

Agenda

Inspiralia Group and the European Innovation Council of the European Commission

EIC Accelerator program building blocks

How to apply?

Ask your questions anytime or during the Q/A at the end

A poll will be launched: you will get it [here](#)

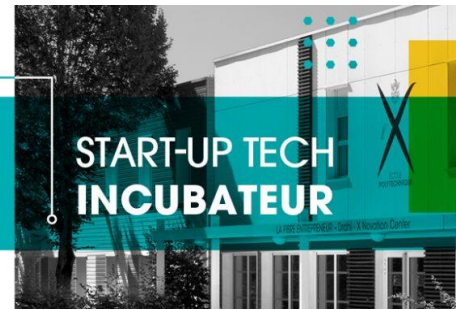


Nicolas GIBAUD
Founder
Abbaco

Inspiralia Group' spinoff

-> You will receive the presentation

X-UP
#15





Funding opportunities for Start-ups & Scale-ups

X-UP
#15



2023-01-23

Why Inspiralia?



Nicolas GIBAUD
Founder
Abbaco

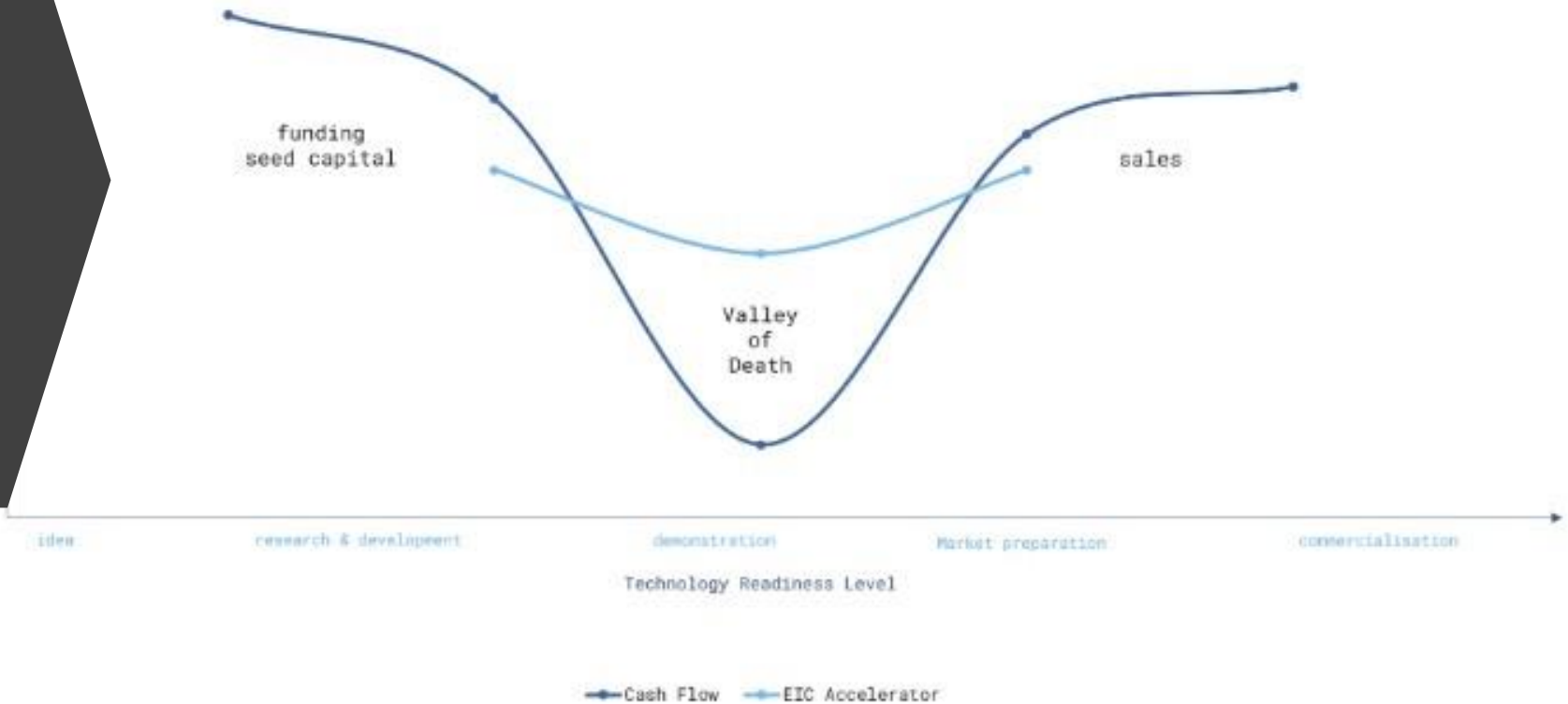
Inspiralia Group' spinoff



How to get funding and support in critical steps for my company?

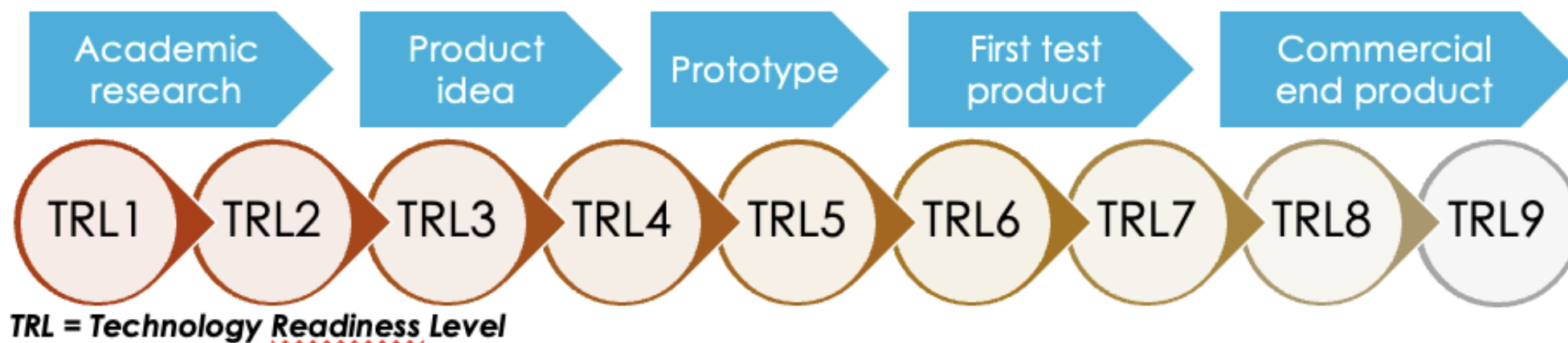
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Why
should I
care?



