

**Andalucía
TRADE**

Incentives Schemes and Innovation Support

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Junta de Andalucía

SOMETHING ABOUT OUR PAST

Andalucía
TRADE

Intermediary body ERDF GLOBAL GRANT since 1991
SGA 2014-2020 631 MIL €

Reimbursable Funds
€1.192 Millions
Jeremie 343

SGA 2007-2015. Grants
16.800 Projects received
1.121 M€ Public incentives
5.754 M€ Business Investment
25.800 Employment created

COSME- ENTERPRISE EUROPE NETWORK-
CESEAND
H2020 ERANETS.
TERRITORIAL COOPERATION

300 professionals at the disposal of the Andalusian companies, with locations in the 8 Andalusian provinces and at the business spaces all around the region

INNOVATION STRATEGY OF ANDALUSIA 2020

Andalucía
TRADE

PRIORITIES

FOSTERING & DEVELOPING MOBILITY & LOGISTICS

TRANSPORT RELATED ADVANCED INDUSTRY
STRENGTHENING

SUSTAINABLE EXPLOITATION OF ENDOGENOUS RESOURCES
ON TERRITORIAL BASIS

PROMOTING ANDALUCÍA AS A LEISURE AND CULTURE
DESTINATION

FOSTERING PUBLIC HEALTH AND WELFARE SYSTEMS

RESEARCH & INNOVATION ON AGRO FOOD INDUSTRY AND
HEALTHY DIET HABITS

PROMOTION OF RENEWABLE ENERGIES, ENERGY EFFICIENCY
AND SUSTAINABLE BUILDING

FOSTERING ICT AND DIGITAL ECONOMY

DIMENSIONS

COMPETITIVE AND EFFICIENT INDUSTRY

ESSENTIAL FACILITATING TECHNOLOGIES

SMEs INNOVATING AND GENERATING EMPLOYMENT

INTERNATIONALIZATION PROMOTION

EDUCATION, TALENT AND CREATIVE ENVIRONMENTS.
KNOWLEDGE AS A PRODUCTIVE FACTOR.

SOCIAL INNOVATION

NETWORKING

INFRASTRUCTURES FOR COMPETITIVENESS AND
EXCELLENCE

KEY SECTORS

Andalucía
TRADE



AEROSPACE

3rd largest European aerospace cluster and 2nd Spanish Aerospace industry

Companies: 114
Employment: 12,600 jobs
Turnover: €2,2200 millions



ICT

Considered as the Silicon Valley of Europe

Companies: 2,700
Employment: 27,000 jobs
Turnover: €6,200 millions



BIOTECH

1st Spanish Bioregion in terms of biotech creation companies since 2009

Companies: over 100
Employment: 2,800 jobs
Turnover: over €600 million



FOOD PROCESSING

2nd region in Spain in terms of food processing. 1st producer of olive oil and olives in the world and 1st organic producer in the EU

Companies: 5,300
Employment: 47,000 jobs
Turnover: €12,400million

INCENTIVES SCHEMES

WHY, WHAT AND HOW

(AND WHAT HAPPENED IN BETWEEN)

INCENTIVES SCHEMES

MAIN PURPOSE

- **HELPING COMPANIES (*mostly SMEs*) TO BE MORE INNOVATIVE AND MORE COMPETITIVE**

INCENTIVES SCHEMES

WHY?

- ***MARKET FAILURES***

- ✓ Positive externalities/knowledge spillovers
- ✓ Imperfect and asymmetric information (high degree of uncertainty)
- ✓ Coordination and network failures

