



# What if funding wasn't a barrier to innovation?

## Non-dilutive funding

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## WHAT WE DID SO FAR

>10

years of  
experience

>€600 M

funding raised  
for our clients

>2000

partners in life  
science and agro-  
food network in  
>20 countries



## WHAT WE DO

For more than 10 years we have helped innovative academics and **entrepreneurs in health, biotechnology and agro-food** reach their full potential.



### FUND

- Strategic Funding Advice
- Funding applications
- Application reviews & re-submissions
- Partner matchmaking



### GROW

- Business cases
- Business plans
- Market research analysis
- Feasibility studies



### MANAGE

- Project management
- WBSO

## WHO ARE WE

# Innovation is our driver.

- A team of 70+ driven and dedicated consultants
- The team combines academic excellence (PhD, Postdoc) and commercial experience
- The team therefore truly understands your R&D program, technical and commercial challenges
- 5 offices located in the Netherlands (Amsterdam, Utrecht and Oss), Switzerland (Basel) and Denmark (Copenhagen)



## Why non-dilutive funding



### Importance of non-dilutive funding

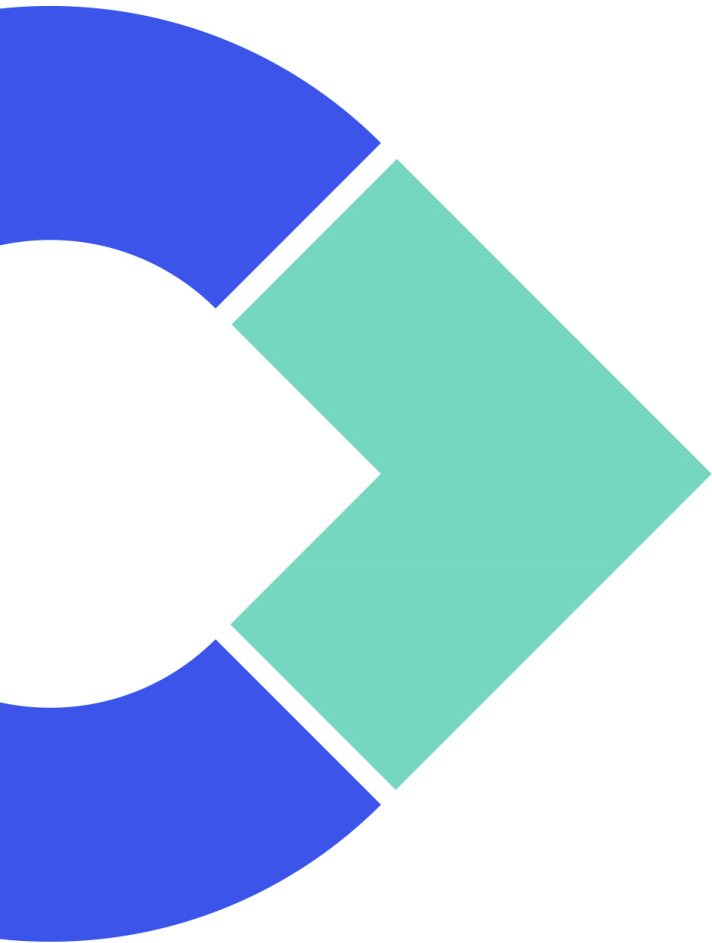
Non-dilutive funding is 'cheap' money

- Funding when there is still a high risk- Valley of Death
- It does not require the sale of your company's shares,
- Enables you to sell shares later at a higher valuation, allowing to raise more money by selling less equity,
- Gain more interest from VC – ability to raise funding from EU and local grant providers
- Find new partners for collaborations- academic and industry



Adjusted from Health Innovations

# Support for innovative SMEs



## NON-DILUTIVE FUNDING OPPORTUNITIES- GRANTS/ SUBSIDIES

- **European programs-** Horizon2020, European Innovation Council >€80 billion
- **National programs-** NWO, RvO- Netherlands Enterprise Agency
- **Regional funds-** MIT R&D, Kansen voor West
- **Charities** (National and International)- Wellcome Trust, Cancer Fonds...



