



Bio-based Industries
Joint Undertaking

BBI JU in Ireland – Call 2019

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BBI JU Project Officer

Limerick, 22 May 2019



@BBI2020



BBI JU: Public Private Partnership





BBI JU was part of the EU Bioeconomy Strategy in 2012

Mission

Under **Horizon 2020** rules, implement the Strategic Innovation and Research Agenda (**SIRA**) developed by the European Bio-based Industries Consortium (**BIC**) and endorsed by the European Commission (**EC**)

European public-private partnership (iPPP) aims at:

De-risk investments

Reach **critical mass**

Organize the value chains

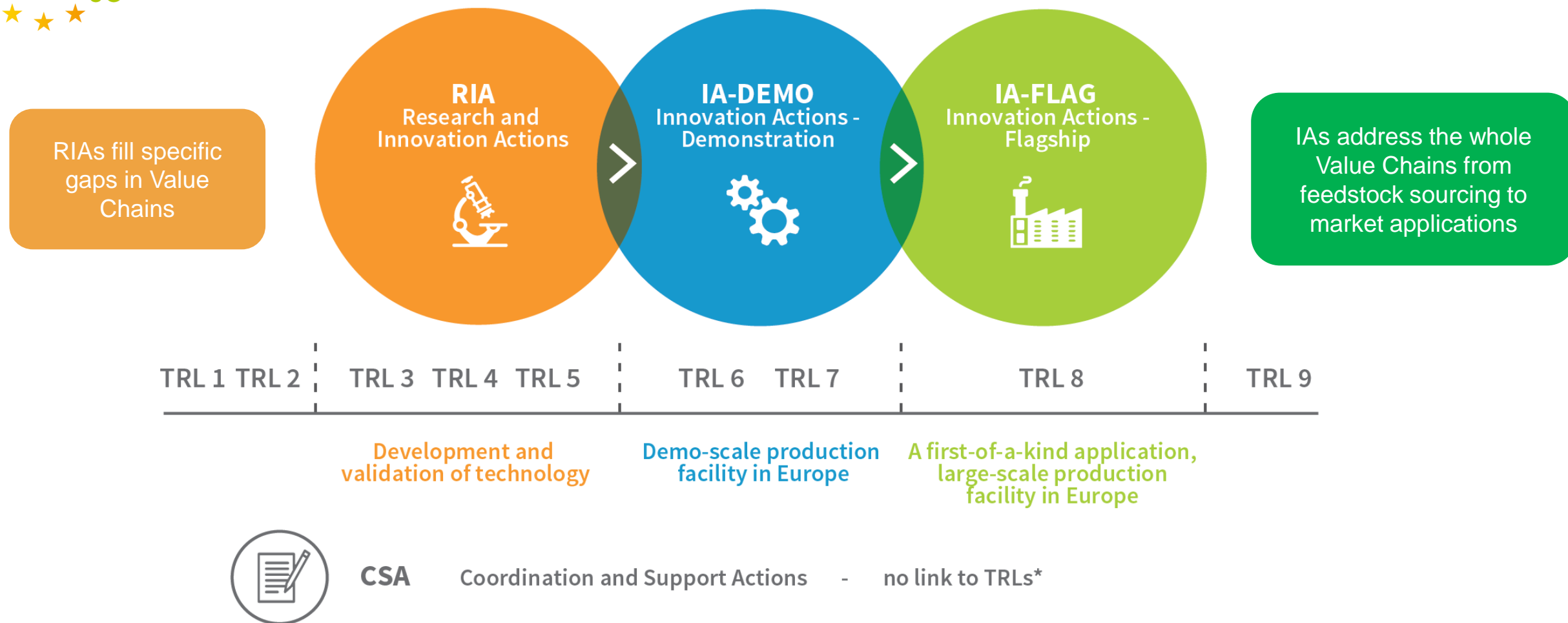


Trigger + Keep + Attract
investments

Mobilising effect

Structuring effect

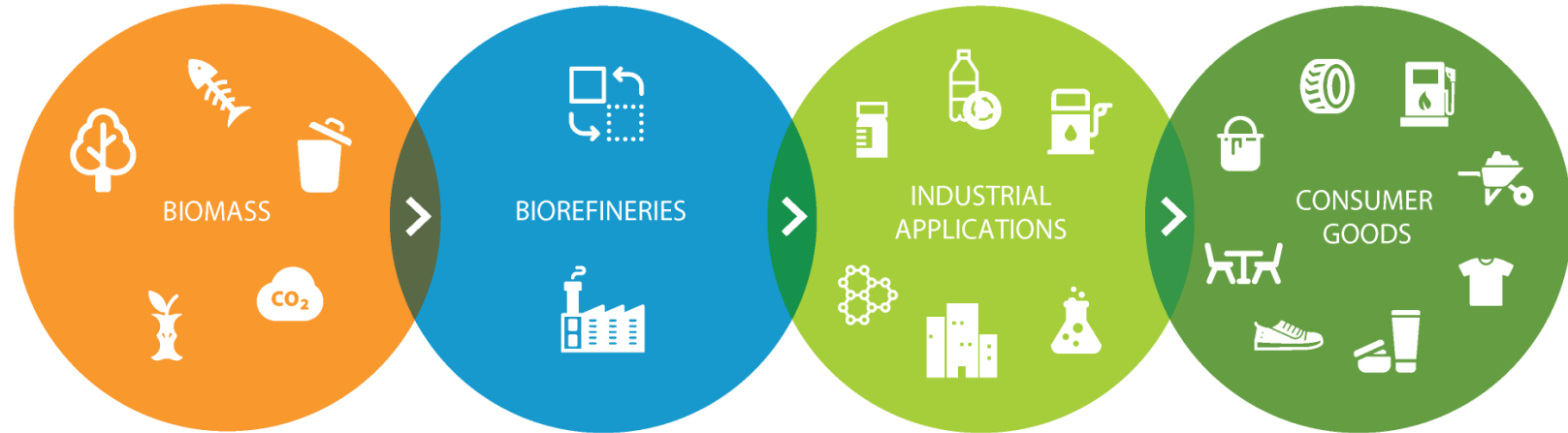
BBi JU - Types of Actions








*TRL = Technology Readiness Levels

CSAs address non technological challenges of Value Chains

BBI JU Impact



By 2030

-  50% greenhouse gas emissions
-  20% biomass supply
