



Academy and Investment services for Research & Innovation

Sofia, 30 January 2019

META: 25 years of «Knowledge To Market» Experience

Since 1993, META combines venture capital fund management, valorisation of research results and technology transfer and innovation consultancy into an integrated platform for transforming knowledge into growth.

We **invest in startups** and innovators across Europe and **support Universities, RTOs**, Governments, International Institutions around the world foster more of them.

The company's mission is to make the **Knowledge to Market** process effective and profitable!

WHO WE ARE

META Academy WHO WE ARE

3000+

entrepreneurs and scientists trained
and supported with proprietary formats
and tools on exploitation, investor
readiness, creativity camp and
research helicopter

Exploitation

Over 600 services delivered since 2012, on going (1/4)

The European Commission appointed META to help convert the excellent research coming out of the FP7 and H2020 projects into wealth-generating innovation

ESIC (Exploitation Strategy and Innovation Consultants)

DG Research & Innovation, Directorate D – Industrial Technologies, D.1 – Strategies (2012-2016)

Services were offered to projects in the field of **Nanotechnologies, Advanced Materials and Production**, supported by the EU's **Key Enabling Technologies Programme** provided by META's exploitation and innovation network experts; **tailored** to the project's specific context, helping them address **non-technological issues** surrounding innovation and exploitation.



Over 600 services delivered since 2012, on going (2/4)

SSERR (Support Services for Exploitation of Research Results)

DG Research & Innovation, Directorate G – Energy,

G.2 – Advanced Energy production

(2016-2020)

Services were offered to completed and ongoing research projects in the field of energy under:

- 7th Framework Programme - Thematic Priority number 5 “ENERGY” of the “Co-operation” programme
- Horizon 2020 - Societal Challenge “Secure, clean and efficient energy”



Over 600 services delivered since 2012, on going (3/4)

CSSERR (Common Support Services for Exploitation of Research Results)

DG Research & Innovation,

Directorate J – Common Support Centre

J.5 – Common service for Horizon 2020 information and data (2016-2018)

Services were offered to all ongoing projects under any area of FP7 or H2020.

<http://exploitation.meta-group.com/SitePages/default.aspx>



Common Exploitation Booster

Common support service for facilitating exploitation of research results of ongoing R&I projects under FP7 and H2020

Common Exploitation Booster project helps partners...

- in developing, creating and marketing a product or a process
- in creating and providing a new service
- in setting new standards
- in setting up new training courses or developing new curricula

<http://exploitation.meta-group.com>

- #1** Analysis of Exploitation Risks
- #2** Exploitation Strategy Seminar
- #3** Business Plan Development
- #4** Brokerage and Pitching Event

Applications are open

EC-CSC-Exploitation-support@ec.europa.eu

- All FP7 and H2020 projects are eligible to apply
- 1 A project can benefit only once
- Projects can ask for the service only if they have not already benefitted by a similar one under another support scheme

META knowledge to market | COMMON EXPLOITATION BOOSTER | European Union

Over 600 services delivered since 2012, on going (4/4)

- **23 Analysis of Exploitation Risks:** identifying the non-technological risks and potential obstacles to the future exploitation of projects' results;
- **387 Exploitation Strategy Seminars:** a joint working session to streamline the exploitation strategy and go to market action plan;
- **131 Business Plan Developments:** to design a convincing and actionable plan for exploitation;
- **20 Brokerage and Pitching Events:** where partners present their results to peers, potential users and investors, in order to pave the way to follow-ups;
- **11 Assistance with Patenting:** supporting project partners with writing, filling and legal follow-up of patent applications;
- **5 Assistance with Standardization:** helping project partners tackle complex standardization issues and thus exploit project results that could benefit from standards development;
- **39 Ad hoc services:** supporting any other exploitation-related activities such as e.g. experts' participation in project meetings, feasibility studies, etc.



Common Exploitation Booster services aim to bridge the gap between a H2020 and FP7 research results and exploitation by helping the project consortia in

- raising awareness on exploitation possibilities and exploitation planning;
- clarifying issues, exploring solutions and actions, anticipating possible conflicts for successful exploitation;
- setting up roadmaps for the long-term sustainability of the project results;
- creating value out of novel knowledge (recognizing exploitable results, creating revenues, improving skills, standardization or patenting, finding pathways for future work).

