Opportunities in EIC Transition 2026

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Pillar 1
EXCELLENT SCIENCE

European Research Council

Marie Skłodowska-Curie Actions

Research Infrastructures

Pillar 2
GLOBAL CHALLENGES & EUROPEAN INDUSTRIAL COMPETITIVENESS

Clusters

1 Health
2 Culture, Creativity and Inclusive Society
3 Civil Security for Society
4 Digital, Industry and Space
5 Climate, Energy and Mobility
6 Food, Bioeconomy, Natural Resources, Agriculture and Environment

Joint Research Centre

Pillar 3
INNOVATIVE EUROPE

European Innovation Council

European innovation ecosystems

European Institute of Innovation and Technology

WIDENING PARTICIPATION AND STRENGTHENING THE EUROPEAN RESEARCH AREA

Widening participation and spreading excellence

Reforming and Enhancing the European R&I system

Pillar 3 - Innovative Europe

Supporting and Connecting Innovators Across Europe

- Europe has solid research and industrial base

- Yet it 'could do better' at strengthening the use of scientific excellence and industrial prowess to accelerate innovation and turn innovative SMEs into Technology Giants.

- Focus on supporting the development of disruptive and market-creating innovations and on enhancing European Innovation Ecosystems

Pillar III
INNOVATIVE EUROPE:

stimulating **market-creating breakthroughs** and **ecosystems** conducive to innovation

European Innovation Council

Support to innovations with breakthrough and market creating potential

European innovation ecosystems

Connecting with regional and national innovation actors

European Institute of Innovation and Technology (EIT)

Bringing key actors (research, education and business) together around a common goal for nurturing innovation

The budget: **€10.6 billion**, incl. up to **€527 million** for ecosystems (including NGEU – Recovery Fund parts dedicated to EIC).

circa **€3 billion**

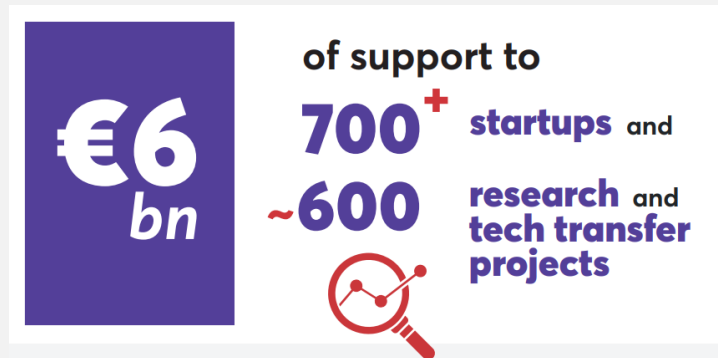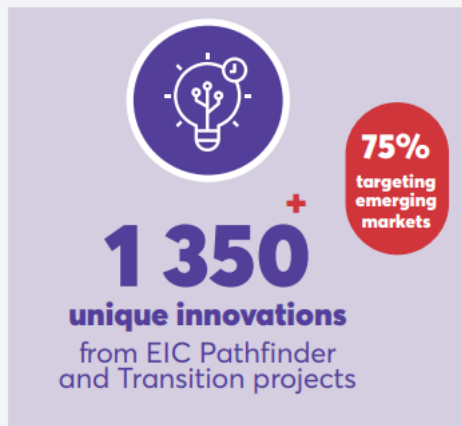# Six Strategic Goals for the EIC