-  25% mobilization of unused sources
-  30% replacement of petroleum-based products
-  10 times more bio-based materials

400.000 skilled jobs by 2020
rising to 700.000 skilled jobs by 2030



80% of which will be in rural areas



How to measure outcomes and impact

KPI 1 New cross-sector interconnections

KPI 2 New bio-based value chains

KPI 3* BBI JU Cooperation projects

KPI 4 New bio-based building blocks

KPI 5 New bio-based materials

KPI 6 New bio-based consumer products

KPI 7* BBI JU flagships projects

KPI 8 'TRL' gain

Socio-economic and environmental impact

- All topics address KPI 3 and socio-economic and environmental impact
- KPIs specific to
 - RIAs: KPI 8
 - IAs: KPI 6
 - FLAGs: KPI 7
- KPIs 1, 2, 4 and 5 are present in all type of actions

KPIs assessed during the evaluation!

Project outcome monitoring

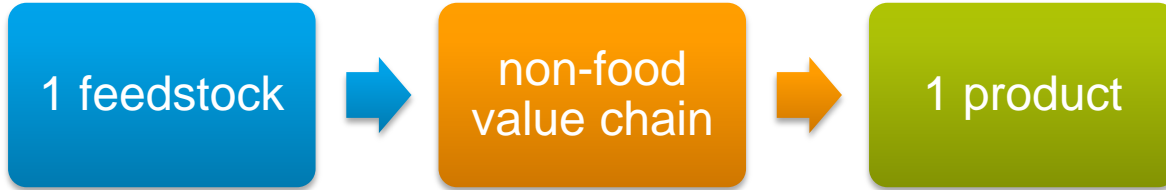
KPI 2/8 from SIRA

>100

expected new bio-based value chains

against a target of **10** by 2020

SIRA 2013 defined a **linear value chain** in which:

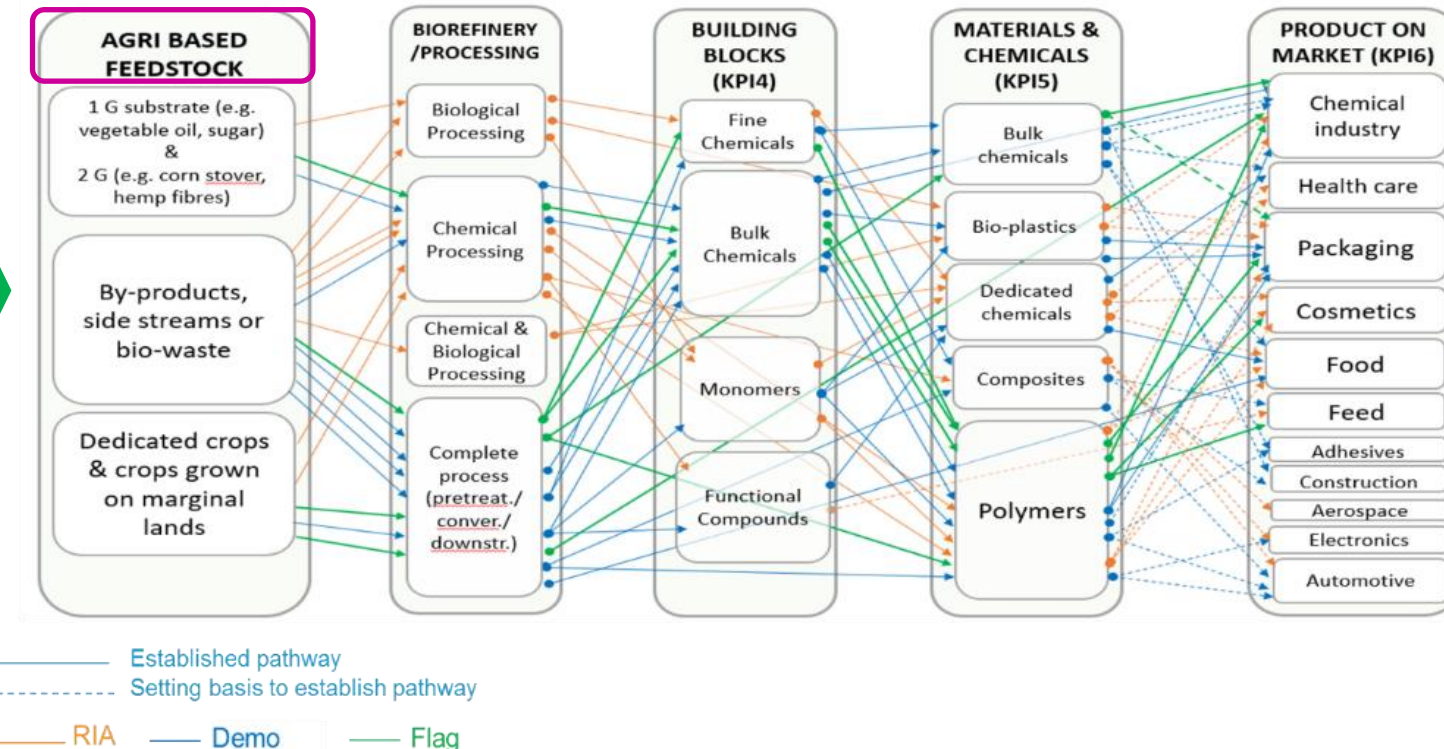
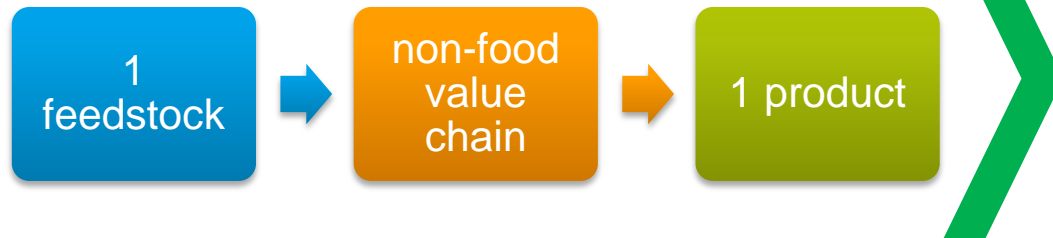


