

# P2P finBIO

Peer to peer learning for financing of  
innovation in the food & bioeconomy



*This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 967555*

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# 1. BACKGROUND & PROJECT PARTNERS

P2P finBIO



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# BACKGROUND

At several occasions throughout the EU policy development, the importance of utilising renewable biological resources and converting them into value added products such as food, feed, and bio-based products is highlighted. Most recently mentioned as a part of the European Green Deal.

Yet while Europe leads the world in commitment to a circular bioeconomy, many innovative companies are still not able to fully unlock this potential for their technological projects and processes due to difficulties in accessing funding or financing in spite of the many available opportunities at national and EU level.

Financing plays a critical role in innovation, allowing SMEs and organisations to carry out research, adopt technologies necessary for inventions as well as develop and commercialise these innovations. Access to external sources of finance is often particularly challenging for smaller businesses at seed or early stages of business development as they have no documented track record. Funding needs and funding availability are closely related to the stage of development of the firm and its innovation projects. In the early stages, when inventions are developed and research conducted, there is still considerable uncertainty about what results and innovations will emerge, if at all.

At more advanced stages, as prototypes are developed, specialised investors such as venture capitalists and business angels are more willing to get involved.

In the final stages, once there is more clarity concerning technologies and markets, more traditional investors can provide funding. The situation is however more extreme in the bioeconomy where figures from the European Investment Bank's report Study on Access-to-finance conditions for Investments in Bio-Based Industries and the Blue Economy from 2017 show that 77% of all bioeconomy companies experienced problems in accessing funding. While the number of successful investments is growing, private financing is proving difficult still. Private investors including business angels, venture capitalists and corporate VCs have stepped in with high profile investments, but they remain extremely selective in their investment opportunities and demand that SMEs and projects must be prepared in terms of project scalability and investment readiness – which is rarely the case. SMEs too, need to understand what investors are looking for how to address information requirements, reduce risk premiums and secure investments.

This is why this project has gathered five strong agrifood & bioresource investment innovation agents during 12 month from September 2021 to August 2022 to exchange best practices and clarify opportunities across Europe through five study trips and workshops. The name of the project is P2P finBIO and it has been received funding as convened in Grant Agreement NUMBER 967555.



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# PARTNERS



- ✓ **Association BLC3 Tech. & Innov. Campus (BLC3)**

*Portugal*



- ✓ **Bioeconomy for Change (BforC/IAR-Pole)**

*France*



- ✓ **Food & Bio Cluster Denmark (FBCD)**

*Denmark*



- ✓ **Foodvalley NL (FV)**

*Netherlands*



- ✓ **Technological Corporation of Andalusia (CTA)**

*Spain*



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## 2. OBJECTIVES & METHODOLOGY



# PROJECT OBJECTIVES

**SHARE – GUIDE – IMPROVE**  
*innovation investment  
infrastructure in the agrifood  
& bioeconomy sectors.*

- ✓ The objective of the project Peer to peer learning for financing of innovation in the food and bioeconomy (P2P finBIO) is to learn from a sharing experience and exchanging different viewpoints and problems encountered while providing support services and programmes aimed at funding and financing growth in SMEs in the food and bioeconomy.
- ✓ The five partners, all part of their national innovation investment infrastructures, will share the current support services and methods offered to SMEs and will exchange good practices in order to renovate insights and develop a common Design Options Paper. The Design Option Paper is the result of the peer-review process and will serve as a guide for other innovation agencies interested in implementing the addressed innovation support service.
- ✓ The overall objective of P2P finBIO is to enable innovation support institutions and clusters in regions across Europe to quickly and effectively develop new initiatives as well as refine current methodologies to identify SMEs with growth potential, to engage with them and assist them through the process of obtaining access to finance, as a means of maintaining or increasing competitiveness, growth and jobs.



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# METHODOLOGY

In line with the EASME Peer to Peer programme, “P2P finBIO” followed the Twinning+ methodology, a peer reviewing and discussion process. This was carried out through two activities:

## Field research:

Through five site visits, in which each innovation funding infrastructure was presented by the hosting cluster organisation covering introduction to the regional/national innovation infrastructure, as well as via meetings organised with local relevant collaboration partners. During these, opportunities, best practices and obstacles regarding innovation funding infrastructure were discussed.

## Workshops:

During the visits, workshops were dedicated to four areas of special interest:

1. Creating a mature investment infrastructure
2. Creating value for members
3. Cultural aspects
4. Digitalisation



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# 3. SUMMARIES & CONCLUSION



# 3. SUMMARIES

## Summary conclusions

- ✓ When it comes to the topic “financing of innovation in the agrifood and bioeconomy” it was identified at an early stage, that not only the investment infrastructure in Europe compared with e.g., the US and Israel is lacking maturity, but also that the maturity stage from region to region among the participating organisations were at different stages – which then defined the topics of the thematic workshops (section 5 of this DOP).
- ✓ The Peer-to-Peer Twinning+ methodology has provided an opportunity to work collaboratively to more deeply understand how each of the other partners are working both at a strategic level and at a day-to-day level. This on-site Twinning+ approach gives a full and multi-dimensional understanding of both the environment in which other clusters operate as well as supports links between peers within the organisations – strengthening both existing bonds and creating new ones.



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# 3. SUMMARIES

## Summary recommendations

- ✓ At an early stage, it was concluded that no actor works alone and that the whole investment infrastructure must be working collaboratively. Six actor groups were identified as general for an innovation environment, although their roles and mandate vary from ecosystem to ecosystem: Government, Private Companies, Business Angels, Venture Capital Funds, Accelerators, Cluster organisations.
- ✓ The consortium's main recommendations are summed up for each of these actors in the section 5.1 "Creating a mature investment infrastructure."
- ✓ Because the landscape is so diverse and scattered in terms of actors, motivations, expectations and resources, and because there is no centralised steering mechanism, cluster organisations are vital to tap into the opportunities ecosystems offer for SMEs in the bioeconomy.



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# 4. FIVE STUDIES OF REGIONAL BIOECONOMY FINANCING INFRASTRUCTURES

P2P finBIO



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# 4.1 THE DANISH AGRIFOOD & BIOECONOMY ECOSYSTEM

4.1.1 Global ecosystem which influences the region (e.g., tax system, regional/national governance)

4.1.2 Financing and investment support environment and infrastructure (tools)

- Financing and investment
- Innovation and support programmes

4.1.3 About the partners:

- Cluster offers to start-ups & SMEs (how we use the tools)
- Cluster Business Model Canvas (by [Strategy Tools](#))



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# 4.1.1 GLOBAL ECOSYSTEM WHICH INFLUENCES THE REGION

## Wiki-facts:

- Social welfare state, Folketing, Monarchy
- Three levels of governance (+tax levels):
  - National (Capital: Copenhagen)
  - 5 Regions
  - 98 Municipalities
- Two autonomous territories: Faroe Island & Greenland
- Corporate tax: 22%
- Low degree of multiculturalism
- High degree of trust

“With Danes, a contract is merely a formality. It’s signed, but then we start deriving from it!”

Former Swedish Arla Innovation Employee



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# KEY TAX ADVANTAGES

- Corporate tax rate of 22%.
- Full tax rebate of R&D expenses.
- Full tax rebate of interest arising from acquisitions.
- Corporate tax is paid after deduction of expenses.
- No double taxation for Danish companies with branches abroad.
- No additional local tax, franchise tax or net wealth tax.
- No capital duty or share transfer duty.
- Unlimited loss carry forward.
- Attractive holding company tax scheme.
- Special expat tax scheme for foreign researchers and key employees.
- Employer-funded employee benefit costs are the lowest in Europe.

*Source: Copenhagen Capacity*



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## 4.1.2 FINANCING AND INVESTMENT SUPPORT INFRASTRUCTURE (TOOLS)



### ERHVERVSHUSE

Informationer om de 6 tværkommunale  
erhvervshuse

- ✓ Funding: Base DKK 161.8 M annually from Municipalities + project funding
- ✓ All industries
- ✓ All stages



### KLYNGER OG INNOVATIONSNETVÆRK

Informationer om klynger og  
innovationsnetværk

- ✓ 14 National super clusters
- ✓ Base funding from:
  - ✓ Ministry of Higher Education and Science
  - ✓ Danish Board of Business Development
  - ✓ + other funding
- ✓ Industry-specific
- ✓ Innovation & business development
- ✓ All stages

### /nnovation Fund Denmark

- ✓ National Fund
- ✓ Invested DKK 2.2 Bn. in 2020 in new projects
- ✓ DKK 7 Bn. currently active
- ✓ Innovative projects



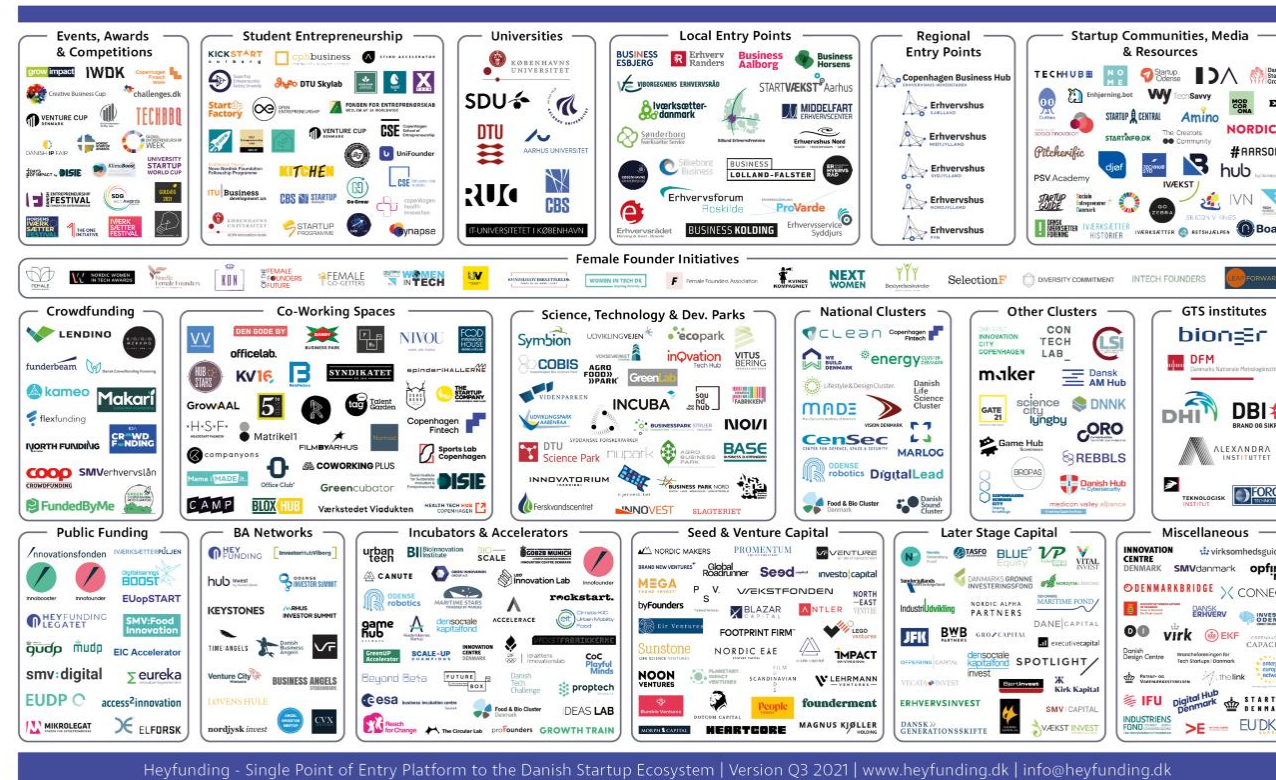
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# 4.1.3 FINANCING AND INVESTMENT ENVIRONMENT IN DENMARK

The Danish Startup Ecosystem by



SPOTLIGHT/  
STOCK MARKET



Heyfunding - Single Point of Entry Platform to the Danish Startup Ecosystem | Version Q3 2021 | [www.heyfunding.dk](http://www.heyfunding.dk) | [info@heyfunding.dk](mailto:info@heyfunding.dk)

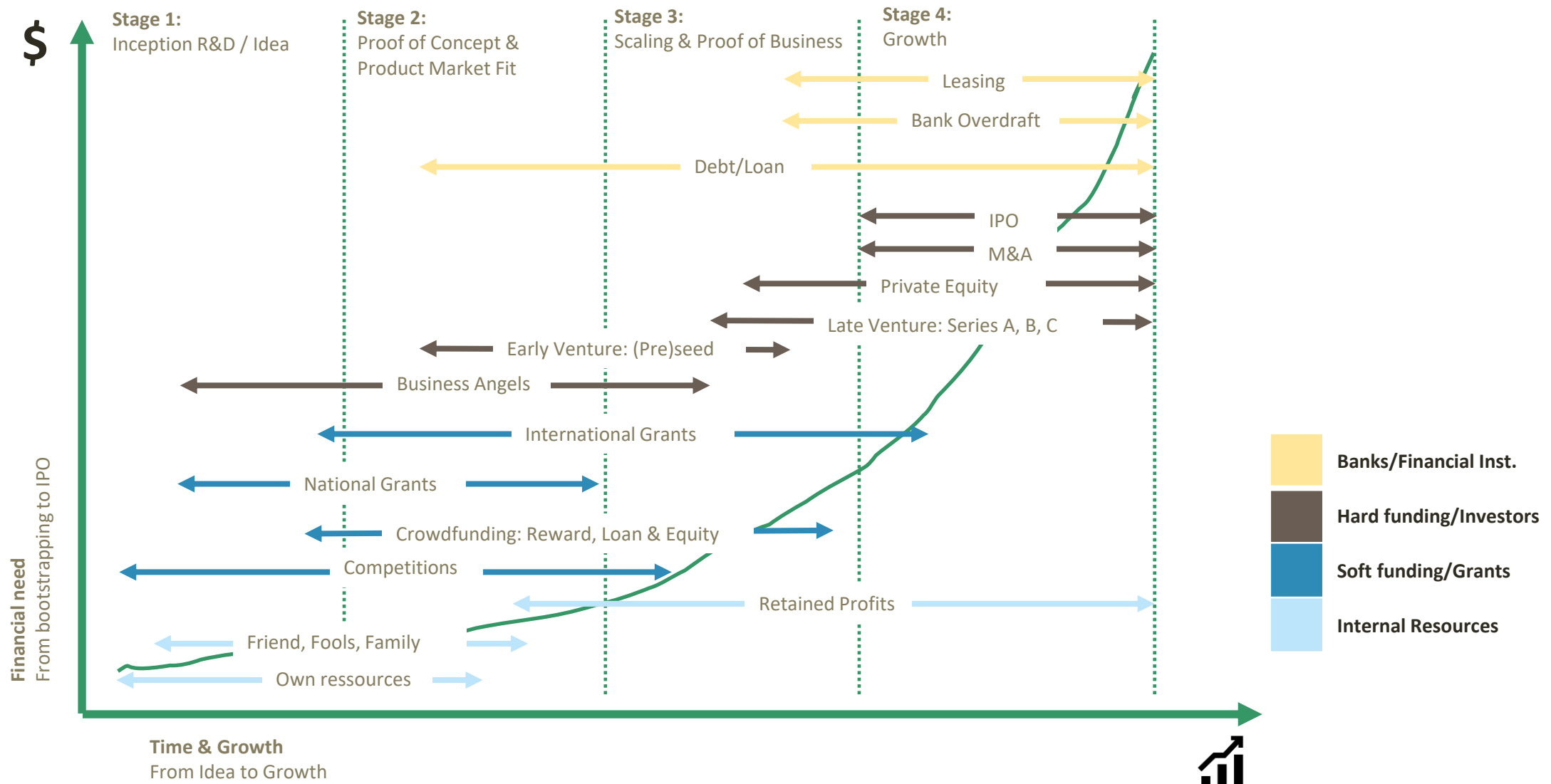


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## Sources of finance - From Idea to Growth





**NATIONAL SOFTFUNDING**

| Scheme   | €-Amount/Funding rate   | Deadline                               | Consortium   | Ease of apply/admin.                                | From application to answer | Hit rate         |
|--|---|--|--------------|---|----------------------------|------------------|
|  <b>InnoBooster</b><br>-EN DEL AF INNOVATIONSFONDEN               | 8K – 700k<br>33% - 70%  | Running –<br>closed 3 months<br>a year | No           | Small application, easy to apply and<br>do admining | 1-3 months                 | 25%              |
|  <b>InnoFounder</b><br>Innovation Fund Denmark                    | 12x 2k in salary + 7k in<br>lump sum  | Twice a year                           | No           | Fairly easy, two step                               | 4-5 months                 | Less than 10%    |
|  <b>Innovation Fund Denmark</b>                                   | Up to 15 mio., up to 75%<br>co-financing  | Several every<br>year                  | Yes          | Large application, fairly doable<br>admin           | 3-4 months                 | ?                |
|  <b>EUDP</b><br>Energi teknologisk udvikling og demonstration     | 350k – 7,5 mio 30-70%<br>funded   | Twice a year                           | No (but yes) | Large application and admin                         | 3-4 months                 | 20-25%           |
|  <b>gudp</b><br>Miljø og Fødevarerministeriet                     | 150k -2 mio / 30-70%<br>funded  | Twice a year                           | No (but yes) | Large application and admin                         | 5-6 months                 | 20-25%           |
|  <b>mudp</b>   | 0.3 – 5 mio DKK<br>25-70 funded   | Once a year..                          | No (but yes) | Large application and admin                         | 5-6 months                 | 20-25%           |
|  <b>European Union</b><br>European Regional<br>Development Fund |  <b>Up to 175k</b>   | November 2021                          | Yes          | Smaller application, difficult to<br>admin.         | N/A                        | 20-40%<br>(Est.) |
| <b>Private Grants</b>  | Alexander Foss (2 Nov.), Otto Bruuns Fond, Karl Pedersen & Hustru Industrifond, Miljø & Energifonden, Den Danske Maritime Fond, Corporate cooperation |  |              |   |                            |                  |
| <b>Others</b>  | EUOpstart, Innovation Networks projects, University research projects   |  |              |   |                            |                  |

| <br>INTERNATIONAL SOFTFUNDING | Scheme  | €-Amount/Funding rate  | Deadline       | Consortium             | Ease of apply/admin.                   | From application to answer | Hit rate    |
|--|---|--|----------------|------------------------|--|----------------------------|-------------|
|  |  | 0.5-6 mio Euros<br>50-60%<br>Min. 2 mio DKK turnover             | 4 times a year | Yes, min. two partners | 10 pages, admin is difficult           | 19 weeks                   | 29%         |
|  |  | 0.5 – 15 mio Euros<br>70% financed and/or equity                 | 4 times a year | No                     | 30 pages + pitch<br>Admin is difficult | 4-12 weeks                 | Below 10%   |
|  |  |  |                | Yes                    | Large applications                     | 4-5 months                 | ?           |
|  | <b>Cascade Funding</b>  | Typically up to € 0.7 mio  | N/A            | N/A                    | Easy, fairly fast reply                | N/A                        | Fairly high |
|  | <b>EIT Food and EIT Energy</b>  | N/A  | N/A            | N/A                    | Easy, fairly fast reply                |                            | ?           |
|  | <b>Others</b>   | US Fonds, Nordic Development Fund, FAO, UNIDO, EIT Innoenergy... |                |                        |  |                            |             |



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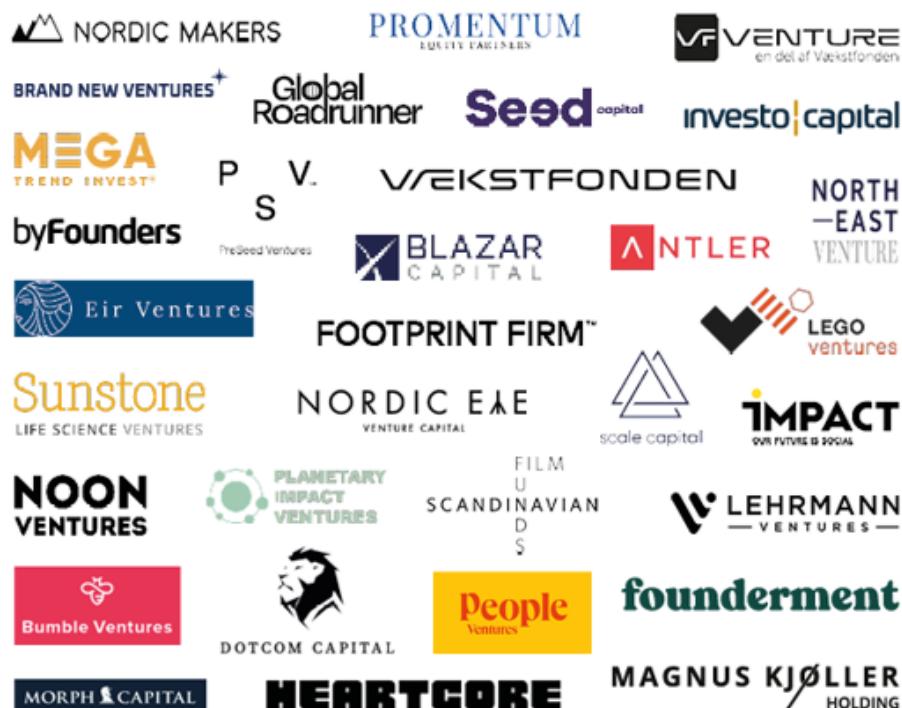