- To be investor of choice for those with visionary ideas
- To crowd in €30-50 B investment into European **Deep-tech**
- To pull through high-risk technologies in critical areas for society and open strategic autonomy
- To increase the number of **European Unicorns** and Scale-Ups
- To catalyse innovation impacts from European public research and innovation
- To achieve operational excellence
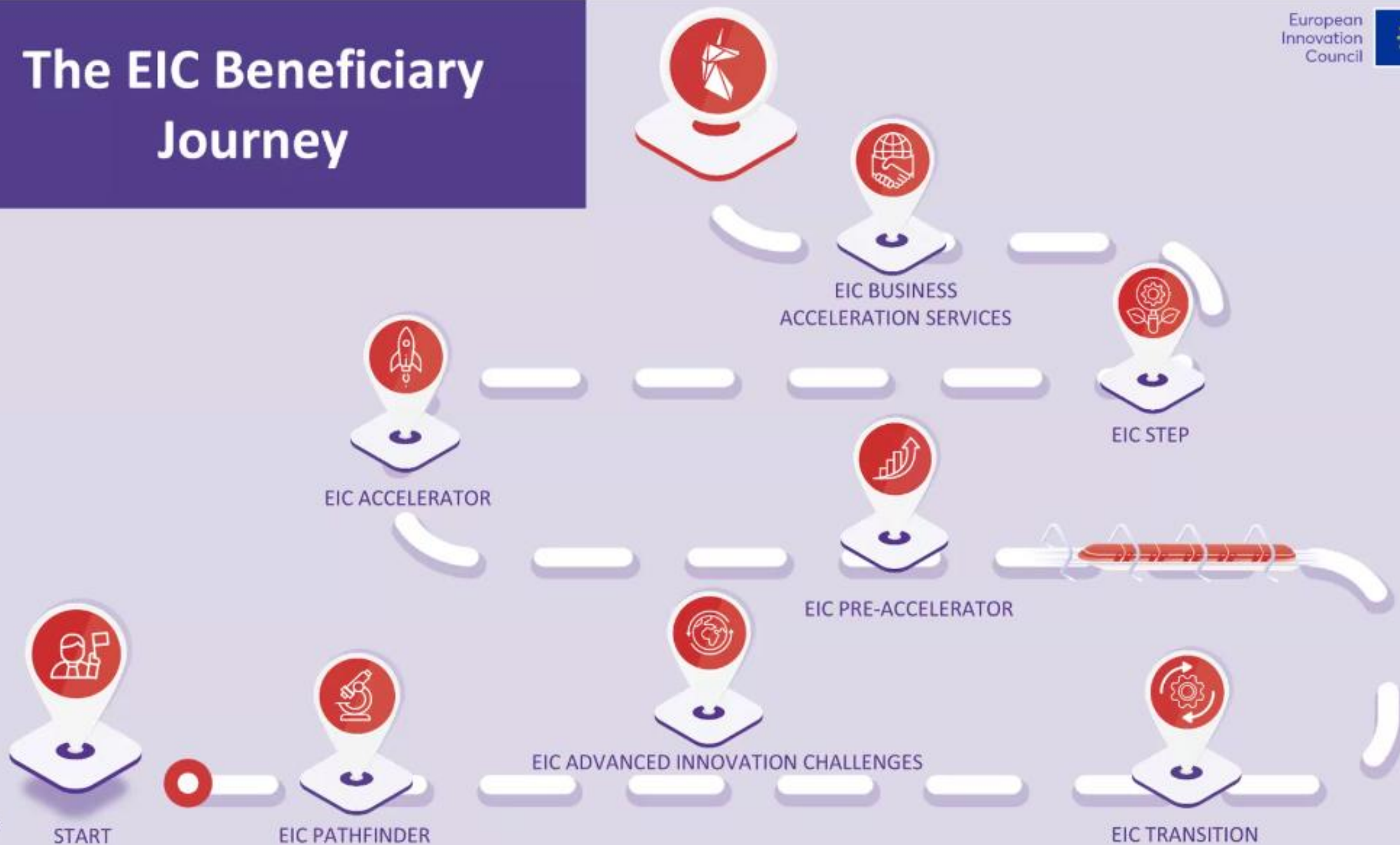
What is deep-tech?

- Technology that is based on cutting edge scientific advances and discoveries

- Is characterised by the need to stay at the technological forefront by constant interaction with new ideas and results from the lab