 <ul style="list-style-type: none"> ✓ For 1 project ✓ TRL 3 or more ✓ 12+ months 	<p>Analysis of Exploitation Risks (AER)</p> <p>The service will support the partners to identify risks and potential obstacles to the future exploitation of the project's results within and outside the consortium and tackle questions like:</p> <ul style="list-style-type: none"> • Which exploitable results do the project partners aim to generate? • What form(s) can the exploitation of these results take? How to enable it? • What is each partner contribution to the project, what are their different exploitation strategies, are the expectations of partners compatible and coherent? <p><u>Outputs:</u> Report on exploitable results, a map of risks and exploitation recommendations.</p>
 <ul style="list-style-type: none"> ✓ For 1 project ✓ TRL 5 or more ✓ 12+ months 	<p>Exploitation Strategy Seminar (ESS)</p> <p>The service will provide a platform (1/2 -1 day seminar) to discuss results and design a roadmap toward exploitation. Expert will facilitate discussion and provide guidance on issues like:</p> <ul style="list-style-type: none"> • Recognition of exploitable results and exploitation expectations of the partners • Definition or clarification of the exploitation strategy of different project results • Follow-up actions and how to connect with relevant actors <p><u>Outputs:</u> Exploitation report (4-8 pages) and background research report.</p>
 <ul style="list-style-type: none"> ✓ For 1 project ✓ TRL 5 or more ✓ Last year of project life 	<p>Business Plan Development (BPD)</p> <p>The service includes a virtual or face-to-face collaborative workshop, and entails support for developing a complete business plan, including issues such as</p> <ul style="list-style-type: none"> • The consortium's operational and financial objectives, the plans for their achievement • Coaching the partners in pitching their exploitable results • Describing in a clear and effective way the business, the products/services, the market, competition, operations and management, and financial estimates • Accessing risk capital providers and other innovation financing actors <p><u>Outputs:</u> Business plan (15-25 pages) and practiced pitches.</p>
 <ul style="list-style-type: none"> ✓ For 5-10 projects ✓ TRL 4 or more ✓ 12+ months 	<p>Brokering and Pitching Event (BPE)</p> <p>The service provides assistance with the design and preparation for an event that brings together project partners and other relevant actors, with issues such as:</p> <ul style="list-style-type: none"> • Facilitating groups of projects to meet and discuss their results in order to create synergies and generate new ideas for further exploitation of research results • Training on pitching and presenting results to potential users, investors or collaborators. • Assistance in finding relevant actors in the innovation-dissemination-uptake chain (end-users, industrial suppliers, standardisation bodies, risk capitalists, business angels etc.) <p><u>Outputs:</u> Report of the event, practice and feedback on pitches, connections to relevant actors.</p>

