



# EIF Tech Transfer activities in Italy

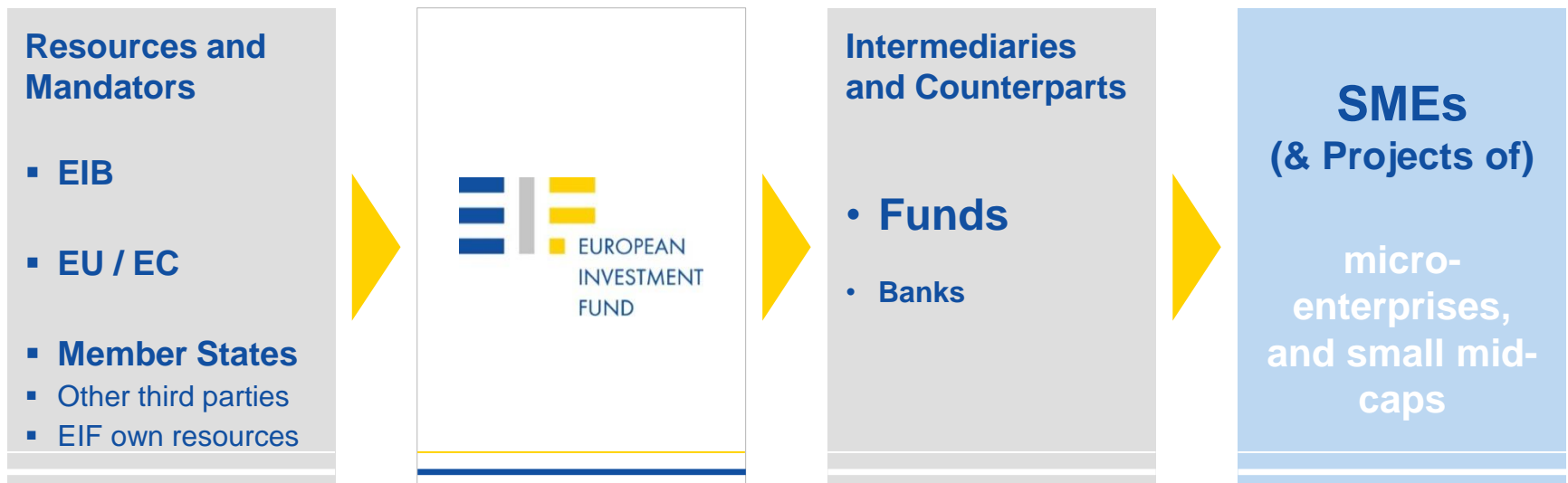
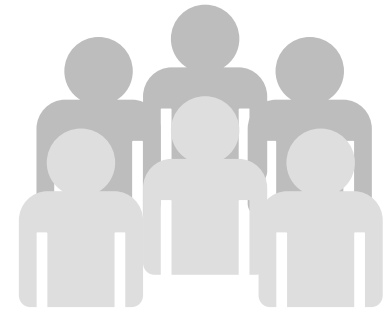
**Netval Summer School 2021, Assisi, 13-15  
September**