- NOT – High-tech which refers to R&D intensity

- Unicorn – private company valued at over 1B€
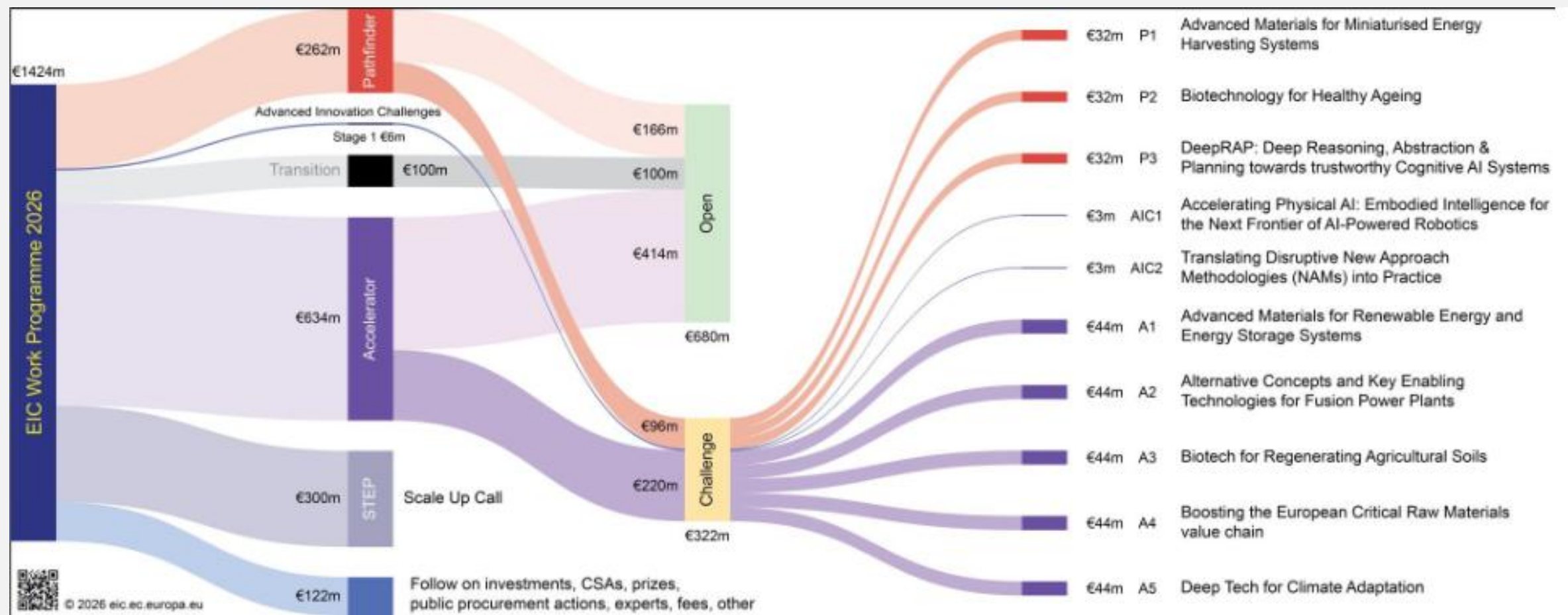
EIC Impact Report 2025

- [EIC Impact Report 2025](#)
- Generating new technologies from EU's research base
  - Translating research into market-ready innovations
- EIC Pathfinder & EIC Transition projects have spawned over 1300 innovations and had led to the creation of more than 100 spinout companies
- Includes ~100 projects that are commercialising results from ERC