- ***CREATING AND BOOSTING INNOVATION ECOSYSTEMS***

INCENTIVES SCHEMES

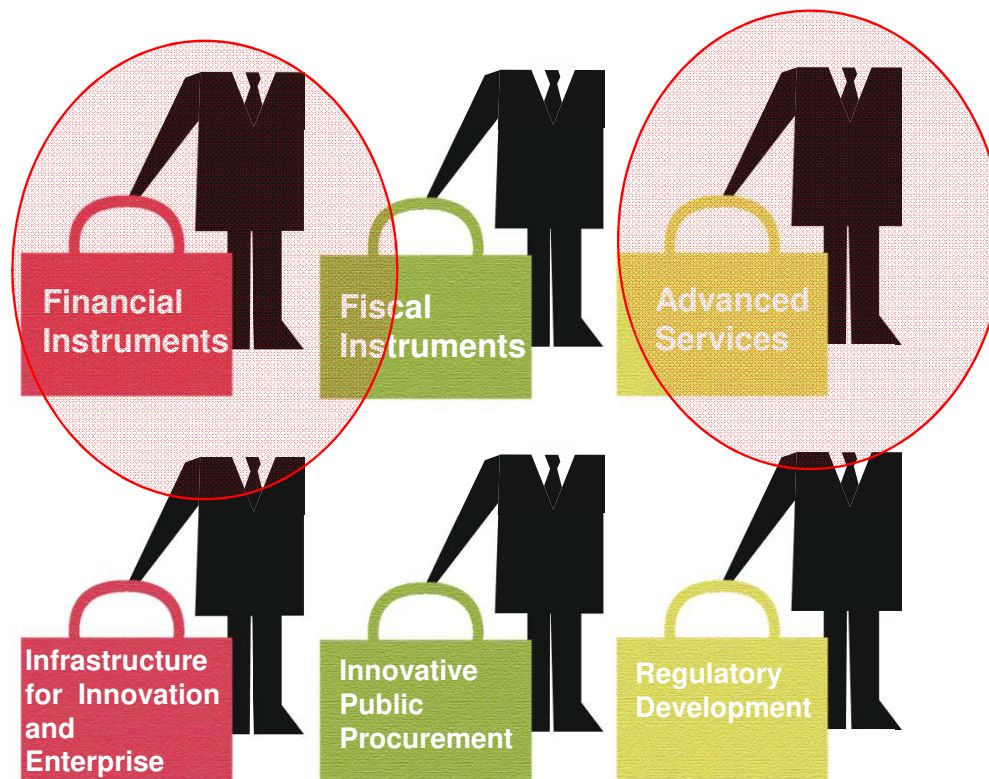
WHY?

- ***INNOVATION MAKES COMPANIES MORE COMPETITIVE***

INNOVATION SUPPORT

HOW

instruments



RIS3Andalusia Implementation Instruments: Incentives

Andalucía
TRADE



ERDF, ESF & Regional Funds

R&D SUPPORT call for proposals

MAIN OBJETIVES

- To INCREASE the *competitiveness* of Andalusian companies.
- To IMPROVE the *intensity* of innovation and the result of the *innovative effort* in Andalusian companies, especially SMEs.
- To ENHANCE the number and quality of *collaborative* R&D projects
- To BOOST the *international dimension* of business innovation in Andalusia.
- To PROMOTE strategical R & D projects that suppose a *leadership effect* for Andalusian companies.*
- To HELP *Digital Transformation* and Industry 4.0*
- TO FACILITATE *synergies* between structural funds and other European R&D funds as well as the integration of Andalusian companies into European *collaborative innovation initiatives**

R&D SUPPORT

Incentive Program for the Promotion of Industrial Research, Experimental Development and Business Innovation

To promote Andalusian business research, development and innovation, in tight collaboration with the other agents of the Andalusian System of Innovation and in the framework of those priorities and dimensions settled by the Innovation Strategy Andalusia 2020 RIS3

To increment the competitiveness of Andalusian enterprises through the creation and incorporation of knowledge, technologies and innovations aiming at improving processes and the creation of products and services that are technologically advances and with higher added value

CONSTRAINTS

- **STATE AIDS**
- **ESIF**
- **GRANT RULES**
- **RIS3**
- **PUBLIC RULES**
- **BUDGET**
- **COMPETITION & REGULATORY RULES**
- **STAKE HOLDERS**