## HARD FUNDING

### Business Angels Networks



### Early Seed

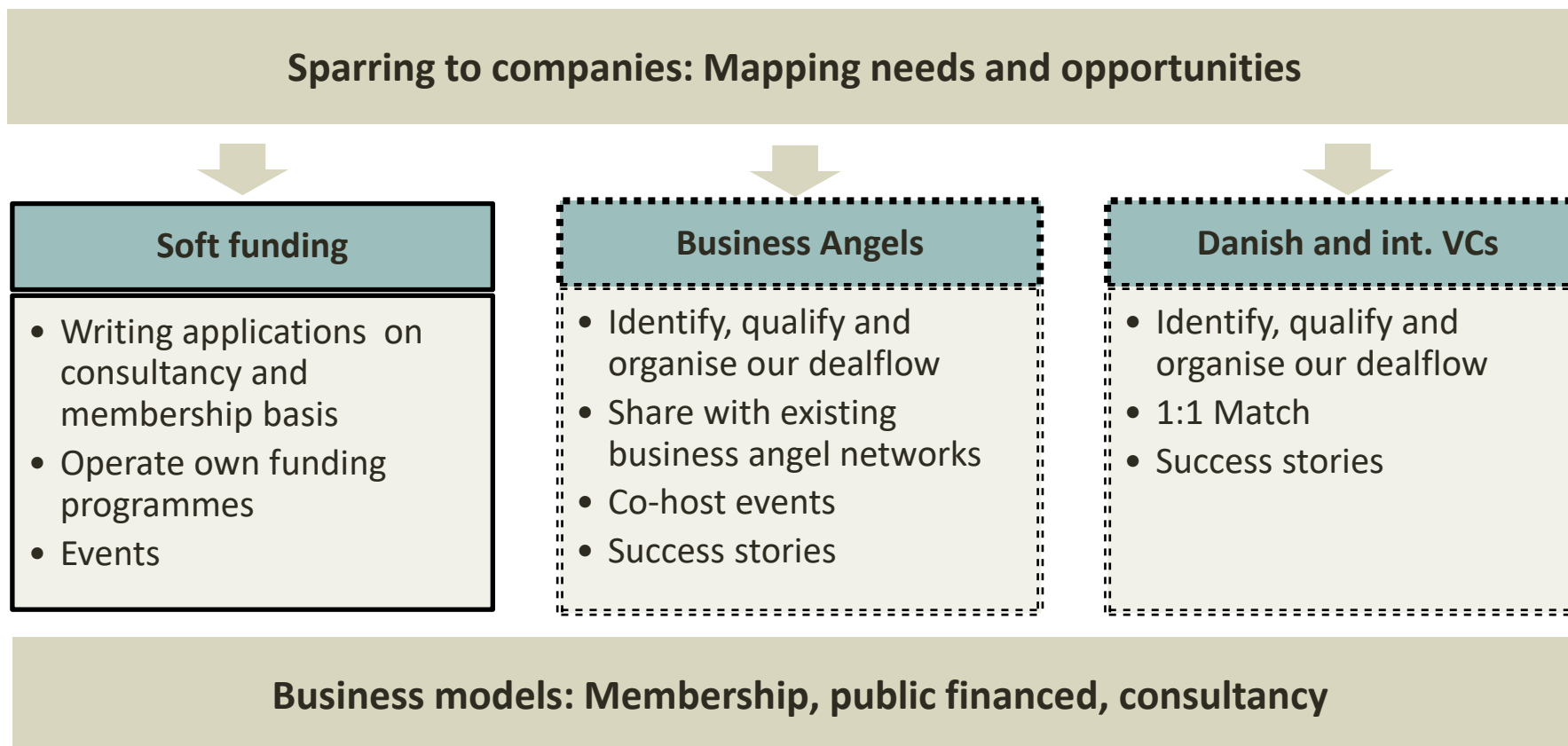


### Late Seed



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## 4.1.4 FOOD & BIO CLUSTER DENMARK – OFFERS TO STARTUPS & SMEs



**Food & Bio Cluster Denmark is  
Denmark's National Super cluster  
within food & bioresources.**



## 4.1.3 ABOUT FOOD & BIO CLUSTER DENMARK

# Mission

To strengthen knowledge-based innovation and knowledge collaboration across the entire value chain – nationally and internationally.

Be the one point of entry for companies and knowledge institutions within networking, innovation, business development and funding



Food & Bio Cluster  
Denmark



# Vision

To be globally competitive and recognised as world leaders within innovation and sustainable development across the entire value chain

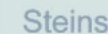
# Food & Bio Cluster Denmark is a membership organisation.

Our turning point is our <360 **member organisations**.

3 incubators – 42 employees – 10 offices – €150 mio. project portfolio

We are the government-appointed cluster for food, agri and bioresources. Our members range from **international corporations, SMEs, start-ups**, across **research- and knowledge institutions** to **interest organisations, municipalities and regions** – and more. All within the bio resource value chain.

Our **board** is elected by members and consists of 14 representatives from all member categories.





# Our aim is to...



Provide sustainable,  
healthy and safe food  
to a growing world  
population



Take full advantage  
of technological  
opportunities such as  
digitalisation, biotech  
and automation.



Ensure a sustainable  
green transformation  
of the cluster  
towards climate  
neutrality



# Food & Bio Cluster Denmark in numbers

**+6500**

Contacts



**+2500**  
organisations

Partners in

**65**

countries



Smart brains

**+40**



**10**



Locations in  
Danmark

**+360**

Members



**+5300**

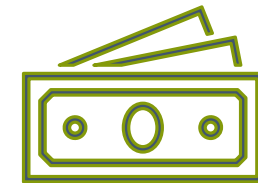
followers on LinkedIn

**3** Copenhagen  
Aarhus  
Viborg

Incubators

**+150**

M € project portfolio





# Food & Bio Cluster Denmark offers....

As part of the cluster, you will find knowledge and inspiration on innovation and green transition within food and bioresources.

Through dialogue and collaboration, we will create solutions tailored to your needs.

*Vi tilpasser til dine behov*

1:1

*Individual counseling and sparring*

Partnerships

*Projects, innovation, funding opportunities etc.*

Network

*Theme specific network (members only)*

Inspiration and events

*+150 events a year.  
Digital news, cases and knowledge bank*



**Food & Bio Cluster**  
Denmark

WE MATURE **NEW KNOWLEDGE** FROM RESEARCH ORGANISATIONS AND **STIMULATE INNOVATION** THROUGH PROJECTS.

WE DO THIS TO THE **BENEFIT OF OUR MEMBERS.**


CURRENTLY, WE'RE INVOLVED IN 43 PROJECTS SUMMING UP TO **EUR 190 M**



# ANNUAL IDEA COMPETITION

- ✓ Early-stage ideas
- ✓ Simple application
- ✓ 10 best selected by panel (board+specialists)
- ✓ Pitch
- ✓ 3 best win prize of
  - ✓ DKK 50 K
  - ✓ 3 months incubation
  - ✓ Exposure
- ✓ Financed by Marel, Arla, Danish Crown, Aarhus University and Viborg Municipality

Idékonkurrence 2021



Arbejder du med en forretningsidé inden for fødevarer og bioressourcer, der endnu ikke er registreret salg på, har du mulighed for at vinde 50.000 kr., tre måneders husleje samt sparring på videreudvikling i ét af Food & Bio Cluster Denmark's inkubationsmiljøer.

De 10 bedste ansøgere vil blive udvalgt til et pitcharrangement den 11. november 2021, hvor de tre endelige vindere vil blive fundet.



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# PROJECT: MPOWERBIO

Many SMEs experience that even though they have a good idea or a good product, they cannot get an investor. They need to be able to pitch their idea perfectly, have a strong business plan, a clear strategy, a well-defined customer base, etc. to attract investors. European clusters need to be better suited to help small and medium sized enterprises (SMEs) overcome the valley of death i.e., the difficult task of finding sufficient investment to get from idea to business. This is the main focus of the MPowerBIO project. In the MPowerBIO project 10 training the trainers' events will be arranged for a total of 90 clusters across the bioeconomy, covering most of Europe. The events are set up to help clusters understand how SMEs can obtain capital and grow.



## 1. Training Modules for Clusters

To enhance the investment readiness of SMEs, MPowerBIO will offer training modules for clusters to be better equipped to help their SMEs.



## 2. Tools and Training Activities for SMEs

SMEs will be offered concrete tools through this online platform and through training activities which will improve their investment readiness and pitching skills.



## 3. Connect SMEs with Investors

MPowerBIO will connect SMEs with investors by organising regional and international events where SMEs have the opportunity to pitch their business proposition and network with the audience.

# ACCELERATOR PROGRAMME: Greater Copenhagen Cleantech Impact Accelerator (CIA)

- ✓ Tailormade training for cleantech startups
  - ✓ Business development
  - ✓ Technical development
  - ✓ Funding and investment plan & outreach
  - ✓ Branch-specific network
- ✓ Entrepreneurs and start-ups from Denmark, Sweden and Norway (primarily)
- ✓ Less than 3 years (counting from registration date)
- ✓ fewer than 10 employees



## Facts:

- 3-year Interreg ØKS-project
- 2 Swedish & 2 Danish partners
- Focus: job creation
- 4 iterations of 15 start-ups
- Outreach of events for +300



# FUNDING SCHEME: FUTURE FOOD & BIORESOURCE INNOVATION

- ✓ Soft funding for SME-knowledge institution collaboration (2 SMEs + 1 KI)
- ✓ Purpose: Develop innovative ideas to the prototype stage.
- ✓ Business ideas within both food and bioresources “new solutions, concepts or products to the market”.
- ✓ Project budget up to DKK 1.2 million (EUR 150 K)
- ✓ 50% co-funding via hours
- ✓ Has been running for +10 Y
- ✓ Running through 2022
- ✓ Food & Bio Cluster runs the program administration



## KEY STAKEHOLDERS & PARTNERS



- +360 Members
- Danish Board of Business Devl.
- 2 DK Ministries (Business & Innov/Edu)
- 3 Incubator-partners

## KEY ECOSYSTEMS & CLUSTERS



- Danish Food, Drink & Ingredients
- Danish & International Biosolutions
- Danish Agriculture
- Danish & international Bioenergy

## CLUSTER ACTIVITIES



- 1:1 consultation & sparring (incl. Funding, Innovation & Business Development)
- Partnering/matchmaking project search and –funding
- 10 Networks
- 150+ Inspirational events
- Promotion/communication

## CLUSTER RESOURCES



- 42 employees
- 3 incubation spaces + 7 offices
- +150 M project portfolio
- Partners in 65 countries
- +6500 contacts
- +5300 followers on LinkedIn

## CLUSTER VALUE PROPOSITION



- Be part of a world leading cluster community for innovation in Food & Bioresources
- Driving innovation in the cluster and for our members with a focus on 3 strategic aims:
- Ensuring the sustainable green transformation of the cluster towards climate neutrality
  - Providing sustainable, healthy and safe food to a growing world population
  - Taking full advantage of technological opportunities such as digitalisation, biotech and automation

## MEMBER RELATIONSHIPS



Satisfaction rate 91%  
Retention rate 92%  
Room for improvement:  
- "core industry" SMEs  
- corporates

## CHANNELS



References:  
-Eco-system Partners  
- Funding partners  
-Projects

Communication channels:  
- LinkedIn  
- Website  
- Direct Newsletter  
- Industry media

## CLUSTER MEMBERS



364 members:  
91 startups  
193 SMEs (1-500)  
10 Large enterprises (+500)  
15 academic  
12 investor  
13 public admin

Potential new members  
National & international SMEs and corporates as well as knowledge institutions

## FUNDING PARTNERS



2 National, 3 Regional bodies, European Union Members, Tenants Corporate Sponsors

## COST STRUCTURE



1. Human ressource (salaries)
2. Rental & facilities
3. Other costs

## PUBLIC FUNDING

- 80% of budget

## PRIVATE FUNDING

- Inkind from private participation in activites
- Membership fee
- Private consulting

## PROJECT FUNDING



- EU funds
- National business dev. funds

# CONTACT

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## 4.2 THE ANDALUSIAN INNOVATION ECOSYSTEM

4.2.1 Global ecosystem which influences the region (e.g., tax system, regional/national governance)

4.2.2 Financing and investment support environment and infrastructure (tools)

- Financing and investment
- Innovation and support programmes

4.2.3 About CTA:

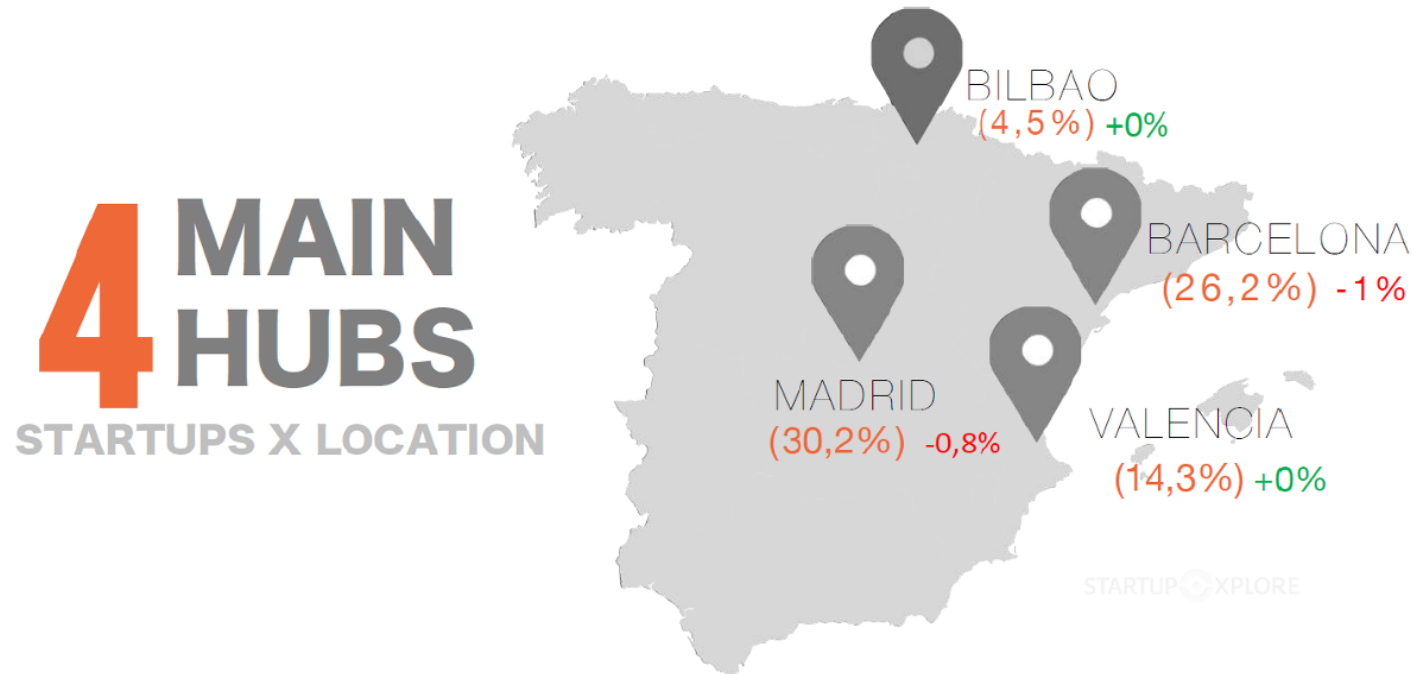
- Cluster offers to start-ups & SMEs (how we use the tools)
- Cluster Business Model Canvas (by [Strategy Tools](#))



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## 4.2 THE ANDALUSIAN INNOVATION ECOSYSTEM

### Spanish Startup Ecosystem



## What about Andalusia?



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## 4.2 THE ANDALUSIAN INNOVATION ECOSYSTEM

1. Andalucía is becoming an important hub/region in Spain for startups and investors
2. Traditionally, it is an entrepreneur and tech region, but the offer of resources was unstructured and presented a disconnection between agents (universities, public administrations, private sector etc.)
3. Andalucía is the most populated and also the largest region in Spain: geographical dispersion of companies and high concentration around two main hubs (Seville & Malaga)
4. Historically, bootstrapped companies or B-series VC funded until exit (no public companies)
5. Young ecosystem, first generation founders are still managing their businesses (even after exits)



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## 4.2 THE ANDALUSIAN INNOVATION ECOSYSTEM

### Strengths

1. Tech talent & talent attraction
2. Universities
3. Business opportunities
4. Location and facilities
5. Competitive labor and living costs
6. Public & private support

VS

### Weaknesses

1. Low density of startups despite being the region with the most population
2. VC investors & big corporates are located in Madrid, Barcelona or Valencia
3. Push from other hubs: investors, accelerators...
4. Early-stage investments

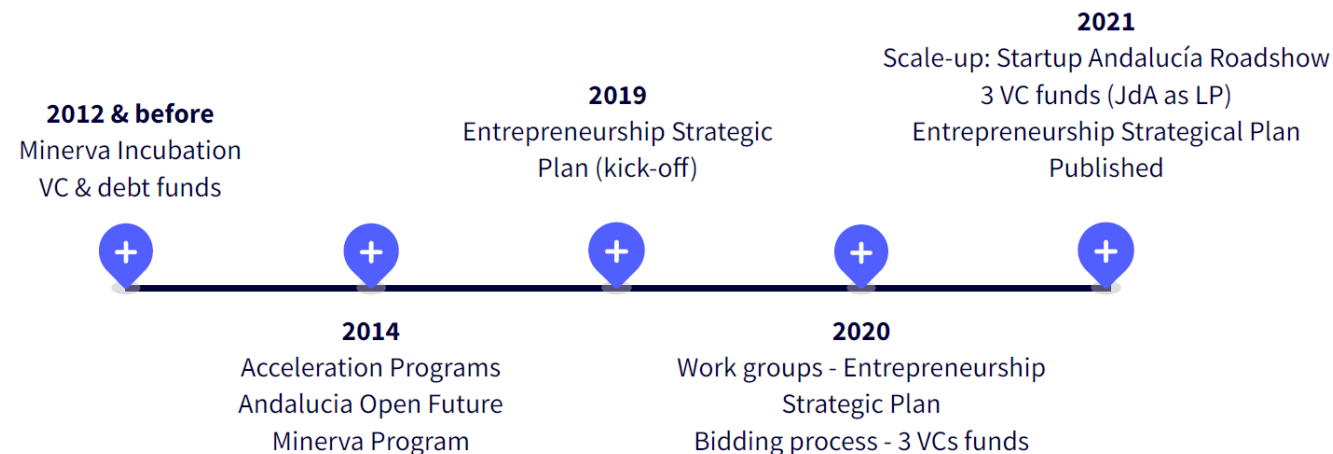


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## 4.2 THE ANDALUSIAN INNOVATION ECOSYSTEM

### What has the region done?

- Junta de Andalucía is one of the most active partners of the regional ecosystem: governance, support resources (incubators & accelerators), investment funds...
- Role of a public administration: solve market failures + provide a suitable environment



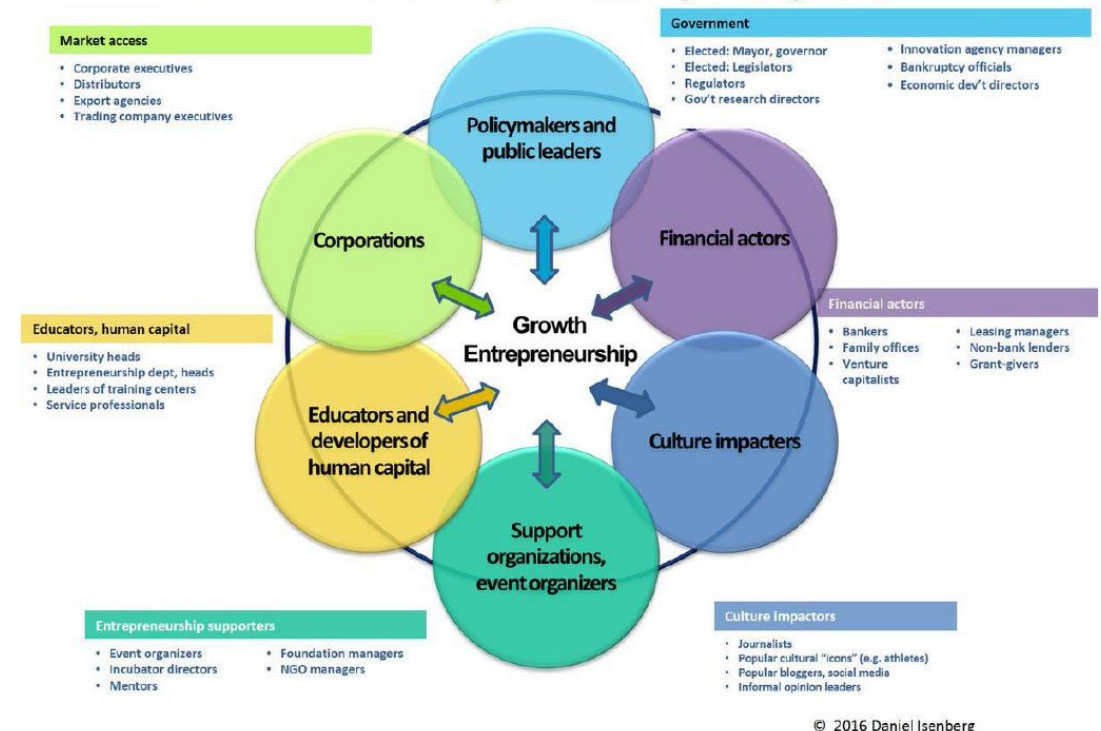
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## 4.2 THE ANDALUSIAN INNOVATION ECOSYSTEM

- Andalusia approved in 2018 a law to promote entrepreneurship and establish a framework of equal opportunities and access to support resources.
- This law (Ley Andaluza de Fomento del Emprendimiento) pointed out the need to work on a strategic plan to organize support services for entrepreneurs, organise the ecosystem and plan actions within the regional government.
- This was the first time that a formal coordination exercise was carried out within the regional government and also with the rest of the ecosystem agents.
- The objective was to achieve a unified pool of cataloged resources in which to aggregate public and private resources, forming a coherent itinerary capable of accompanying an idea until its consolidation in the market.