COMMON EXPLOITATION BOOSTER

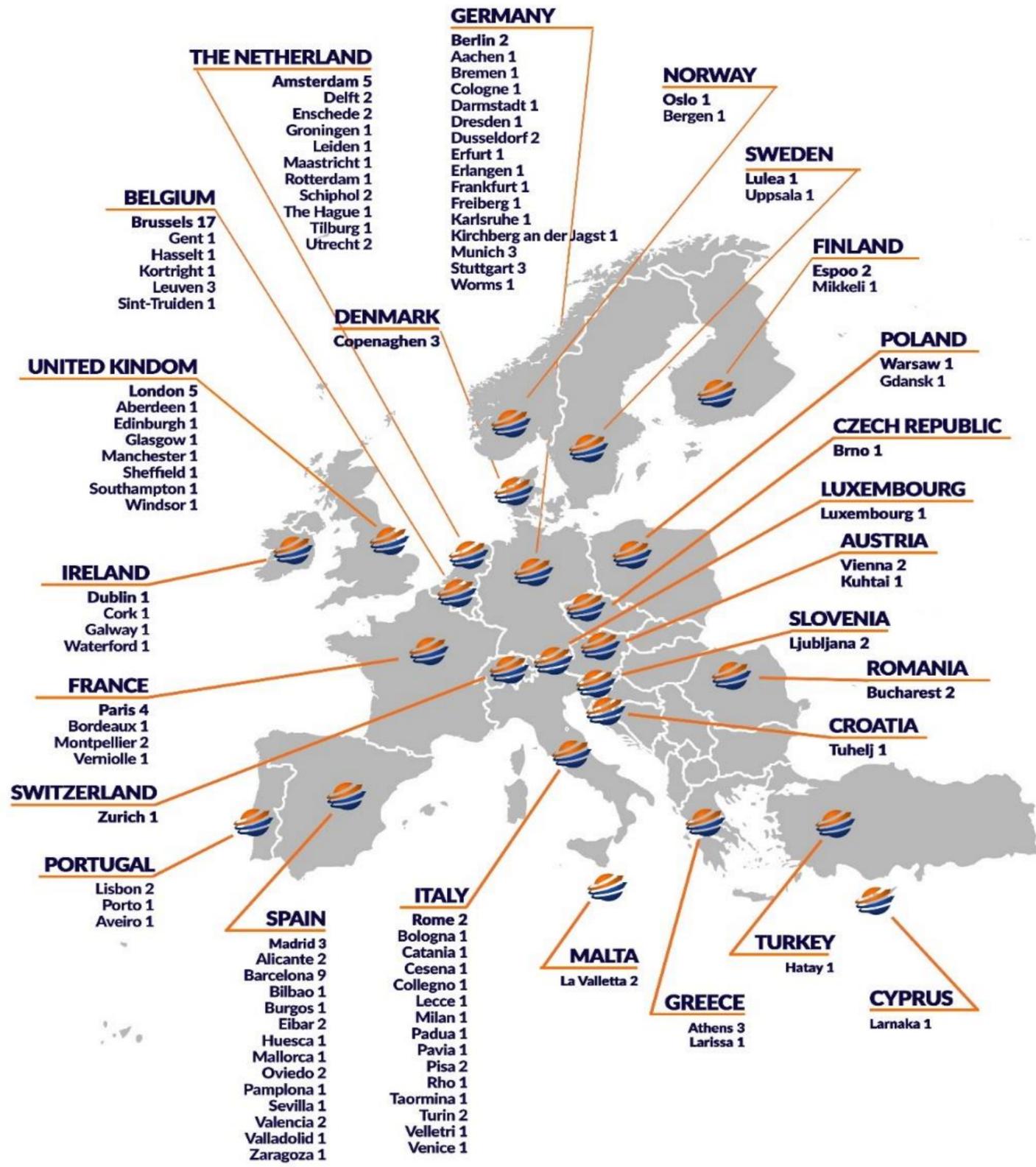
Approved CEB services covered **45 different themes/topics**.

Three topics together accounted for 44% of all delivered services:

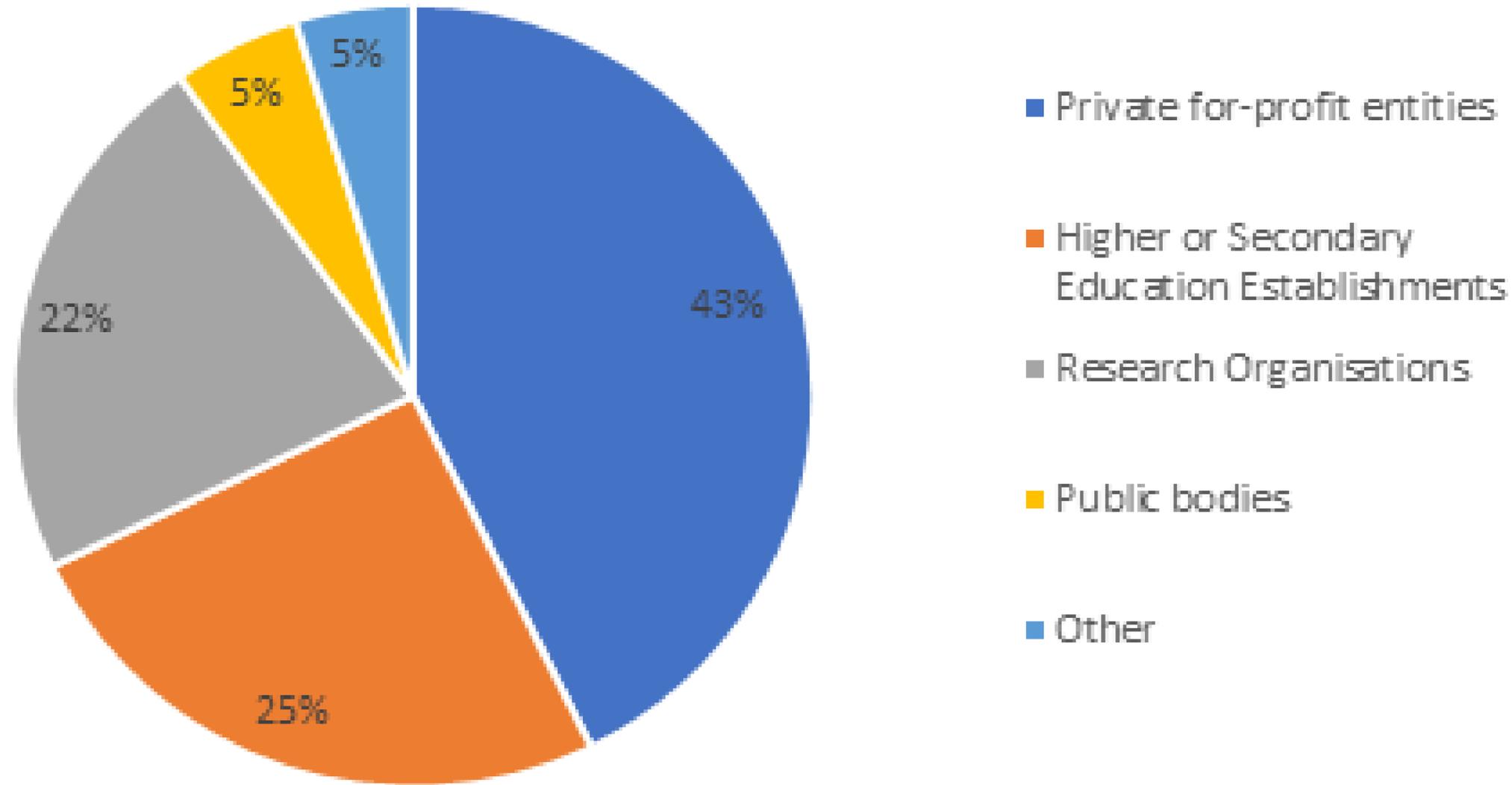
- **ICT** – Information and Communication Technologies (26%)
- **NMP** – Nanotechnologies, advanced Materials and Production (11%)
- **FoF** – Factories of the Future (7%)

27 more topics, accounting for 1-5% each, totalled another 49%: **PHC** – Personalising Health and Care (5%), **MSCA** - Marie Sokolowska-Curie (5%), **BES** – Border Security and External Security (4%), **ERC** – European Research Council (3%), **SEC** - Security (3%), **SPACE** (3%), **WASTE** - Waste: a Resource to Recycle, Reuse and Recover Raw Materials (3%), **ENV** - Environment (2%), **MG** – Mobility for Growth (2%), **PEOPLE** (2%), **SDGS** - Greening the Economy in line with the Sustainable Development goal (2%), **SPIRE** - Sustainable Process Industry through Resource and Energy Efficiency (2%), **BG** – Blue Growth (1%), **FTI** – Fast Track to Innovation (1%), **INFRAIA** – Integrating and Opening Research Infrastructures of European Interest (1%), **SFS** – Sustainable Food Security (1%), **DS** – Digital Security (1%), **EE** – Energy Efficiency (1%), **EeB** – Energy-efficient Buildings (1%), **FCH** – Fuel Cells and Hydrogen (1%), **INSO** – New Forms of Innovation (1%), **NMBP** - Nanotechnologies, Advanced Materials, Biotechnology and Production (1%), **OCEAN** – The Ocean of Tomorrow (1%), **SME** (1%), **SMEInst** – SME Instrument (1%), **WATER** – Water Innovation (1%), **YOUNG** – Young generation in an innovative, inclusive and sustainable Europe (1%).

