

USER EXPERIENCES ON EUROPEAN COMMISSION PUBLIC FUNDING

SINISEN KASVUN EU-RAHOITUSINFO
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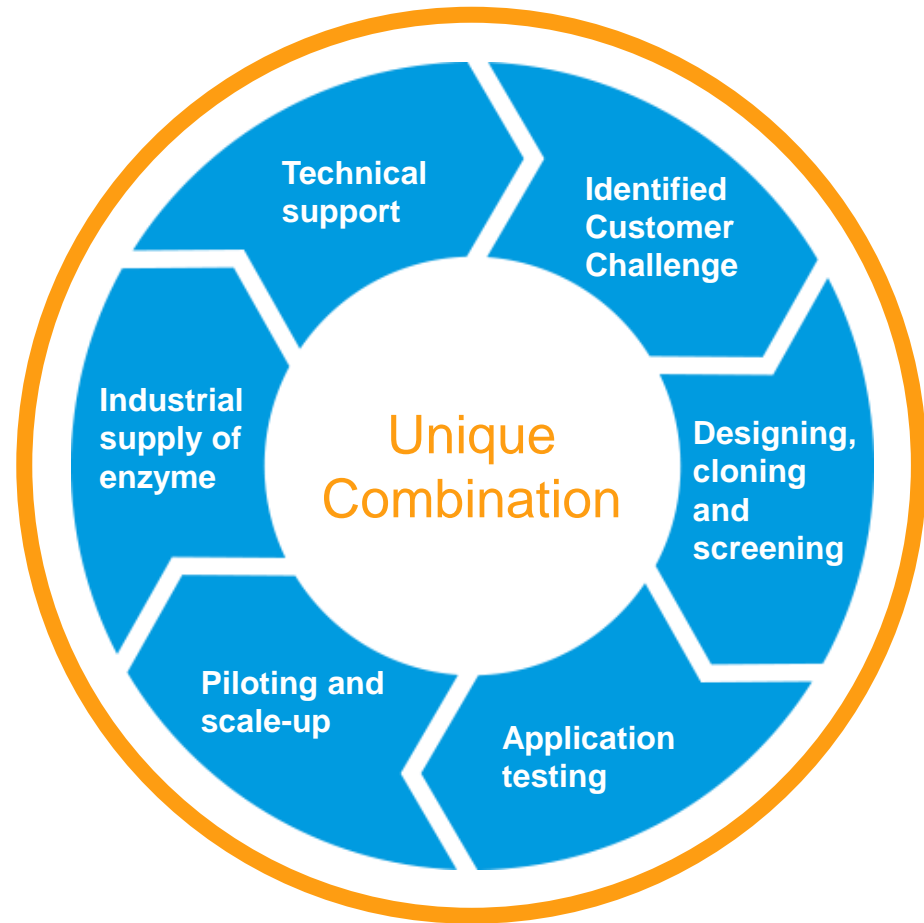
METGEN AT A GLANCE

- Finnish SME, founded 2008, Headcount 20
- Awarded technologies and industrial enzymes for biorefining and renewable chemicals
 - Cleantech Company Winner of the Eurecan European Venture Contest 2010
 - John Sime award for the most innovative technology in EFIB in October 2016
 - Millennium Distinction Award for excellence in directed evolution in October 2017
 - CORDIS published an article MetGen's EU-project as a success story
- Wide collaboration network & the preferred enzyme developer in EU Horizon 2020 projects
- **MetGen has raised €7,7m in equity & funding and €6,9m in grant funding**