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1 350+ unique innovations from EIC Pathfinder and Transition projects — 75% targeting emerging markets

€6 bn of support to 700+ startups and ~600 research and tech transfer projects

UNLOCKING OPPORTUNITIES — EIC companies and projects matched with corporates, procurers, and investors — 1 000+ — 230 signed deals

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The EIC Beneficiary Journey

EIC Work Programme Budget 2026
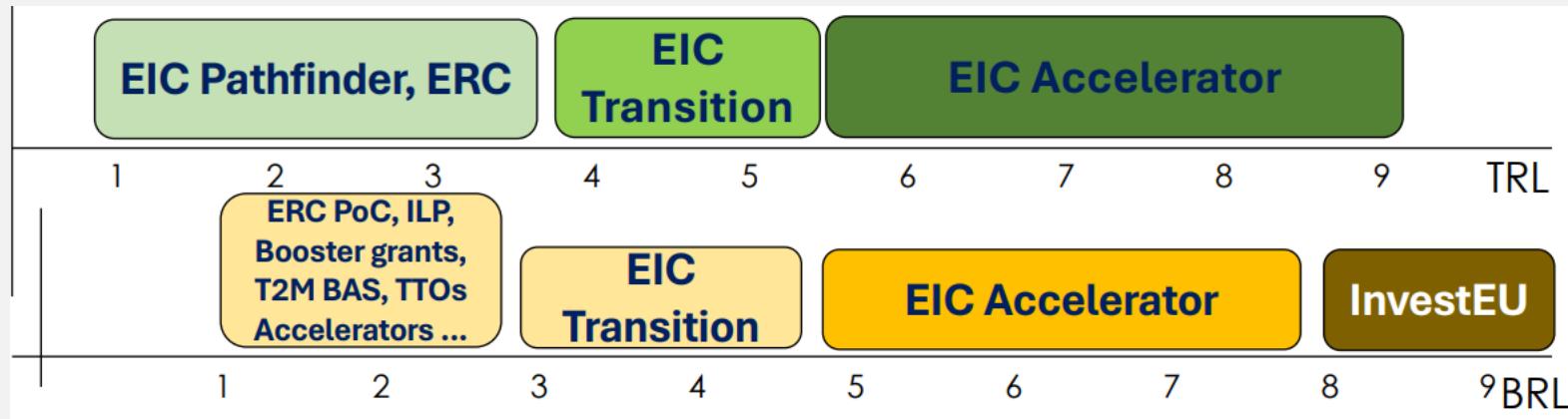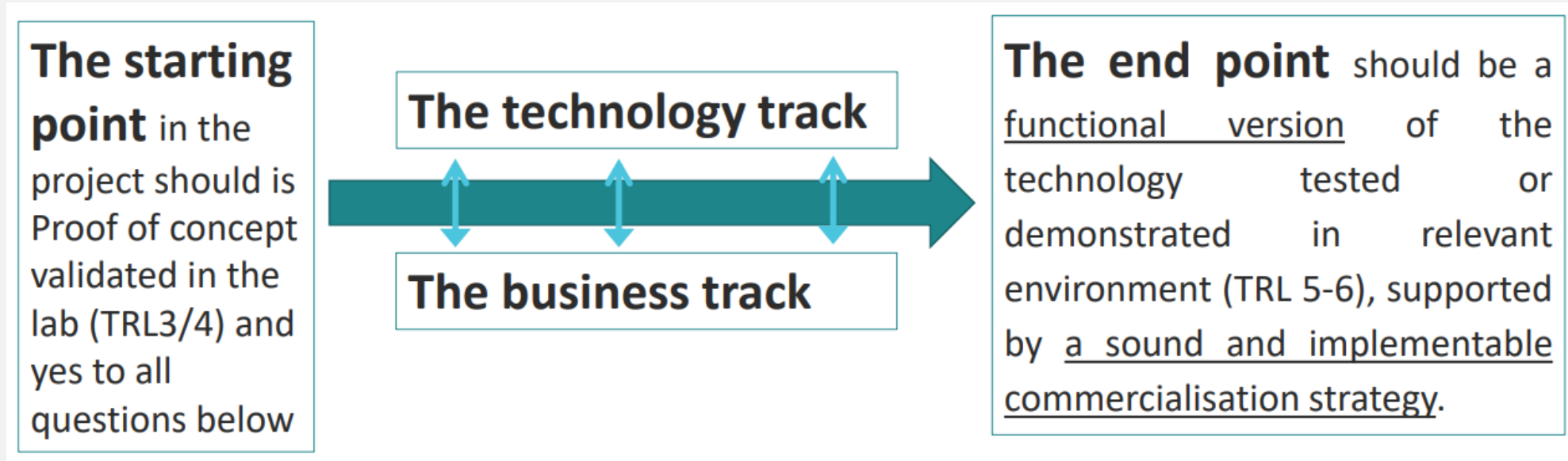
What is the EIC Transition?

