

EIC ACCELERATOR WORKSHOP – 19.01.2022 VON PNO CONSULTANTS

STATISTIK, ERFOLGSKRITERIEN UND ALTERNATIVEN



YOUR CHALLENGE | OUR SOLUTION

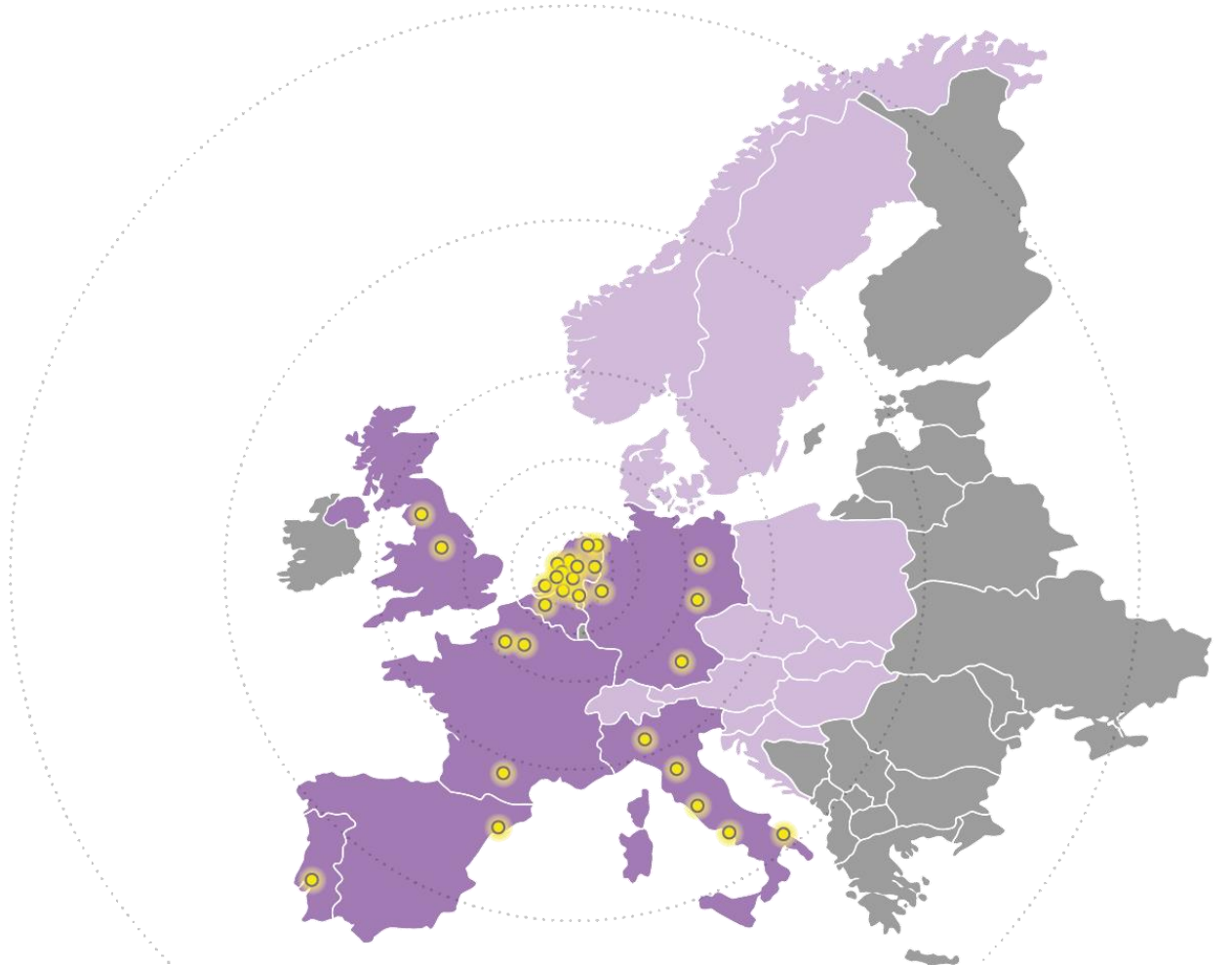
PNO FACTS & FIGURES

- ⚙️ Founded in 1985
- 🌐 Offices in 8 countries
- 👥 4,000+ direct clients
- 🌿 10,000+ organisations network
- 💰 Over € 1 billion total funding value per year
- 🎯 Success rate 3 times higher than average