Project outcome monitoring

KPI 2/8 from SIRA

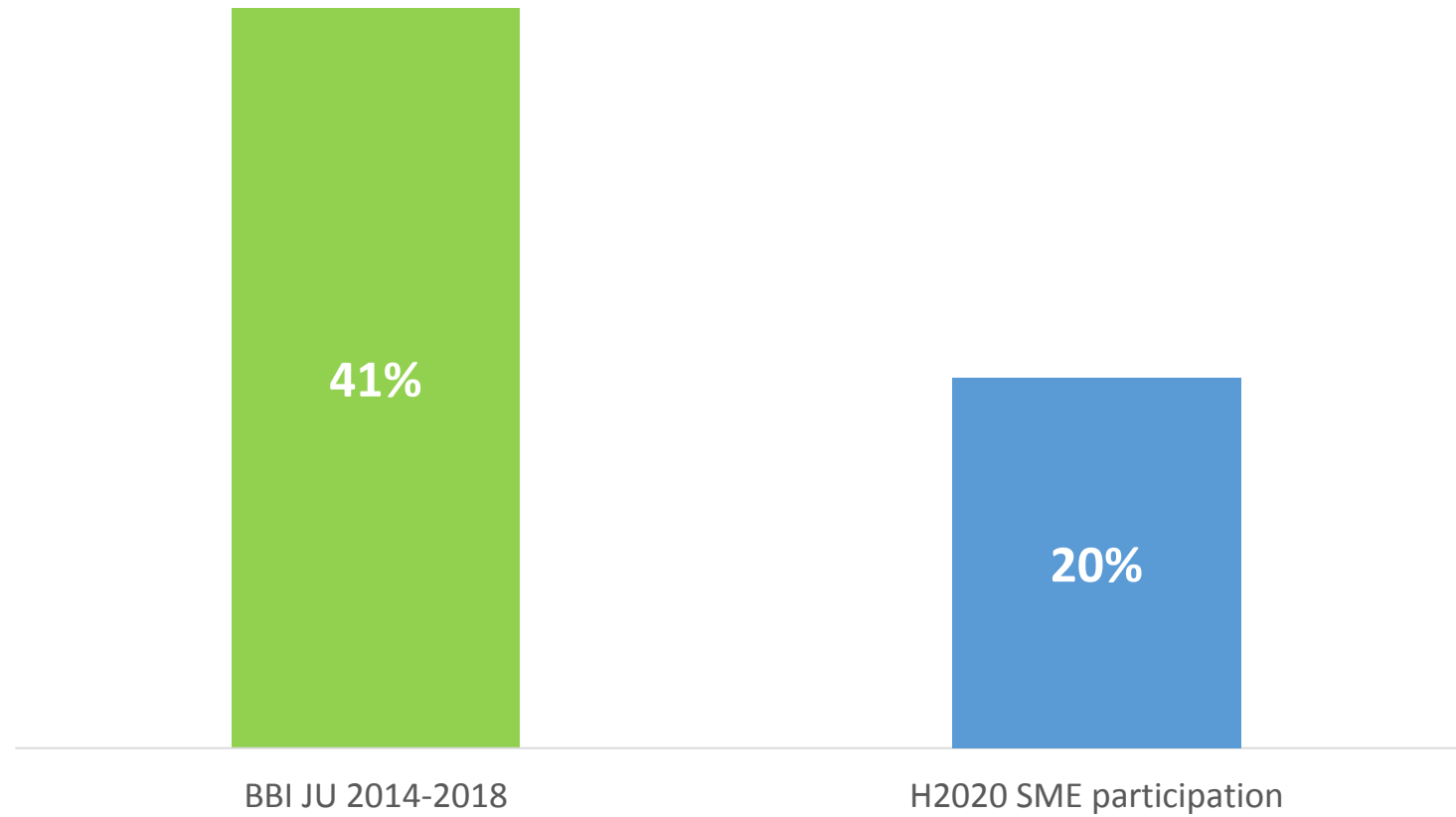
The reality of the sector

SIRA 2013 defined
a **linear value chain** in which:

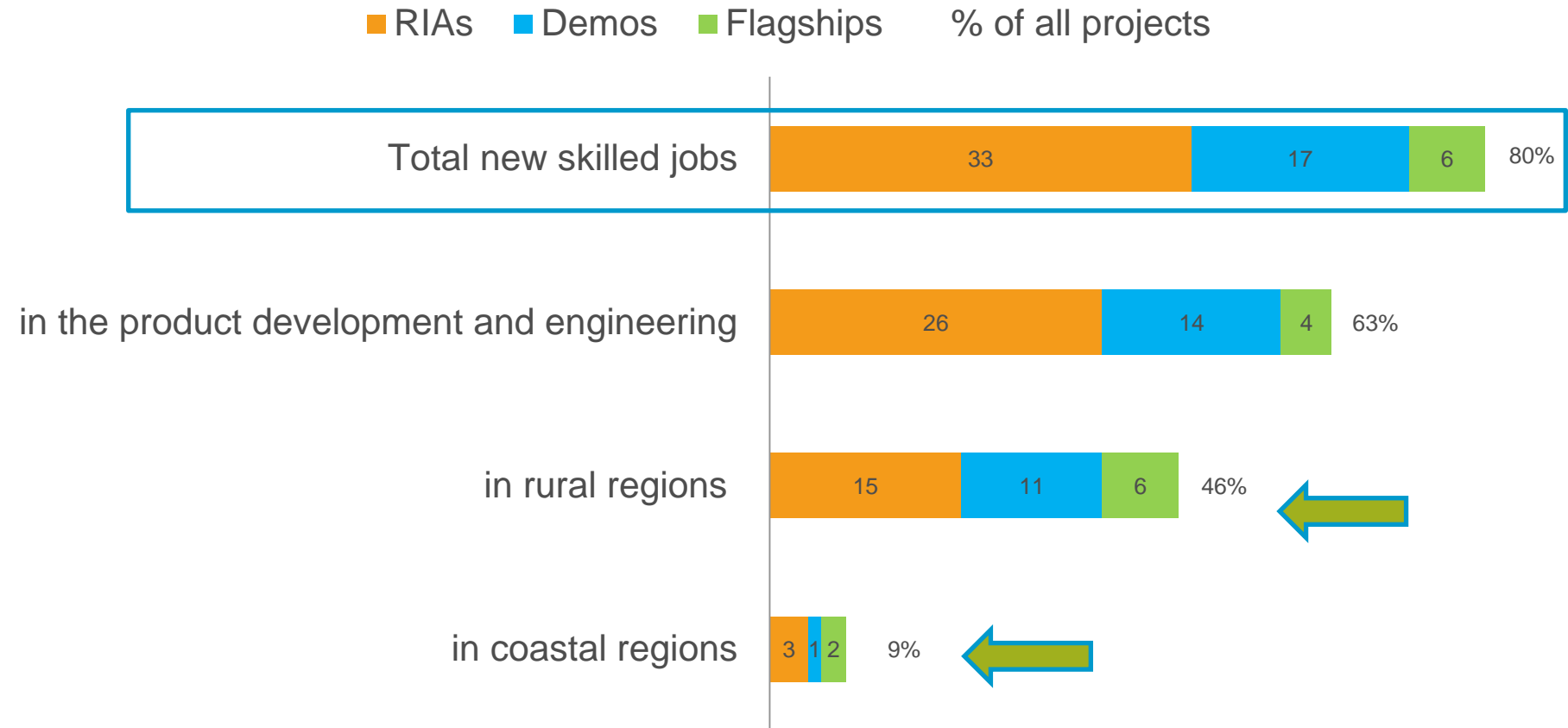


Beneficiaries
from Calls
2014 – 2017
**SME
participation**

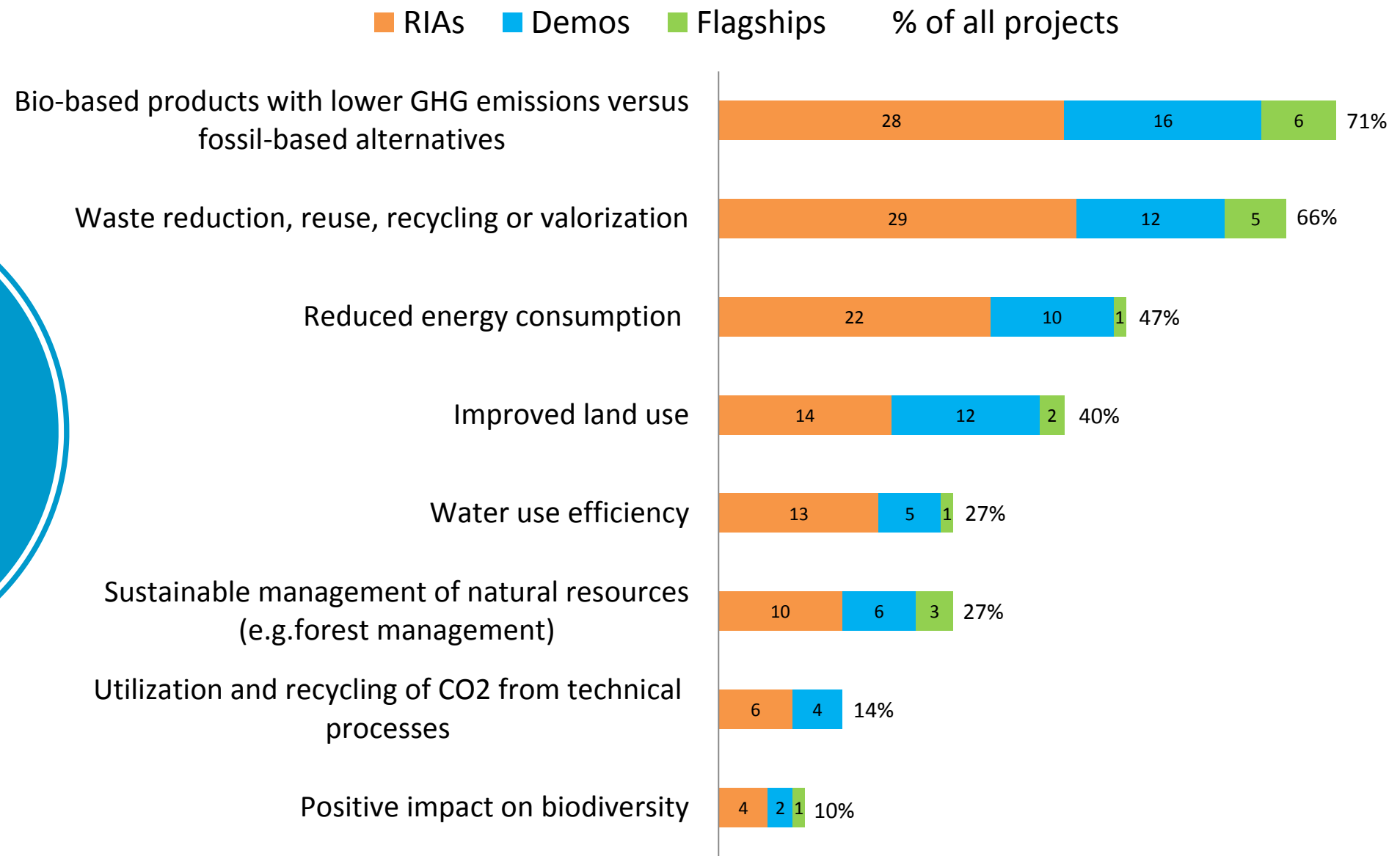
High representation by SMEs



Project