# Technology Transfer @ EIF

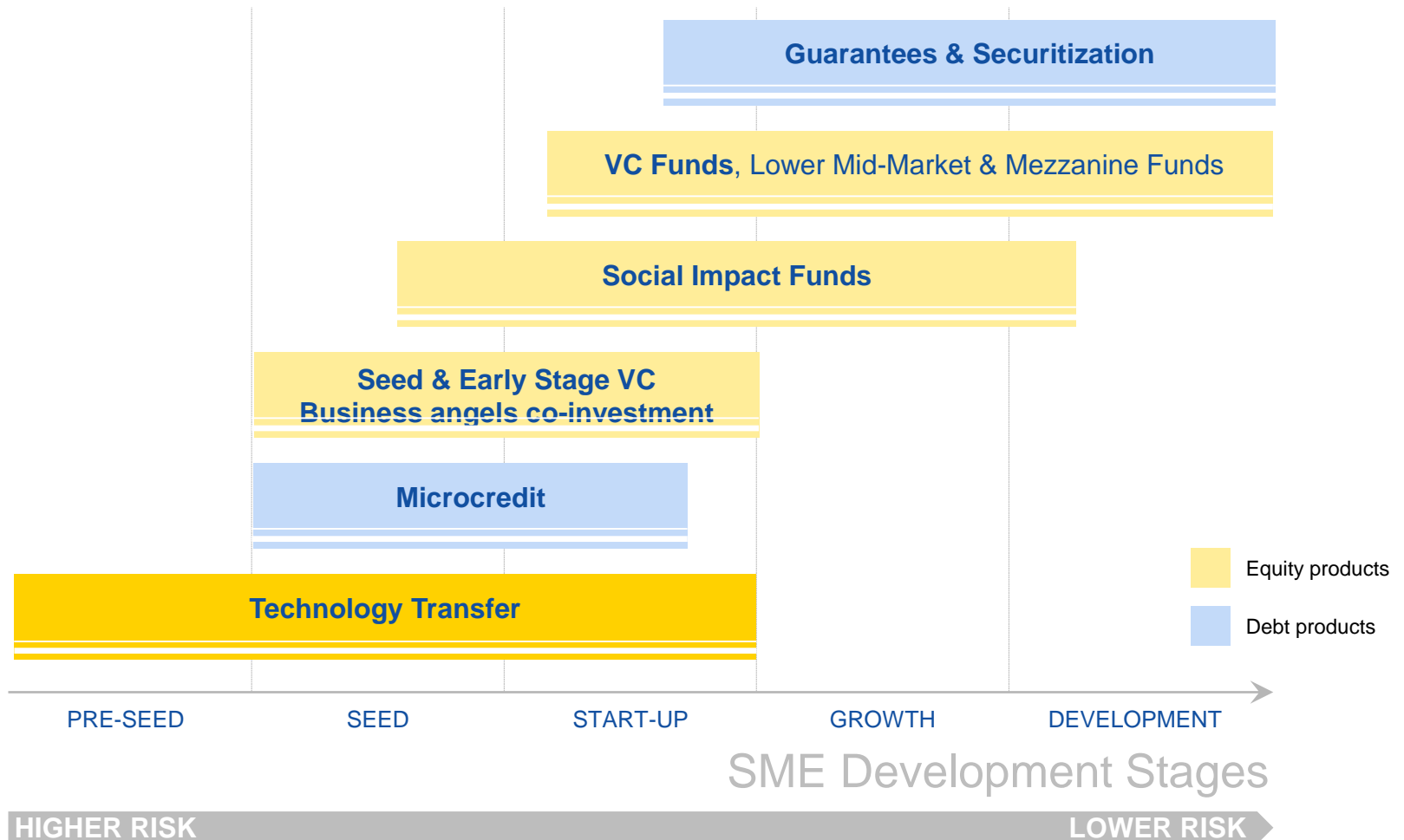
# EIF supports SMEs through Intermediaries

“ We work with a wide range of counterparts to support SMEs ”



# EIF helps European SMEs

*at every stage of their development*



# TT, a strategic element for EU

*But we need more to really change the global dynamics*

## R&D is key

- to Europe's competitiveness
- to position Europe as a leader in strategic sectors

## ... but TT is key to economic impact

- TT is structurally underfunded in EU
- hindering the development of **strategic sectors** where EU is a leader at R&D stage

*A drop of TT support  
in an ocean of R&D:*

*Public R&D spending in EU27*  
**EUR 100b+ / year<sup>(1)</sup>**

*European TT funds*  
**c. EUR 200m / year<sup>(2)</sup>**

(1) Eurostat, 2017 data last update 2019-03 [rd\_e\_gerdfund]

(2) Yearly average total commitments in TT funds supported by EIF 2012-2018

# EIF – supporting TT via fund investments

Since 2006  
EIF invested c.  
1bn in almost 50  
TT funds with an  
aggregated fund  
size of  
almost EUR 2bn  
in commitments

## Innovative sectors

- ☑ Generalist
- ☑ LifeSc, DeepTech...
- ? xxx Tech

## Geo scope

- ☑ Local / One RPO
- ☑ Regional / Nat.
- ☑ Cross border
- ? Pan-EU

## Investment stage

- ☑ PoC / Pre-Seed
- ☑ Accelerator
- ☑ Seed
- ? Other

- **Irish Universities Fund**
  - Generalist
  - Pan-Ireland / TCD & UCD
  - PoC to Seed
- **Kurma Diagnostics**
  - Life Sciences / Diagnostics
  - French/Paris PROs
  - Accelerator + Seed
- **SINTEF Ventures**
  - Generalist
  - SINTEF
  - PoC to Seed
- **Special mandates**
  - ITAtch

# EIF TT Funds – Typical example

## Typical Fund supported by EIF

25 PoC projects	€ 2.5m
15 initial investments	€ 17.5m
Reserves for follow-on	€ 20m
<hr/>	
<b>Total (investable)</b>	<b>€ 40m</b>
<i>(up to 50% from EIF)</i>	

FOR EXAMPLE  
ONLY!