COMMON EXPLOITATION BOOSTER



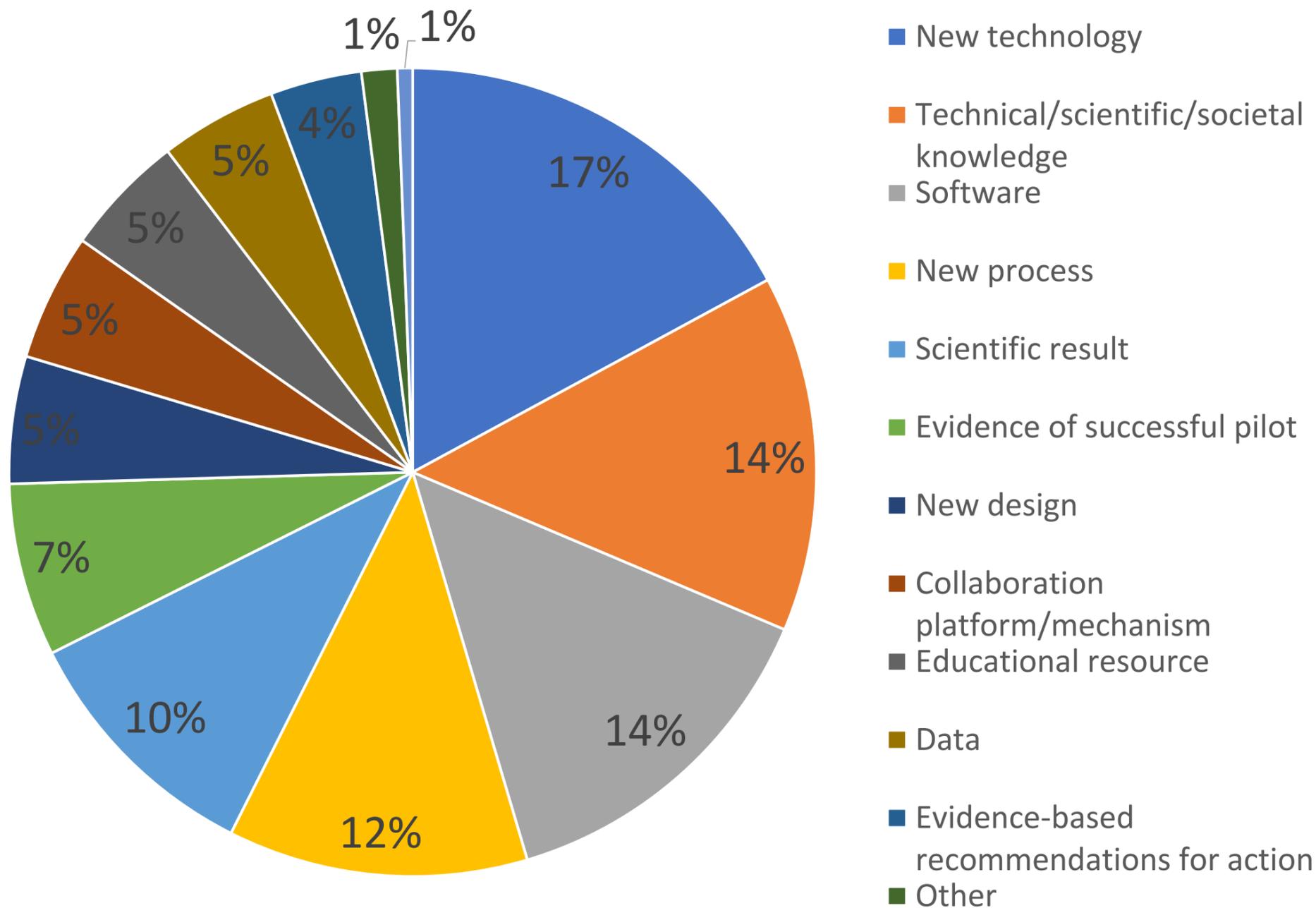
37 Experts (15 women and 22 men) from 16 different countries (Austria, Croatia, Denmark, France, Germany, Greece, Hungary, Italy, Lithuania, Poland, Portugal, Romania, Slovenia, Spain, The Netherlands, UK) were appointed.



By Organisation: **2503 organisations** benefitted from a CEB service (i.e., played an active role). It should be noted that in some cases the same organisation, as a partner in several consortia, took part in several CEB services, reducing the number of **Unique Organisations** to **1872**.

Analysing the type of Knowledge Exploitable Results identified by partners shows a great diversity of results.

This can be considered as a positive signal on the capability of H2020 to exert a 360-degree potential impact.



Some examples of **spontaneous emails** sent by Project Coordinators/Exploitation Managers to the Management Team:

“Your exploitation booster was...a success! please include this feedback to your report as well. I really have participated even too many pitching events and trainings. Yours was the most successful by so far because you were able to link the specialities of “R&D” work to pitching.”

“All your work, seminar and report was very important in helping the project to define more clearly the planning of the exploration activities. On behalf of the consortium and on my behalf, I thank all member of the Common Exploitation Booster team for your excellent cooperation.”