impact on
jobs &
investment



Environmental impact of projects





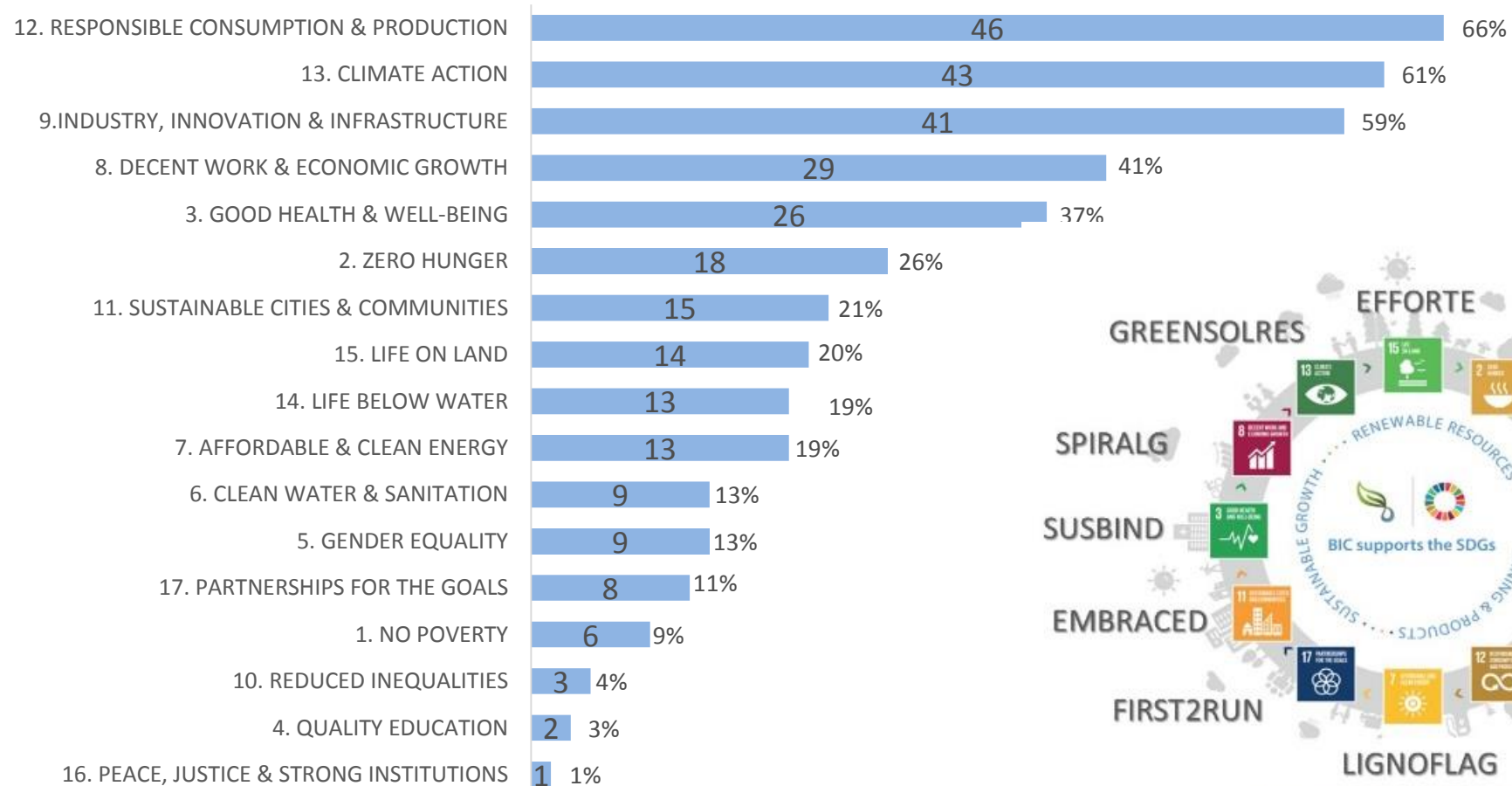
SUSTAINABLE DEVELOPMENT GOALS



Project contribution to UN SDGs