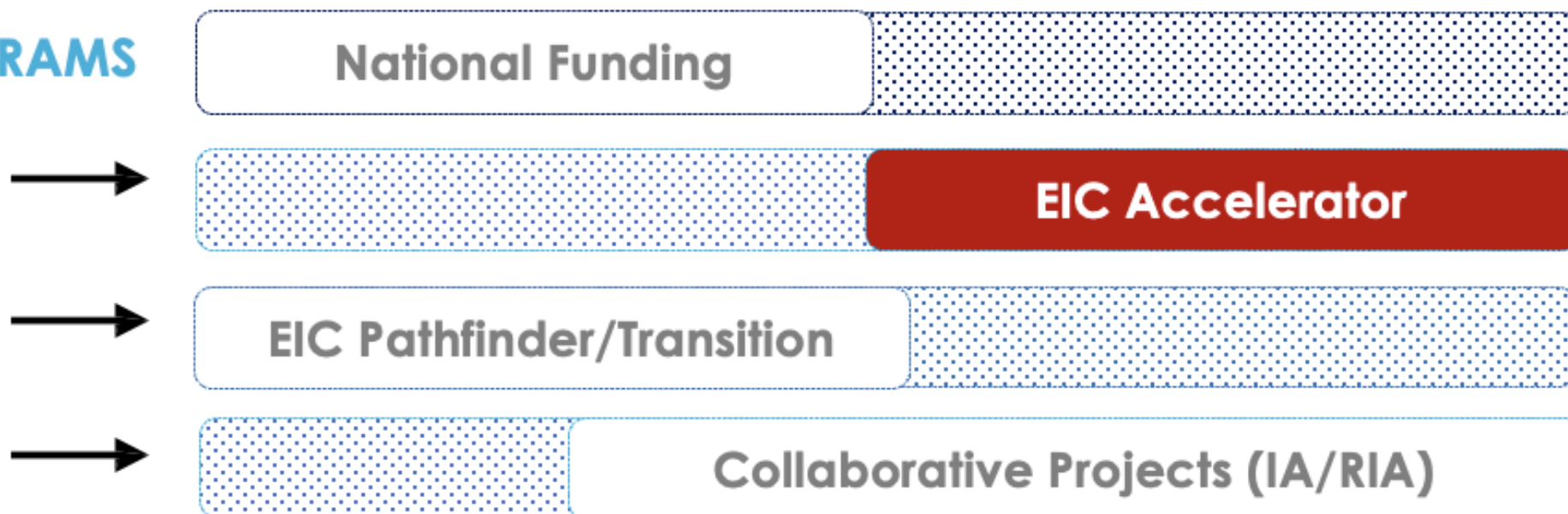
High risks due to the fragmentation of the innovation eco-system, lack of risk finance.

Bridging the Valley of Death (c)EurA



PROGRAMS

EU funding





1946 Our mother company “Process Engineering Research Association” is created by Winston Churchill’s Government

2005 Inspiralia Branch is created to operate in Southern Europe

2012 Inspiralia becomes an independent company owned by its employees, operating all across Europe

2018 Inspiralia expands and open offices in the USA (Miami), now with headquarters in the UK (Cambridge), and Austria (Vienna)

2023

2022 Inspiralia GmbH is incorporated

Inspiralia Group, a New Product Development company operating in 30 countries

- Created in 2005
- Fablab & Consulting in R&D financing
- 140+ consultants, 48%Women, 52%Men, 20% PhDs
- 21 nationalities, 15 languages
- Offices in Spain, UK, Austria, Germany and the USA



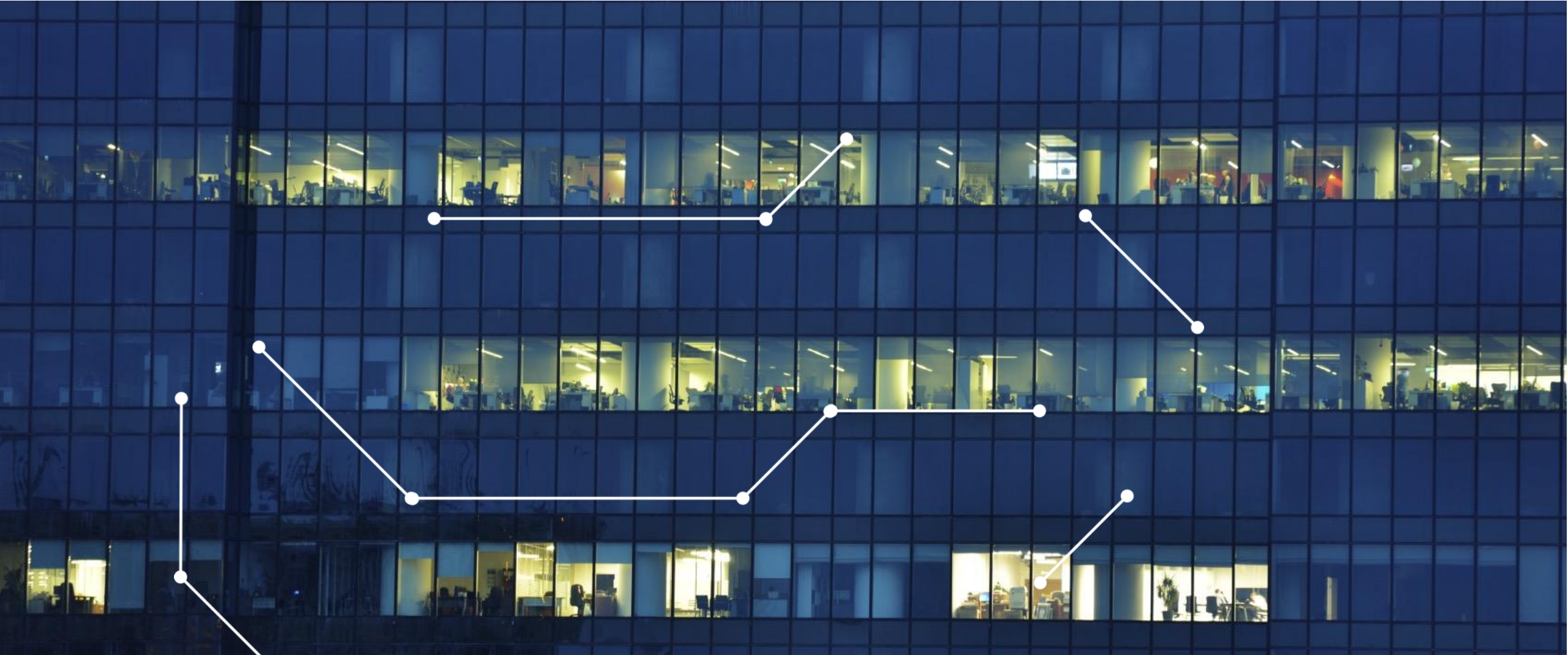
European Grant EIC
Accelerator

- 500+ projects Phase 1 funded (25M€)
- 1500+ projects Phase 2/Accelerator funded (230 M€)
- Team based in Madrid, Spain



Funding platform
Greca

- 25+ years of expertise in private funding
- Pool of 2,400 investors listed
- Team based in Wien, Austria