CASE BY CASE  
ADJUSTMENTS!

5 years investment period + long term follow-up

# Attention Points – Lessons Learnt

- ☐ access to good science – more research typically equals more TT
- ☐ support from highest levels within research organisations
- ☐ close collaboration of investment vehicle with TTO – building trust
- ☐ IP to be adequately protected under relevant legislation
- ☐ incentives for managers – alignment of interests with long-term focus
- ☐ minimum viable size of a TT investment vehicle ca. EUR 30m
- ☐ presence of an entrepreneurial system beyond research circles
- ☐ “one size fits all” TT policies do not work





# Example of a TT Investment Programme: ITAtech

## Scientific paper production (2015)

Rank	Country	Value <sup>1</sup> (H-Index)
1	United Kingdom	1,015.00
2	United States of America	1,648.00
3	Germany	887.00
4	France	811.00
5	Canada	794.00
6	Japan	745.00
<b>7</b>	<b>Italy</b>	<b>713.00</b>
8	Netherlands	694.00
9	Switzerland	686.00
10	Australia	644.00
11	Sweden	614.00
12	Spain	591.00
13	Belgium	547.00
14	Denmark	518.00
15	Israel	496.00
16	China	495.00
17	Austria	449.00
18	Finland	443.00
19	Korea	424.00
20	Norway	402.00
21	Russian Federation	390.00
22	India	383.00
23	Brazil	379.00
24	Poland	371.00
25	Hong Kong (China)	359.00
26	New Zealand	351.00
27	Singapore	349.00
28	Ireland	332.00
29	Greece	326.00
30	Hungary	301.00

## Venture Capital investments (2015)

Rank	Countries	VC investments (\$/mln)
1	United States	59.698,50
2	Total Europe	4.220,13
3	Canada	1.825,63
4	Israel (2014)	1.165,00
5	Japan (2014)	1.105,29
6	Korea	1.087,46
7	United Kingdom	951,93
8	Germany	928,47
9	France	757,86
10	South Africa (2014)	352,72
11	Switzerland	289,29
12	Australia	288,49
13	Sweden	180,84
14	Netherlands	180,50
15	Spain	173,55
16	Austria	122,87
17	Finland	118,19
18	Denmark	86,34
19	Ireland	84,03
20	Belgium	68,30
21	Portugal	65,08
22	Norway	62,20
23	Russian Federation	59,00
<b>24</b>	<b>Italy</b>	<b>51,33</b>
25	New Zealand	43,59
26	Hungary	27,67
27	Poland	21,72
28	Slovak Republic	9,91
29	Luxembourg	5,94
30	Estonia	4,12