# Plan your long-term funding strategy

- We focus on long-term partnerships with our clients and a multi-program funding approach
- *Funding landscape is huge and competitive- **Pick the right funding opportunity!***
- Our goal: prioritize specific short-term and long-term R&D activities in your organisation and to use the best funding opportunities as building blocks for these activities, after careful consideration of:
  - 1) the suitability of immediate and upcoming funding opportunities, including continuous updates
  - 2) analysis of market opportunities and current state-of-the art in the field
  - 3) analysis of your R&D status and technology readiness levels (TRLs)
- Outcome: a funding strategy (with optimal chances of success) for the next 2-3 years



## HOW IT WORKS

# Our grant application process



### INITIATION

- Project set-up
- Project definition
- Consortium building



### APPLICATION

- Work plan
- Proposal writing
- Project budgets
- Coordinate formalities



### NEGOTIATION

- Contract negotiations
- Grant Agreements
- Budget negotiations
- Consortium Agreements



### IMPLEMENTATION

- Project Support
- Project coordination & monitoring
- Progress reports
- Reimbursements





## PROOF-OF-CONCEPT+ PROTOTYPE STAGE

- **Start-up grants/ feasibility studies-** national level- RvO  
Example: MIT haalbaarheid, MIT R&D etc.

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# Eurostars



## R&D-performing SMEs team up with academic partners

- Consortium of 2-5 partners from different EU countries
- €500k/ 3 yrs project/ per partner (50% co-financing)
- Business case+ Innovations= built around the product development
- Proof of concept+ validation stage
- 160 projects awarded in 2 rounds/ year= €200M

## EXAMPLE

# UNMET NEED: Effective drug treatment for mitochondrial diseases (MD) COMPANY X

## The problem: Mitochondrial Diseases

- Defective mitochondrial function
- 250.000 MD patients in US and EU alone
- **Rare, debilitating & fatal diseases**
- Only supportive therapies available
- High demand for drug treatment

*Mitochondrial diseases  
are debilitating and  
often fatal*



*"Walking requires a  
lot of energy for Eva,  
who has Leigh's  
disease."*



## The solution:

- Restore mitochondrial energy production to normal levels
- Unique dual mode-of-action:
  1. Thioredoxin system
  2. Anti-oxidant activity

**Patients**



- ✓ Effective and life-saving treatment
- ✓ Improvement QoL for patients & relatives
- ✓ Oral administration

*End-users*

# Eurostars to reach proof of concept

- Project budget 1.5-2.5M
- Consortium; at least 2 partners working on POC within 3 years
- Example: from drug screening to lead clinical candidate

*project 35 months*- Project costs: 2 066 370.00

## Main applicant

R&D Performing SME- main applicant- identify gene mutations lead to mitochondrial disease

## Partner 1

R&D Performing SME: Company specialized in Hit Discovery, Lead Finding and Lead Optimization.

## Partner 2

R&D Performing SME market-leading early stage CRO.

## Partner 3

University medical centre. University Patients



**Result POC**  
– Lead  
compound

# Close-to-market innovations/ licensing deal

## PERFORMANCE VALIDATION, SCALE UP, COMMERCIALISATION

- Non-dilutive+ equity programme from EU **EIC Accelerator**
- **EU grants-** Horizon2020/ Fast Track To Innovation
- National programmes- RvO- Innovation Credit, investment funds support