### 1st Entrepreneurship Strategic Plan

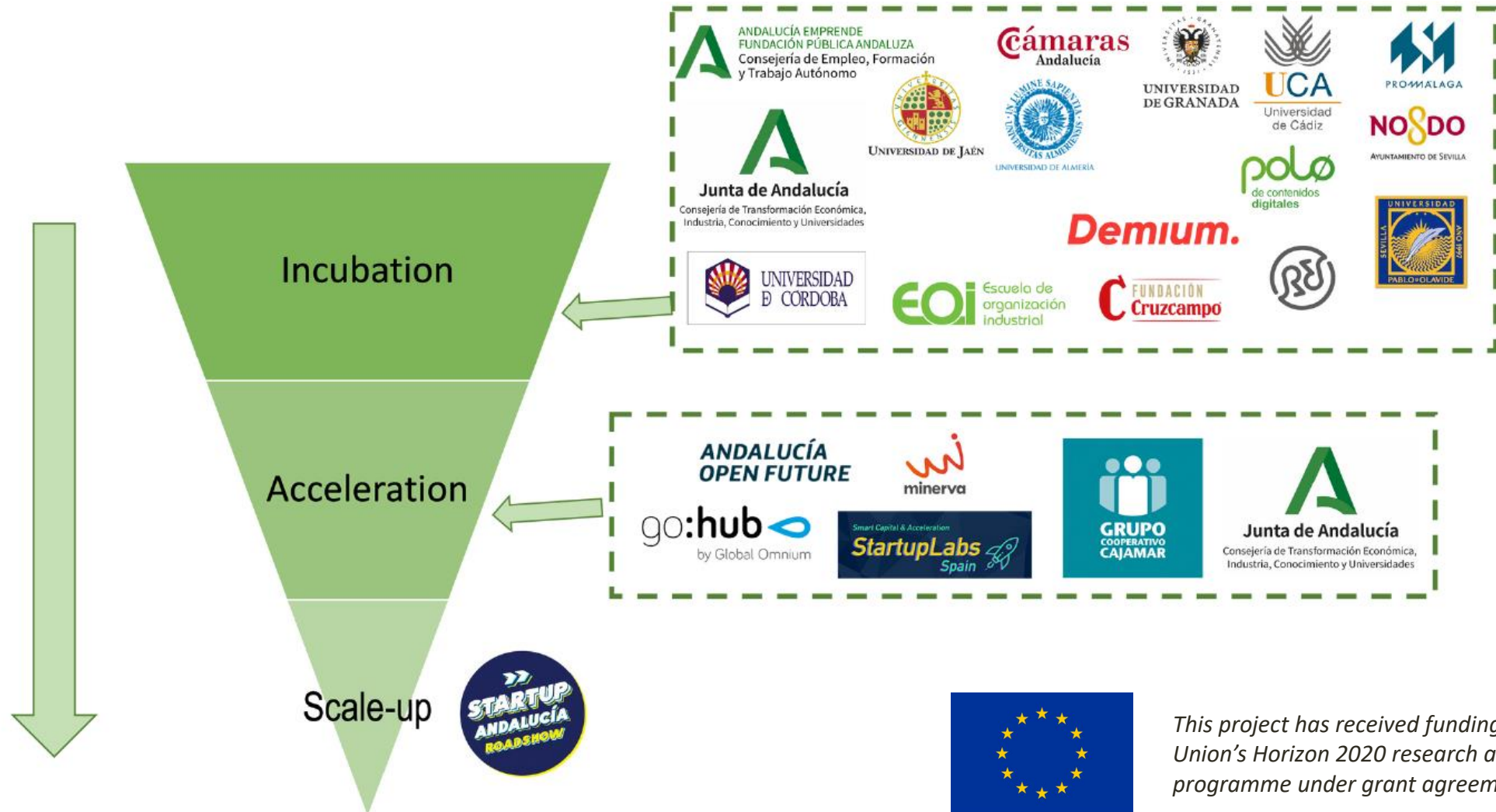
#### Actors of the Entrepreneurship Ecosystem



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## 4.2 THE ANDALUSIAN INNOVATION ECOSYSTEM

### 1st Entrepreneurship Strategic Plan

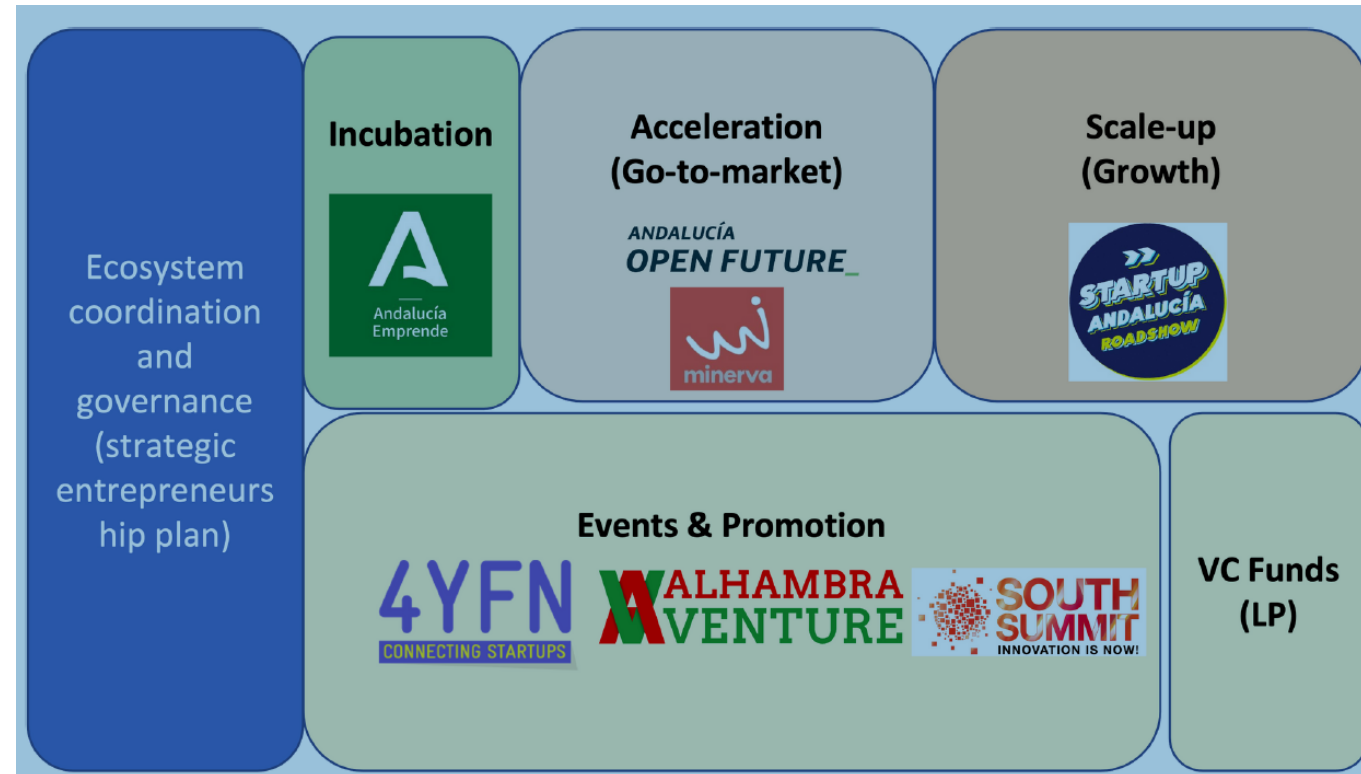


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## 4.2 THE ANDALUSIAN INNOVATION ECOSYSTEM

### Support Resources

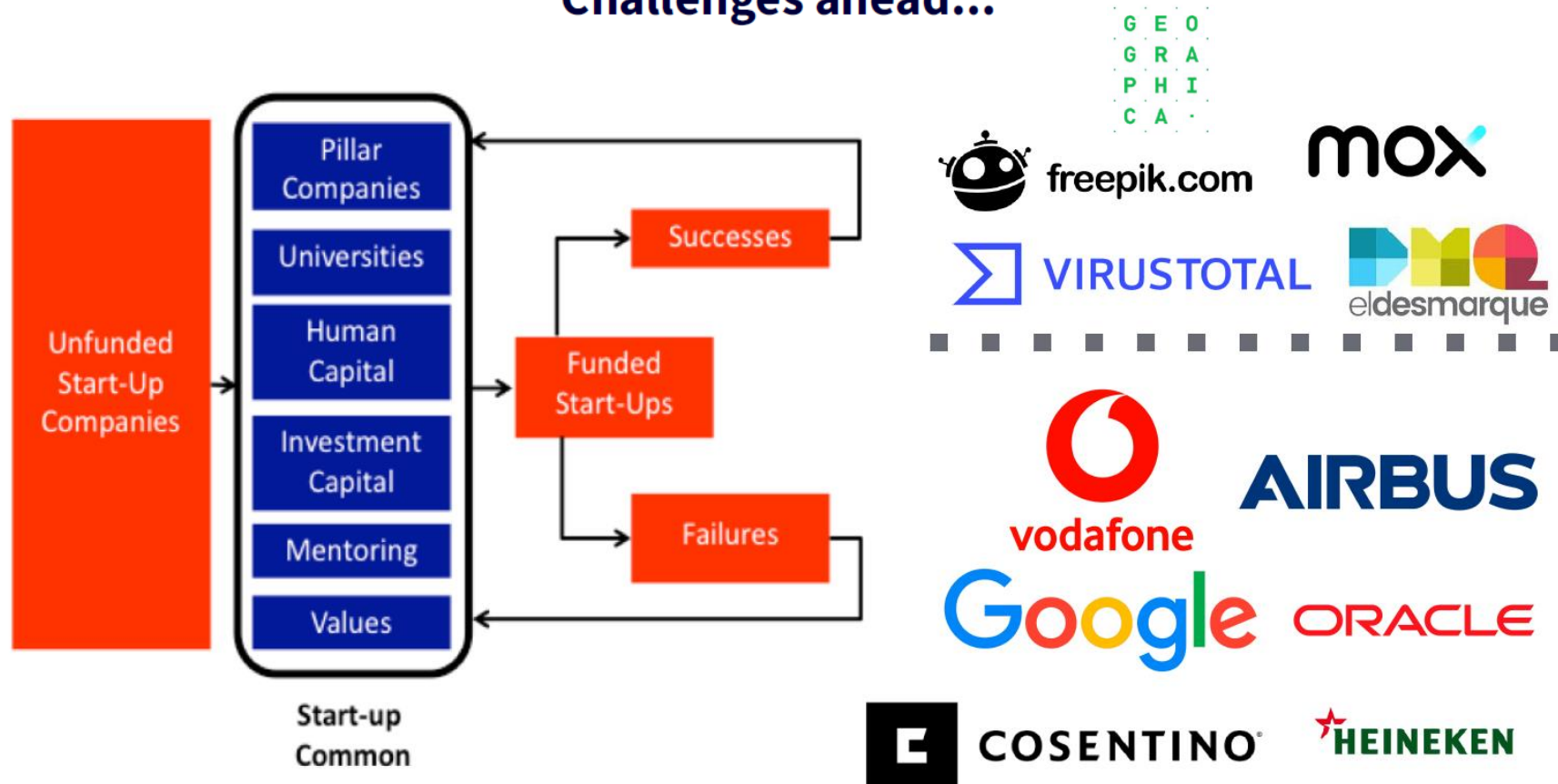


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## 4.2 THE ANDALUSIAN INNOVATION ECOSYSTEM

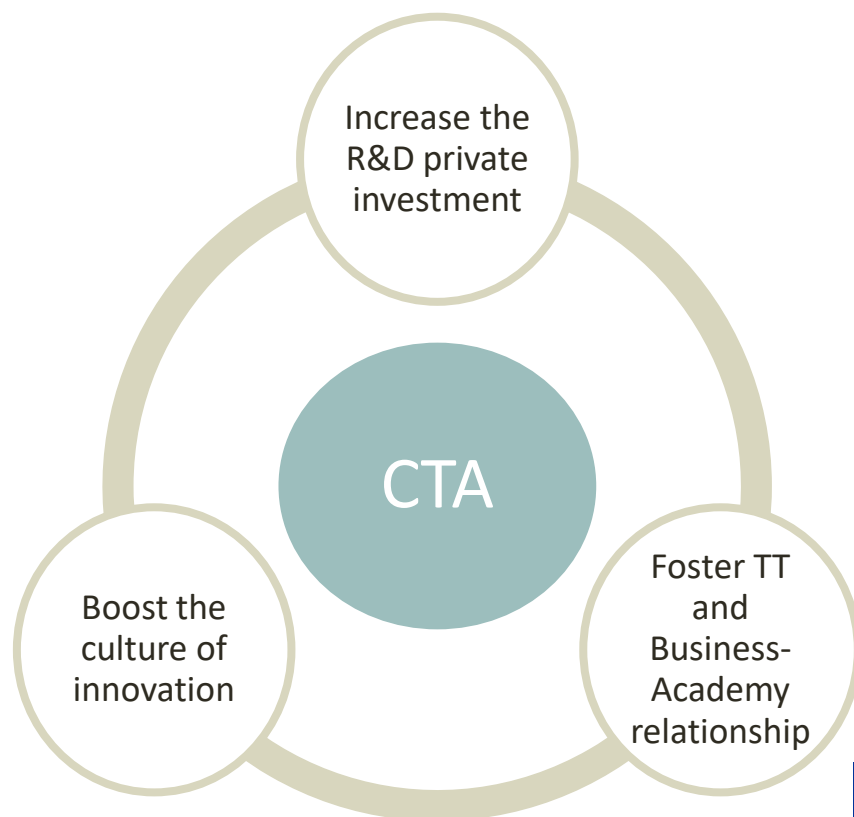
### Challenges ahead...



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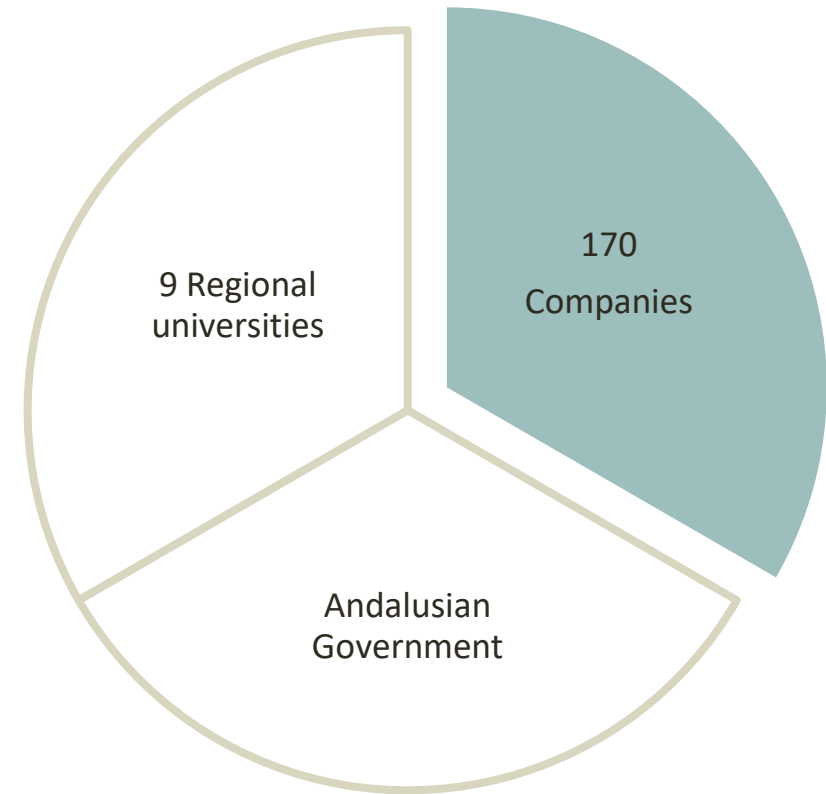
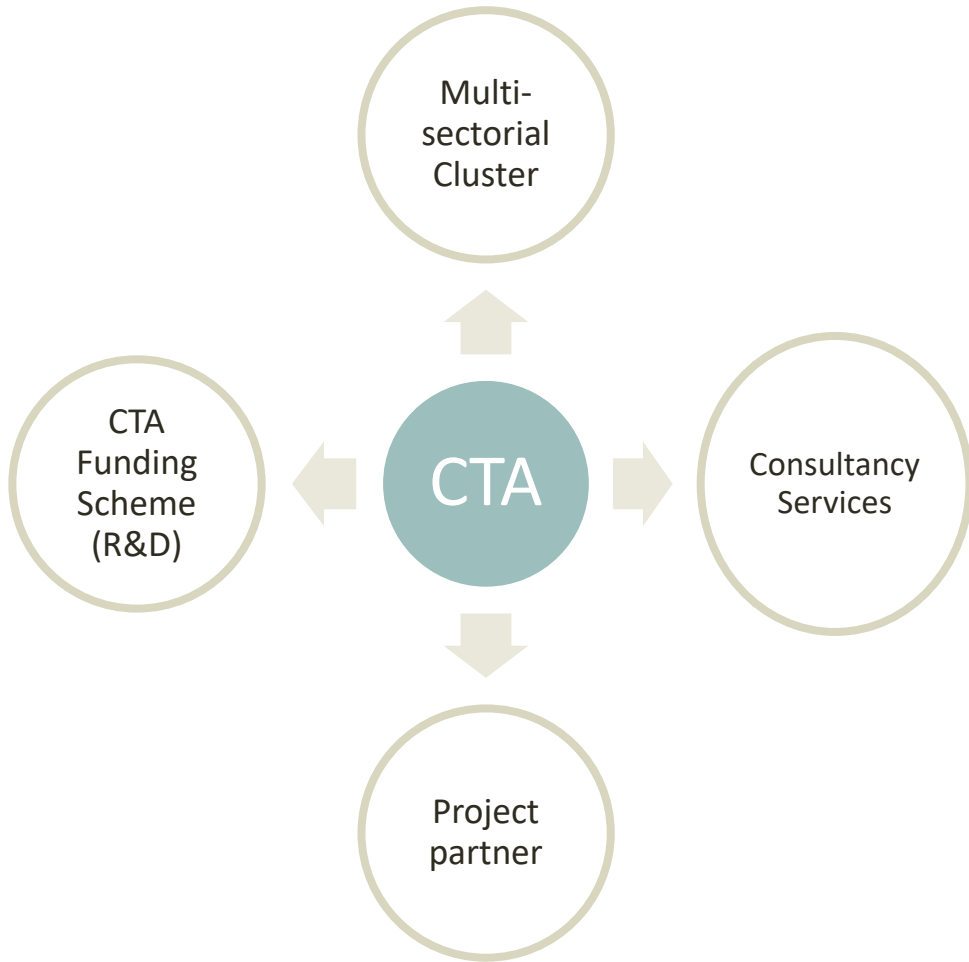
# WHO FOUNDED CTA AND WHY?