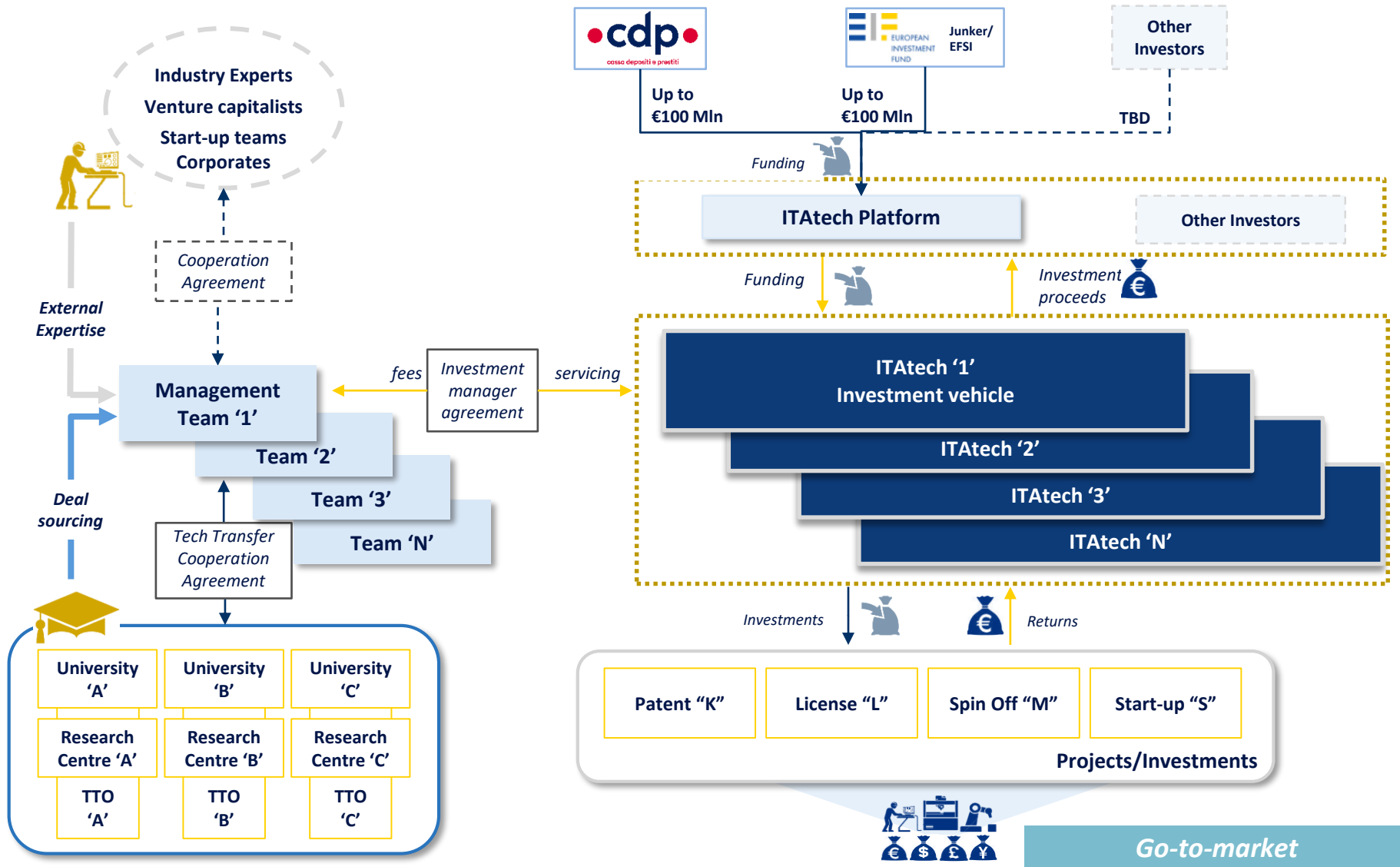
GAP

- While Italy ranks **7th worldwide** in terms of production of **scientific papers**, it only occupies the **24th position** in terms of total **venture capital (VC) investments** (a proxy for innovation finance), presenting a very significant gap relative to peer countries like France and Germany
- Although VC investments do not necessarily derive from TT initiatives, they represent a good proxy of the level of development of the ecosystem for innovation and of how much basic research is translated into commercial activities
- There is a poor dissemination of the "**public procurement**" innovation (according to the World Economic Forum, Italy is at the **114th place in the world in terms of public demand for technologically advanced products** and fragmentation of spending on a variety of subjects that limit the necessary economies of scale)
- Corporates and large corporates are still not sufficiently geared towards open innovation and have R&D rates lower than competitors from the most advanced countries

The gap becomes apparent by comparing not only the R&D investments, but also the patent filing activity of most OECD countries....

Sources: Entrepreneurship at a Glance, 2016 – OECD 2016; Global Index Innovation 2016

(1) The h-index is an author-level metric that attempts to measure both the productivity and citation impact of the publications of a scientist or scholar. The index is based on the set of the scientist's most cited papers and the number of citations that they have received in other publications





# ITAtech: impact on the Italian market



- > 20 investment proposals (and new teams) screened by EIF
- > EUR 100m additional, mostly private investments
- EUR 41m invested into final beneficiaries
- 56 final beneficiaries supported