PROGRAMMES AND PROJECTS

- Supporting to Business R&D
- Fostering International R&D
- Leading Open, Strategic and Single Innovation
- Digital Transformation

GRANTS

 Direct, non-repayable incentives

PROGRAMS

Specific Aims

- ***"Support of R&D&I Business"***: addressed to improve the participation of Andalusian companies in total Andalusian R&D&I expenditure, increasing the intensity of innovation as well as results from the innovative efforts, especially those from SMEs.
- ***"Promotion Program for International R&D&I"***. This incentive line includes a pilot program with Seal of Excellence. It opens the possibility to support access for Seal of Excellence Holders from regional Level with ERDF funds.
- ***"Open, Strategic and Singular Innovation Leadership"***: addressed to increase the number and quality of collaborative Business R&D projects in Andalusia.

Open, Strategic and Singular Innovation Leadership

Joint Researchs Unit:

- ✓ 1 large company
- ✓ 1 R&D Institution

3-4 TRL 3 years 60%

Collaborative Project

3 or + companies. 1 SME (at least)

3-7 TRL 3 years 40%-70%

TYPES OF PROJECTS

Program to foster International R&D&I

International R&D&I Projects

Experimental Development projects developed by Andalusian enterprises beneficiaries of an international action within Research Area (ERAnets, «Joint Programming Initiatives»- JPI, «Joint Technology Initiatives»- JTI, etc) or an international agreement (Eureka, Iberoeka)

Support to SMEs in submitting projects within international calls

Funding the recruitment of external technical assistance to carry out tasks related to partners research and proposals drafting

International launch of Innovative Enterprises

Projects aiming at setting up Innovative Business plans for SMEs having applied to 2nd SME's Instrument Phase (HORIZON 2020), reaching to a score of 12 points or more within European Commission evaluation, but without receiving funds for budgetary reasons.

Program to foster International R&D&I

❑ **Support to SMEs in submitting projects within international calls**

Main Target:

Andalusian SMEs who need to contract external advice to carry out tasks related with the drafting of proposals.

Counselling may also include the search for partners if the call requires it. The maximum amount of aid will be **10.000 €**, and may never exceed **75%** of the total cost of the service.

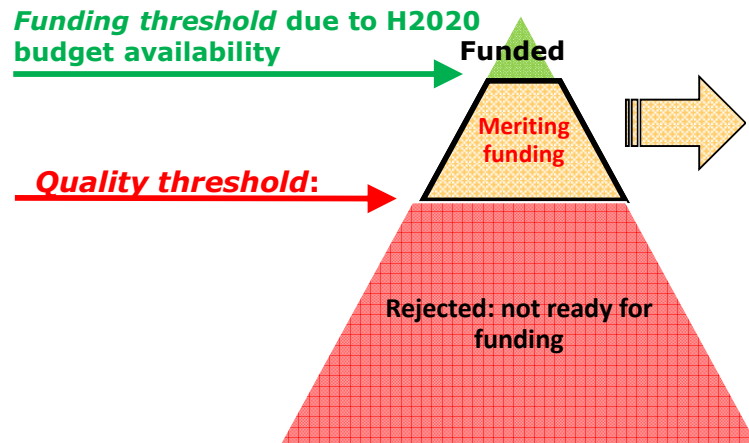
❑ **International launch of Innovative Enterprises (SME Instrument 2)**

Main Target:

New innovative enterprise projects, submitted to Phase II of the SME Instrument of the Horizon 2020 program, that have been evaluated by the European Commission with a score of 12 points or more and for budgetary reasons, could not be financed.