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- ✓ in Leipzig seit 2006
- ✓ mehrere erfolgreiche sächsische KMU im Vorgängerprogramm SME Instruments (Phase 1 und 2) betreut
- ✓ 1 erfolgreicher EIC-Stage-1-Antrag für Dresdner Unternehmen in 2021

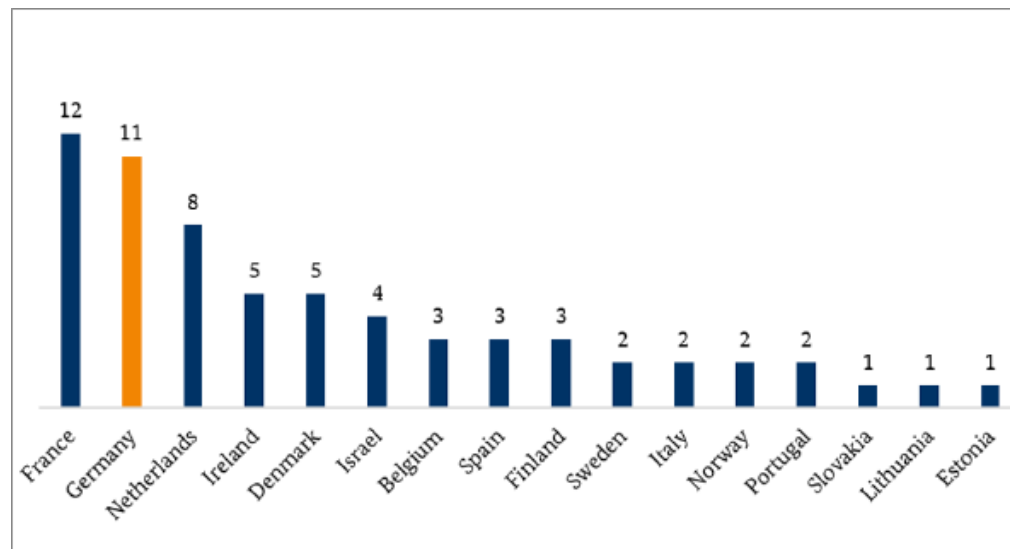


▶ STATISTIK - 1. CALL 2021

Since the opening of the EIC Accelerator funding on 9 April, **over 2000 start-ups and SMEs** submitted **short applications** on a continuous basis, and **801** of these progressed to submit a full application for funding for the 16 June cut-off of the EIC Accelerator scheme. (Quelle: EC, NEWS ARTICLE22 June 2021)

Zum ersten Stichtag für **Stufe 2** Anträge im EIC Accelerator am 16. Juni 2021 wurden **801 Vollanträge** eingereicht, davon **64 aus Deutschland (8 %)**. Die Europäische Kommission hat 132 KMU (**16 aus Deutschland (12 %)**) zu einem online Pitch-Interview eingeladen. 65 KMU waren im Interview erfolgreich. Mit **11 geförderten Projekten (17 %)** liegt Deutschland knapp hinter Frankreich (12 Projekte) auf dem zweiten Platz.

*Abbildung 1: Anzahl erfolgreiche Kandidaten nach Staaten
(Quelle: Newsletter der NKS EIC Accelerator - Nr. 10/2021)*



Erfolgsquote

40 %

europaweit

8,1 %

effektiv

3,2 %

▶ ERFOLGSKRITERIEN

DEEP TECH EUROPE

The European Innovation Council (EIC) is a major new player on the innovation landscape. This report shows that its unique approach to identifying, developing and scaling up Europe's deep tech technologies and game-changing innovation is already delivering tangible results.