“It was super cool to see how you engaged the consortium in exploitation discussions! Thank you! And extra thanks for arranging so that you could be with us on site instead of skype.”

“Thank you very much for this, much appreciated. Thanks also to you and your colleagues at META for your kind support throughout this process; it’s been great.

(...) I’d like to extend our warmest thanks for your efforts, expertise, and invaluable support with this project. The seminar was excellent and well-received, and was very useful in honing the project’s overall strategy in the area of exploitation. The report will also be extremely helpful to the same end, I’m sure. So, thank you very much indeed for your help, from all of us – we hope to get the opportunity to work with you again someday.”

“I am happy to have this support; in my opinion, it is bringing us to a new level of business plan development that we could not reach without this help.”

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META Ventures WHO WE ARE

Unique expertise in
implementing **public/private
equity financial instruments**
with over 140ml€ under
management in a number of EU
countries

META Ventures WHO WE ARE

META Ventures (MV) and its founding partners have been managing early stage funds since the 1990's for a total of almost 200 investments with the gross multiple as of today estimated at 1.3X, current value of portfolio companies is estimated at 1,6X (FMV - IPEV Guidelines).

Investments have been made in a number of different European countries such as Italy, Poland, Slovenia, the Netherlands and UK and have been targeted at SMEs in different sectors.

Since 2011 MV has been developing activities on co-investment funds with angel clubs and other early stage investors. In 2012 MV was nominated the European Early Stage Fund of the Year by the European Business Angel Networks (EBAN).

OVERVIEW of CURRENT EARLY STAGE FUNDS

Open Innovation Fund Poland Startup - Scaleup 2019-2029 €35,000,000	Ingenium Emilia Romagna II Seed & Startup 2010-2020 €14,000,000	Ingenium Sardinia Startup & Growth 2009-2020 €34,000,000	Ingenium Catania Proof of Concept 2010-2019 €3,000,000	Ingenium Umbria Seed & Startup 2010-2020 €5,000,000
Xplorer Fund 2 Proof of Principle & Proof of Concept 2019-2025 €7.500,000	Ingenium Slovenia Seed & Start up 2010-2020 €10,000,000	Ingenium Emilia Romagna I Seed & Start up 2004-2019 €9,000,000	Ingenium Poland Seed & Startup 2012-2023 €25,000,000	Xplorer Fund Proof of Concept 2014-2019 €2,000,000

EMILIA Romagna Co-Investment Fund

The last fully committed fund, Ingenium Emilia Romagna II, is co-investing with Italian Business Angels and other selected early stage investors. The portfolio is as follows (as of q4 2018):

Name of the company	Industry/ Sector	Resources invested ('000 EUR)	NAV ('000 EUR)	Number of angels/ co-investors	Investment date
Angiodroid	Biomed	1 900	4 849	43	2013
Biogenera Srl	Biotech	1 160	5 370	40	2013
Cellply	Biomed	1 720	1 720	3	2015
Condomani	ICT	200	200	8	2013
Eugea	Consumer goods & retail	200	liquidation	10	2013
Fazland	ICT	800	800	13	2014
Greenbone Horto	Biotech	1 990	1 973	4	2013
Mperience	ICT	800	800	6	2014
Pharmeste	Biotech	470	36	6	2012
S5Tech	Electronics	2 800	liquidation	4	2013
S-Labs (Spreaker)	ICT	770	3 680	4	2013
Taste italy	Food manufacturing	384	385	4	2013
Wellness & Wireless (Yukendu)	ICT	1 400	1 400	8	2013

A similar co-investment fund, Ingenium Poland, is under management in Poland since 2013 with investment period closed in 2017.

BIOGENERERA

Biogenera is a biotech company engaged in research and development of treatment for pediatric cancer, founded in 2009 by two professors from Bologna University.

The molecule got recognition of Orphan Drug from EMA and FDA and it is now in this Phase I research.

Company got 3 rounds of financing from around 40 business angels and MV.

Last round of investment is currently undergoing at a pre-money valuation of 100 Mln €.



Location: Bologna
Industry: Biotechnologies
Investment Stage: Seed
Investment date: 2009

ANGIODROID

Angiodroid developed and patented an innovative medical device for peripheral interventional angiography based on carbon dioxide controlled injection.