What is EIC Transition

- Targeting innovation activities that go beyond the experimental proof of principle in laboratory.

- It supports both the maturation and validation of novel technologies from the lab to the relevant application environments.

EIC Transition

The starting point in the project should is Proof of concept validated in the lab (TRL3/4) and yes to all questions below	The technology track The business track	The end point should be a functional version of the technology tested or demonstrated in relevant environment (TRL 5-6), supported by a sound and implementable commercialisation strategy.

- Have you identified EU-funded project with promising commercial potential
- Do you have a novel technology, with proof of concept
- Have you conducted early market / competition explorations
- Do you have a motivated and diverse team to take forward to the next steps

Restricted application – Who can apply

- EIC Pathfinder & H2020 FET
- ERC PoC – only 1 proposal per eligible originating ERC PoC
- Research Infrastructures
- H2020 Societal Challenges & LEIT + Horizon Europe Pillar 2
- JUs except FSTP grants
- EDF (PADR)
- Innovation Radar - Innovation Radar > EIC Transition
- NOT Eligible – ERA-nets, Co-funded Partnerships, EIT KICs

EIC Transition – eligibility criteria

Min TRL3 – TRL4 preferred
18 months from start of previous project (change from 2025) BUT
ERC PoC is more than 6 months
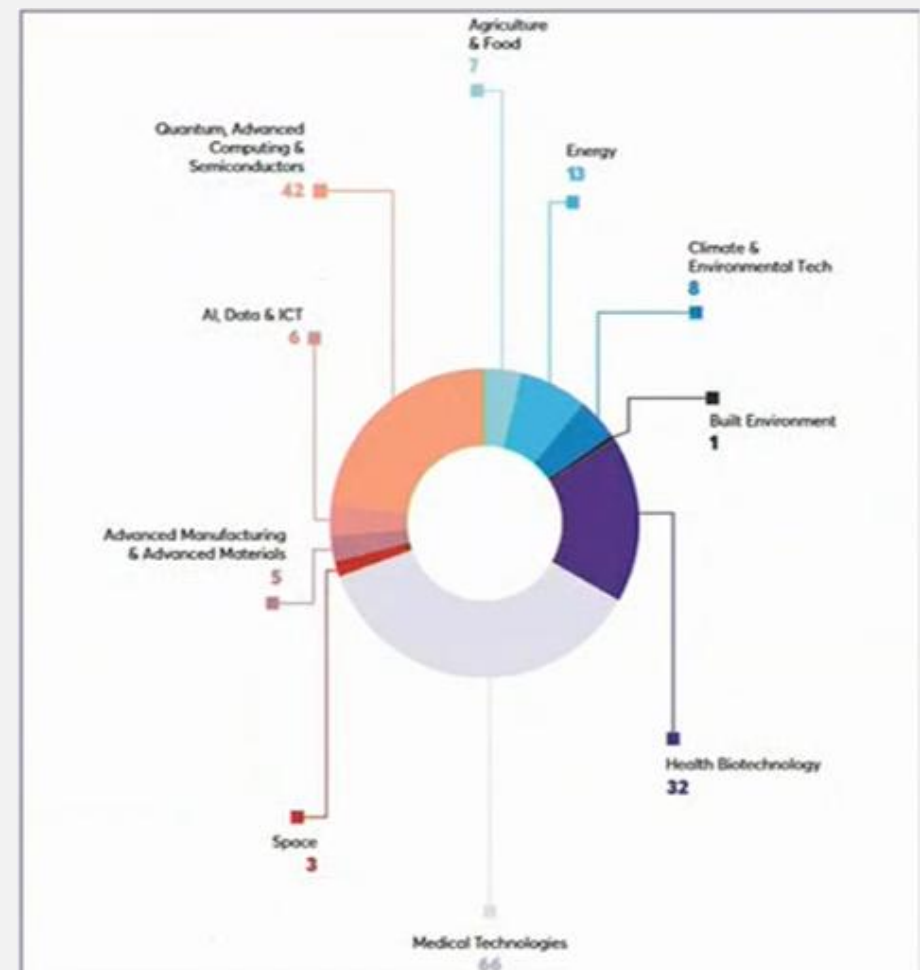Deadline: **16th September 2026** @ 17:00 CET

- Grant: max 2.5M€
- Who can apply – previously funded projects .
- Validated in the 'lab' & ready for next steps towards maturation and validation
- Performed early market / competition collaborations
- Team motivated for commercialisation
- Mono-beneficiary or small consortia – very specific rules

EIC Transition Results 2021-2025

Deadline	Submitted	Ineligible	Evaluated	Funded	Success Rate
2021	292	62	230	43	18%
1st Cut-off 2022	165	21	144	19	13.2%
2nd Cut-off 2022	287	106	181	32	17.7%
1st Cut-off 2023	180	14	166	19	11.4%
2nd Cut-off 2023	257	18	239	27	11.3%
2024	413	23	390	40	10.2%
2025	611	66	545	(est 40)	7.34

EIC Transition 2021-2024

- 183 projects & 445M€ in grants
- 33% SMEs beneficiaries
- 50% from ERC PoC
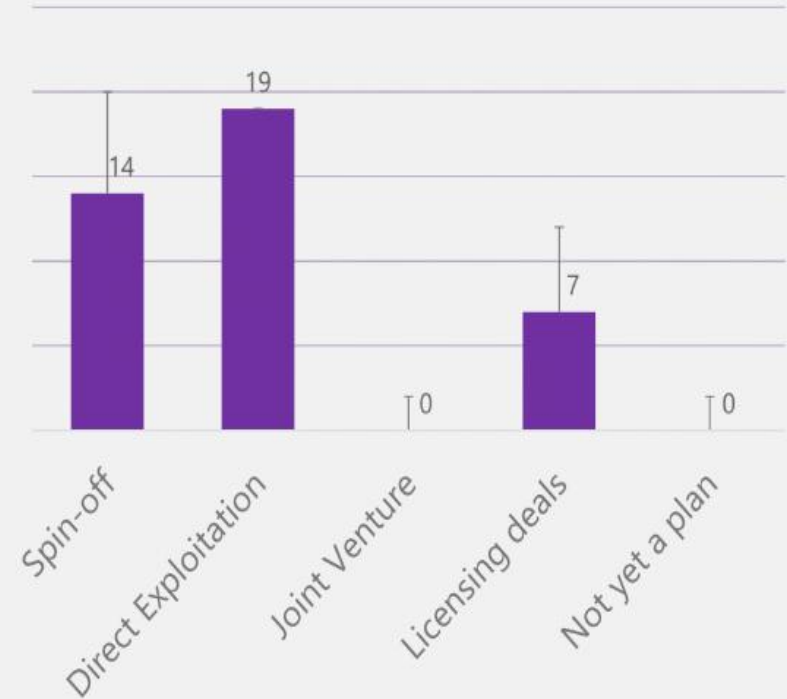- 35% from Pathfinder / FET
- 53.5% Medical & Health Biotech