EIC Accelerator





EIC Pathfinder

TRL1 – TRL3/4

Up to 3M€ Open and 4M€
challenge

100% funding



EIC Transition

TRL3/4 – TRL6

Up to 2,5M€
100% funding



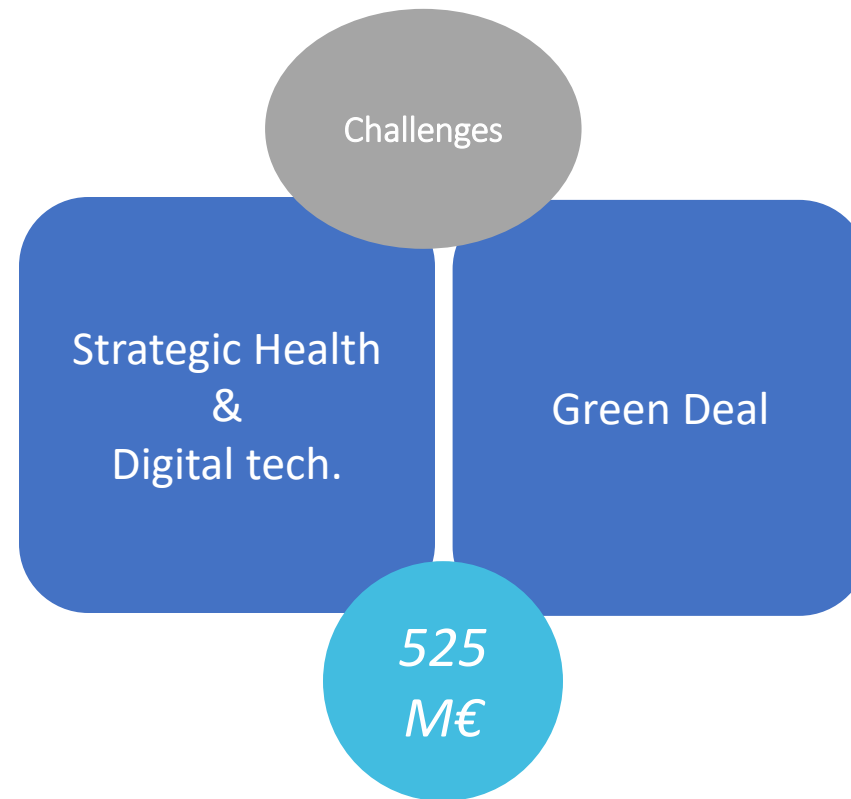
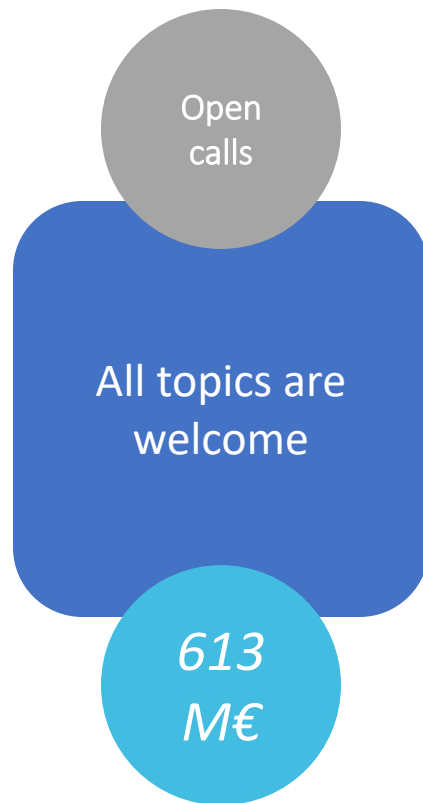
EIC Accelerator

TRL5/6 – TRL9

Up to 2,5M€
70% funding
+ 15M€ in equity

- Single application scheme: **no consortium**
- **Short term:** 18-24 months long projects
- For **disruptive and prototype-based** projects
- Growing budget - **1.138M€ in 2023** - and growing competition too
- **Permanently evolving program:** SME Instrument in 2014 → Accelerator Pilot in 2019 →
- EIC Accelerator from 2021

What are the rules applying in 2023?





Novel biomarker-based assays to guide personalised cancer treatment

Aerosol and surface decontamination for pandemic management



New European Bauhaus: Digitisation for sustainable & inclusive built env

Quantum computers hardware and real environment quantum sensors

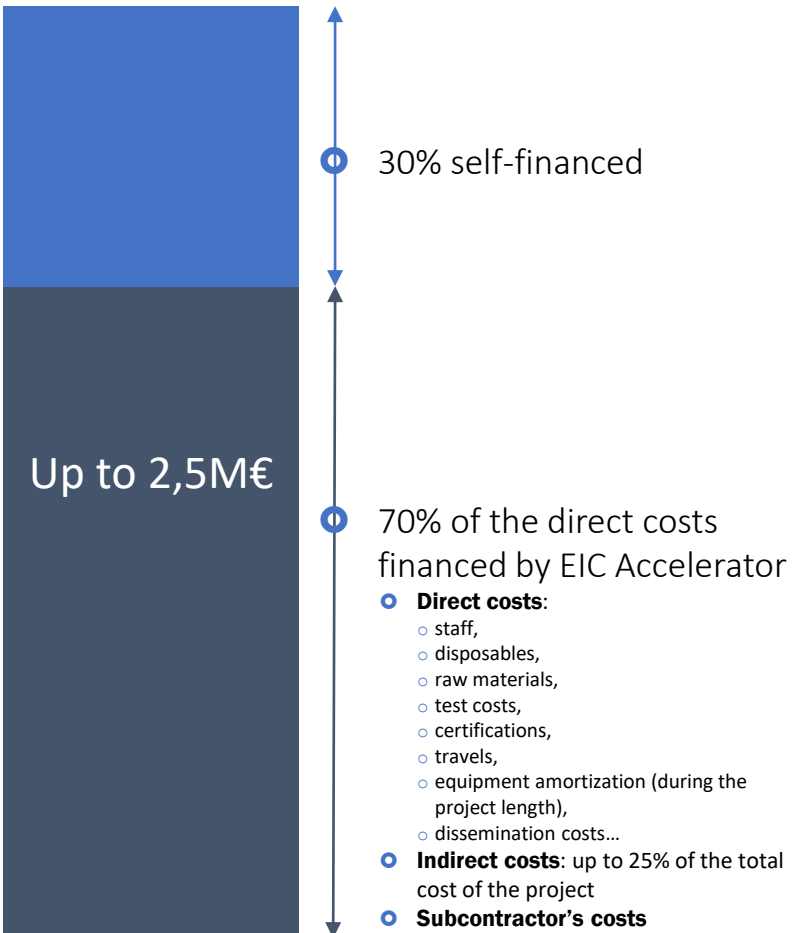
Semiconductors chips design

Space technologies and services

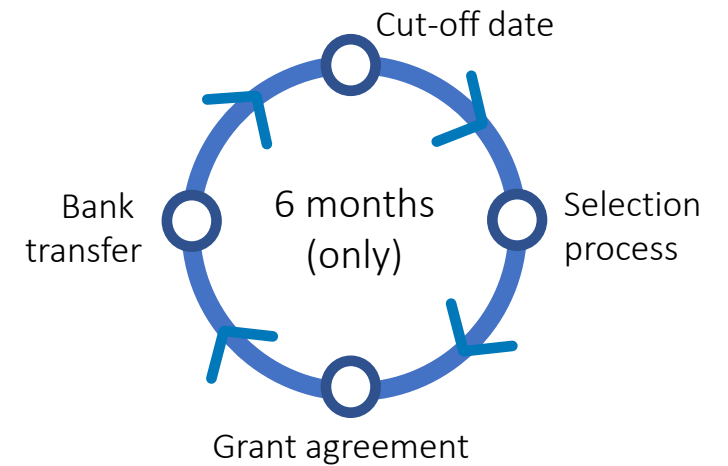


Batteries & energy storage

Sustainable and resilient agriculture



- Direct equity or convertible loan
- Support for investment in equity
- Max 25% of voting shares
- Patient capital (7-10 years)