# EIC accelerator



**Innovative SMEs with close-to-market activities  
€2.5M (70% funding) or equity of €15M**

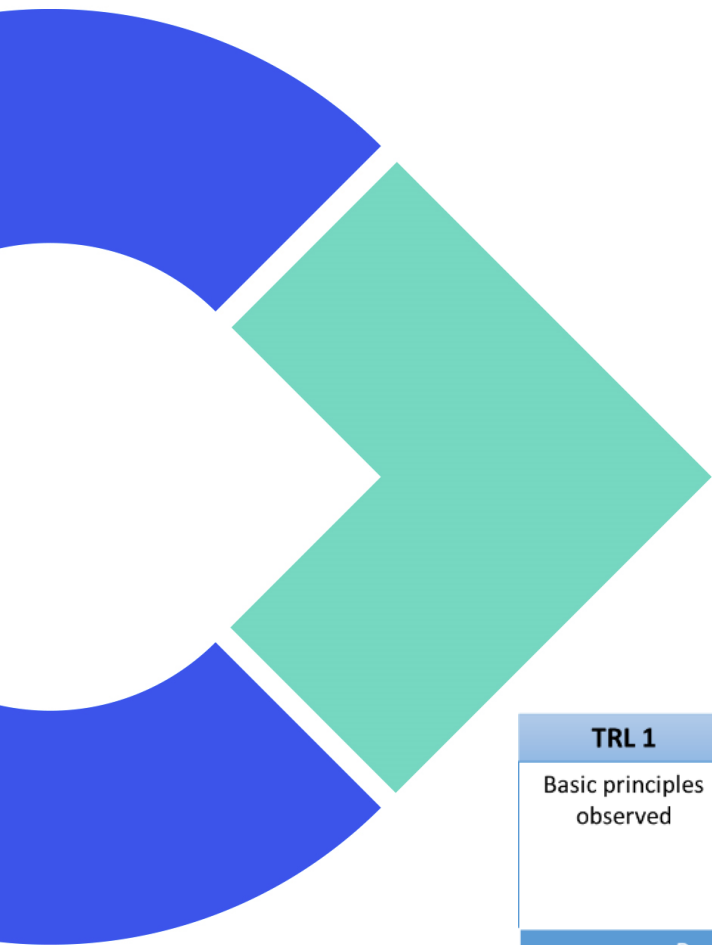
- Validation, scale-up, commercialisation activities, clinical trials etc.
- No consortia, financing of subcontractors possible
- Investor-proof business plan+ pitch in Brussels
- Bottom-up, >280 projects funded in 4 rounds/ year, >€0.5 billion