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EIC Transition – new in 2026

- Deadline 16 Sept 2026 @ 17:00
- Hard limit of 2.5M€
- Duration of 1-3 years will be deemed appropriate
- 18 months from start of previous project – new for 2026
- Basis of ERC PoC – start date must be more than 6 months before deadline
- Within 24 months of end of previous project
- Pay attention to consortium composition – 5 max.
    - Is the number of partners well justified?
    - Main partners responsible for bringing technology to market must be involved in the research
- Operational capacity to execute project well
- BAS Coaching is Compulsory – Tech to Market Programme
- ERC PoC cannot submit more than one project

If not part of the initial consortium

- You can still apply, BUT :

- Include in your proposal a commitment letter from the relevant owners of the result(s)

- Confirming the commitment of the owner of the eligible project result to negotiate with you fair, reasonable and non-discriminatory access to such results, including IPR, for the purpose of future commercialisation.

- Innovation Radar - [Innovation Radar > EIC Transition](#)

Lessons learnt from 2021-2025

- Need for higher impact & Commercial potential
  - Need to identify a promising market
  - Not specific, small market with limited potential

- Business model and Market Analysis
  - Prelim Business Model and Market analysis – must be included
  - Business model validation & refinement of Market analysis
  - Not only technology maturation

- Technology Readiness Level
  - TRL3 is the min – TRL4 is preferred
  - TRL5 or 6 is too high

- IPR issues – commitment needs to be solid

Lessons
- **Know the market** you plan to enter
- **Know the competition** you will face
- **Know the problem** you are solving

Major strengths of GO proposals

- Great Innovation – 70%

- Competent team to develop technology, investigate market U Business – 70%

- Understanding and knowledge of the market competition – 56%

- Involvement of users and early customers – 26%

- Right timing – 26%
  - TRL
  - Feasibility and USP

- Incipient business model – 22%

Succesful proposals have:

- **Disruptive innovation** with high commercial potential

- **Competent team** to develop the technology <u>and</u> bring it to the market
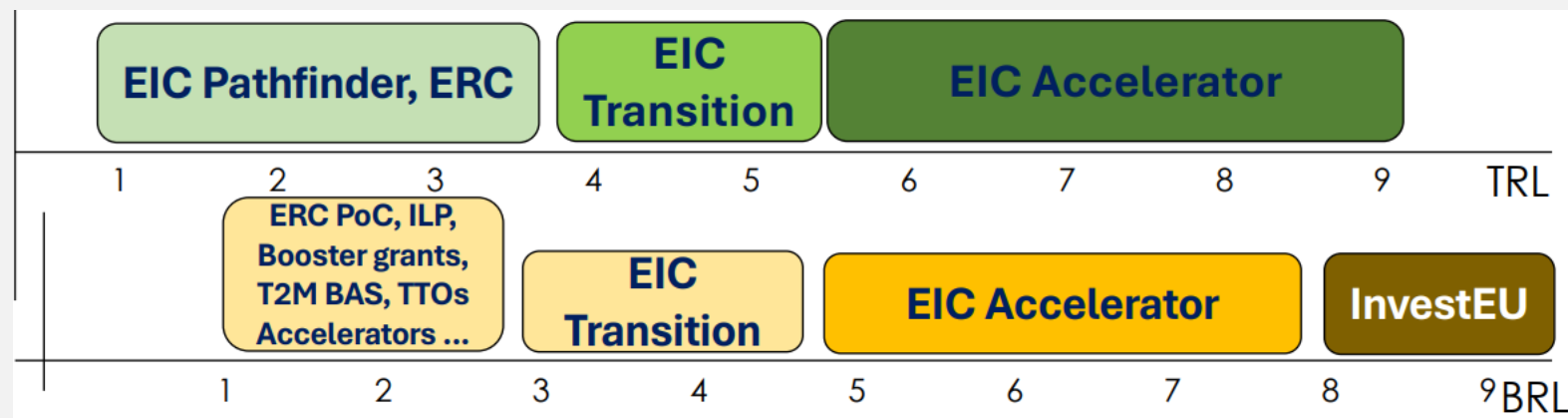
Major weaknesses of the NO GO Proposals

- Lack of understanding of the market / competition – 74%
- The Team in the consortium or the exploitation partner – 58%
- The business model – 45%
- The lack of involvement of early users / customers – 32%
- Wrong timing in terms of TRL / USP / Feasibility – 29%
- Novelty / disruptiveness of proposed innovation – 26%

Lesson learned NoGo proposals:

- **Know the market** you plan to enter
- **Know the competition** you will face
- **Know the problem** you are solving