Time to grant

- A short time to grant as key success factor
- Evaluation and if invited, and pitch are the crucial phases



SME status

EU definition: ≤ 250 FTE and $\leq \text{€}50\text{M}$ sales or $\leq \text{€}43\text{M}$ balance sheet value



Project close to market



With a prototype

TRL: 5+/6-8



Across borders

Technology developed for the EU market or beyond



High growth

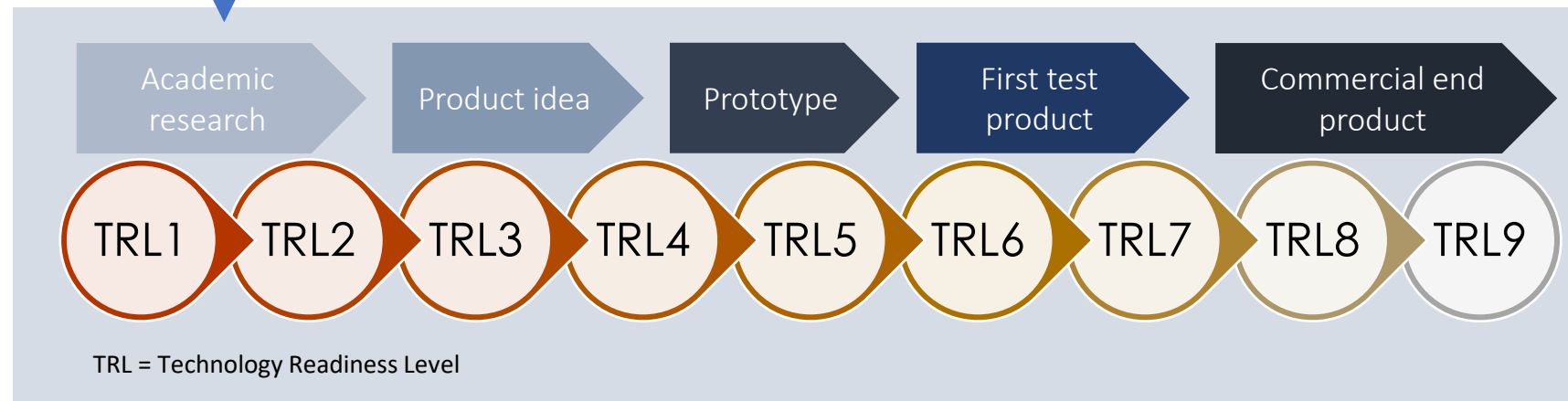
To be demonstrated within 18 to 24 months



Disruptive



Scalable







Company

- Startups
- Scale-ups
- MidCaps



Team

- Engaged,
- Charismatic leadership
- Mix of technical & Commercial skills



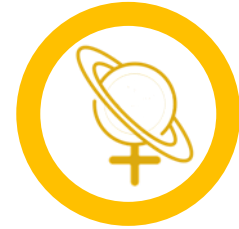
Project

- Disruptive
- Already funded
- Innovation award winner



Project

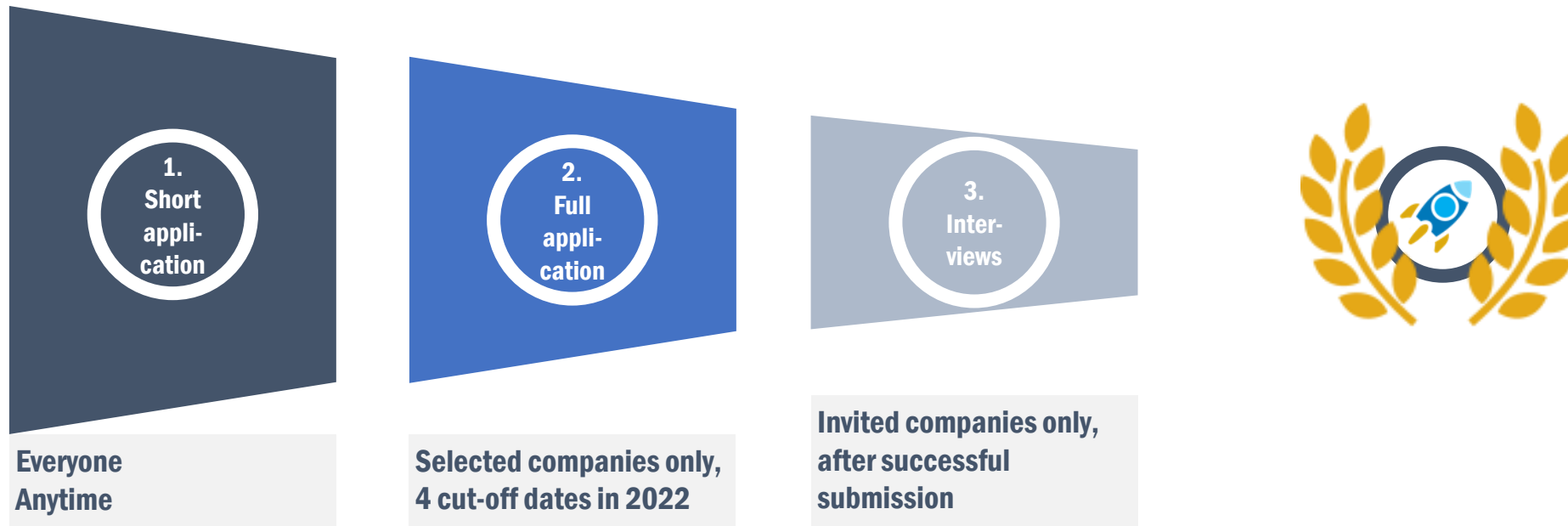
- Health related
- Green / Sustainability related