CTA is a Public-Private Partnership created in 2005 by the Andalusian Regional Ministry of Innovation, Science and Enterprise, as an instrument to:



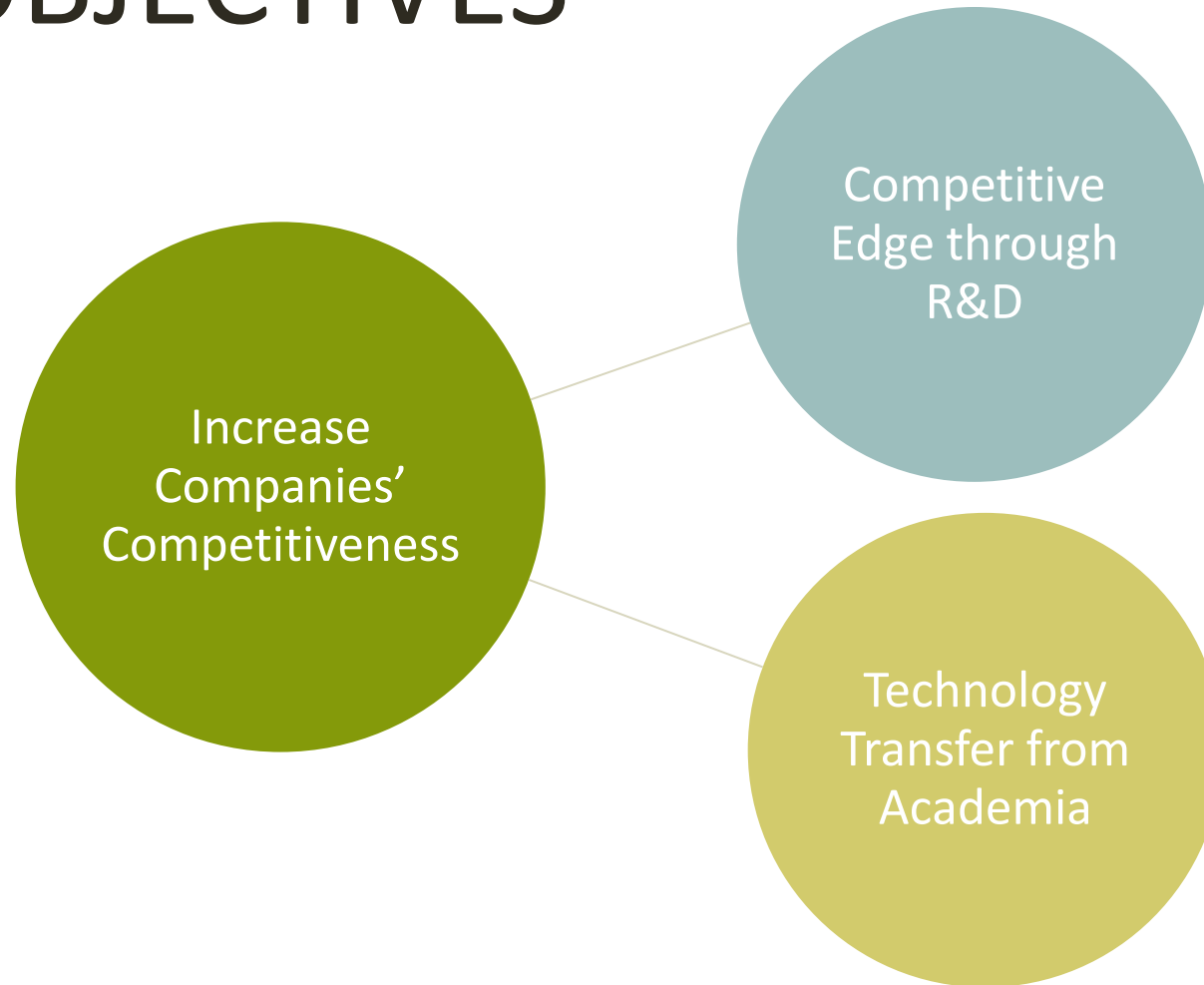
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# CTA IN A NUTSHELL



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# CTA'S OBJECTIVES



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## MEMBER SERVICES

Events for collaboration and projects promotion

R&D Projects Plan Development

Collaborators Search

R&D Projects Funding Search

Funding of Companies' R&D Projects with University Collaboration

R&D Projects Execution and Tax Support

R&D Projects Dissemination

## CONSULTANCY SERVICES

R&D Strategy Development

Internationalisation Through R&D Activities

Startups Business Plan Development and funding/investment search

Technology Transfer Activities

Innovation Public Procurement Support

## OTHER ACTIVITIES

Public Tenders (Innovation related)

Projects funded by Regional, National and European Organizations



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# SOURCES OF FUNDING



## CTA'S INCOME STRUCTURE:

- ✓ Management of CTA's funding scheme
- ✓ Consultancy services (companies, universities and startups)
- ✓ Public tenders
- ✓ R&D projects (regional, national and international)
- ✓ Membership fees

## CTA'S OWN FUNDING SCHEME:

- ✓ Dedicated public funds (<50%)
- ✓ Membership fees (>50%)



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# CTA'S KEY FIGURES

170 member companies

+ 500 events

+ 5000 R&D projects promoted

+ 1000 Projects submitted, 739 funded

21% collaborative projects

540 M€ total projects investment

183 M€ CTA funds awarded

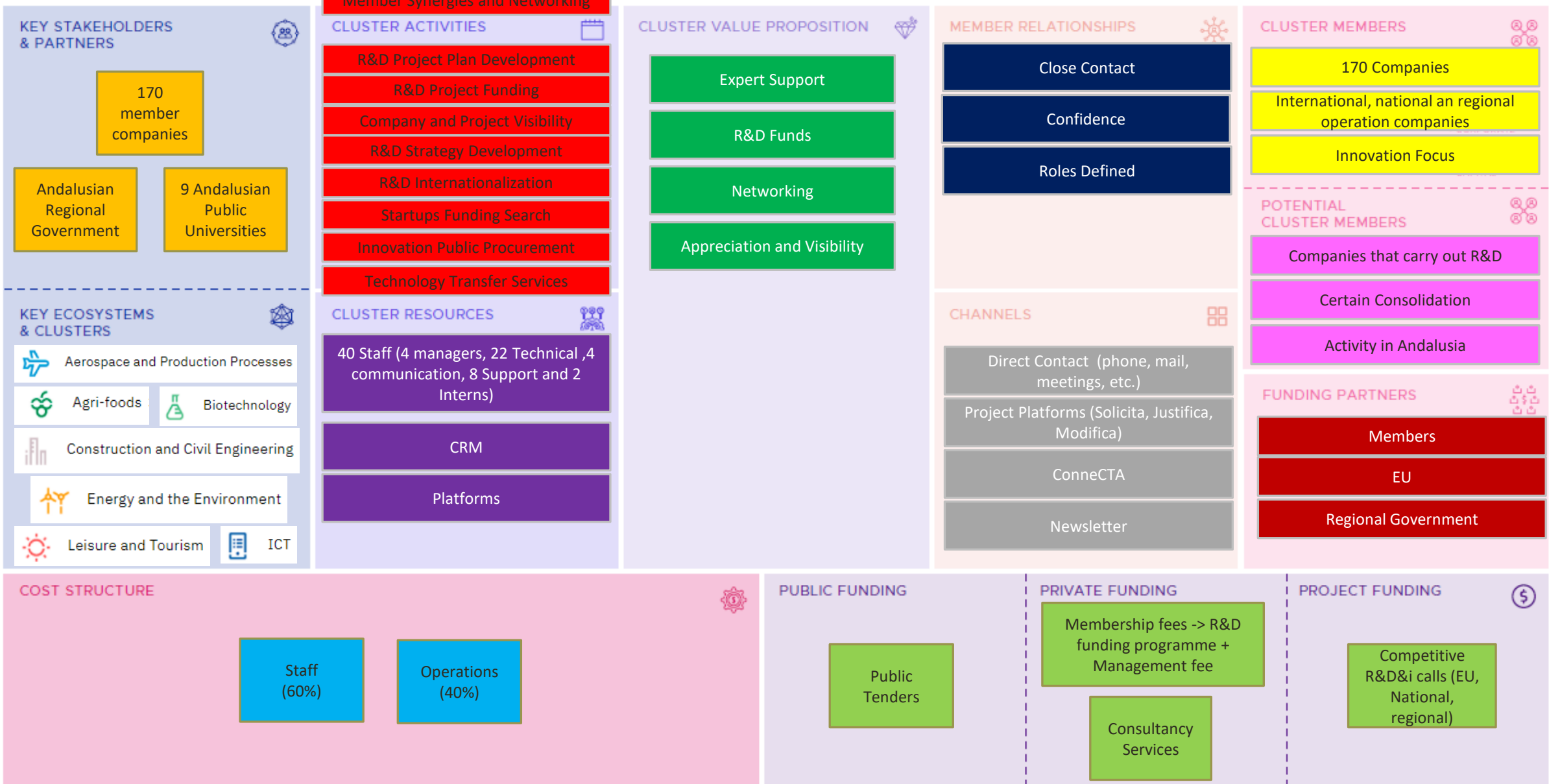
358 research groups/>1.000 researchers

93 M€ research groups budget

+ 270 consultancy services

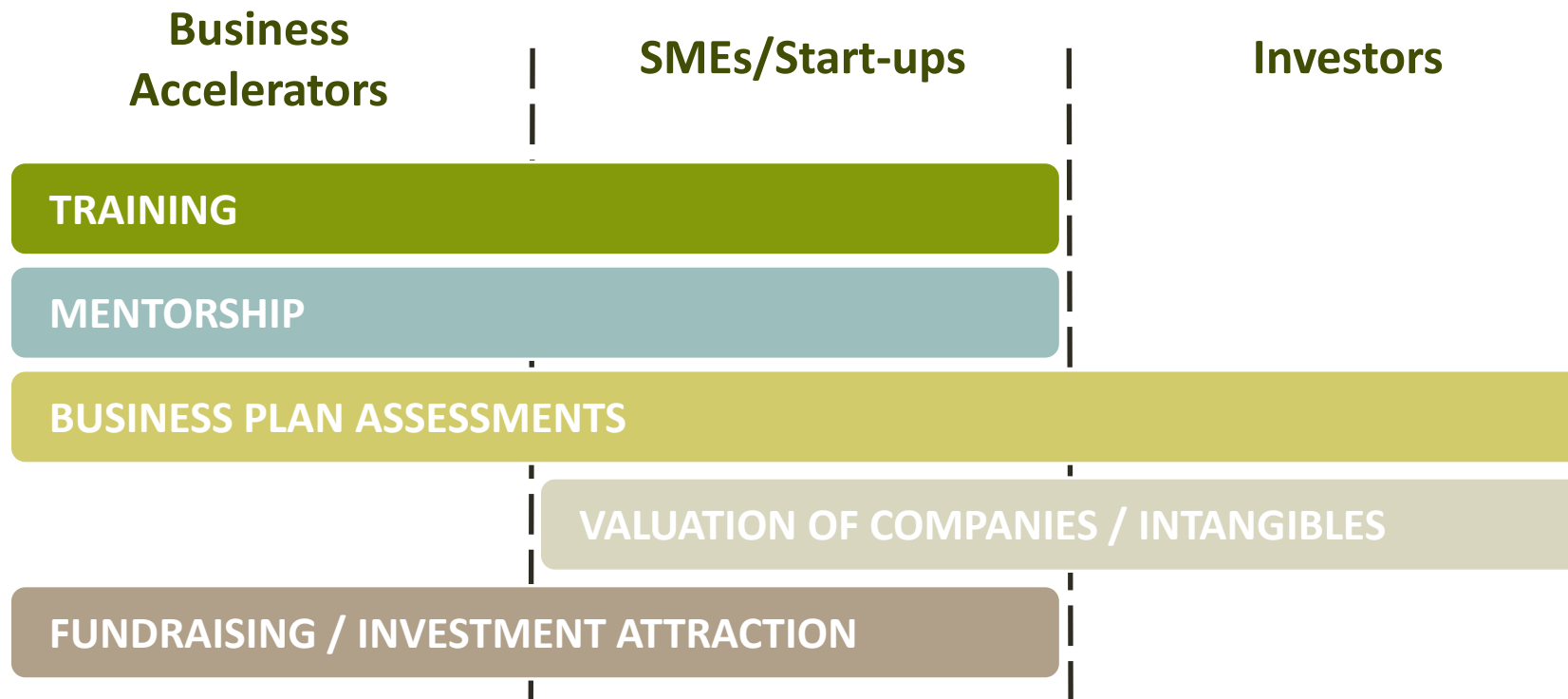
34 EU funded projects, 23 active







# CTA'S CONTRIBUTION TO THE ENTREPRENEURIAL ECOSYSTEM



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# CTA'S CONTRIBUTION TO THE ENTREPRENEURIAL ECOSYSTEM

## TRAINING

- ✓ Support tools for startups
- ✓ Financing/Funding opportunities (both public and private)
- ✓ Business and financial plan development

## MENTORSHIP

- ✓ Within acceleration programmes
- ✓ As part of a financing / investment raising process

## BUSINESS PLAN ASSESSMENTS

- ✓ As impartial experts in acceleration programmes
- ✓ As part of a financing / investment raising process
- ✓ As support for investor decision making

## VALUATION OF COMPANIES / INTANGIBLES

- ✓ As part of an investment raising process
- ✓ Including financial and technological considerations

## FUNDRAISING / INVESTMENT ATTRACTION

- ✓ Mainly public instruments in relationship with private investors (need for co-financing)



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# CONTACT

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P2P finBIO



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## 4.3 B FOR C IN THE FRENCH BIOECONOMY ECOSYSTEM

4.3.1 VISION & MISSION

4.3.2 B FOR C IN NUMBERS

4.3.2 SERVICES AND OPPORTUNITIES



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**BIOECONOMY  
FOR CHANGE**

NETWORK & EXPERTISE

# BIOECONOMY FOR CHANGE





## NOTRE VISION

Extract and transform the value of our **RESOURCES** into **RESPONSABLE** solutions for **FUTURE** generations



## PRIORITY ACTIONS



1

Mobilise, cluster and structure the stakeholders in order to create synergies



2

Encourage and facilitate research, training, development & industrialisation



3

Ensure a supportive legislative and regulatory framework for the bioeconomy



4

Promote the bioeconomy



## OUR MISSION

**FACILITATE AND  
ACCELERATE  
GROWTH THROUGH  
INNOVATION** with  
persons and  
companies who  
industrialise  
bioresource-based  
solutions

Thanks to the the  
strenght of its **network**

**CATALYST  
OF SYNERGIES**

Through its ability to  
**accelerate growth** and  
bring out projects

**CREATOR OF  
ECONOMIC VALUE**

Thanks to its deep  
understanding of  
the **market, its  
territories** and  
**subdivisions**

**CLARIFYER**

In its ability to  
**anticipate  
regulations, markets  
and consumer  
expectations** to stay  
ahead of the curve

**VISIONARY**

**FRENCH  
REFERENCE POINT**

By being the **flagship of the  
French Bioeconomy** while  
remaining **open to the world.**

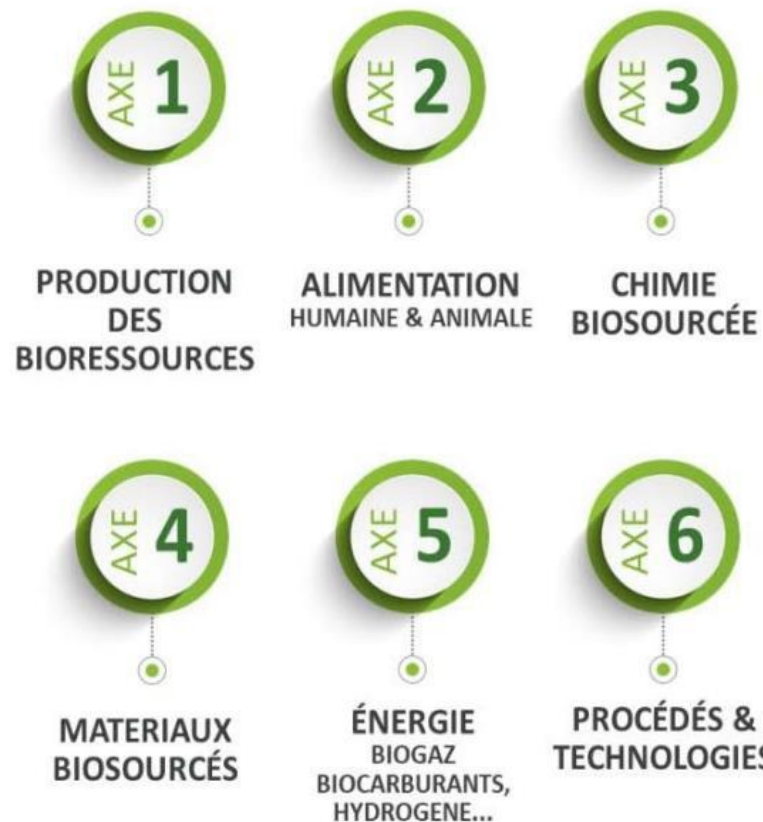


## BIOECONOMY FOR CHANGE

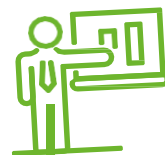
500 members

Across the **VALUE CHAIN**

Start-up, SMEs,  
groups, R&D,  
Universities, public  
authorities...



IAR, votre partenaire de référence



35 bioeconomy experts



350+ R&D&I projects funded



€ +2,5 billion territorial investment



500 international member

## BIOECONOMY FOR CHANGE



## OUR SERVICES

# FACILITATE AND ACCELERATE GROWTH THROUGH INNOVATION

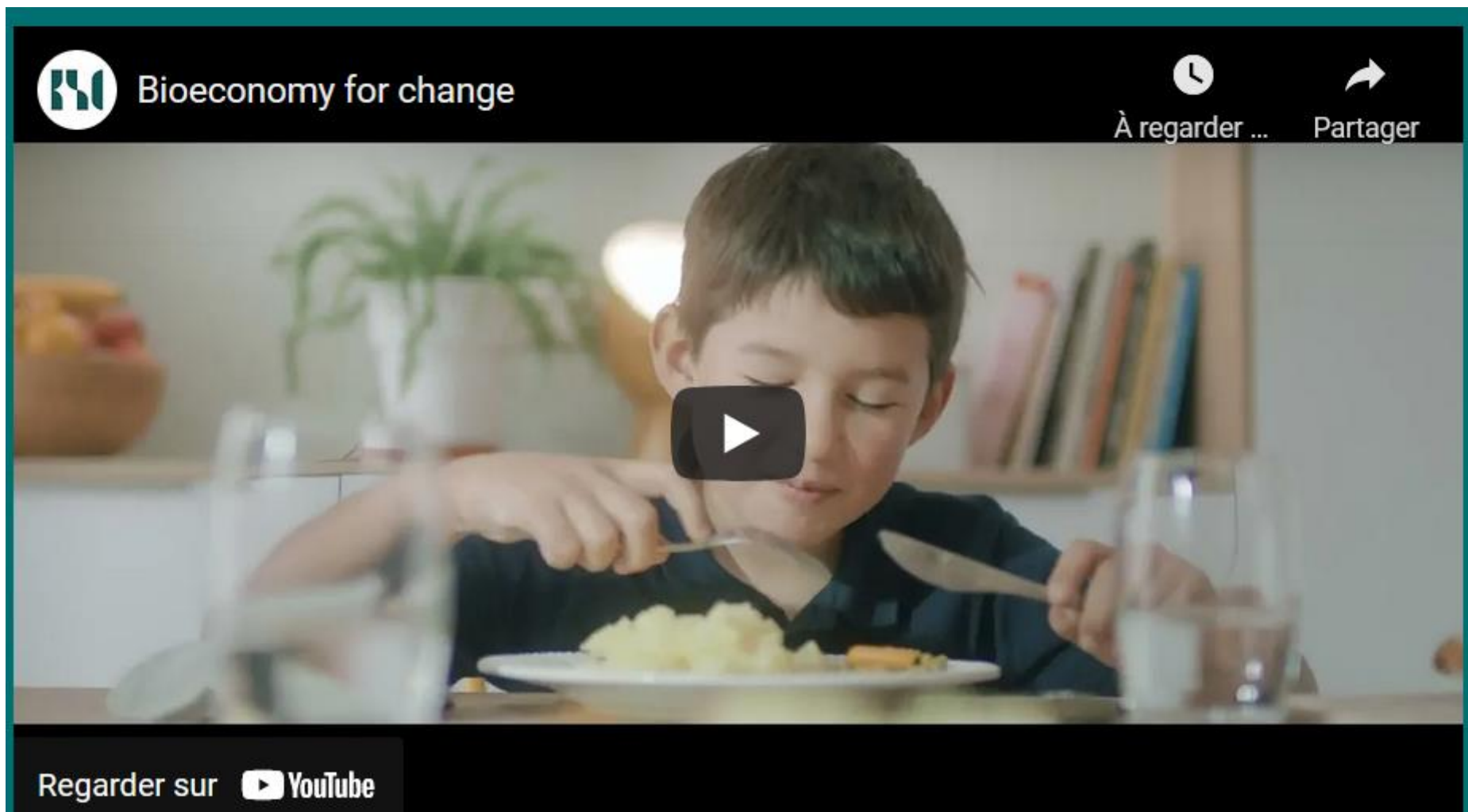


## OUR SERVICES

|   |  | LE PACK<br>ADHÉSION   | LES SERVICES<br>SUR-MESURE |
|---|--|---|----------------------------|
| 1 | <b>PROMOUVOIR<br/>VOS ACTIONS</b>      | Représentation auprès des décideurs publics                   |                            |
|   |  | Lobbying d'influence sur des sujets de la bioéconomie         |                            |
|   |  | <b>Lobbying d'influence sur les stratégies d'innovation</b>   |                            |
| 2 | <b>DÉVELOPPER<br/>VOTRE RÉSEAU</b>     | Mise en relation avec des partenaires stratégiques            |                            |
|   |  | Inscription aux Smarts Events                                 |                            |
|   |  | Accès premium à Xplore Bio                                    |                            |
|   |  | <b>Inscription au Master Event «24H IAR»</b>                  |                            |
|   |  | <b>Accompagnement à l'export</b>                              |                            |
|   |  | <b>Inscription aux Premium Events</b>                         |                            |
| 3 | <b>ÉCLAIRER<br/>VOS DÉCISIONS</b>      | Accès à la plateforme de veille internationale «Tremplin»     |                            |
|   |  | <b>Conseils stratégiques et études de marché</b>              |                            |
|   |  | <b>Accès à des plateforme de veille thématique «Booster»</b>  |                            |
| 4 | <b>CONCRÉTISER<br/>VOS INNOVATIONS</b> | Accès à la veille et aux décryptages sur les Appels à Projets |                            |
|   |  | Remonter des besoins des donneurs d'ordre                     |                            |
|   |  | Idéation  |                            |
|   |  | Expertise projets   |                            |