# COMPANY X Develop key compound further

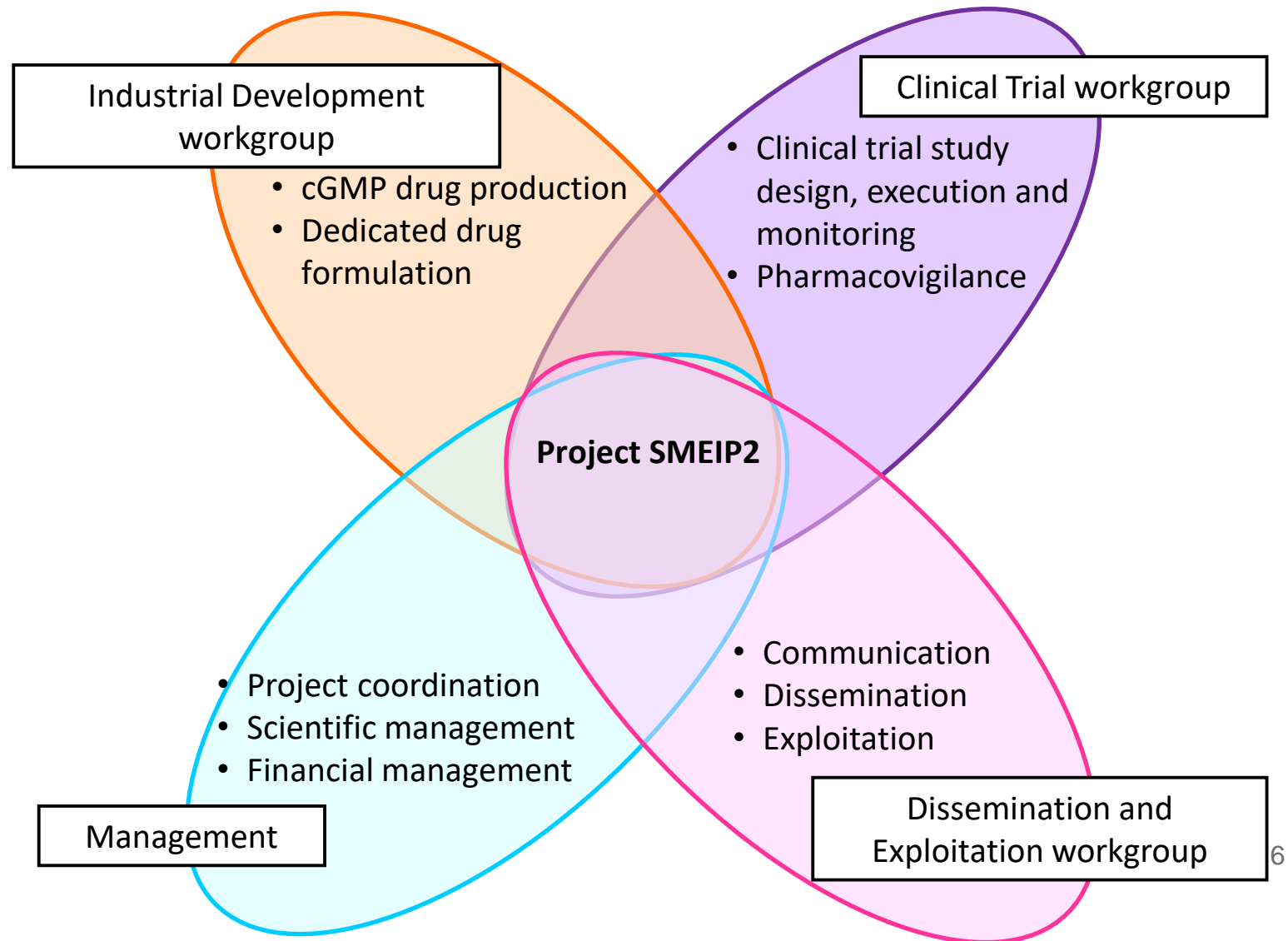
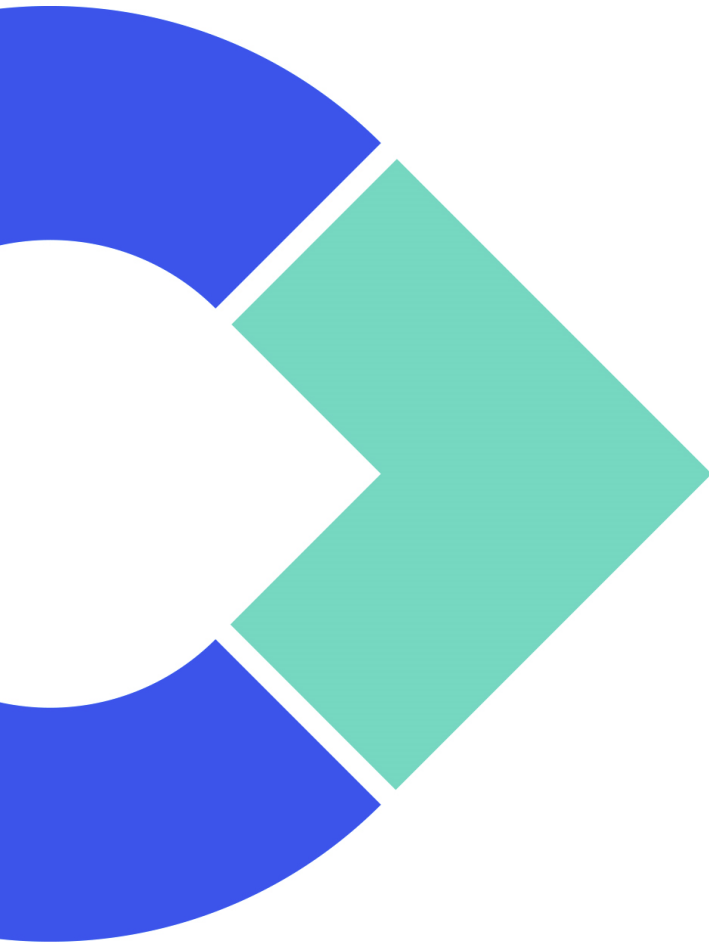
Applied for funding local and from foundations as well.