Team

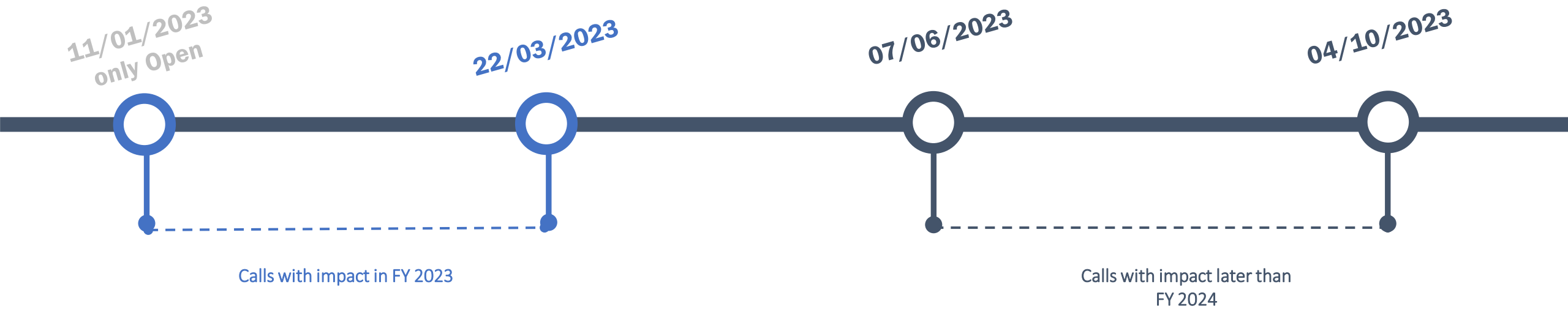
- Women led company

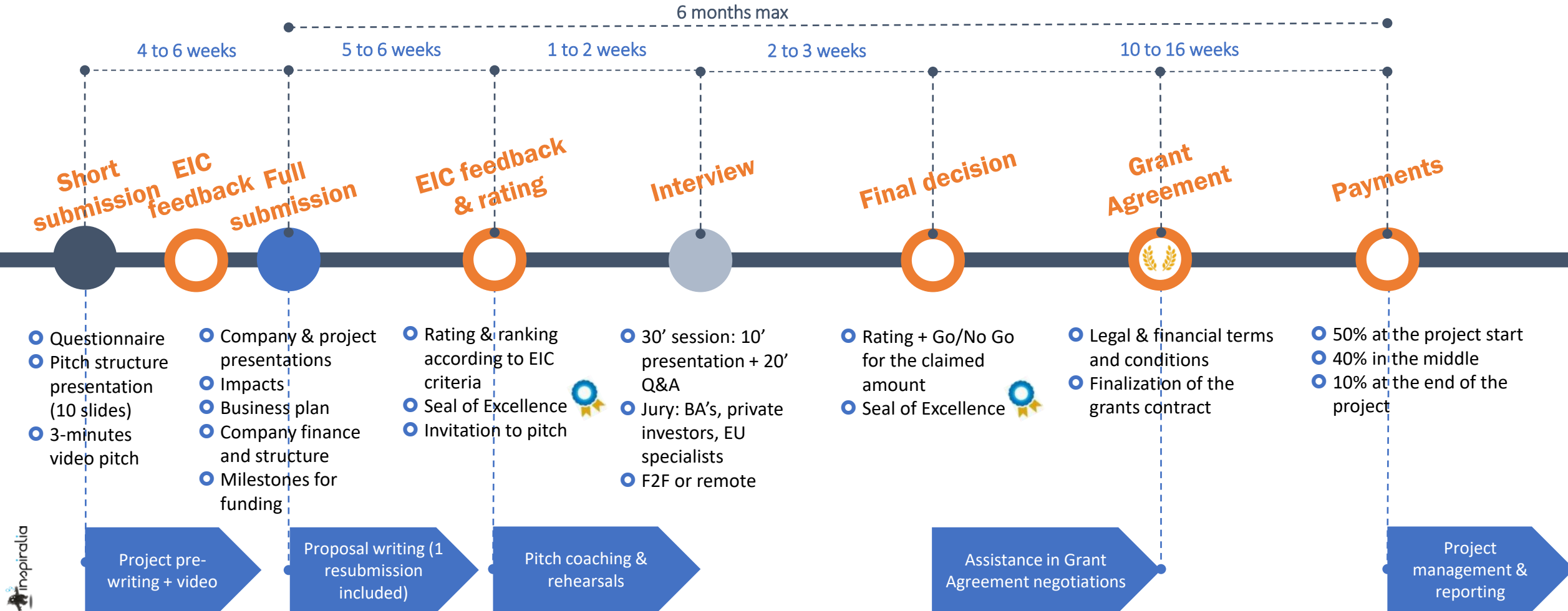
- Goal: given the growing number of files, filter out irrelevant applications.

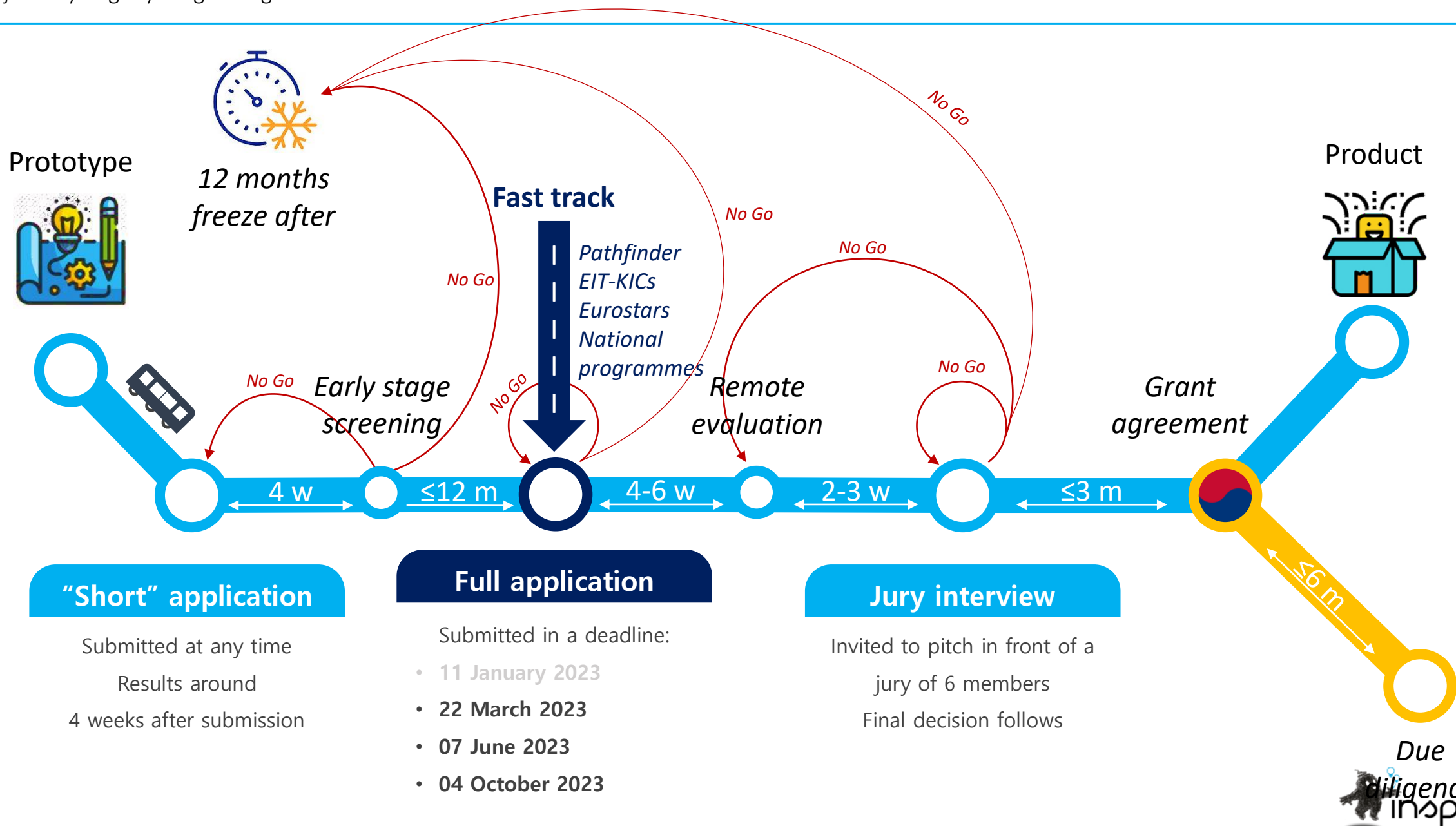


- Re-submissions limited to 1 for each step
- Cooling down time: 12 months to re-submit