Over this period, it has developed a strong track record in attracting, funding and investing in:

- innovations in highly promising deep tech sectors including health, digital and cleantech;
- a diverse range of talent – in particular women innovators – to build up deep tech companies;

The EIC Fund provides powerful and tailor-made financial support from start-up to scale-up with a focus on excellence, principally where there is high risk, to empower innovators and to strengthen the EU innovation eco-system.

Invest in start ups, early stage companies
High risk, high gain – highly innovative!

EIC Accelerator: for ambitious and innovative companies to develop and scale up cutting-edge innovations with high economic and social impacts.

90.5% of the portfolio of EIC Accelerator companies are developing innovations that address at least one SDG.



KPI: 22 % female CEOs



Women leaders: In 2019 the EIC Advisory Board set an annual target of 35% of women-led start-ups to be funded by the EIC Accelerator. In 2020 it reached **a total of 22% of start-ups with a female CEO** which marks

to support early-stage female founders in deep-tech, and a Women Leadership Programme introduced to mentor a cohort of female CEOs in the EIC portfolio.

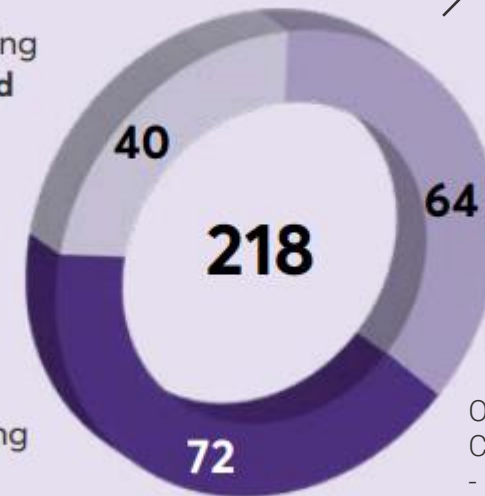
Of the **218** start-ups awarded EIC funding in 2020

At least **40** are developing **Digital technologies and innovations**
[€110 million]

Digitalisation

At least **72** are developing **innovative solutions for COVID**
[€313 million]

Health



20 % andere Themen

Green Deal

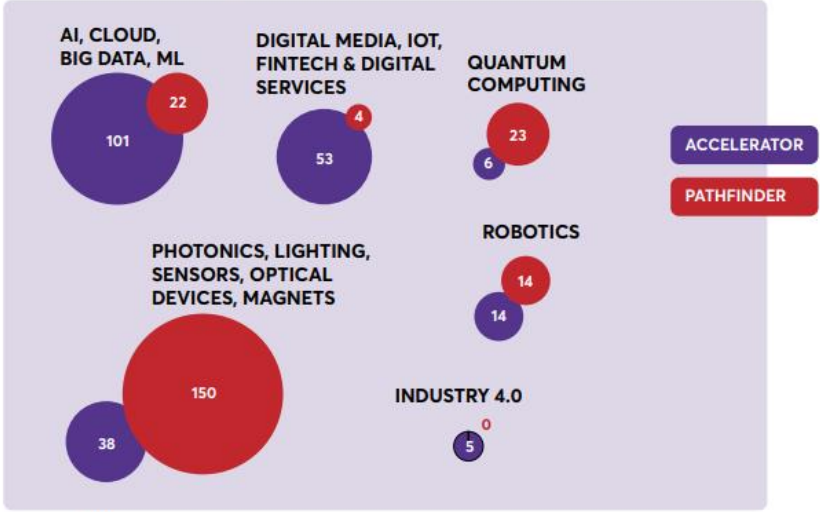
At least **64** are **Green Deal start-ups**
[€307 million]

Offene und thematische Calls in 2022:

