



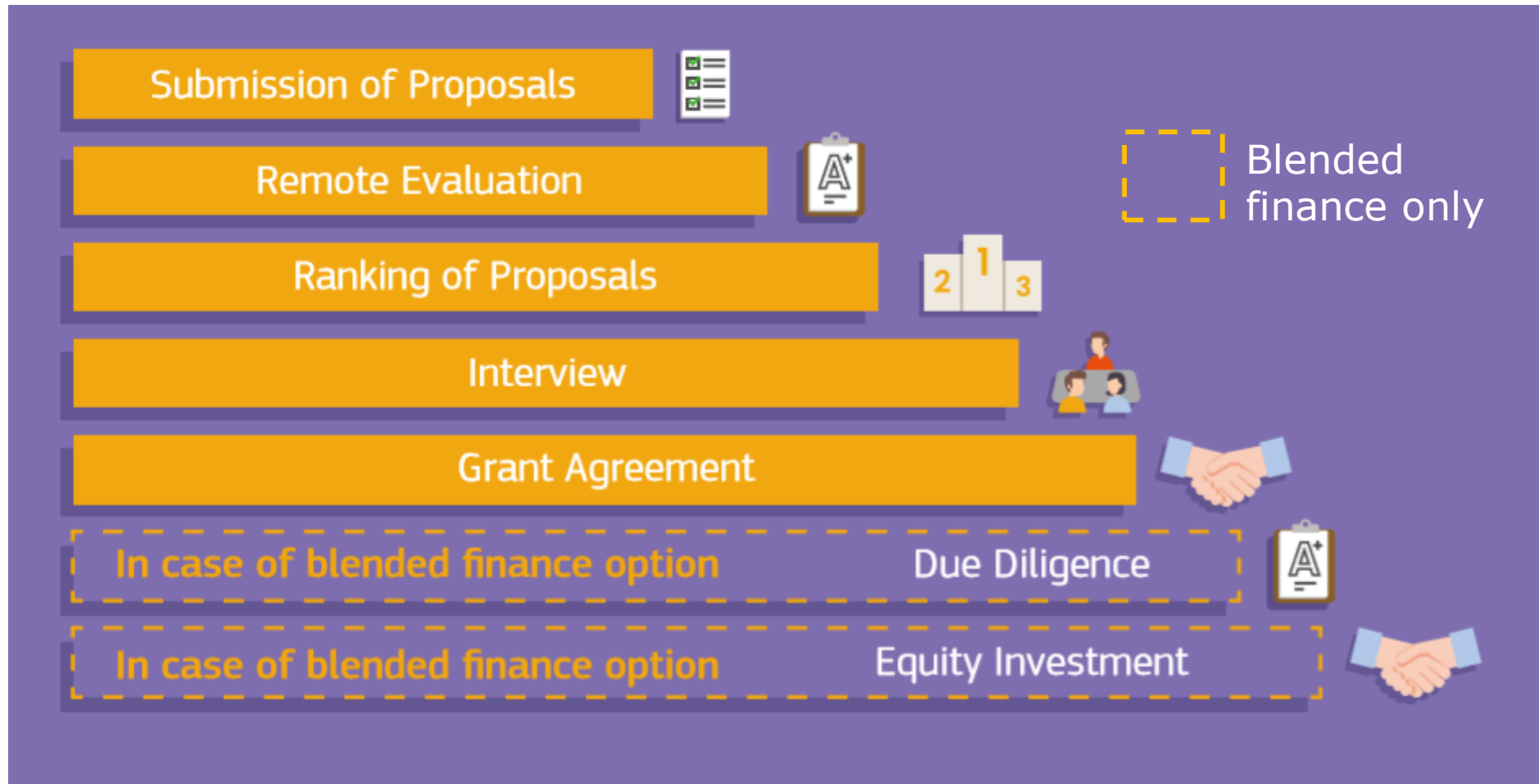
EIC Pilot *Info Day Webinar*

Accelerator: 2020 calls

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How do we select?



What is non-bankable?



- Inability to attract sufficient funding
- To full deployment of the commercial potential
- Due to the high risk or market failure
- Previous investments do not imply 'bankability'

Who assesses bankability?

- External experts
- In business and finance

Evidences?



- Case by case.
- Deeply assessed during the interviews
- In the proposal, companies should describe how they failed to safeguard sufficient funding.
- Elements which indicate this are for instance:
 - ✓ the level of risk
 - ✓ the assets of the company
 - ✓ the cash position
 - ✓ current sales if any
 - ✓ etc

Equity investment: the EIC Fund



- The European Commission takes the investment decision
- Up to €15 million
- Different forms of equity type instruments: shares, convertibles, other equity types
- Non-intrusive equity
- EIC Fund advisor: EIB Group

Investment strategy



- **Impact investment**, rather than maximizing return on the investment
- Patient capital, with a **long average perspective** on return on the investment (7-10 years) with a maximum of 15 years.
- The **exit strategy** on a case-by-case basis: may include IPOs, management buyouts, secondary sales or liquidations.

Match-making co-investors to crowd-in



- A community of trusted VCs and investors
- The company will be presented to VCs that may express the interest to invest
- The company will have a final say
- Investors could replace the EIC Fund, co-invest alongside the EIC Fund or provide mentoring

Due diligence



- Performed by the **EIC Fund**
- Goal: **define tailor-made investment** fitting company and project needs
- Focus on: governance & quality of the company's management, capital structure and financial planning, business strategy and competition

Questions



- Proposals: equity component
 - ✓ Equity work Packages should be described in the same level of detail as grant?
 - ✓ Annex 4?
- Exit for a pharma investment

Questions



- EIC FUND


- ✓ Set up? First due diligence and deals?
- ✓ Foreign investors
- ✓ Commercial subsidiaries: is the EIC Fund financing project-bound or company-bound?

Thank you

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