- Considering a 10/12-week workload to prepare the application and a 6-month time to funding



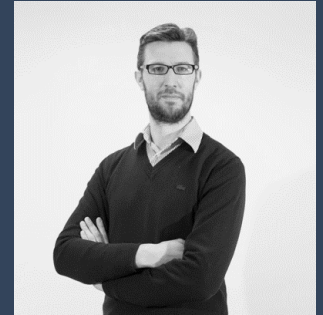




[Click here to access the poll](#)

- Save time, but not engagement
- Share the experience of hundreds of submissions: tips & tricks to break through
 - elaborate the file + business plan according to EIC requirements
 - coaches for F2F meeting: list of potential questions
- Multiply the chances to be successful by 4 to 5

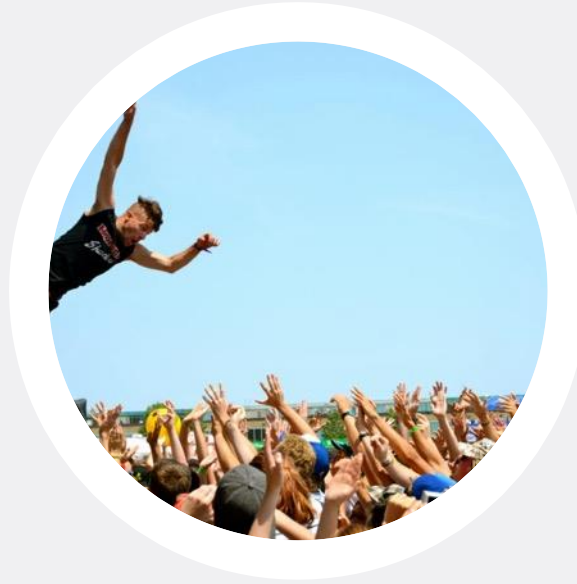
- Schedule an online meeting via our website
- Select a date and time that suits you and you'll receive an online Teams link to join the meeting.
- Or we can meet in Paris: 21/02 , 07/03, 21/03



But what if you need...



To secure funding this year?



To get a lead or co-lead investor?



To finance the 30% missing?

Marketplace

Fundraising made easy

greca



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 888213

Fundraising made easy: if only...

26

You and AAAinvestor have liked each other



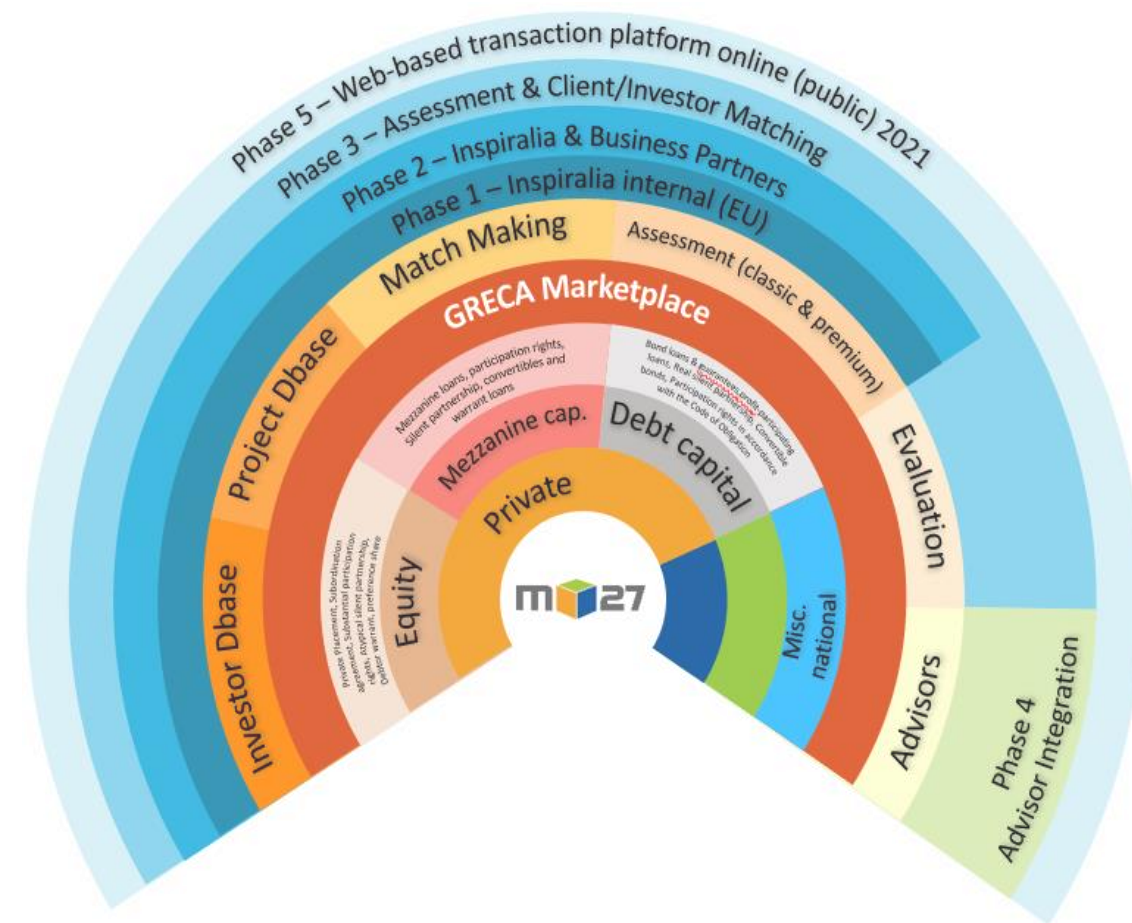
It's a Match!

Send Message

Keep Swiping



- **A corporate digital marketplace:** brings together companies, investors and consultants
 - 400 projects already on the platform
 - 50 deals closed
 - Powered by Greca GmbH, an Inspiralia company
- Blend of private and public funds
- Qualified Rating Assessments and Company Evaluations
- **Optimized match** between a company and an investor via **proprietary AI**
- Significantly **reducing corporate transaction processes time span**



Ideal company profile

- Company team: 3+ pax
- Company turnover: 300k€+ or IP-rights pending
- TRL: Level **6 to 9**
- 200-500k€ private or public funds already raised
- A or B+ Series