THE SEAL OF EXCELLENCE

Horizon 2020 evaluation:



The SEAL OF EXCELLENCE certificate declaring that the proposals is of high quality and meriting funding

- ✓ **Target population:** excellent projects not funded by H2020
- ✓ **Accompanying letter** explaining how search for alternative funding sources

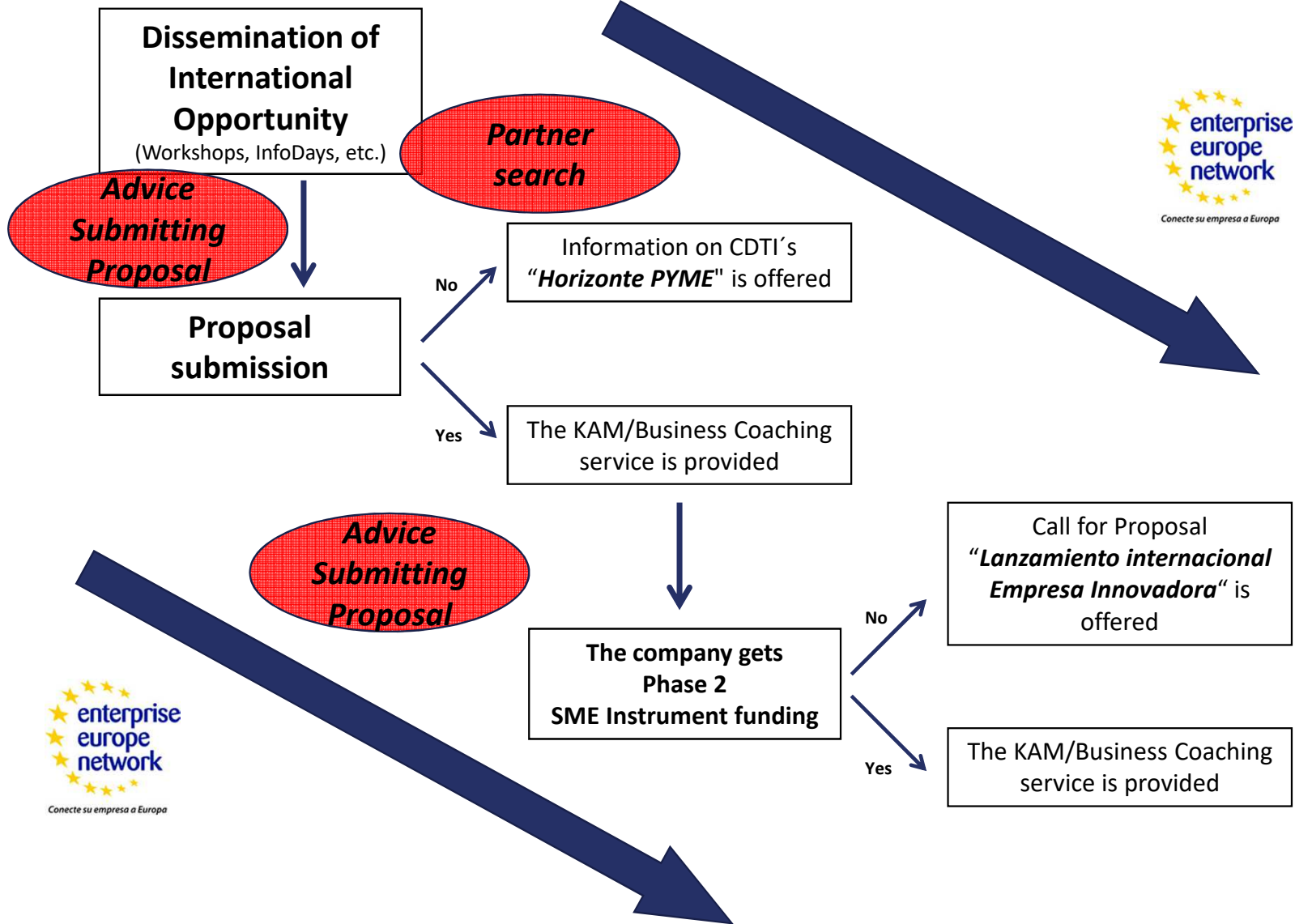
- + **NO AUTOMATISM** **NEW!**
- + **NO SAME FUNDING INTENSITY**
- + **FEEDBACK**