# ITAtech – first effects on the TT ecosystem

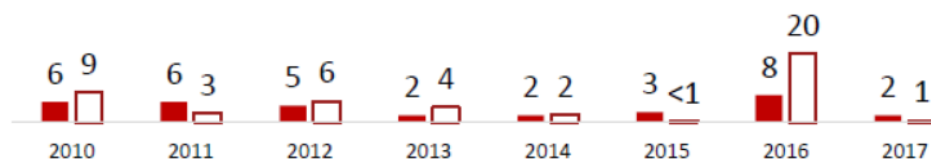
## Initial e follow-on

con il supporto del  
tavolo Technology  
Transfer AIFI

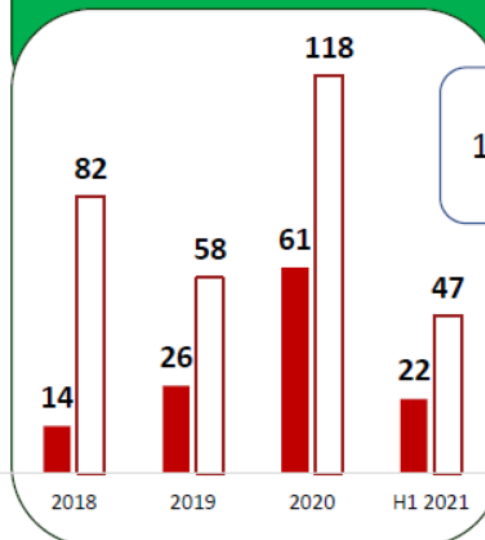
### Evoluzione degli investimenti di Technology Transfer

■ N. investimenti ■ Ammontare (mln Euro)

2010-2017  
34 investimenti  
46 mln/€



Dal 2018  
Fondi ITAtech (e co-inv.)  
73 investimenti  
88 mln/€ investiti



2018-H1 2021  
123 investimenti  
305 mln/€



# The Italian TT Market Today



- **Vertis:** 1<sup>st</sup> time team TT fund focusing on robotics; the dealflow will be originated in particular by 4 of the main Italian universities.
- **Sofinnova Telethon Fund:** 1<sup>st</sup> time team pharma/biotech TT fund focusing on rare and genetic diseases; the dealflow will be originated mainly by Fondazione Telethon, a major charity and research organisation.
- **Poli360:** 1<sup>st</sup> time team TT fund dedicated to Milan's Politecnico, one of the most important Italian technical universities, focusing on the Advanced Manufacturing sector.
- **Progress Tech Transfer:** 1<sup>st</sup> time team, 1<sup>st</sup> time fund, managed by MI.TO Technology, focusing on sustainability projects, building on the manager's existing relationships with most Italian institutes developed as TT/IP consultants.
- **Eureka! Venture:** 1<sup>st</sup> time team, 1<sup>st</sup> time fund focusing on advanced materials, having a preferential relationship with Turin's Politecnico and Italian Institute of Technology.
- **PrimoSpace:** 1<sup>st</sup> time team, TT fund focusing on space economy; the dealflow will be originated mainly by the Italian Space Agency.
- **Clarix Ventures:** 1<sup>st</sup> time team, 1<sup>st</sup> time fund, focusing on drug development; the dealflow will be originated by Italian research institutes and research hospitals.

## Before ITAtech

- Italy had about 10 VC teams, **none** focused on TT investments or with structural working relations with universities or research centres

## Today

- By H1 2019, in **just 2 years**, CDP and EIF resources have been deployed into underlying, dedicated TT funds, which **are** investing in about 30-40 Proof of Concept and seed projects every year
- Over 20 management teams, mostly formed to apply for ITAtech, submitted at least an informal application; **5 new dedicated TT funds** have been selected with ITAtech as cornerstone investor
- The ITAtech team **met over 30 universities and research centres** to present the project – **at least 6 are now actively involved** (investing and/or with dedicated employees), other **smaller universities joined forces to establish common TT offices** in order to better work with investors and increase the chances of bringing their research results to market

## After ITAtech

- At the end of ITAtech, there will be **at least 15-20 new investment professionals in Italy**, and **universities and research centres** will have developed the expertise of their TT officers to improve the extraction of value from their research
- There is a **healthy additional pipeline of management teams**
- There are two new major institutional investors, CDP VC – Fondo TT and ENEATech, that **strengthen and complement** EIF activities
- EIF intends to **maintain the number of active TT funds** at least at the level it is today



The background is a collage of several images. The most prominent is a large, slightly blurred photo of a modern office or transit hub with a glass and steel ceiling and escalators. People are seen walking and standing. Overlaid on this is a large blue rectangle containing the text 'Thanks for your attention and feedback!'. To the right of this rectangle is a vertical strip of four colored squares: grey, light blue, yellow, and yellow. Below the blue rectangle is a horizontal light blue rectangle. In the bottom right corner, there is a small white square containing the number 17, surrounded by some faint geometric shapes.

**Thanks for your attention  
and feedback!**