ENZYNE[®] TECHNOLOGY PLATFORM

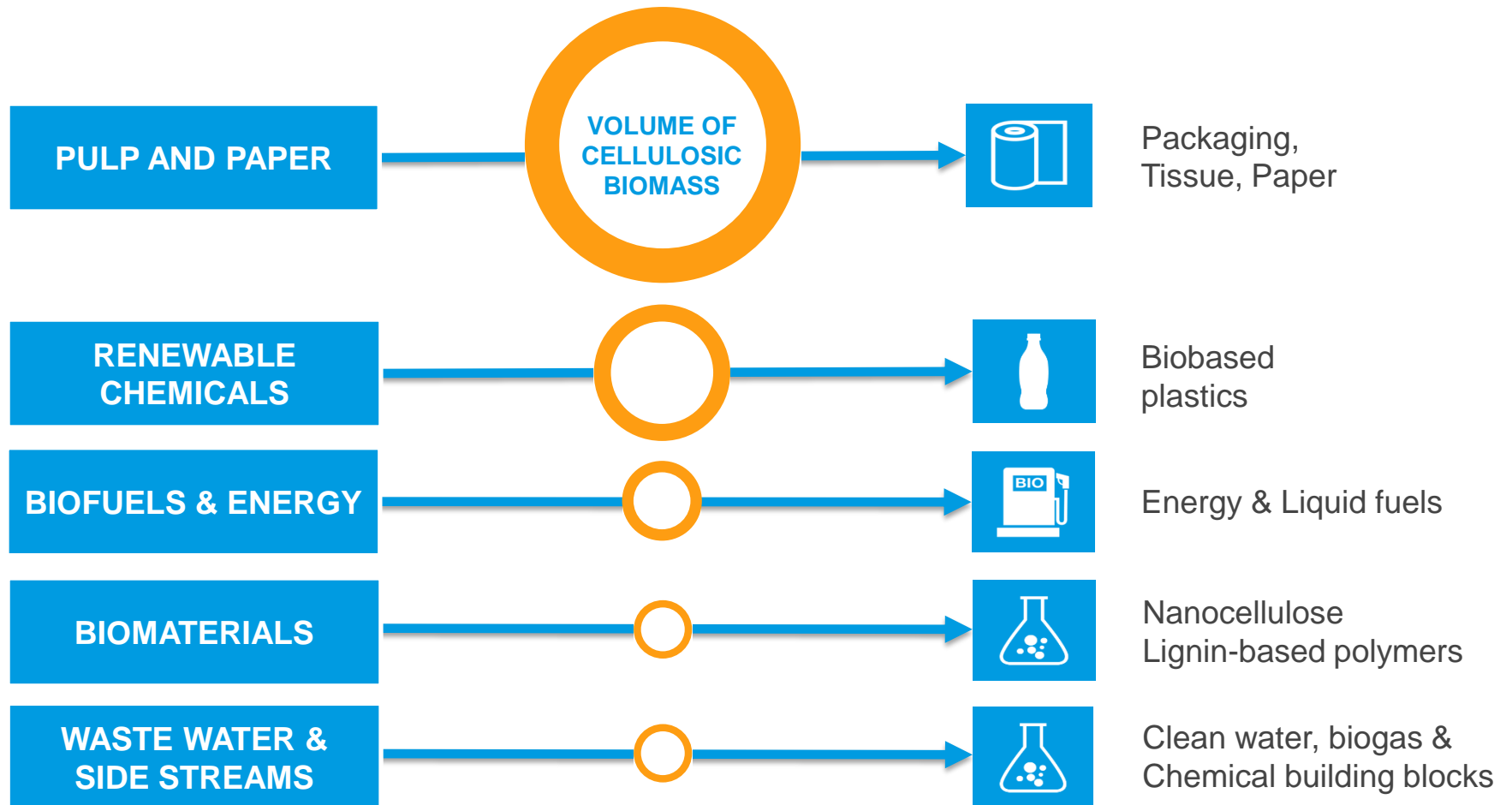
STRONG CHAIN OF COMPETENCE

- **FAST:** Industry leading short development cycle
- **FLEXIBLE:** Tailored enzyme design approach to meet challenging industrial conditions
- **ADAPTABLE:** Can produce large amounts of different enzymes, cost-effectively and supply globally
- **PROVEN:** Developed several novel enzymes from concept to validation at industrial scale and production



