



Ticket size of €7.5M-€50M to cover a maximum of 50% of total investment costs / project budget



Long availability - each tranche of the loan is available up to 30 months from signature



Primarily a debt financing instrument with equity attributes (quasy-equity debt) – warrants included with equity purchasing rights



Initially non-dilutive long-term (patient capital) financing with tranches of loan being payed back after 4-6 years of disbursement



EIB as non-controlling investor



Great signalling effect for further financing rounds – “quality stamp” from EIB



Cost of finance is negotiated case-by-case, however, the terms are typically better than with conventional similar financing (e.g. regular venture debt)



Interest rate for the loan is typically half of the conventional venture debt interest rate (10-12%) offered by other financiers



A 5 year bullet loan (non-amortizing structure) paid at maturity, or alternatively an amortized structure with equal payments throughout the life of the loan

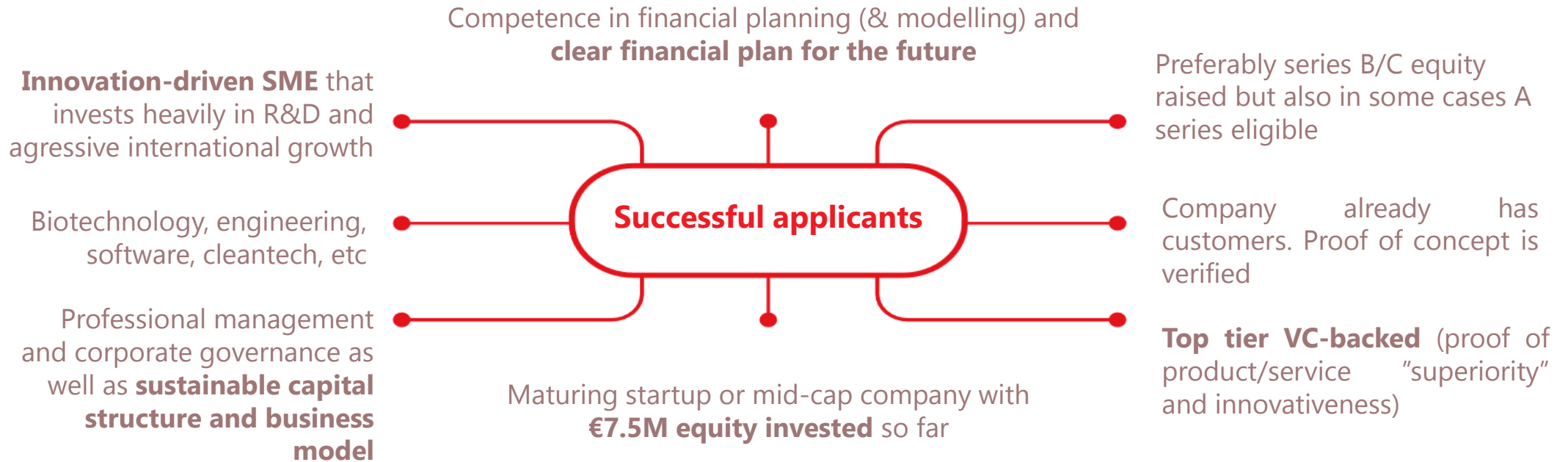


Warrants (terms are negotiated case-by-case) rarely used during the loan period – often sold back to the company or a third party if agreed



Provides long runway and allows better valuation for postponed equity rounds

# Who should apply?



Investments to be financed are located in EU



Growth in turnover >10% a year, over 3 years



Employee head count max 3000

# What do you need to succeed?



## FOCUS

Generally, **no exclusive limitations** regarding business sector. Funding focus is often aligned with current EU/EC strategic objectives



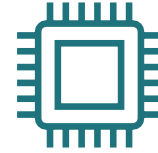
## BUSINESS

Most importantly, there must be clear evidence that the **business model is scalable**, and the company can grow with a substantial pace



## DISRUPTIVE

Companies that challenge non-European tech giants have a good chance of getting funded (e.g., Bolt vs. Uber)



## TECHNOLOGY

Venture debt teams specialized in: Software & New Technologies, Life science, Biotech & Pharma, Cleantech and Renewables, AI & Engineering



## MARKET

Extremely well scoped niche segments have their own calls and programmes → if there is a better fit elsewhere EIB VD is not the best option



TAMPERE.  
FINLAND

# EU-helpdesk

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Spinverse Oy



BUSINESS  
TAMPERE

# EU-helpdesk

Matalan kynnyksen apua EU-rahoitukseen liittyviin kysymyksiin

- Tampereen seudun kasvuhakuisille yrityksille
- Max 2h per yritys (Y-tunnus)

Esimerkiksi:

- Minua kiinnostaa mitä rahoitusvaihtoehtoja EU:lla on yritykselleni, mistä löydän lisää tietoa?
- EU-rahoitus vaikuttaa hyvin tekniseltä, miten käytännön hakuprosessit etenevät?
- Mitä mahdollisuuksia EIC Accelerator tarjoaa?
- Pohdin tulevaisuuden rahoitusmahdollisuuksia, milloin on aika suunnata katseeni Eurooppaan?

# Kiitos!

Ota yhteyttä helpdeskiin:

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