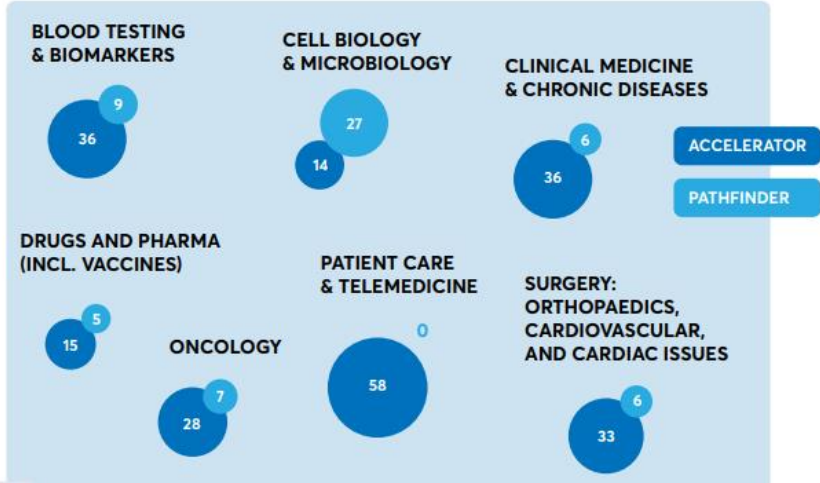
- Fit for 55 (Green Deal)
- Technologies for Open Strategic Autonomy