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NB – TRL & BRL are linked

- Present initial elements of a business plan & model
  - Value proposition, competition, customer's needs etc
  - VC interest
  - Team with complementary skills

- Should include activities to increase market/business readiness
  - Analysis of the competition
  - Certification, standardisation and regulation

- Applicants are expected to present business assumptions & hypothesis with TRL to be further validated during project
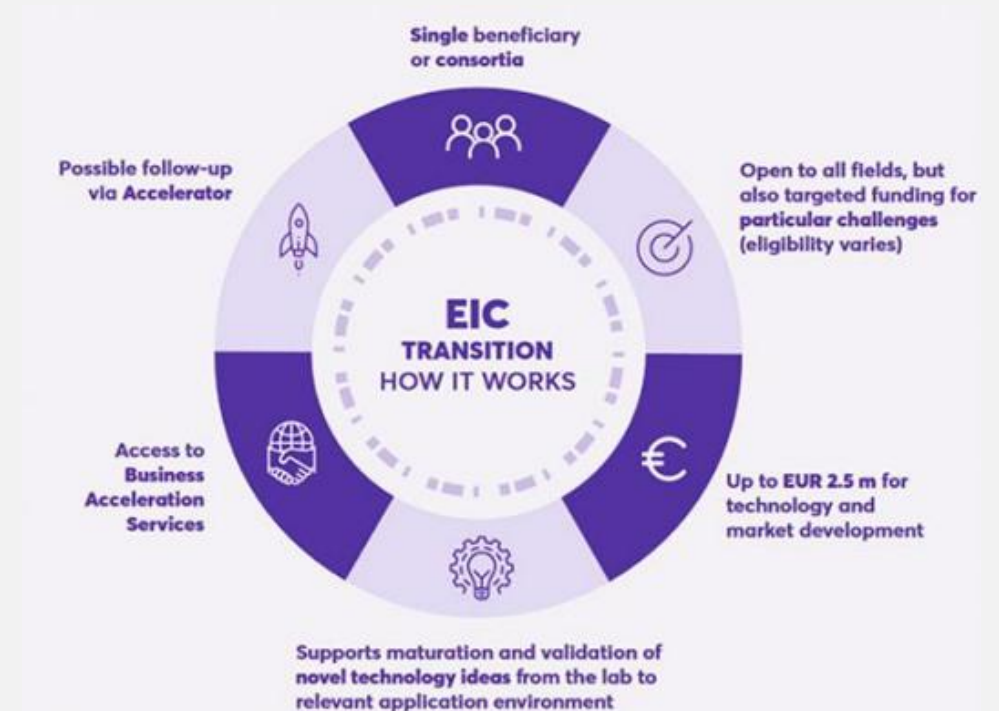
Business Plan and Model

- Applicants must present initial elements of a business plan and model e.g. :
  - Value proposition
  - Competition
  - Customers' needs
- Include activities to increase market and business readiness
  - Analysis of competition
  - Certification / standardisation / regulation
- Business assumptions and hypothesis equal to the TRL of the proposal AND verified during the project
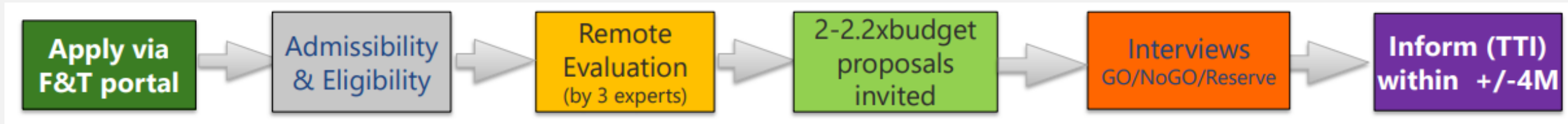
What is expected in EIC Transition

- **Impact** – quantify the scale of problem
- **Value** – what is USP / value proposition
- **Advantage** – why can you win
  - Competitive edge, IP, Sustainability
- **Execution** – delivery & scale
  - Business Model, resources & partnerships
- **People** – who will lead commercialisation

EIC Transition Evaluation Process

- 3 experts in remote evaluation
- Final score is sum of individual scores
- Different evaluation criteria @ remote & Jury Phase

Apply via F&T portal → Admissibility & Eligibility → Remote Evaluation (by 3 experts) → 2-2.2xbudget proposals invited → Interviews GO/NoGO/Reserve → Inform (TTI) within +/-4M

EIC Transition - Excellence

- **Technological breakthrough:**
  - Does the technology have a high degree of novelty & higher performance compared to other technologies available / in development
  - Does the technology indicate high commercial potential

- **Objectives:**
  - Credible and feasible objectives for the planned technology development & maturation
  - Credible and feasible objectives (and KPIs) for the planned business development process?