## Promoting the bioeconomy – The Movie

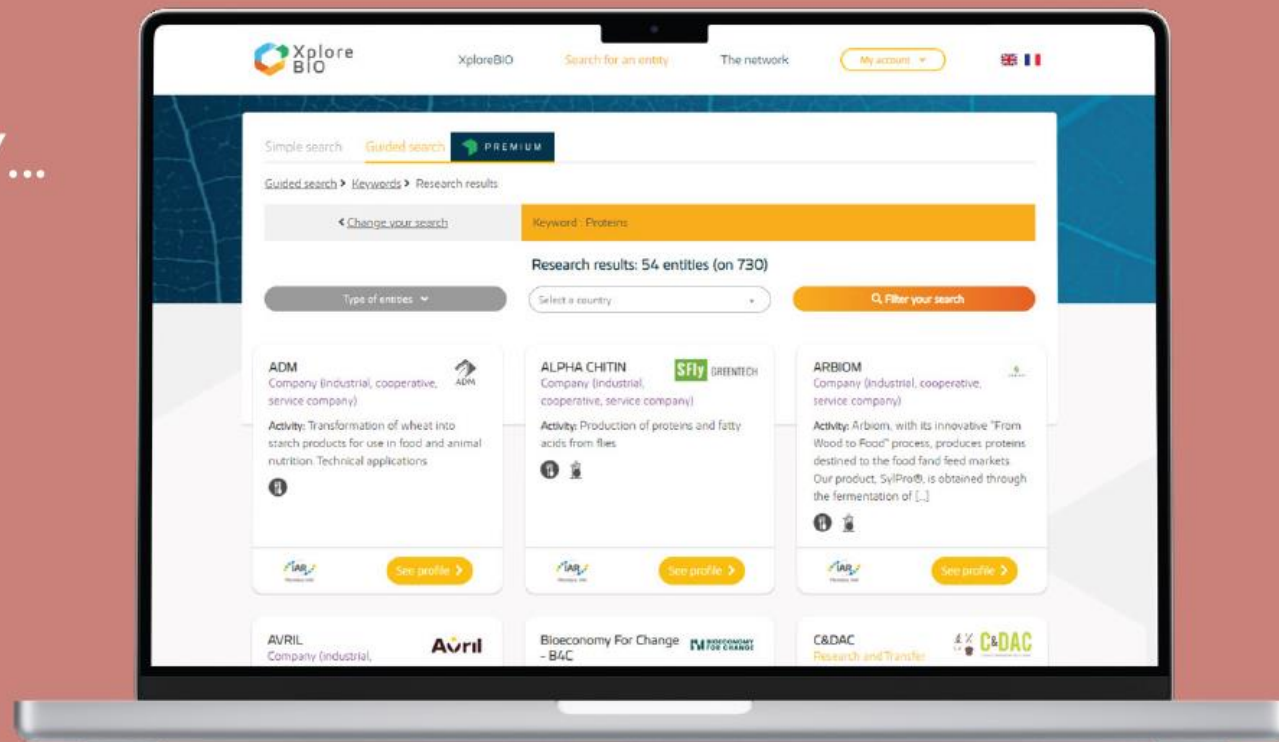


## Promoting the bioeconomy – XploreBio, the market place

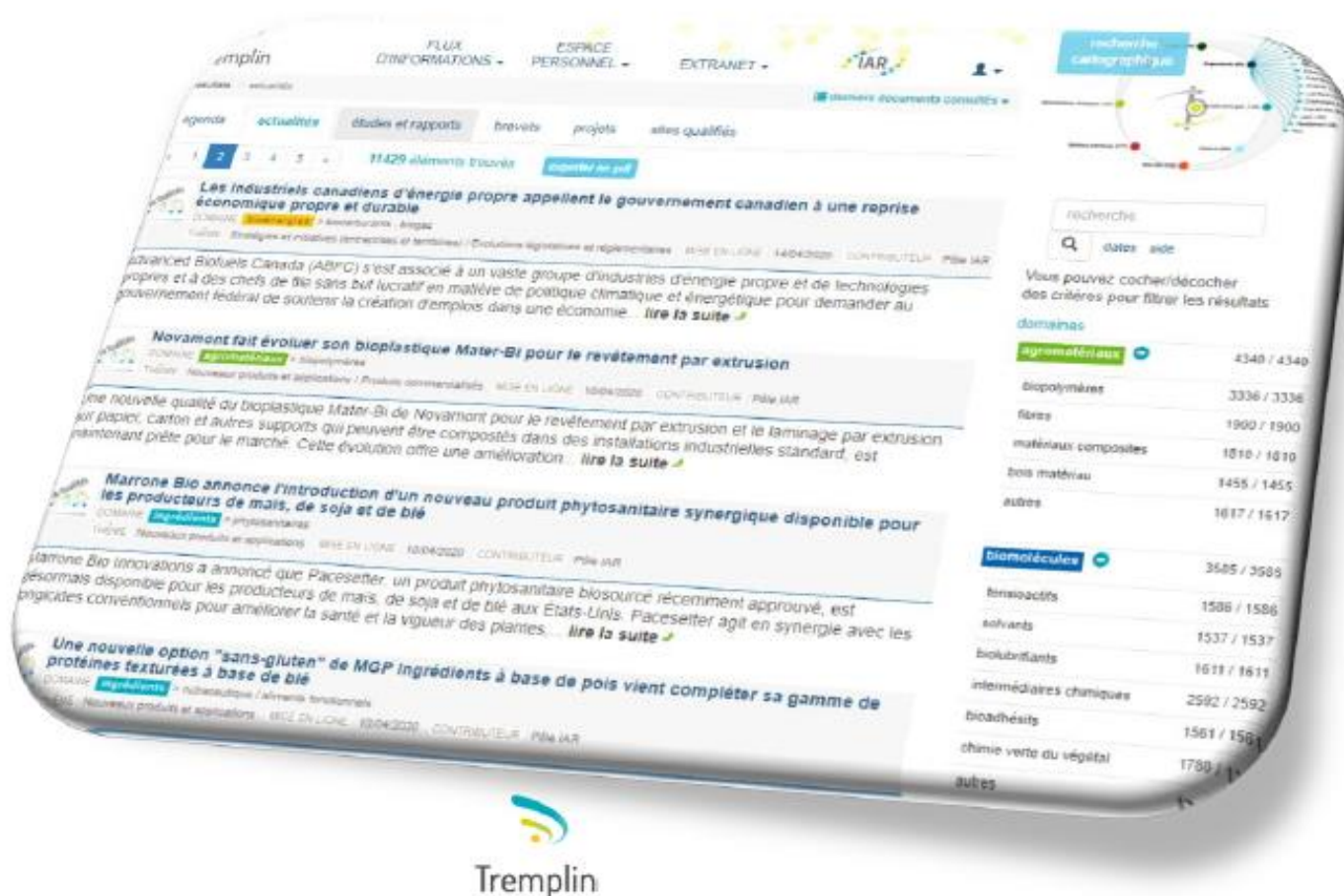
YOU HAVE  
PROJECTS IN  
THE BIOECONOMY...  
**WE HAVE THE  
CONTACTS!**

Find the expert you need thanks  
to qualified information

- A real social network with matchmaking opportunities
- An offer/user approach products, services and technologies
- Search tools focused on bioeconomy activities



## Information for decision making – Monitoring tools by B4C





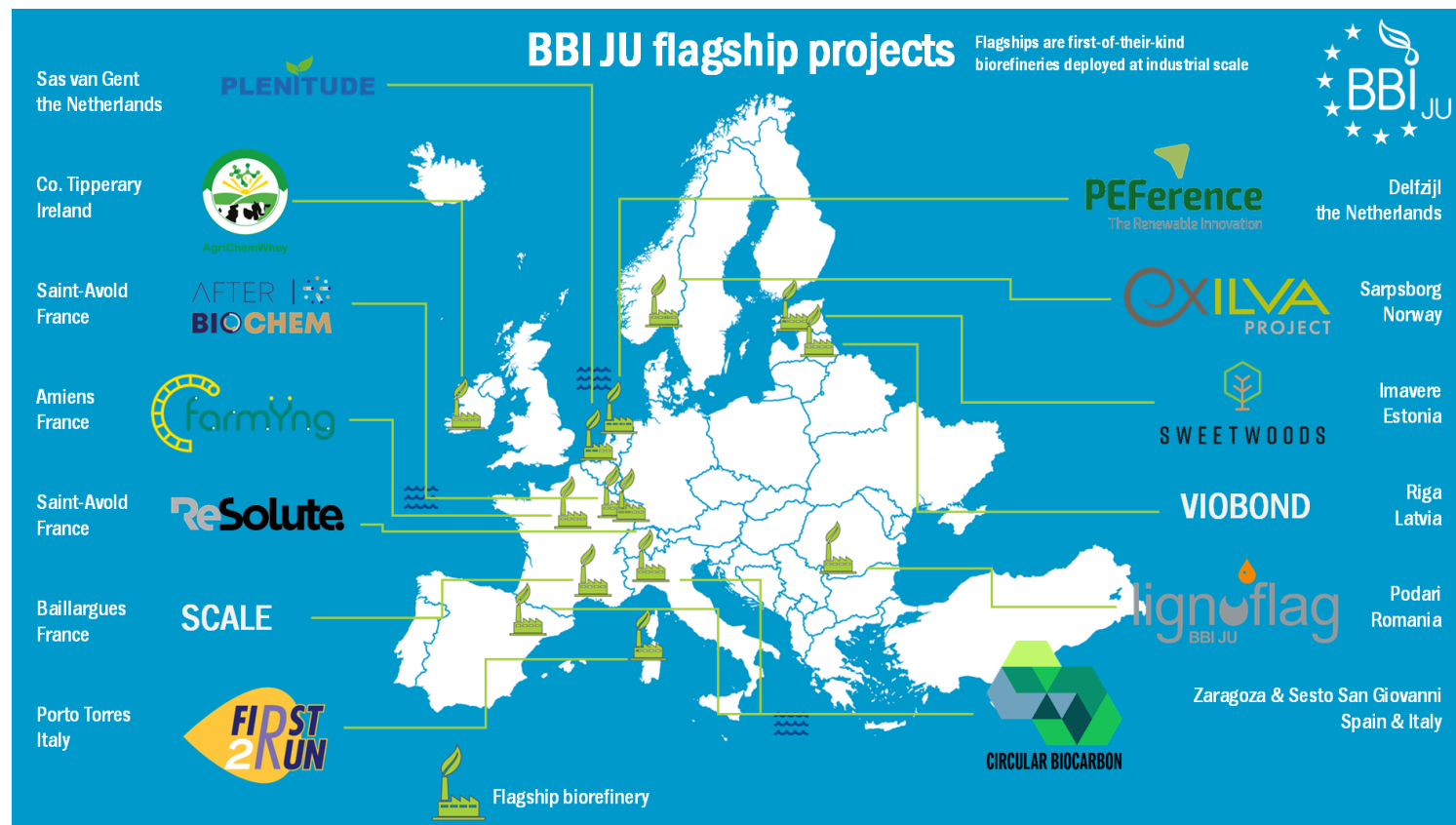
## Information for decision making – Our strategic research and advice offer

**B4C carries out personalized studies on request to help decision-makers in the bioeconomy in their strategic decision-making and to support them in the detection and development of opportunities.**

- An international network of companies, academics and institutions
- A multidisciplinary team (chemist, biochemist, agronomist, innovation management, industrial property analysis)
- 15 years of experience in competitive intelligence and carrying out studies
- Daily monitoring of all bioeconomy topics : Bioresources – Feed & Food – Chemistry & Biotechnology – Biobased materials – Bioenergy – Processes & Technology



## Making your innovation happen : European projects



**Unités industrielles flagship et de démonstrateurs en France**

**2019>2023 - 46 Mi € (19 Mi €\*)**  
Premier procédé industriel au monde pour produire des protéines sûres à partir d'insectes et les transformer en sources de nutrition animale

**2020>2023 - 23 Mi € (11 Mi €\*)**  
Procédé industriel de production d'un solvant non toxique et biodégradable à partir de biomasse bois

**2020>2023 - 10 Mi € (8 Mi €\*)**  
Procédé industriel de production de protéines (alimentation animale) à partir de sucres fermentescibles issue d'une ressource bois

**2020>2024 - 33 Mi € (20 Mi €\*)**  
Fermentation anaérobie et estérification de la biomasse pour la production de produits de chimie fine



# SAVE THE DATE

15 au 17 mars



9 juin  
Assemblée  
Générale

8 juillet  
Les 24H B4C

## AGENDA B4C

| < FÉVRIER 2022 > |     |     |     |     |     |     |
|------------------|-----|-----|-----|-----|-----|-----|
| LUN              | MAR | MER | JEU | VEN | SAM | DIM |
| 31               | 1   | 2   | 3   | 4   | 5   | 6   |
| 7                | 8   | 9   | 10  | 11  | 12  | 13  |
| 14               | 15  | 16  | 17  | 18  | 19  | 20  |
| 21               | 22  | 23  | 24  | 25  | 26  | 27  |
| 28               | 1   | 2   | 3   | 4   | 5   | 6   |





Find us at:  
**[bioeconomyforchange.eu](https://bioeconomyforchange.eu)**

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# CONTACT

✉ Christophe LUGUEL

Bioeconomy for Change

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10 rue Pierre Gilles de Gennes

02 000 Barenton-Bugny

France

## P2P finBIO



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## 4.4 THE PORTUGUESE BIOECONOMY FINANCING INFRASTRUCTURE

4.4.1 Global ecosystem which influences the region (e.g., tax system, regional/national governance)

4.4.2 Financing and investment support environment and infrastructure (tools)

- Financing and investment
- Innovation and support programmes

4.4.3 About the partners:

- Cluster offers to start-ups & SMEs (how we use the tools)
- Cluster Business Model Canvas (by [Strategy Tools](#))

4.4.4 Company Case(s)



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## 4.4.1 THE PORTUGUESE ECOSYSTEM

- The Portuguese startup ecosystem is still young, with small-scale but fast paced and steadily growing companies representing over 1% of the country's GDP, according to Portugal Digital, 2021:
  - 12<sup>th</sup> Top 100 Emerging Ecosystem – Ranking Startup Genome;
  - 12<sup>th</sup> most innovative EU country – Innovation Scoreboard EU;
  - 7 Unicorns in the Portuguese ecosystem;
  - 1000M Funds raised by Portuguese Start-ups – Dealroom 2021;
  - 2<sup>nd</sup> most open country for “foreign direct investment” (FDI) - OECD FDI restrictiveness index, 2019.



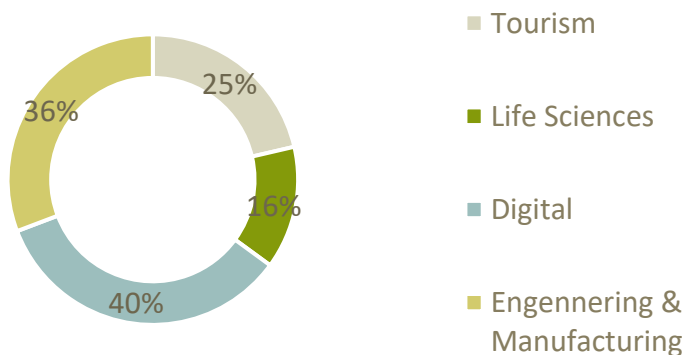
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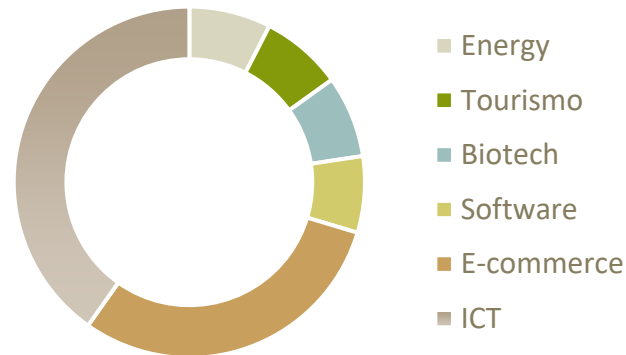
## 4.4.1 THE PORTUGUESE ECOSYSTEM

- Portugal's two main instruments of public capital that play a key role in the local ecosystem:
  - Portugal Ventures** playing the very early stage and leveraging ignition since 2012;
  - 200m**, a co-investment fund which has leveraged x2,5+ its capital, attracting foreign investors and providing mezzanine or early growth capital to high potential startups.

Industry Split



Main Business Areas



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## 4.4.1 THE PORTUGUESE ECOSYSTEM

### Strengths

1. Young Ecosystem
2. R&D Ecosystem
3. New business opportunities
4. Public and private support
5. Receptive environment for foreign investment
6. World strategic location

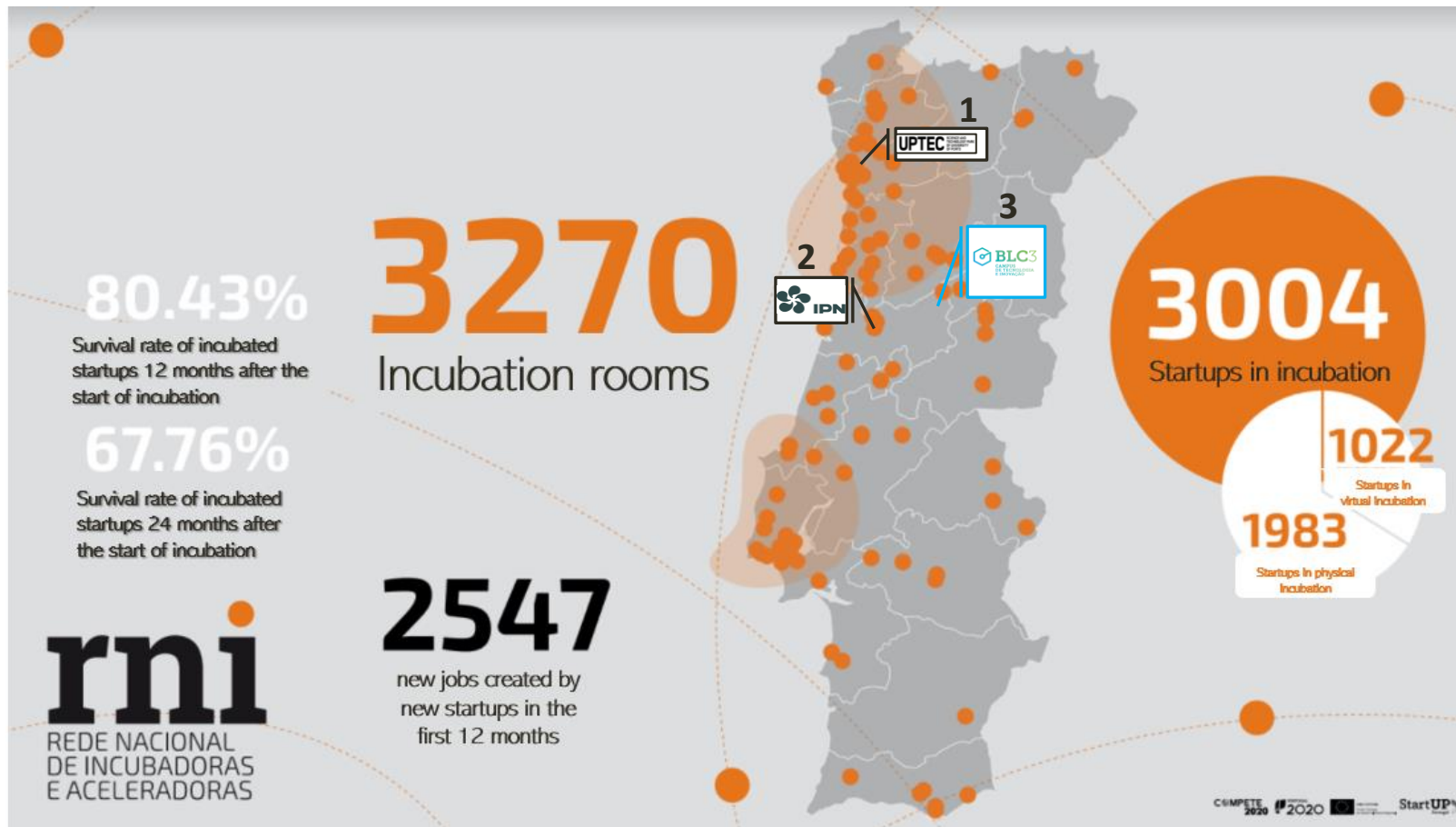
VS

### Weaknesses

1. Low level of early stage investments and pre-seed for risk projects/statups
2. Most VC investors and large corporations are located in Lisbon and Porto
3. Difficulty in fixing talent and lack of manpower for business growth

## 4.4.1 THE PORTUGUESE ECOSYSTEM

- Characterisation of the Portuguese Start-up Ecosystem



## 4.4 THE PORTUGUESE BIOECONOMY FINANCING INFRASTRUCTURE

### 4.4.1 Global ecosystem which influences the region (e.g. tax system, regional/national governance)

- The Portuguese start-up ecosystem:
  - **Porto (metropolitan):**
    - Porto concentrates one in every five Portuguese start-ups
    - 19% of Portuguese start-ups and scaleups
    - Third fastest growing tech centre of Europe
    - UPTEC – Science and Technology Park of University of Porto with over 666 supported projects, with 89 graduated companies since 2007
  - **Coimbra (Academic city):**
    - Centenary University that helps creating R&D and highly qualified human resources
    - 12% of research institutions of Portugal
    - IPN has established itself as an important catalyst of the capacity for entrepreneurship and innovation of the region, having received the award for best technology-based incubator in 2010, in the Best Science Based Incubator" competition

# 4.4.1 THE PORTUGUESE ECOSYSTEM

- The Portuguese start-up ecosystem:
  - **Oliveira do Hospital (Rural Portugal):**
    - Rural interior region of Portugal
    - Better quality of life
    - Short time spent in traffic and in the journey between home and workplace
    - Reduced educational and cultural resources
    - Lower cost of family living compared to big cities (about half the price)
    - Low population density
    - Lack of investment
    - Low flow of entrepreneurs and ideas
    - Main Portuguese Bioeconomy and Circular Economy Ecosystem
    - Fixation capacity of critical mass and talents
    - BLC3 Incubator:
      - Award Top University Business Incubator (2015);
      - World Top 25 University Business Incubators (2015).