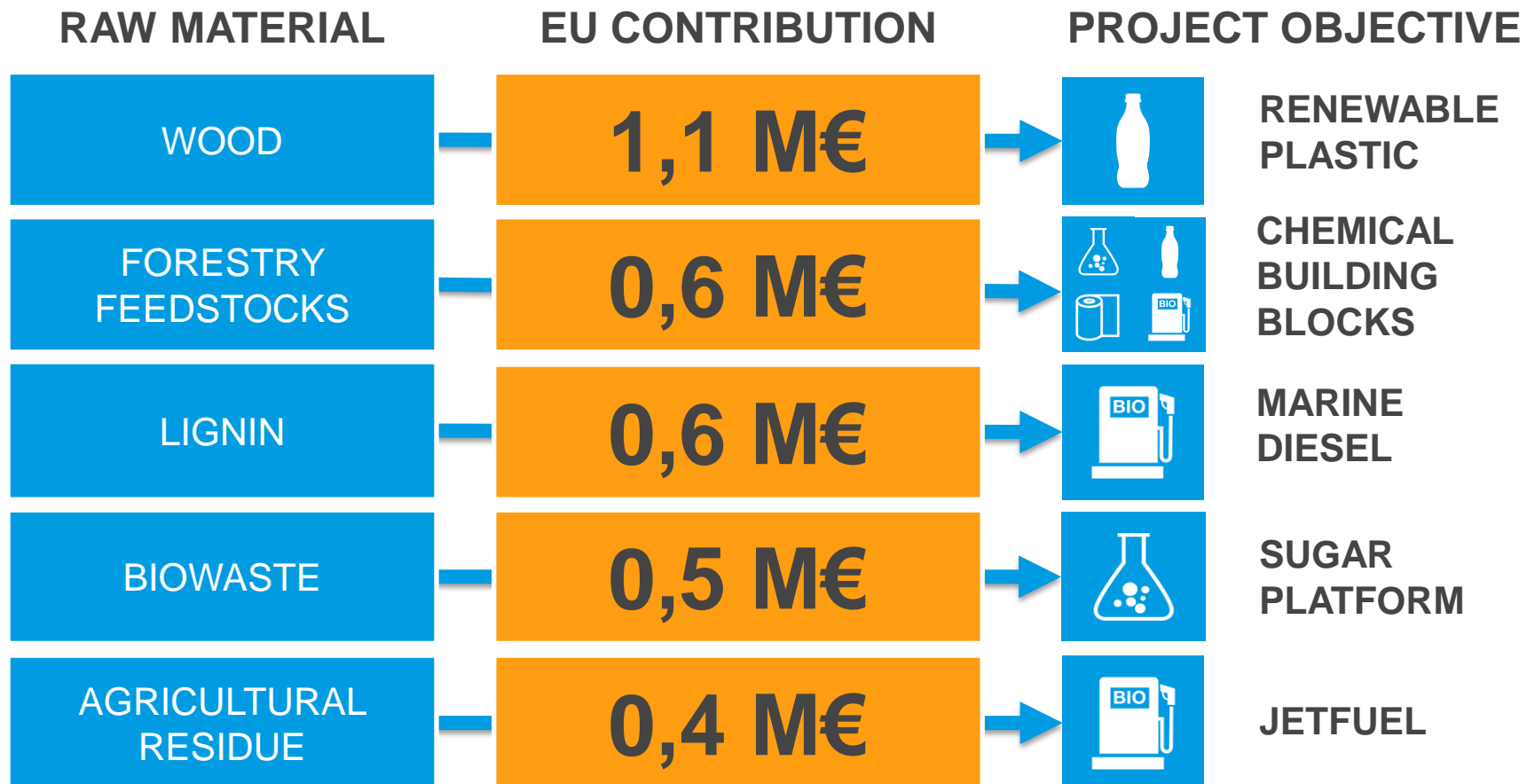
METGEN STRATEGIC FOCUS

Lignocellulosic biomass conversion in multiple segments



ON-GOING H2020 DEVELOPMENT PROJECTS

36 PARTNERS IN 6 EU PROJECTS WITH TOTAL OF 36.3 M€
METGEN'S TOTAL EU PROJECT FINANCING: 4.6 M€



HOW TO GET THE GRANTS? ARE YOU READY?

- Learn about the instruments
- Know what you want
- Have a solid business plan – Crystallize and validate your creative idea in its simplest form
- Saving the world is great – but you'll be judged on:
 - Excellence
 - Impact
 - Exploitation and dissemination
- Use experts to help you with the writing & technicalities

START DATING!

- Partner up / network / make friends / be everywhere!
- Be active in building new value-chains - Listen, learn and adapt
- Geography is important.
- Meanwhile keep your business in good shape
- Attend “dry runs” and coaching sessions
- Do your home work before attending, check who is coming and try to set up one-to-one meetings during an event
- Your job is to convey the message. Be passionate!
- First impression means a lot.
- Always follow-up

TEAM IS THE KEY – YOUR OWN & THE PROJECT CONSORTIUM

- First 4-5 hires are critical. There is going to be intensive communication between team members
- Cultural fit is the key
- Fill only critical positions – outsource the rest
 - Make sure you have great wingmen
- Team work & shared vision
- Always share and talk about “big picture” it inspires the passion

Examples of extraordinary management action in EU projects: Amendments

- MetGen joined to the consortium to replace a partner exiting from the project due to buyout after the project has been running ~ 1 year
- Termination of partner's grant due to bankruptcy
- Adjusting the scope of the project due JV agreement by a partner outside the project causing IPR challenges with key technologies planned to be utilised by the consortium
- Budget allocating adjustments due to differences in the interpretation of how subcontracting and contracting services are defined

Examples of extraordinary management action in EU projects

Audits:

- Every project where grant exceeds €325 000 will be audited
- Additional audits may be imposed by European Commission
 - MetGen had 3 projects audited at the same time last week.

SUMMARY

- Public funding is in many way similar to private
- Requires **plan, team and story**
- Partner up, and make teams and consortiums streamlined
- Be serious and critical about writing the application
- Focus on the commercialization as early as possible
- Once you get the grant
 - Communicate openly with the project officer
 - make sure you follow the rules
 - be ready to get help
- Enjoy the funding, the following success, and future financing opportunities.

EU FUNDED HORIZON 2020 PROJECTS

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BIOrescue (720708) and BIOFOREVER (720710) have received funding from the Bio Based Industries Joint Undertaking under the European Union's Horizon 2020 research and innovation programme under grant agreement No 720708