- **Methodology:**
  - Is the timing right for this technology/innovation (i.e., feasibility, TRL, USP)

EIC Transition - Impact

- **Credibility of the impacts:**
  - To what extent the expected impacts described are credible and substantial realistic within the project and beyond
    - One or several sectors, setting new standards etc

- **Economic and/or societal benefits:**
  - Does the proposed innovation have scale up potential including high capacity to gain or create new European or global markets?
  - Is the proposed innovation expected to generate other positive impacts (strategic autonomy, employment, societal, environmental etc.)?

- **Investment readiness and go to market strategy:**
  - Contribute to make the technology and the team investment ready (including through IP protection and market validation)?
  - Well defined & convincing go to market pathway/strategy, including what regulatory approvals may be needed (if relevant), time to market, possible business and revenue model?

EIC Transition - Quality & efficiency of the implementation

- **Quality and motivation of the team:**
  - Does the (project) team have the necessary high quality capabilities and motivation to move decisively towards market.
  - Operational Capacity
  - Necessary expertise to create unique commercial value from the emerging technology and develop an attractive business and investment proposition?

- **KPIs and Milestones:**
  - Both milestones and KPIs present, relevant and clearly defined (measurable, timed, comparable etc.) to track progress along the pathway towards objectives?
  - Have the main risks (e.g., technological, market, financial etc.) been identified, together with measures to mitigate in order to achieve the project objectives?

- **Workplan and allocation of resources:**
  - How appropriate and effective is the allocation of resources (person-months and equipment) in the workplan and work packages and project partners?

Capability is linked to Capacity

- Both relate to team's ability to achieve goal
- Both need to be successful
  - one influences the other
- Capacity limits capability
  - need to progress at intensity & scale
- Applicants must have stable and sufficient resources to successfully implement the projects & contribute their share

EIC Transition Jury Interview

- Due Diligence

- [EIC Jury Members - European Commission (europa.eu)](europa.eu)

- The evaluation criteria are different from remote and Jury Phase

- Up to five team-members in interview – work as a team

- 10 mins for pitch & 35 mins for questions – no pre-defined questions

- Be prepared!
  - Maybe 18-25 questions and observing who you work as a team

Bid Writers & Consultants

EIC Board Observations on the use of Consultants

- [EIC Board observations on the use of consultants for the EIC applications - European Innovation Council](#)

- Applicants are free to seek consultancy services

- **BUT** success is possible without them

- Highlights the main support options, such as National Contact Points (NCPs), University TTOs, insights from previous applicants, BAS & Enterprise Europe Network (EEN)

- [Code of Conduct](#) - ethical standards – verify adherence

- Read the small print

Working with Consultants/ bid writers

- Read the small print

- Contract considerations – be cautious of exclusivity clauses, IP rights & the nature of consultancy contracts

- Assess their capabilities, compare multiple offers, consider sector specific expertise & ensure compliance with Code of Conduct.

- Be aware of success rates

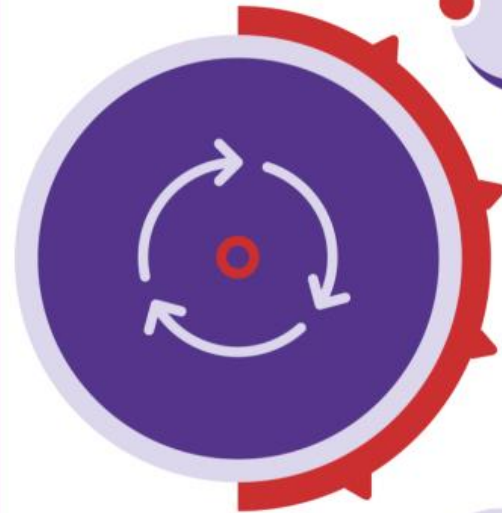- Applicants must remain engaged & responsible for applications

Business Acceleration Services (BAS)

BAS Aims for EIC

- View is - Financial Support is beginning of journey
- Mechanisms to help bring innovations to the market & grow your business

- Some are compulsory
- All are worth considering

- [BAS - European Innovation Council - European Commission](#)

Additional opportunities for EIC Transition Awardees

Projects

or their beneficiaries funded through

EIC Pathfinder & EIC Transition are eligible to apply for

EIC Booster grants of up to €50,000 to undertake complementary activities

EIC Transition to transform their research results into innovation on the market

EIC Accelerator support via the **Fast Track** scheme

a wide range of **Business Acceleration Services**, including coaching and networking

Coaching for Transition projects becomes mandatory!!!

Thank you!

Pillar 3 – Innovative Europe

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