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## 4.4.1 THE PORTUGUESE ECOSYSTEM

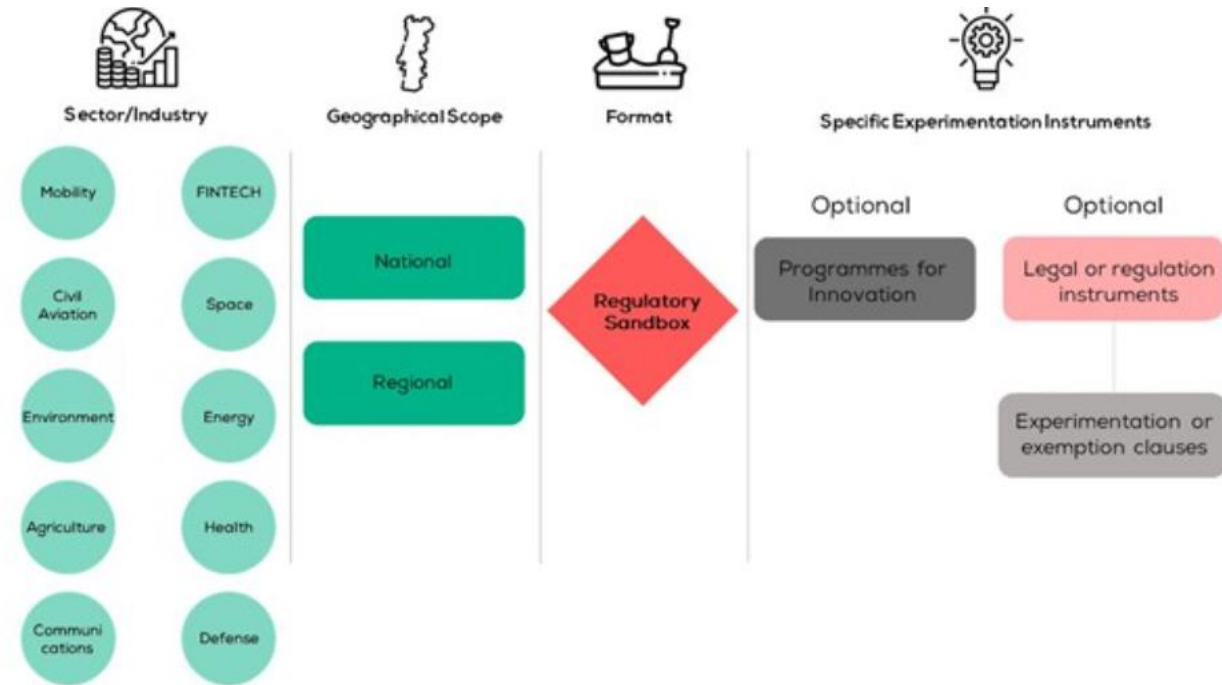
- Relevant Incentives for Portuguese Startups:
  - **TFZs - Technology Free Zones (ZLTs in PT) - the new «regulatory sandboxes», «innovation spaces», «experimentation spaces», or «living labs»**
    - Consist of physical environments, geographically located, in a real or quasi-real environment, used for testing and experimentation (support and monitoring of the respective competent entities) arising from:
      - ✓ Development of new technologies and solutions;
      - ✓ Innovative technology-based products, services and processes;
      - ✓ Cross-cutting and integrated models (i.e. that cross more than one sector and may therefore be subject to separate regulations and regulators).



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# 4.4.1 THE PORTUGUESE ECOSYSTEM

- **TFZs** contribute to:
  - Positioning the country as a leader in R&D
  - Attracting foreign investment
  - Promoting projects of international dimension
  - Promoting Portuguese resources
  - Boosting the entrepreneurial ecosystem
  - Encouraging cooperation
  - Contributing to knowledge creation



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# 4.4.1 THE PORTUGUESE ECOSYSTEM

- Relevant Incentives for Portuguese Startups:

- **Test Beds**

- Part of the Companies 4.0 Incentive System aim to create a national network to provide services to companies for the development and testing of new products and services.

- Considered as innovation hubs, *Test Beds* work on a collaborative basis between the companies responsible for their operation and the companies to which they provide services.

These services are implemented through the provision of infrastructure and technological capacity and aim to create the necessary conditions for the development and testing of new products and services, which are in a position to reach a TRL between 5 and 9, with a strong digital component and/or associated virtual/digital simulation.



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## 4.4.1 THE PORTUGUESE ECOSYSTEM

- **Test Beds (continuation)**

The objective will be to accelerate its production, industrialization and commercialization and its digital transition process, whether via a physical or virtual space. The objective of this collaborative network is to increase the number of product pilots (digital or only possible to produce using the digitization of processes and digital tools), which become commercially viable crossing what is called the “valley of death” and sharing knowledge/experience through case studies, to contribute to the learning of digital processes by SMEs. The companies that operate each Test Bed must ensure that the SMEs and startups to which they provide services are part of the collaborative network of their Test Bed, as participating companies.



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## 4.4.2 FINANCING AND INVESTMENT SUPPORT ENVIRONMENT AND INFRASTRUCTURE (TOOLS)

- Relevant Incentives for Portuguese Start-ups:
  - **STARTUP VISA:**
    - Attract investment, talent and innovation to Portugal. Young entrepreneurs from all over the world will have quick access to a residence visa that gives them the possibility to create or move their start-up to Portugal.
  - **STARTUP VOUCHER:**
    - Programme for young entrepreneurs at idea stage. It aims to reduce the risks youngsters take in venturing and creating a company by granting a scholarship, incubation and mentorship.



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## 4.4.2 FINANCING AND INVESTMENT SUPPORT ENVIRONMENT AND INFRASTRUCTURE (TOOLS)

- Relevant incentives for Portuguese Start-ups:
  - **INCUBATION VOUCHER:**
    - Provide support for simplified projects of companies in the area of entrepreneurship by contracting incubation services provided by of previously certified incubators.
  - **SEMENTE (SEED):**
    - Encourage small private investors to invest on innovative start-ups. It encourages innovation and the creation and growth of entrepreneurial projects, yielding tax breaks for investments on certified start-ups.



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## 4.4.2 FINANCING AND INVESTMENT SUPPORT ENVIRONMENT AND INFRASTRUCTURE (TOOLS)

- Relevant fiscal benefits for Portuguese companies:
  - **SIFIDE – Tax Incentives System for Corporate R&D:**
    - 32.5% cost benefit of Total R&D costs of the year;
    - 50% cost benefit based on the average expenses of the two previous years;
    - Companies can benefit maximum of 82.5% of the expenses with R&D in all sectors.
  - **RFAI – Fiscal benefit to support investment:**
    - 25% investment costs (Assets, Technology transfer, Patents, licenses or technical knowledge that can't be protected by patenting);



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## 4.4.2 FINANCING AND INVESTMENT SUPPORT ENVIRONMENT AND INFRASTRUCTURE (TOOLS)

- Public Support and Innovation Programmes:
  - **CoLAB (Collaborative Laboratory):**
    - Created for production, dissemination and transmission of knowledge through the pursuit of its own research and innovation agendas.
    - Oriented to facilitate the access of companies to global markets through exports, as well as to support the attraction of foreign investment in technology-intensive areas.
  - **Interface Centre (CIT):**
    - Linking entities between higher education institutions and enterprises, which are dedicated to the valorisation of products and services and the transfer of technology.



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## 4.4.2 FINANCING AND INVESTMENT SUPPORT ENVIRONMENT AND INFRASTRUCTURE (TOOLS)

- Relevant incentives for Portuguese start-ups:
  - **200M:**
    - The 200m co-investment fund, managed by PME Investments – a public company regulated by the Bank of Portugal - whose mission is to develop innovative funding instruments for Portuguese companies.
  - **Empreender XXI**
    - Promote the creation and development of new business projects by young people looking for their first job and unemployed people enrolled in the national employment public service institute (IEFP).



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## 4.4.2 FINANCING AND INVESTMENT SUPPORT ENVIRONMENT AND INFRASTRUCTURE (TOOLS)

- Portuguese Government Bioeconomy Support Infrastructure:
  - **PRR (Resilience and Recovery Plan):**
    - **C12 – Sustainable Bioeconomy (145M€):** accelerate the production of high added value products from biological resources(as an alternative to fossil-based materials);
      - Support the modernisation and consolidation of the industry through the creation of new value chains and greener industrial processes;
      - **Value Chains:**
        - Textiles and clothing;
        - Footwear industry;
        - Natural resin valorisation.



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## 4.4.2 FINANCING AND INVESTMENT SUPPORT ENVIRONMENT AND INFRASTRUCTURE (TOOLS)

- Portuguese Government Bioeconomy Support Infrastructure:
  - **PRR (Resilience and Recovery Plan):**
    - **C12 – Sustainable Bioeconomy (145M€):**
      - The transition to the bioeconomy intends to have a impact on economic and social resilience;
        - Ecological transition;
        - Digital transition;
        - Sustainable economic growth.
      - **Axes of action:**
        - **Encouraging** the sustainable production and intelligent use of biobased, regionally based;
        - **Promote** R&D valuing the national scientific and technological capacity;
        - **Developing** the circular and sustainable bioindustry: innovation in processes and value chain;
        - **Society:** communicate, train and educate;
        - **Monitoring** the sustainable bioeconomy in Portugal: assessing the evolution, promote certification.



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## 4.4.3 ABOUT ASSOCIATION BLC3 – TECHNOLOGY AND INNOVATION CAMPUS



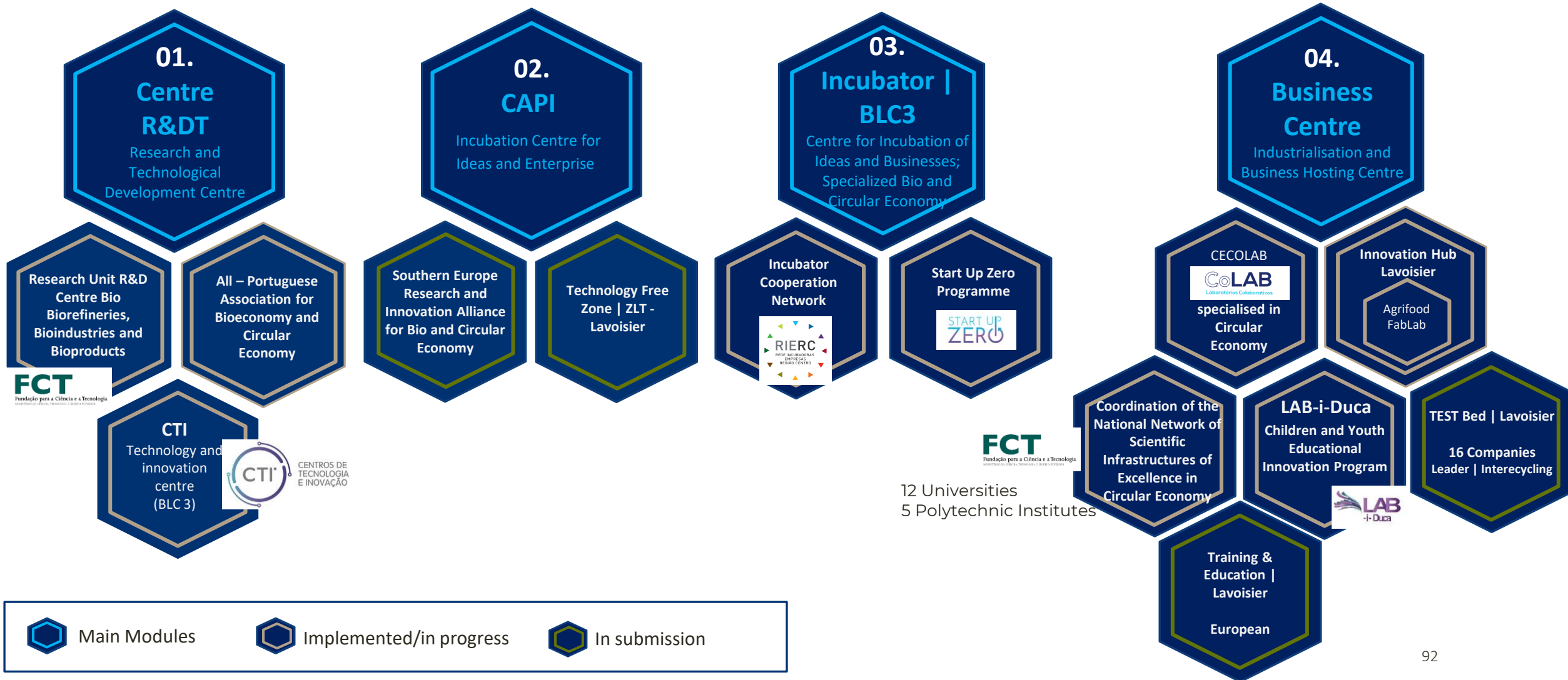
- Association BLC3 is a non-profit organisation that develops activities of:
  - Research and technological intensification, according to the concept of the complete cycle of invention;
  - Incubation of ideas and start-ups;
  - Support for the socio-economic fabric; and
  - Development of the theme of the bioeconomy and circular economy with a particular focus on the concepts of biorefineries.
- Has built a European network with scientific entities of excellence, with the objective of increasing its scope, which currently has 55 entities in 9 countries.
- **Mission:** to encourage social and economic growth in rural regions, through knowledge and innovation initiatives;



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# 4.4.3 ABOUT ASSOCIATION BLC3 – TECHNOLOGY AND INNOVATION CAMPUS

## INNOVATION ECOSYSTEM FROM IDEA TO MARKET: COMPLETE CYCLE OF THE INVENTION



# 4.4.3 ABOUT ASSOCIATION BLC3 – TECHNOLOGY AND INNOVATION CAMPUS

## BLC3 R&D areas



 I. Citizenship



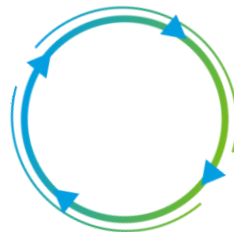
 II. TERRITORY AND NATURE-BASED SOLUTIONS



 III. ENVIRONMENT AND ENERGY



 IV. AGROFOOD AND FOREST



BIO ECONOMY AND CIRCULAR ECONOMY



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## 4.4.3 ABOUT ASSOCIATION BLC3 – TECHNOLOGY AND INNOVATION CAMPUS

### Structure of the Funding Sources



- Consultancy services and knowledge transfer (companies, universities and start-ups) (45%)
- Competitive R&D Funding (National and European) (50%)
- Public base fund (5%)



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## 4.4.3 Association BLC3 – Technology and Innovation Campus



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## 4.4.3 Association BLC3 – Technology and Innovation Campus



- Offers to start-ups and SMEs:
  - Specialised laboratories, with qualified equipment and human resources
  - Turnkey technological solutions to solve specific SME problems
  - Technological scale up: space and support in design engineering from TRL5 to TRL8
  - Access to BLC3's R&D and corporate network (Broker)
  - Residence in BLC3's facilities (for short time periods)
  - Support in signaling funding sources for R&D projects, internationalisation and productive innovation



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## 4.4.3 Association BLC3 – Technology and Innovation Campus



- Offers to start-ups and SME (continuation):
  - Link to Venture Capital
  - Mentoring and Acceleration programme (Start Up Zero: <https://startupzero.pt/>)
  - Agrifood FabLab for TechExperience and for Market Level tests
  - Support and seed financing of spin-offs (promotion of internal entrepreneurs)
  - TFZ | Lavoisier (Technology Free Zone) (in recognition)
  - Test Bed Lavoisier in cooperation with 16 Portuguese companies (in recognition)
  - Incubation rooms (20 and 40 m<sup>2</sup>) and business installation (over 100 m<sup>2</sup>)



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## 4.4.4 COMPANY CASE(S)

- Examples of successful Portuguese start-ups in rural ecosystems:
  - **Enging – Make Solutions, S.A.** - innovative start-up specialised in advanced and disruptive industrial predictive maintenance and fault detection solutions for transformers, rotating machines and power electronics;
    - Over 1'274'889€ Seed Capital;
  - **ABTEC, Lda.** – Start-up working in the sustainable construction sector;
  - **CentroTV** – Media and news of the Central Region of Portugal;
    - Works in partnership with CNN Portugal.



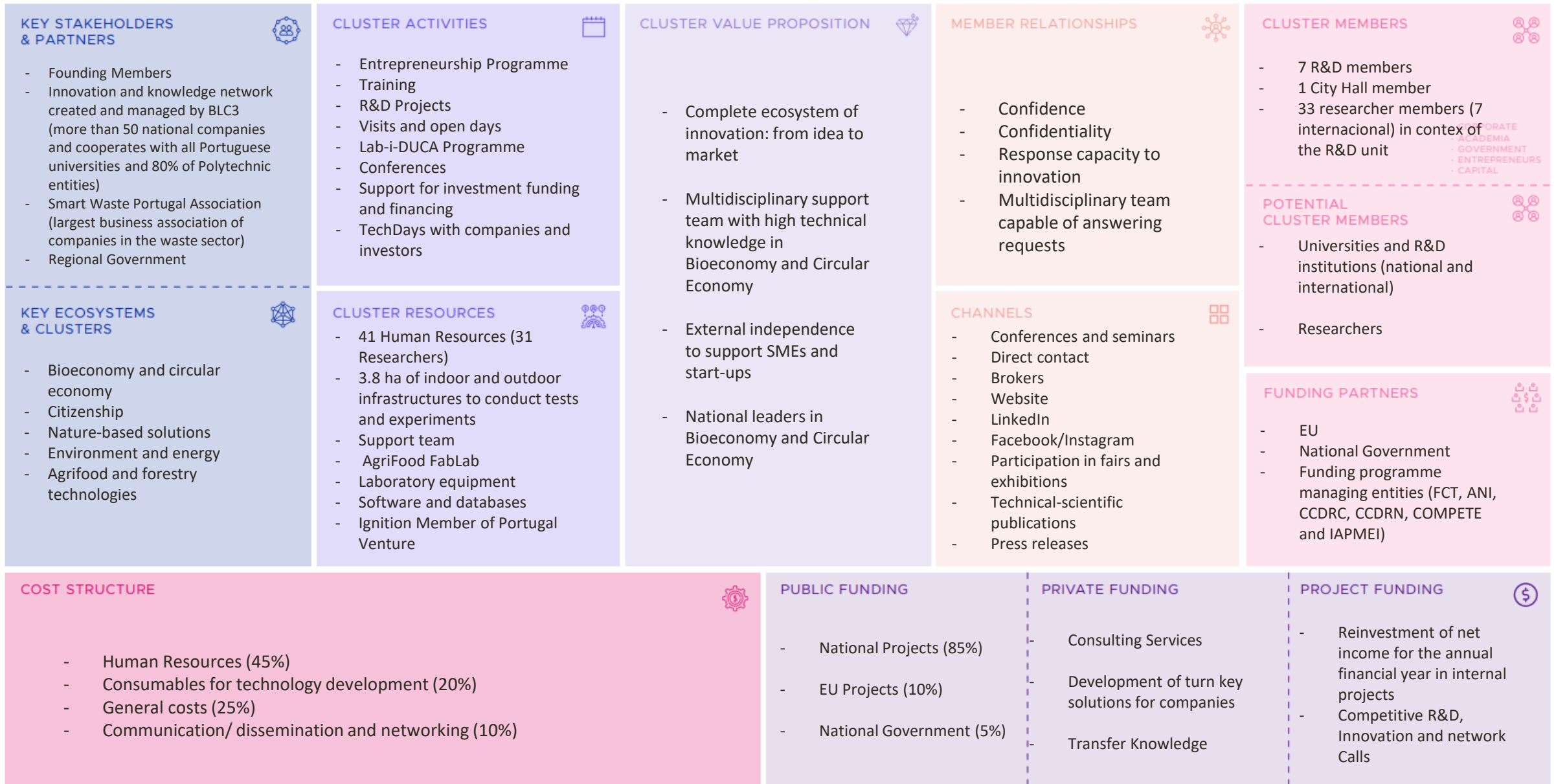
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## 4.4.4 COMPANY CASE(S)

- Examples of successful Portuguese start-ups in rural ecosystems (continuation):
  - **Trial Motors:** Trial School operating in Lousã's mountain: value the mountain region;
  - **Geonatour:** Company specialised in geological and environmental consultancy;
  - **DoCereal:** Innovating concept for valorisation of sunflower seeds; and
  - **Dent Hi-tech:** Innovative technology for oral health.