The company is the first one substituting traditional iodinated contrast media in angiography procedures eliminating all related side effects associated with renal or diabetic vascular disease.

The company started successfully the commercial activity in Europe and is preparing all needed authorizations to sell in US, China and Brasil.

angiodroid



Location: Bologna
Industry: Biomed
Investment Stage: Start up
Investment date: 2013

SPREAKERS

Spreaker is a web and mobile podcasting application that brings together audio creators and their fans with a sophisticated broadcasting tools and functioning social network.

Spreaker sets the stage for artists and hosts, allowing them to broadcast their shows, tracks, and playlists to listeners all over the world.



SPreaker

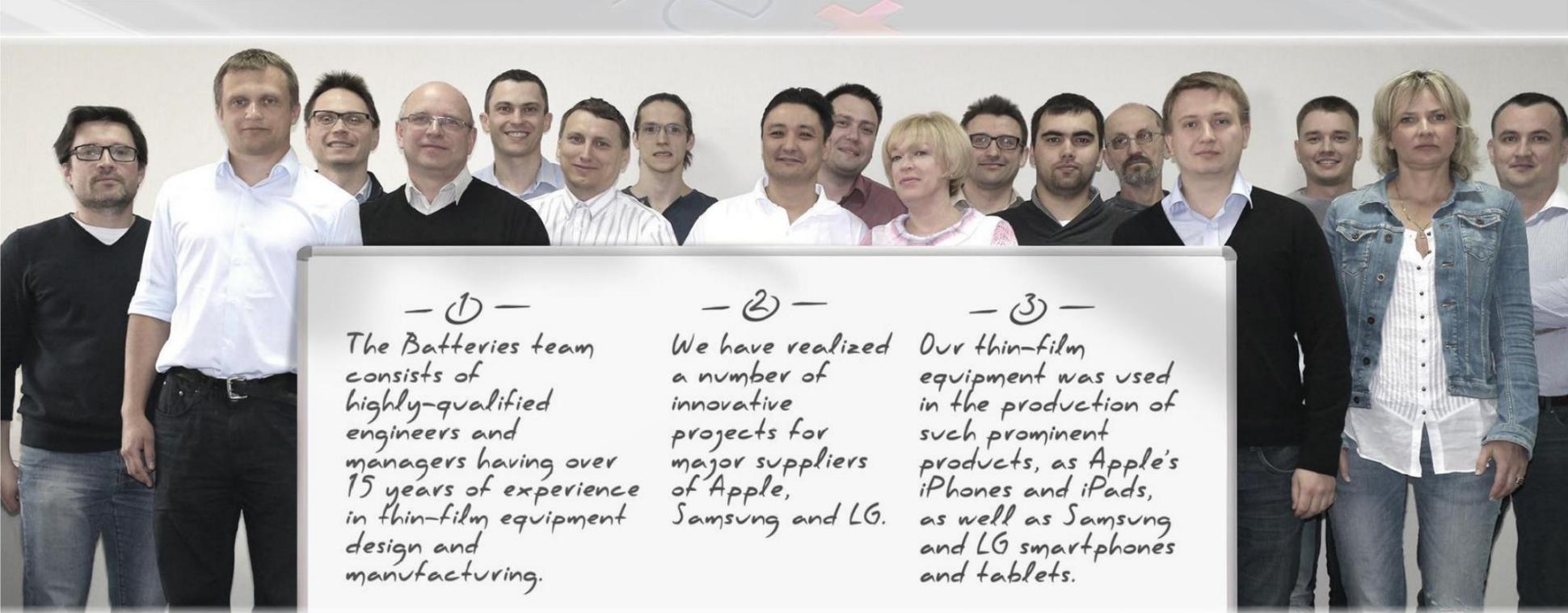


Location: Bologna/Berlin
Industry: ICT
Investment Stage: Start up
Investment date: 2011

the batteries

the batteries thebatteries.org

The Batteries' Team



The Batteries team consists of highly-qualified engineers and managers having over 15 years of experience in thin-film equipment design and manufacturing.

We have realized a number of innovative projects for major suppliers of Apple, Samsung and LG.

Our thin-film equipment was used in the production of such prominent products, as Apple's iPhones and iPads, as well as Samsung and LG smartphones and tablets.

Location: Poland, Bielorussia
Industry: Energy
Investment Stage: Seed
Investment date: 2017

ITALY

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