✓ **Clear benefits for regions / Member States:**

- ✓ make the most of a unique, high quality evaluation process
- ✓ better use of resources
- ✓ potential high local impact

Pilot using the SME Instrument

- ✓ Single company
- ✓ Small scale R&I actions
- ✓ Close to market



TYPES OF PROJECTS

INDUSTRIAL RESEARCH : the planned research or critical investigation aimed at the acquisition of new knowledge and skills for developing new products, processes or services or for bringing about a significant improvement in existing products, processes or services. It comprises the creation of components parts of complex systems, and may include the construction of prototypes in a laboratory environment or in an environment with simulated interfaces to existing systems as well as of pilot lines. **(TRL 3-4)**

EXPERIMENTAL DEVELOPMENT :acquiring, combining, shaping and using existing scientific, technological, business and other relevant knowledge and skills with the aim of developing new or improved products, processes or services. This may also include, for example, activities aiming at the conceptual definition, planning and documentation of new products, processes or services;
(TRL 5-7)

WHO

- **Enterprises** (All sizes) *which develop R&D&I Projects included in the call for proposals.*
- Universities and public and private research centres (only in same specific kind of projects)

KEY FACTORS

- TECHNICAL, ECONOMIC AND FINANCIAL FEASIBILITY
- PLACE OF DEVELOPMENT OF THE PROJECT: ANDALUSIA
- THE START OF WORK HAS TO TAKE PLACE AFTER THE AID APPLICATION IS SUBMITTED
- TOPIC: BE ALLIED WITH INNOVATION STRATEGY OF ANDALUSIA AND WITH THE CALL FOR PROPOSAL
- SCIENTIFIC, TECHNICAL AND IMPACT EVALUATION
- IMPLEMENTATION
- ECONOMIC AND INDUSTRIAL IMPACT
- MARKET FOCUS
- FINANCIAL EVALUATION (company and project)

SIZE

TECHNOLOGY READINESS LEVEL

COLLABORATIVE

ELEGIBLE COST

- ***Personnel costs:*** researchers, technicians and other supporting staff to the extent employed on the project;
- ***Costs of instruments and equipment to the extent and for the period used for the project.*** Where such instruments and equipment are not used for their full life for the project, only the depreciation costs corresponding to the life of the project, as calculated on the basis of generally accepted accounting principles are considered as eligible.
- ***Costs of contractual research, knowledge and patents*** bought or licensed from outside sources at arm's length conditions, as well as costs of consultancy and equivalent services used exclusively for the project;
- ***Additional overheads and other operating expenses,*** including costs of materials, supplies and similar products, incurred directly as a result of the project;

TYPES OF PROJECTS

	%GRANT
Individual R&D Project	15%-25%
In Cooperation Project*	30% - 60%
Joint Innovation Units	60%

 **Direct, non-repayable incentives (Grant)**

LESSONS LEARNED

- ***Pay attention to the lessons learned*** (from others)
- **Full Life Cycle Approach**
- **Evidences.....**
- **Know the restrictions deeply**
- **The simpler, the better**
- **The sooner, the better** (Stakeholders)

Portfolio

Business Development

- Knowledge transfer
- Business Intelligence
- Strategic Sectors
- Productive spaces and clusters
- Advanced Services
- Public-private cooperation

Business Financing

- Direct subsidies
- Financial Instruments
- Public Procurement of Innovation

Internationalization

- Business internationalization
- Market Development
- Attracting investment
- Consulting



WHAT IS THE NEXT?

Grants

▪ Business Support:

- New Companies
- Business Development
- Entrepreneurs
- Digital Transformation

R&D Support:

- Competitive and No Competitive
- Call for proposals
- Internationalization

Financial Instruments

- Loans
- Guarantees
- Equity
- Reimbursable Hybrids

**+900 M€
AVAILABLE TO
COMPANIES IN
ANDALUSIA**

Public Procurement of Innovation



Thank you for your attention

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