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# CONTACT



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# 4.5 THE DUTCH AGRIFOOD INNOVATION & TRANSITION ECOSYSTEM

4.5.1 Global ecosystem which influences the region (e.g., tax system, regional/national governance)

4.5.2 Financing and investment support environment and infrastructure (tools)

- Financing and investment
- Innovation and support programmes

4.5.3 About the partners:

- Cluster offers to start-ups & SMEs (how we use the tools)
- Cluster Business Model Canvas (by [Strategy Tools](#))

4.5.4 Company Case(s)



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## 4.5.1 Global ecosystem which influences the region (e.g. tax system, regional/national governance)

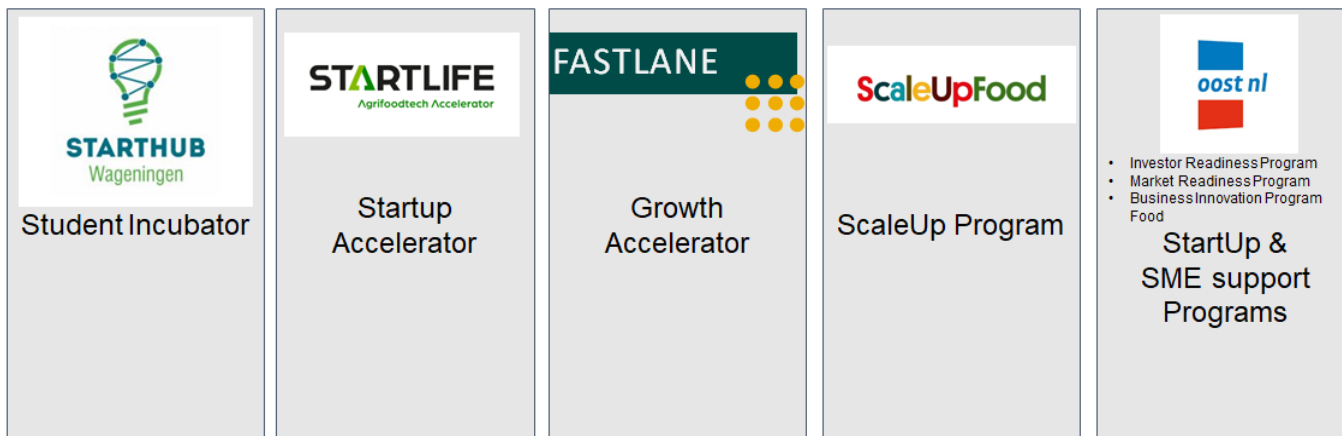
- Netherlands is the second largest exporter of food and agri-products worldwide
- Agri & food and horticulture identified as two of the top sectors of the Netherlands, as of 2011
- Food recognised as one of the three Top Sectors in the Eastern region of NL (provinces of Gelderland/Overijssel)
- Foodvalley NL: the international and independent platform for ground-breaking innovations that enable the transition to a sustainable food system
- Regio Foodvalley: collaboration between 8 municipalities with strong focus on agrifood
- Attractive tax and funding system for start-ups and SMEs in food & bioeconomy, amongst others:
  - WBSO (R&D tax credit): up to 40% discount in wage costs for innovative start-ups
  - Innovatiebox: tax credit for profits derived from innovative products or services



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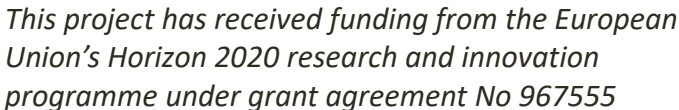
# RICH ECOSYSTEM OF STAKEHOLDERS IN INNOVATION AND ENTREPRENEURSHIP IN AGRIFOOD

- World-leading university in agrifood: Wageningen University and Research
- Strong focus on R&D, high presence of knowledge-intensive companies
- Strong emphasis on providing and sharing facilities for entrepreneurs (equipment, R&D facilities, affordable office locations)
- High degree of international presence of students, employees and companies
- Well-organised flow of entrepreneurial support:



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# ScaleUpNation



## 4.5.2 FINANCING AND INVESTMENT SUPPORT ENVIRONMENT AND INFRASTRUCTURE (tools)

- Various subsidies for start-ups and SMEs in food & bioeconomy, amongst others:
  - [MIT](#), monetary subsidy for external research (up to € 9.000), feasibility studies (up to € 20.000) and joint R&D for SMEs, up to € 350.000) for projects in Top Sectors
  - Subsidy for [circular food chains](#), up to € 20.000 per participating SME
  - Subsidy [Innovation Agrifood](#) by the Province of Gelderland, up to € 35.000 for innovations aimed at circular/nature inclusive agriculture
  - [OostNL](#) (regional development agency) offers various support opportunities for startups and SMEs, including expertise for starting ([Business Innovation Program Food](#)) and expanding businesses, support for internationalisation, and attracting investment and funding.



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## 4.5.3 ABOUT FOODVALLEY NL

Foodvalley is the international and independent platform for ground-breaking innovations that enable the transition to a sustainable food system

**Mission:** Shaping the future of food together

**Vision:** 2050, the year in which our food system offers food security to ten billion people worldwide. Tasty, affordable, healthy and sustainable food with respect for animals and our planet.



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launch



Ecosystem  
ambitions  
objectives

goal

2004

WHERE FOOD  
IDEAS GROW

Launch Foodvalley  
organisation and network  
in the Dutch province of  
Gelderland First worldwide  
agri-food cluster  
organisation.

**Mission**

Stimulating innovation in  
Dutch agri-food industry by  
fostering links and  
partnerships between  
business, knowledge  
institutes and government.

2009

REGIONAL  
DEVELOPMENT

Launch sister  
organisation, Regio  
Foodvalley.

**Mission**

Developing top  
region for knowledge  
and innovation,  
with outstanding  
infrastructure and  
facilities for living,  
working and  
recreation.

2014

FOODVALLEY  
10 YEARS

Global recognition as  
successful innovation  
network.

Growing global  
network and  
cooperation of  
businesses, knowledge  
suppliers, government  
and food clusters.

2019

TOWARDS  
ECOSYSTEM  
INNOVATION

Identifying impact  
for society and  
defining ten years  
strategy.

Determine  
interventions to  
systematic change  
our future food  
system.

2020

SHAPE THE  
FUTURE OF  
FOOD TOGETHER

Strengthen  
innovation  
ecosystem:  
global network  
that jointly work  
on the  
transition.

Growth from 11  
to 26 employees.

2030

2050

Food security  
to ten billion  
people  
worldwide.

Tasty,  
affordable,  
healthy and  
sustainable  
for people,  
animals and  
the planet.

# KEY ACTIVITIES AND ORGANISATIONAL CHART FOODVALLEY NL

**Protein shift**



**Circular agrifood**



**Food & Health**



**Innovation Fields**

## **Global connections**

Set up international connections to find and attract interesting partners and talent we need to reach our ambitions

## **Entrepreneurship**

Create fast lane support for front runners who can create real impact on our ambitions with access to first class capital, talent, training, facilities etc.

## **Talent**

Attract and develop human talent necessary for ground-breaking innovations

## **Shared facilities**

Facilitate sharing of existing research, development, test, scale-up and production facilities

## **Ecosystem intelligence**

Create insights on latest trends and interesting partners

Set up an online platform Foodleap, where stakeholders can share and find knowledge, facilities ed.

**Innovation Support**



## 4.5.3 ABOUT FOODVALLEY NL:

- Partner Network with circa 200 (summer 2022) organisations: start-ups, SMEs, corporates, education, innovation enablers, governments, research etc.
- Partners from all over the world (c. 20+ countries), all across the value chain
- Three Communities for further collaboration between partners, focusing on: protein shift, personalised nutrition, and upcycling of waste and side streams
- Regular events and meetings (digital, physical and hybrid) for network partners to meet and interact. Additional activities for Community partners focused on transition of the food system
- Wide international project portfolio (including various EU projects) supporting international collaboration and scaling + development of initiatives and companies.
- Foodvalley NL is Lead of Food Innovation Hub Europe as part of network of Global Food Innovation Hubs facilitated by World Economic Forum (WEF).



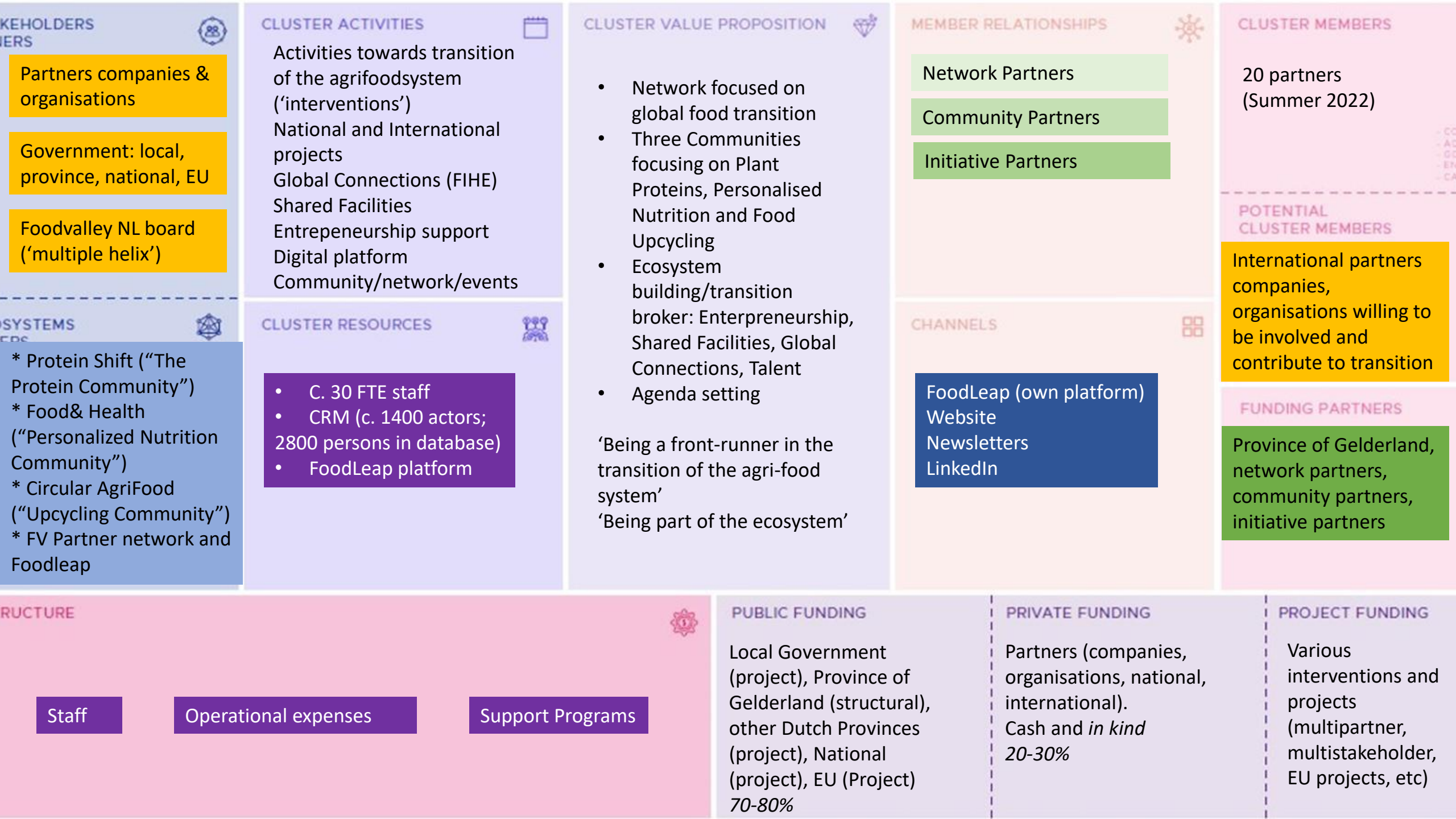
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# International project portfolio

|  |   |   |   |  |   |   |   |  |   |   |   |
|--|---|---|---|--|---|---|---|--|---|---|---|
|  |  |              |              |                      |  |                |  |       |  |      |  |
| Co-Fresh<br>Fava Bean Value Chain<br>27 partners                                 | P2P finBIO<br>Pan-European Entrepreneurship<br>5 clusters                         | Personalised Nutrition as driver for sports success' Conference<br>Japan - NL<br>Team NL Expo | Go4Eport<br>International innovation collaboration and export support (OostNL)<br>15 partners | Global FOODture<br>Pan-European Cluster on green transformation of food system with Asia<br>7 clusters | WDCD<br>No Waste Challenge – AgriFood meets Design<br>10 partners                   | Healthy and sustainable food at sports events (World Championships Volleyball 2022)<br>5 partners | Establishment of organization and companies in Region Foodvalley<br>6 partners      | Food Innovation Hub Europe<br>Network of global food innovation hubs (WEF)<br>8 partners | S3Food Partnership<br>SS4AF Smart Sensors for Agrifood<br>20 EU cluster partners    | Bioeconomy Ventures EU<br>biobased-economy startup program<br>Ambassador<br>28 partners | AURORA<br>Pan-European project on Cluster Excellence<br>5 partners                  |
|  |  |              |              |                      |  |                |  |       |  |      |  |
| Protein Shift  | All   | Food & Health   | All   | All  | Circular Agrifood   | Food&Health   | All   | All  | Circular Agrifood   | Circular Agrifood   | All   |

## INTERNATIONAL CLUSTER RELATIONS (NOT EXHAUSTIVE)







2018 No. 9

# Foodvalley<sup>®</sup> Update



2019 No. 10

# Foodvalley<sup>®</sup> Update



2019 No. 11

# Foodvalley<sup>®</sup> Update





# FOODLEAP

- 2022: launched Foodleap, a data- and community-driven platform for partners
- Interaction possibilities in large groups, in dedicated thematic Communities and 1:1
- Find relevant actors in the global food transition, both from the partner network as outside of it
- Use the database of shared facilities
- Find the latest trends and developments regarding Foodvalley's focus areas, based on monitoring 70.000 public data sources



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## COMMUNITIES



PERSONALISED NUTRITION



THE PROTEIN COMMUNITY



UPCYCLING COMMUNITY

# Foodvalley NL - WEF Partnership in Food Innovation Hub Europe



Foodvalley NL joins as the leading European Hub in the network of Food Innovation Hubs supported by World Economic Forum and partners

Transforming food systems requires a fundamental change in the way our food is produced and the way food is consumed. Technology innovations present a significant opportunity to enable and accelerate this transformation agenda so we can meet the aspirational goals for food systems to be sustainable,



Rabobank



provincie  
Gelderland





# CONTACT

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## P2P finBIO



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# 5. FOUR THEMATIC WORKSHOPS



# CONTENT

5.1. Creating a  
mature  
investment  
infrastructure

5.2 Creating value  
for core  
stakeholders

5.3 Cultural  
aspects

5.4 Digitalisation



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# 5.1 Creating a mature investment infrastructure

Thematic Workshop in  
Andalusia, February 2022



# 5.1. CREATING A MATURE INVESTMENT INFRASTRUCTURE

5.1.1 Actors in the bioresource investment ecosystem

5.1.2 Clear division of tasks

5.1.3 In common for all actors

5.1.4 Best tips for...



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## 5.1.1 ACTORS IN THE BIORESOURCE INVESTMENT ECOSYSTEM



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## 5.1.2 CLEAR DIVISION OF TASKS

### Government

- Provide risk capital for filling gaps
- Support (e.g., outsource) facilities and services for cheap setup of business in discovery of MVP
- Support acceleration programmes
- Support the common promotion of the region
- Install legislation that defines services and supports that will be put in place to help entrepreneurs develop their ideas and projects

### Private companies

- Engage in the ecosystem
- Innovate through partnerships
- Support accelerators



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## 5.1.2 CLEAR DIVISION OF TASKS

### Business Angels

- Support start-ups financially in initial phases
- Engage in ecosystem
- Promote the ecosystem

### Venture funds

- Fund start-ups in first capital rounds
- Engage in ecosystem
- Promote the ecosystem



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## 5.1.3 IN COMMON FOR ALL ACTORS

### Clear storytelling & common promotion

- Important to have an "Ecosystem Storytelling" to make the ecosystem visible and disseminate successes (If possible, make it industry-specific)
- Promote regional "stars" for inspiration

### "Coopetition"

- Ensure visibility of possibilities
  - Investors should be accessible
  - Accelerators/facilities
- Knowledge about/reference to each other
- Ensure both formal strategic and informal collaborations



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## 5.1.4 BEST TIPS FOR...

### Governments

- 1) Take advantage of the important industries in your region (e.g. Agrotechnology in Andalucía)
- 2) Support or create venture funds and outsource scouting and administration (e.g. Andalucía)
- 3) Entrepreneurship law, that defines services and supports that will be put in place to help entrepreneurs develop their ideas and projects (e.g. Andalucía)
- 4) Create motivation for the corporates to get involved AND invest in the infrastructure (e.g. tax benefits like in Spain)



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## 5.1.4 BEST TIPS FOR...

### The case of **Telefónica**:

Across Spain, Telefónica supports accelerator programmes e.g. in "El Cubo" in Sevilla in which the company provides both mentoring support, facilities (incubation) and funding of the business development programme. Telefónica has its own active branch for investing in start-ups and has "eliminated most of its own innovation activity" due to this strategy of engagement in the accelerator.

<https://www.telefonica.com/en/sustainability-innovation/innovation/our-startups/>

### Private Companies

- 1) Larger companies could engage with startups as part of your innovation strategy
- 2) Large companies should support and engage in accelerators for innovation & CSR
- 3) Use your cluster for innovation management strategy & execution
- 4) You are a local champion – communicate that to inspire others!



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## 5.1.4 BEST TIPS FOR...

**“It’s easier to pivot a business than to pivot a person”**  
**Business Angel from Andalusia**

### **Business Angels**

- 1) Use cluster organisations to scout for start-ups and qualify their level and technology!
- 2) You invest in people - use proven tools to analyse the entrepreneurs (e.g. person profiles)
- 3) Ensure that BAs teach others how to become a BA (e.g. former entrepreneurs)

### **Venture Capital funds**

- 1) Ensure that successful entrepreneurs become investors or venture builders after an exit (pay it forward...)
- 2) Use your cluster organisation to scout for and qualify e.g. technology of subjects of investment



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## 5.1.4 BEST TIPS FOR...

“We always keep cool beer  
in the fridge!”

Accelerator manager

### Incubators/Accelerators

- 1) Ensure that you have a clear value proposition that differs from others
- 2) Build up a recognisable quality trademark – e.g. by counting your numbers!
- 3) Take advantage of ecosystem network for scouting and qualifying start-ups as well as to take part in mentor networks (But if you use external mentors for your accelerator, ensure a certain period of non-engagement clause in a contract)
- 4) Ensure a dynamic, engaging atmosphere – this is a part of the value created for the participants
- 5) Ensure engagement with alumnae – for promotion of programme and mentoring of participants



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## 5.1.4 BEST TIPS FOR...