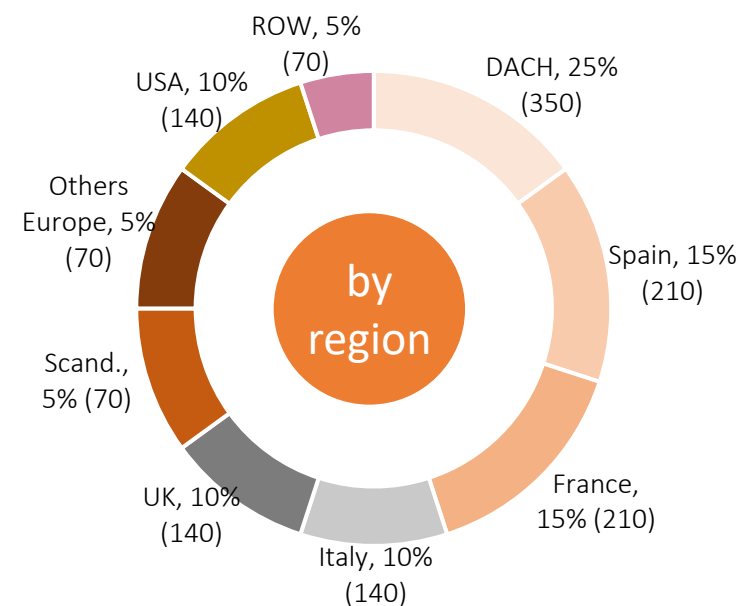
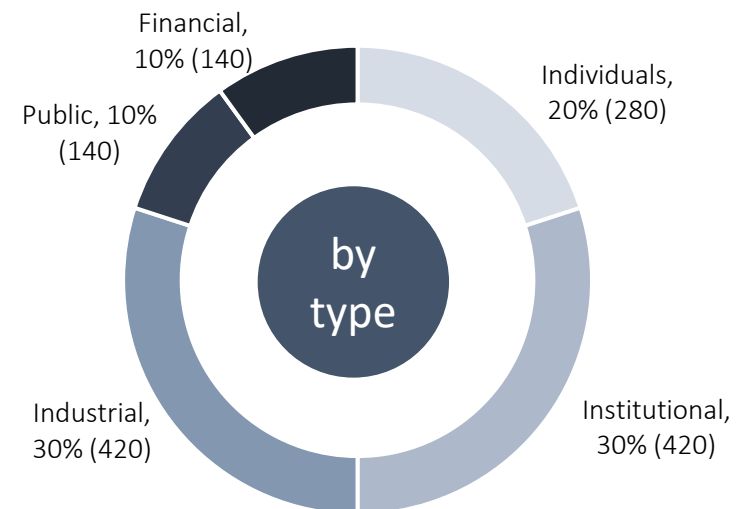
Your needs

- Investment needs: 0,5 to 10M€
- Act quickly: 3 to 6 months
- Get a free feedback of how attractive your business is to investors
- Open your horizons to an **international network of investors outside of your country**
- Access to venture capitalists, private funds, business angels, but also **corporate and industrial investors** as well as foreign **family offices**

- **1,500 investors** listed in the platform
- Focus: DACH, ESP, IT, EN -> **fresh air for Belgian companies**
- Venture capitalists, private funds, business angels, **corporate and industrial investors**, family offices...



- **Qualified investors:**
 - Gold: personal relationship & investment policy 100% validated
 - Silver: personal contact information & investment policy (Tier 1 Criteria) validated
 - Bronze: contact information & investment policy partially validated



- The algorithm allows companies to find investors and investors to find companies, working in the same way

Tier 1 Criteria (deal breaker)



Business: follows Damodaran's categorization



Geography: at country level



Financing Stage: seed, start-up, other early stage, etc.



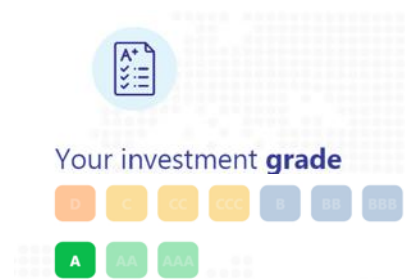
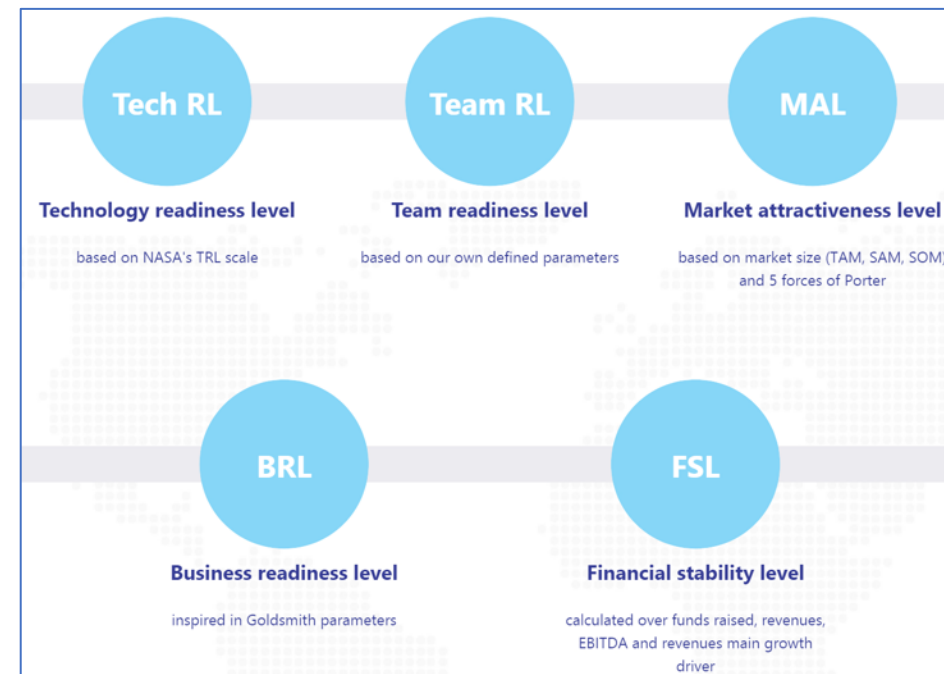
Min/Max Investment: as per ticket size target

Tier 2 Criteria (weighted)

- Business Sector: follows Damodaran's categorization
- Business Segment: follows Damodaran's categorization
- Min/Max Income: as per company's annual turnover target
- Min/Max EBITDA: as per company's annual performance target
- Min/Max Debt/EBITDA: as per company's ratio target

→ These criteria rank investors in terms of "best match" from highest to lowest using a weighting structure

- **Free of charge**
- Analysis of company data (before the contract is signed)
- Automatically generated assessment report (up to 20 pages), based on algorithm / benchmarks, etc..
- Ratings based on internationally approved methodologies
- Selective process: only companies with a B-grade are selected





There are **15 investors** in this report and with a **matching scoring above 82%**.