▶ MAIN THEMATIC PORTFOLIOS AND COMPANY SIZE

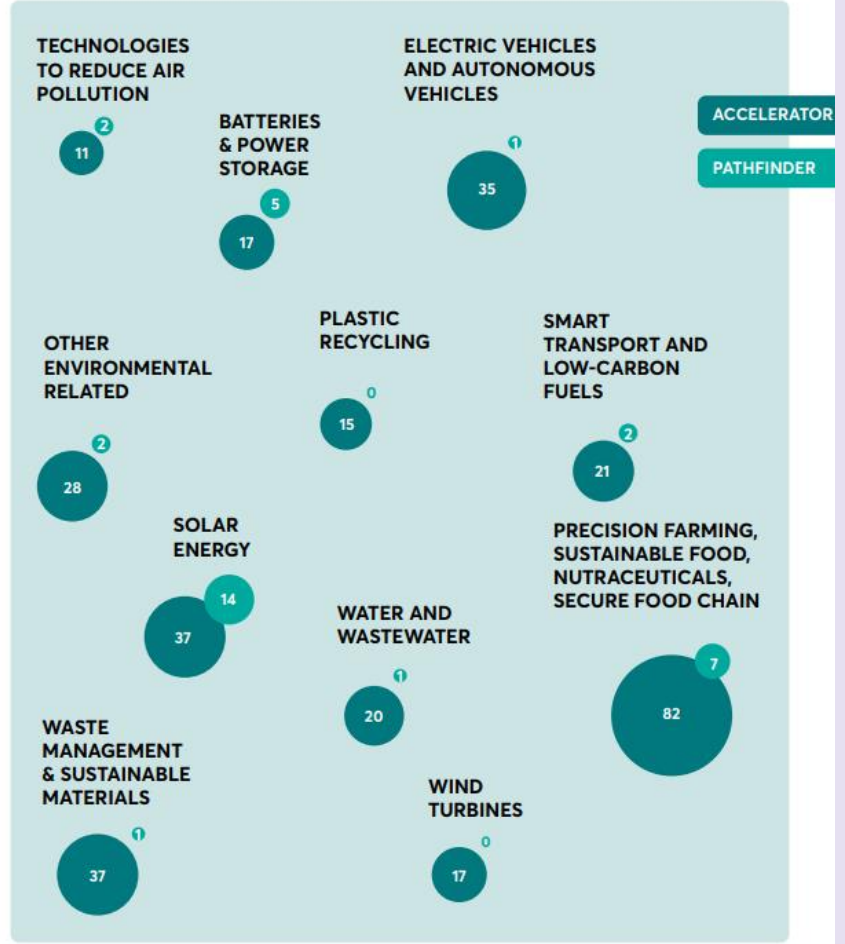
For Digital and Industry 5.0



For Health



For Green

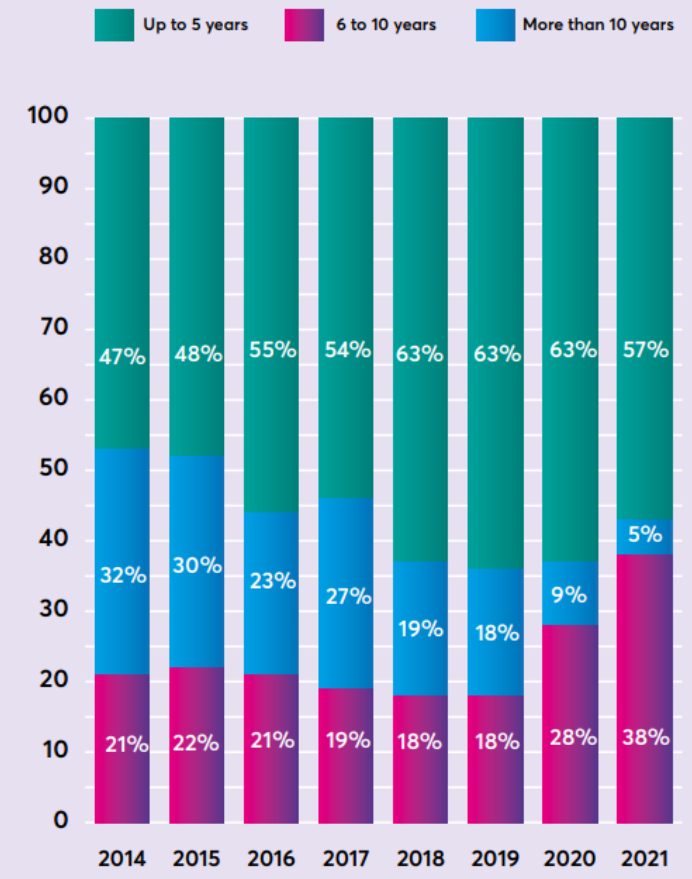


Data from EIC Pilot 2018-2020

WHAT KIND OF COMPANIES DOES THE EIC ACCELERATOR SUPPORT?

The EIC Accelerator supports companies which are predominantly young (over half are less than 6 years' old) and small (the large majority have less than 50 employees). Since the launch of the EIC pilot phase in 2018 there has been a marked shift towards younger companies.

Companies funded by the EIC Accelerator are mostly small and young, but with high growth potential



▶ MEHRWERT VS AUFWAND

EIC Business acceleration services

CONNECTING COMPANIES TO OPPORTUNITIES

EIC support goes beyond funding. To further leverage EIC investments it offers innovators access to top, tailor-made Business Acceleration Services. The aim is to accelerate innovations and scale-up EIC-supported companies.

The EIC provides a suite of Business Acceleration Services to its portfolio of companies and researchers.



Access to world-class coaches, mentors, expertise and training



Access to global partners, leading corporates, investors, procurers, distributors and clients



Access to innovation ecosystem partners and peers

Grant up to
€2.5 million

Investment up to
€15 million

Business
Acceleration Services

Opportunity
from other
fundors

Business
Acceleration
Services

Aufwand für erfolgreiche
Antragstellung in Stufe 2:

Ca. 320 Arbeitsstunden



▶ ALTERNATIVEN

- Kriterien treffen nicht zu 100 % zu, was dann?
- Ausweichen auf KMU-Förderprogramme (regional, national, europäisch), z. B.:
 - a. KMU Innovativ (Stichtage: 15.4.2022 und 15.10.2022)



Eurostars

Das Förderprogramm für
innovative KMU

Nächster Stichtag: 24. März 2022

- Bioökonomie
- Elektronik und autonomes Fahren; Supercomputing
- Forschung für die zivile Sicherheit
- Medizintechnik
- Informations- und Kommunikationstechnologien
- Interaktive Technologien für Gesundheit und Lebensqualität
- Materialforschung
- Photonik und Quantentechnologien
- Produktionstechnologie
- Ressourceneffizienz und Klimaschutz



- b. Eurostars für europäische Kooperationen (Stichtage: 24.3.2022 und 15.9.2022)
- c. Fachprogramme der Bundesministerien (FNR, Energieforschungsrahmenprogramm, etc.)
- d. Umweltinnovationsprogramm des Bundes oder EU-LIFE Umwelt
- e. Weitere ...



Vielen Dank für Ihre Aufmerksamkeit!

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