### Cluster organisations

- 1) Close relationship with key clients/customers in your region that may demand start-ups solutions
- 2) Involve with VC Funds (public, private or pp) and BA-networks
- 3) Repeat that the clusters focus on innovation (vs R&D)
- 4) Think of your role with regards to start-ups for accelerators and for investment:
  - 1) Scout
  - 2) Evaluate (tech)
  - 3) Do due diligence



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## 5.2 Creating value for core stakeholders

Thematic Workshop in  
Lille, March 2022





## 5.2 CREATING VALUE FOR CORE STAKEHOLDERS

5.2.1 Core stakeholders

5.2.2 Creating value for stakeholders - learnings

5.2.3 Funding options for start-ups/SMEs

5.2.4 Dealing with confidentiality

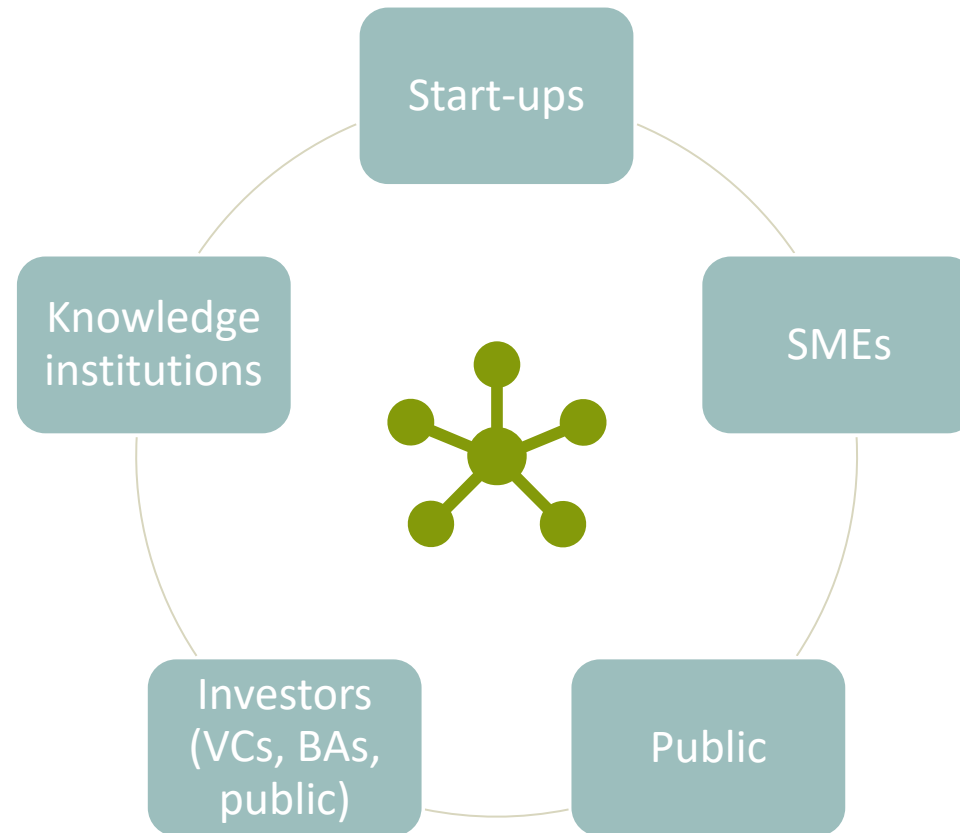
5.2.5 Other recommendations



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## 5.2.1. CORE STAKEHOLDERS

"Cluster Pentagon Helix"



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## 5.2.2. CREATING VALUE FOR STAKEHOLDERS / LEARNINGS



### Attracting members

Start-ups – access to funding of activity and to community

VC's – access to start-ups (at early development stage)

SMEs – access to support of innovation strategy and large industry



### Retaining members

SME's and start-ups stay for the funding & for the network (large industry)

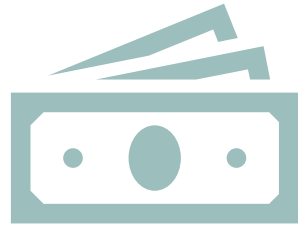
Corporates and VCs stay for the network & for the opportunity to invest/collaborate with start-ups

Cluster offer: Regular events (workshops, info days, tech days...), proactive networking, support to access to grants (non diluting – National and EU)



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## 5.2.3 FUNDING OPTIONS FOR STARTUPS/SMES



### Dilutive funding

Support start-ups financially in initial phases

Engage in ecosystem

Promote the ecosystem



### Non-dilutive funding

Fund start-ups in first capital rounds

Engage in ecosystem

Promote the ecosystem



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## 5.2.4 FUNDING OPTIONS FOR STARTUPS/SMES

In the next slide, you will find an overview of identified funding options for innovative start-ups within agrifood and bioeconomy as shared among the project partners.

PLEASE NOTE:

- ✓ This is a non comprehensive overview of all of the private and public local, regional, national and EU-schemes available for start-ups, as many are industry-specific or have a certain focus.
- ✓ Funding options are dynamic as many funding schemes run out and new appear.
- ✓ This list is updated in June 2022.
- ✓ **Marked in green: The offer is also open for non-local start-ups.**
- ✓ Contact the cluster organisation mentioned for further information of opportunities for start-ups in the specific region.



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## 5.2.4 FUNDING OPTIONS FOR STARTUPS/SMES

| Level            | European Funding Schemes   | Bioeconomy for Change (B4C) | Foodvalley NL  |  | Corporación Tecnológica de Andalucía (CTA)  |  | Food & Bio Cluster Denmark (FBCD)  | BLC3  |
|------------------|--|-----------------------------|--|--|---|--|--|---|
|                  |  |                             | REG  | NAT  | REGIONAL  | NATIONAL   |  |   |
| TRL 4-5<br>+ 6-7 | <a href="#">EIC Accelerator</a><br><a href="#">Eurotars</a><br><a href="#">LiFE+</a><br><a href="#">CBE Demo</a><br><a href="#">EIT Food</a><br><a href="#">EU cascade funding</a> | i-Demo                      | <a href="#">Groeiversnell<br/>er - €10K<br/>voucher<br/>OostNL</a><br><br><a href="#">Subsidy<br/>Innovation<br/>Agrifood (up<br/>to €35k)</a><br><br><a href="#">EFRO<br/>Oost (up to €<br/>350k)</a> | <a href="#">SBIR -<br/>Small Busin<br/>ess Innovati<br/>on Researc<br/>h (up to €1<br/>0k)</a><br><a href="#">MIT<br/>subsidy (up<br/>to €<br/>100.000<br/>WBSO<br/>(R&amp;D tax<br/>credit)</a> | <ul style="list-style-type: none"> <li><a href="#">Proyectos CTA</a></li> <li><a href="#">Agencia IDEA</a></li> </ul> | <ul style="list-style-type: none"> <li><a href="#">Proyectos de<br/>Investigación y Desarroll<br/>o (PID)</a></li> <li><a href="#">Proyectos I+D<br/>Transferencia Cervera</a></li> <li><a href="#">Misiones Ciencia e<br/>Innovación</a></li> <li><a href="#">Ayudas PYMES Sello de<br/>Excelencia</a></li> <li><a href="#">Proyectos Neotec</a></li> </ul> | Innovation competition<br>(if winning €7K)<br><br>Innobooster (national) | <a href="#">Centro 2020</a><br><br><a href="#">Compete<br/>2020</a><br><br><a href="#">Vale I&amp;D</a> |
| TRL 8-9          | <a href="#">EIC Accelerator</a><br><a href="#">CBE Flagship</a>  | 1ere Usine                  | <a href="#">ION+2</a>  | <a href="#">InvestNL</a>   | <ul style="list-style-type: none"> <li><a href="#">Agencia IDEA</a></li> </ul>  | <ul style="list-style-type: none"> <li><a href="#">Línea Directa de<br/>Expansión (LIC A)</a></li> <li><a href="#">ENISA</a></li> </ul>  |  | Demonstradores –<br>Portugal<br>2020  |



## 5.2.4 FUNDING OPTIONS FOR STARTUPS/SMES

| Level    | Funding Scheme   | Bioeconomy for Change (B4C)  | Foodvalley NL                                    | Corporación Tecnológica de Andalucía (CTA)  |   | Food & Bio Cluster Denmark (FBCD)   | BLC3   |
|----------|--|--|--|---|---|---|--|
|          |  |  |  | REGIONAL  | NATIONAL  |   |  |
| Leverage | EIB – European Investment Bank<br>ECBF – European Circular Bioeconomy Fund | SPI (Sociétés de Projets Industriels)<br>BPI France Eco-technologies | <a href="#">Rabobank F&amp;A Innovation Fund</a> | <ul style="list-style-type: none"> <li>• <a href="#">Sherry Ventures</a></li> <li>• <a href="#">AlterCapital</a></li> <li>• Corporación Bética de Expansión Empresarial</li> <li>• <a href="#">AABAN</a></li> </ul> | <ul style="list-style-type: none"> <li>• <a href="#">Programa Innvierte</a></li> </ul>  | <p>Investor network of public and private VCs and BAs<br/>(<a href="mailto:cm@foodbiocluster.dk">cm@foodbiocluster.dk</a>)</p> <p>Vækstfonden</p> | <p>Empreender XXI</p> <p>200 M€</p> <p>SIFIDE Capital Risk</p> |
| Other    |  |  | <a href="#">Innovation Credit</a>                | <ul style="list-style-type: none"> <li>• <a href="#">Proyectos CTA</a></li> <li>• <a href="#">Agencia IDEA</a></li> </ul>   | <ul style="list-style-type: none"> <li>• <a href="#">Proyectos de Investigación y Desarrollo (PID)</a></li> <li>• <a href="#">Proyectos I+D Transferencia Cervera</a></li> <li>• <a href="#">Misiones Ciencia e Innovación</a></li> <li>• <a href="#">Ayudas PYMES Sello de Excelencia</a></li> <li>• <a href="#">Proyectos Neotec</a></li> </ul> | <a href="#">Biosolutions Zealand</a>  |  |

## 5.2.5 DEALING WITH CONFIDENTIALITY

Confidential information vs. non-confidential information – how do you deal with it?

- ✓ B4C: have a clause in the membership contract, NDA – one-way confidentiality: B4C will not disclose confidential information
- ✓ Foodvalley NL: All information is open, but for meetings the “Chatham house rules” are applied (“information stays in the room”)
- ✓ FBCD: Have a confidentiality clause in membership contract
- ✓ CTA: Is very careful about disclosing information by companies publicly, especially written, – it always happens in consent by the company



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## 5.2.6 OTHER RECOMMENDATIONS

### Access to Open Innovation

- eco-system for matching
- physical testing infrastructure – often financed by governments
  - In NL: database with both public and private testing and lab facilities available
  - In Andalusia, difficult – even public inst. don't always know their facilities
  - In France, B4C has the overview and matches
- Perseverance – don't be passive, but results take time!
  - Manage development step – be realistic
  - Choose right partners and right financing tools (use your cluster...)
- Balance of the national-local level of infrastructure – it is important to have access to network etc. at regional level, while physical infrastructure can be at a national level



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## 5.3 Cultural aspects

Thematic Workshop in  
Portugal, April 2022



## 5.3. CULTURAL ASPECTS

5.3.1 CULTURAL DIFFERENCES IN INCUBATORS/ACCELERATORS

5.3.2 FUNDING IN A CULTURAL PERSPECTIVE

5.3.3. OTHER CULTURAL ASPECTS



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## 5.3.1 CULTURAL DIFFERENCES IN INCUBATORS/ACCELERATORS

Comparative study: Incubators/Accelerators in Metropolitan, Urban or Rural areas of Portugal.

### Metropolitan: UPTEC, Porto

- Experienced, several (4) incubation facilities, multisectoral, international, access to innovation platform partners

### Urban: IPN – Instituto Pedro Nunes

- Polytechnical + sector specific accelerator
- Locally supported

### Rural: Circular, Oliveira do Hospital

- Sector specific
- In physical proximity to lab, test and scaling facilities, start-up support (incubation), access to accelerators
- Can be international – other value propositions than metropolitan/urban (nature)



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## 5.2.2 FUNDING IN A CULTURAL PERSPECTIVE

Interview with Professor José Epifânio da Franca, founder of **Portugal Ventures**

Recommendations:

- to ensure a critical mass of start-ups in order to have an interesting deal flow
- Collaborations: Portugal Ventures collaborations with e.g., incubators.
- Calls for programmes to stimulate the creation of start-ups
- Attracting private participation (can be difficult)
- Established hubs around the world for inspiration, cutting-edge knowledge: Silicon Valley, then in Asia and Europe



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## 5.3.3 OTHER CULTURAL ASPECTS

- Maturity of investment infrastructure – Nordic countries (NL, DK) regarded more mature
- Ownership and sharing
  - “People like to own things in Portugal, but this is a cultural thing”
  - Shared facilities are used to a small extent in Denmark, in NL this is normal

### Regional vs National strategies

- Portugal: National and Regional funding
- Spain: More regional funds
- Denmark: More national funding



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## 5.3.3 OTHER CULTURAL ASPECTS

Related to structure and amount of incubators

- 150 incubators across the country in Portugal (those who have most success are those who are able to collaborate with others) and 22 science parks, 15 colabs
- Denmark: strategy for simplifying, therefore a national cluster (FBCD), yet smaller, local initiatives pop up

Business tradition and entrepreneurship mentality

- Portugal: cooperatives play a part
- Denmark: cooperatives play a part
- Being an entrepreneur:
  - Denmark and Netherlands – Entrepreneurs are cool
  - Portugal and Spain – Entrepreneur by necessity, does not make you a hero (yet).



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## 5.3.3 OTHER CULTURAL ASPECTS

Risk taking:

- Business Angels in Portugal take less risk, creating a gap for scaling.
- Bioeconomy is having a special issue and it is difficult to overcome it. The CAPEX is high and puts a special pressure on this industry.

Fiscal strategies:

- Portugal incentives for investments: in R&D and licensing knowhow and technologies
- “Metabolism” of development of ideas & innovation:
- Rural: more oriented to local resources and problems of the regions that can be applied worldwide;
- Urban: entrepreneurs' focus on global business models



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# 5.4 Digitalization

Thematic Workshop in  
Portugal, April 2022



## 5.4 DIGITALISATION

Main tips:

1. A digital tool should support your own activity to save members'/stakeholders' time and staff time (don't regard it as a business model in itself)
2. Start from existing community – targeted focus instead of a general focus
3. Use staff/people to ensure quality of content and livelihood (and contracts in the case of platform for shared facilities)



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# 6. FINAL CONCLUSIONS & RECOMMENDATIONS



# 6. CONCLUSIONS & RECOMMENDATIONS

6.1 Identified advantages / mistakes to avoid

6.2 Conclusions

6.3 Adopted learnings

6.4 Recommendations



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# 6.1 IDENTIFIED ADVANTAGES/MISTAKES TO AVOID

When it comes to the topic “financing of innovation in the agrifood and bioeconomy” it was identified at an early stage, that not only the investment infrastructure in Europe compared with e.g. the US and Israel is lacking maturity, but also that the maturity stage from region to region among the participating organisations were at different stages – which then defined the topics of the thematic workshops (section 5 of this DOP).

Summing up, a few overall, observed learnings on how to stimulate a good environment of financing of innovation in the agrifood and bioeconomy:

- Stakeholders in the region must collaborate and have a clear division of tasks
- Public funding is necessary to bridge the gap until private capital is ready
- It's an advantage to have a good overview as well as a good

understanding of the many funding options available in both your own region and in your peer regions.

➤ When suggesting funding for SMEs and start-ups, it is important that the cluster organisation understands the consequences of the funding that the organisation is suggesting for any development activity – be it funding a testing or a scaling phase. For instance, dilutive funding may affect the future control of the company, as the funding comes with shares in return, while non-dilutive, such as EU innovation funding, may not affect the future control of the company, but could have an impact on the company's ownership of the IPR.



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## 6.2 CONCLUSIONS

The Peer-to-Peer Twinning+ methodology has provided an opportunity to work collaboratively to more deeply understand how each of the other partners are working both at a strategic level and at a day-to-day level.

This on-site Twinning+ approach gives a full and multi-dimensional understanding of both the environment in which other clusters operate as well as supports links between peers within the organisations – strengthening both existing bonds and creating new ones.



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## 6.3 ADOPTED LEARNINGS

The Twinning+ methodology provides an excellent opportunity to have concrete peer-to-peer knowledge transfer between cluster organisations, which was ongoing throughout the project as well as continues after the project ending.

To list a couple of more specific learnings, the following organisations have gathered inspiration for their further internal or regional development:

### **Association BLC3 Tech. & Innov. Campus**

- ✓ BLC3 will train internal HR on the main results and the best practices learned during the P2P finBio project as well as transfer the learnings to the start ups in the Incubator | BLC3 and other start ups resulting from the Portuguese program "STARTUP ZERO"(BLC3 is the main coordinator) and "WinBio: Waste&Interior&Bioeconomy"project;

- ✓ BLC3 will disseminate the DOP within its own channels as well as its R&D, enterprise and entrepreneurship networks;
- ✓ BLC3 will use the main results and the best practices observed&learning in the P2P finBio partners' ecosystems to design future accelerator programs;
- ✓ BLC3 will maintain active contact with P2P finBio partners and the network generated during this project to participate in future projects in the agri-food and bioeconomy areas & financing/investment support;
- ✓ BLC3 will promote relationships between Portuguese Start Ups/ SMEs and Start ups/ SMEs of P2P finBio partners' ecosystems.



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## 6.3 ADOPTED LEARNINGS

### Food & Bio Cluster Denmark

- ✓ Heidi Høy Dyrholm will present the results of the P2P finBIO project at the FBCD Academy meeting on December 2022 to ensure the widespread awareness of other initiatives on financing within the bioeconomy to the 45 staff members present. This includes key staff working with start-ups in the incubators in Aarhus, Copenhagen and Viborg.
- ✓ All P2P finBIO partners will be invited to take part in training actions performed under the FBCD led project MPowerBIO with the intention of building capacity further to recognise potential funding recipients and to maximise their chances of successful funding.
- ✓ P2P finBIO partners will actively market opportunities under the FBCD led event Food & BioEconomy Venture Forum, to be held on August 30<sup>th</sup> through September 1<sup>st</sup>.
- ✓ FBCD will use the network contacts generated during the P2P finBIO project to develop further projects within the bioeconomy and within financing / investment support. This may be done bilaterally, depending on the project conditions.



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## 6.3 ADOPTED LEARNINGS

### FoodValley NL

- ✓ FVNL will share the learnings of the project within the internal organization.
- ✓ FVNL will share the DOP resulting from this project with all its partners throughout various channels, including Foodleap and Food Innovation Hub Europe. Outcomes that are relevant for specific organisations will be discussed 1:1 for more engagement.
- ✓ FVNL is working on a strategy to open services such as Foodleap to other Cluster Organisations. P2P FINBIO Partners will be kept up to date about this.
- ✓ FVNL will inform the consortium about other opportunities for startups and SMEs in the Bioeconomy space of projects and activities that FVNL is engaged in, such as AURORA, Global FOODture and Bioeconomy Ventures or possible, future EU calls.
- ✓ FVNL considers seeking active collaboration with P2P FINBIO Partners on topics beyond Bioeconomy, such as plant proteins or personalised nutrition.



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## 6.3 ADOPTED LEARNINGS

### Technological Corporation of Andalusia

- ✓ CTA will internally share the document among the staff linked to entrepreneurship support and EU projects, to use it as a base for further developments, inspirational bibliography and as a state-of-the-art analysis.
- ✓ CTA will share the document within the local and regional entrepreneurship support ecosystems, to which belong to, in order to amplify the knowledge of the lessons learnt and good practices identified and to further analyse opportunities of implementation at local and regional level.
- ✓ CTA will develop general and targeted communication and dissemination activities through its communication channels, including the analysis of potential publications by some staff in social media and specialized digital newspapers.
- ✓ CTA will take part, as member of the consortium of the MPOwerBIO project, in training actions performed with the intention of building capacity further to recognise potential funding recipients and to maximise their chances of successful funding.
- ✓ CTA will actively look for market opportunities in the Tech Tour Bioeconomy 2022 event, to be held on 05/10/22 in Wuppertal (Germany).
- ✓ CTA will use the network contacts generated during the P2P finBIO project to develop further projects within the bioeconomy and within financing / investment support. This may be done bilaterally, depending on the project conditions.



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## 6.4 RECOMMENDATIONS

Because the landscape is so diverse and scattered in terms of actors, motivations, expectations and resources, and because there is no centralised steering mechanism, cluster organisations are vital to tap into the opportunities ecosystems offer for SMEs in the bioeconomy.

In other words, a cluster organisation must build up the ability to balance the expectations and ensure connection within the ecosystem.

Thus, in all of the five cluster organisations involved in P2P finBIO, a conscious understanding of both the eco-system and the capability to engage with stakeholders is a high priority issue.

In the above chapters, more specific recommendations can be found, especially within the chapter 5.1 “Creating a mature investment infrastructure” targeted towards each of the important innovation infrastructure actors; the government, private companies, business angels, venture capital funds, accelerators/incubators and cluster organisations.



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## P2P finBIO



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