Distribution by country of investors



Top 5 countries

Investors quality



Gold

50% of investors



Silver

25% of investors



Bronzer

25% of investors

Business target

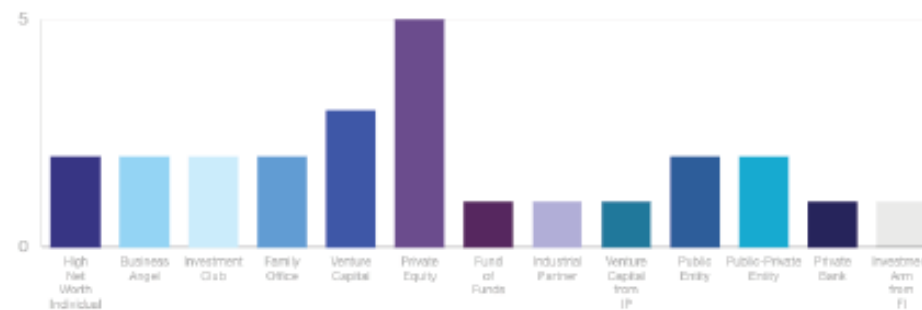


■ ICT

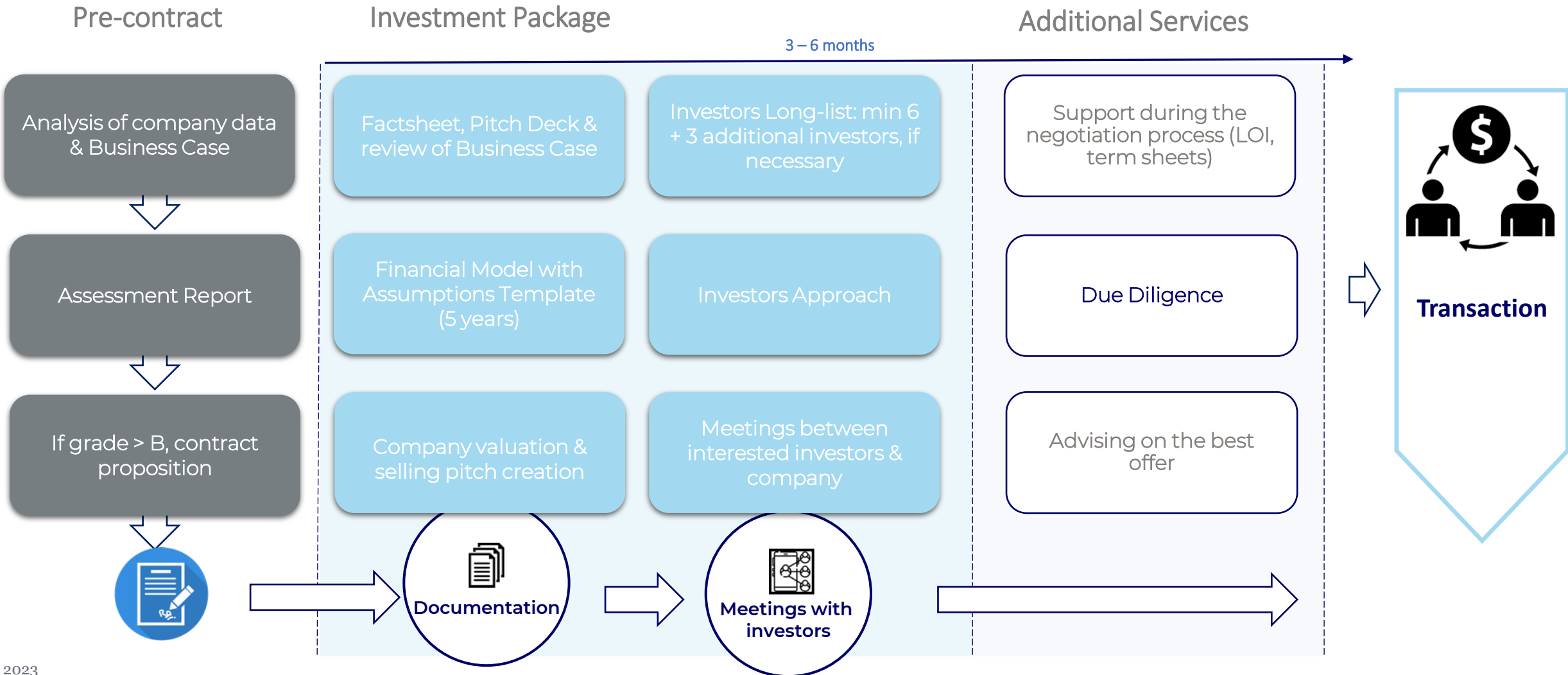
■ Healthcare

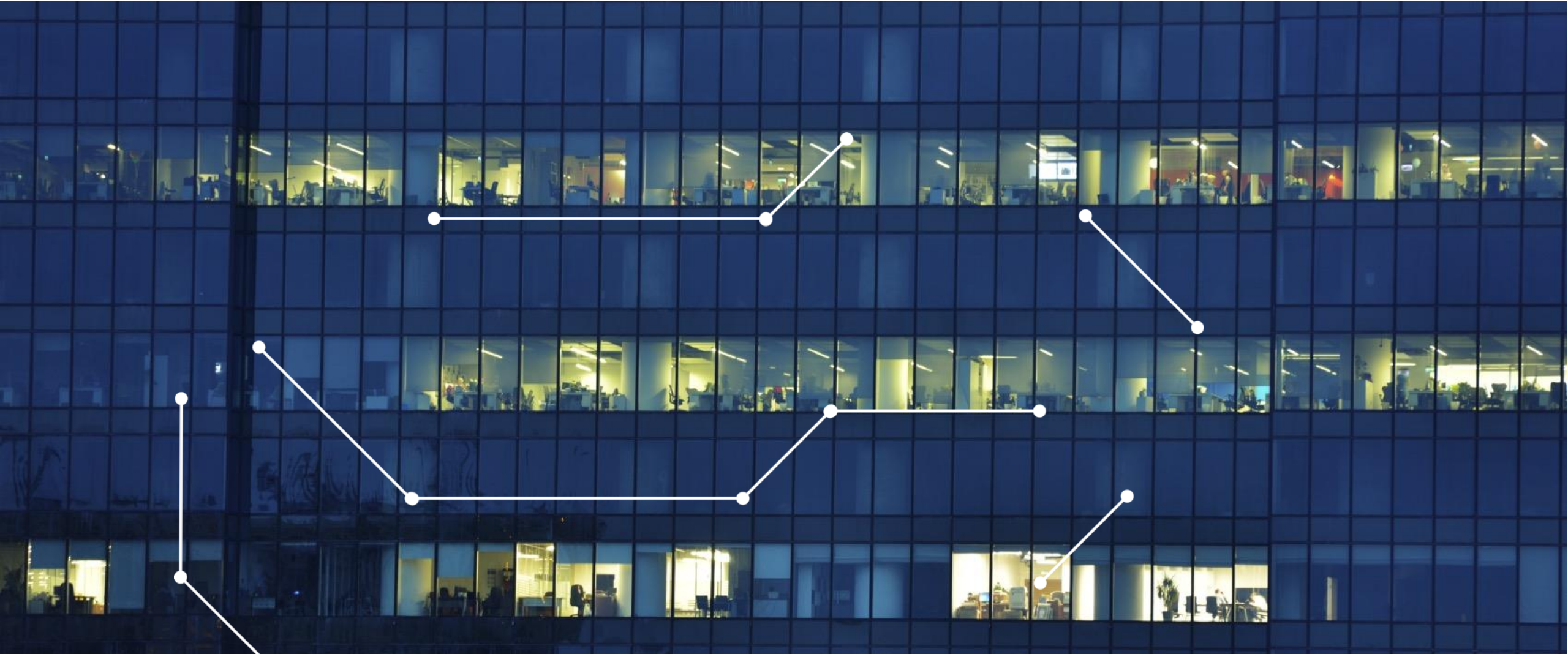
■ Services

Type of investors



GRECA supports you in developing a case and a solid case to present to investors





Questions?