- No capability, infrastructure and scale to bring a drug to the market on its own
- Need for financing and partners
- To Accelerate clinical development ( start Phase 2b) to enable a co-licensing deal, Bring our first lead to market, Build a stable Mitochondrial Medicine company

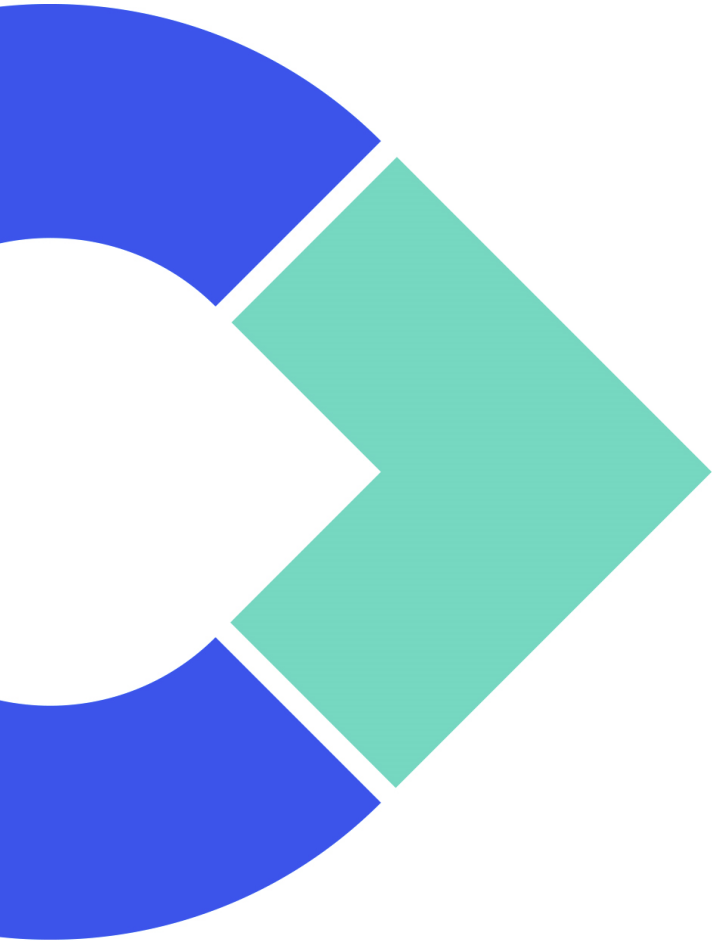


TRL 1	TRL 2	TRL 3	TRL 4	TRL 5	TRL 6	TRL 7	TRL 8	TRL 9
Basic principles observed	Technology concept formulated	Experimental proof of concept	Technology validated in lab	Technology validated in relevant environment	Technology demonstrated in relevant environment	System prototype demonstration in operational environment	System complete and qualified	Actual system proven in operational environment
Research		Translation/ Development			Validation		Commercialisation	

# Collaborations



# Take-home message



## Non-dilutive funding

- Plenty of opportunities for non-dilutive funding
- Use the grant applications to establish partnerships
- And attract VC money