Contribution to BBI JU to the SDGs

Number and percentage of projects reporting an expected contribution





BBI JU Portfolio

Call 2014

1

Call 2015

2

Call 2016

3

Call 2017

4

Call 2018

5

Call 2019

6

Call 2020

7

Calls 2014 - 2018

602 Million EUR

1179 Beneficiaries

35 Countries

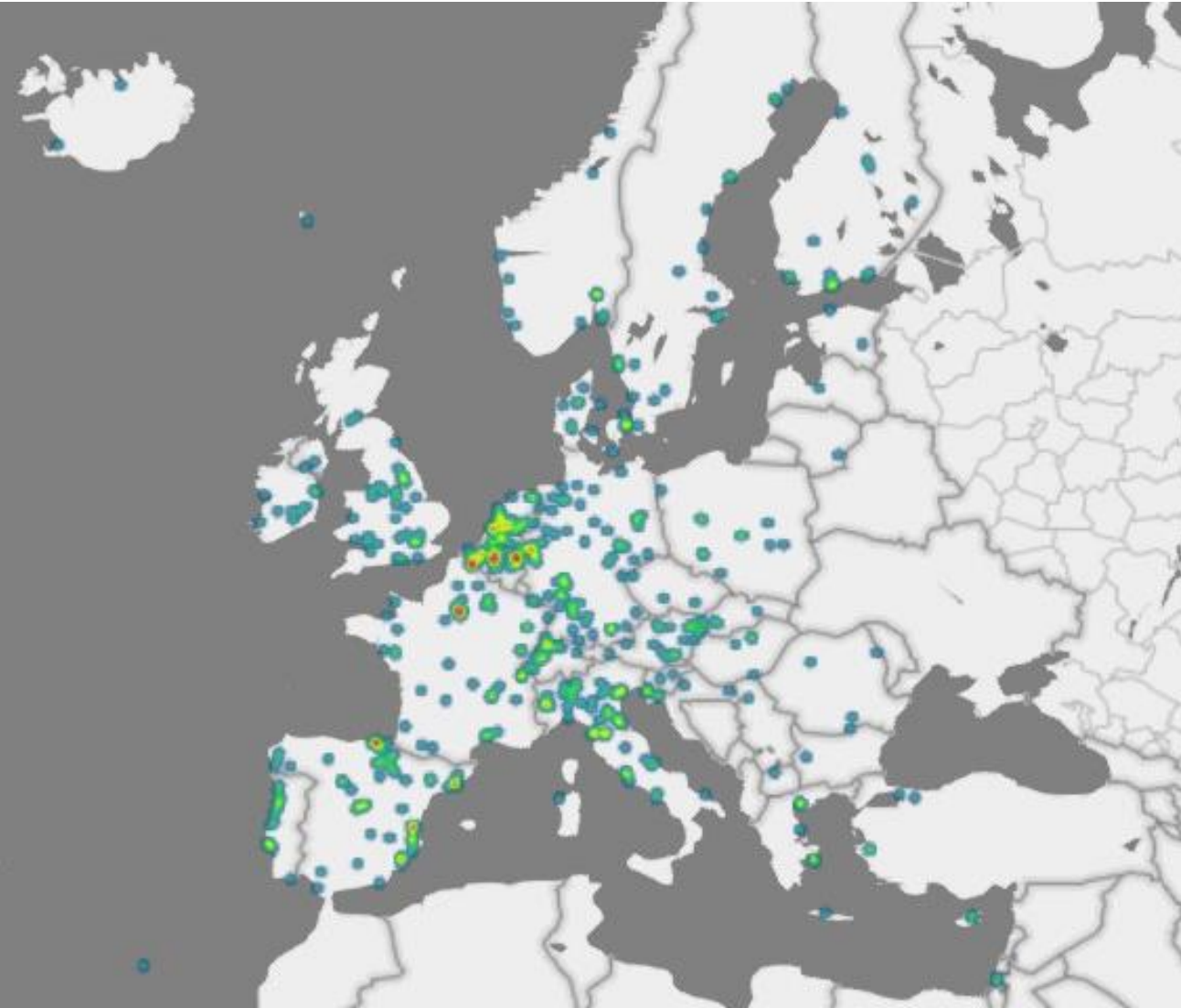
101 Funded projects

9 Flagship (1 in GAP)

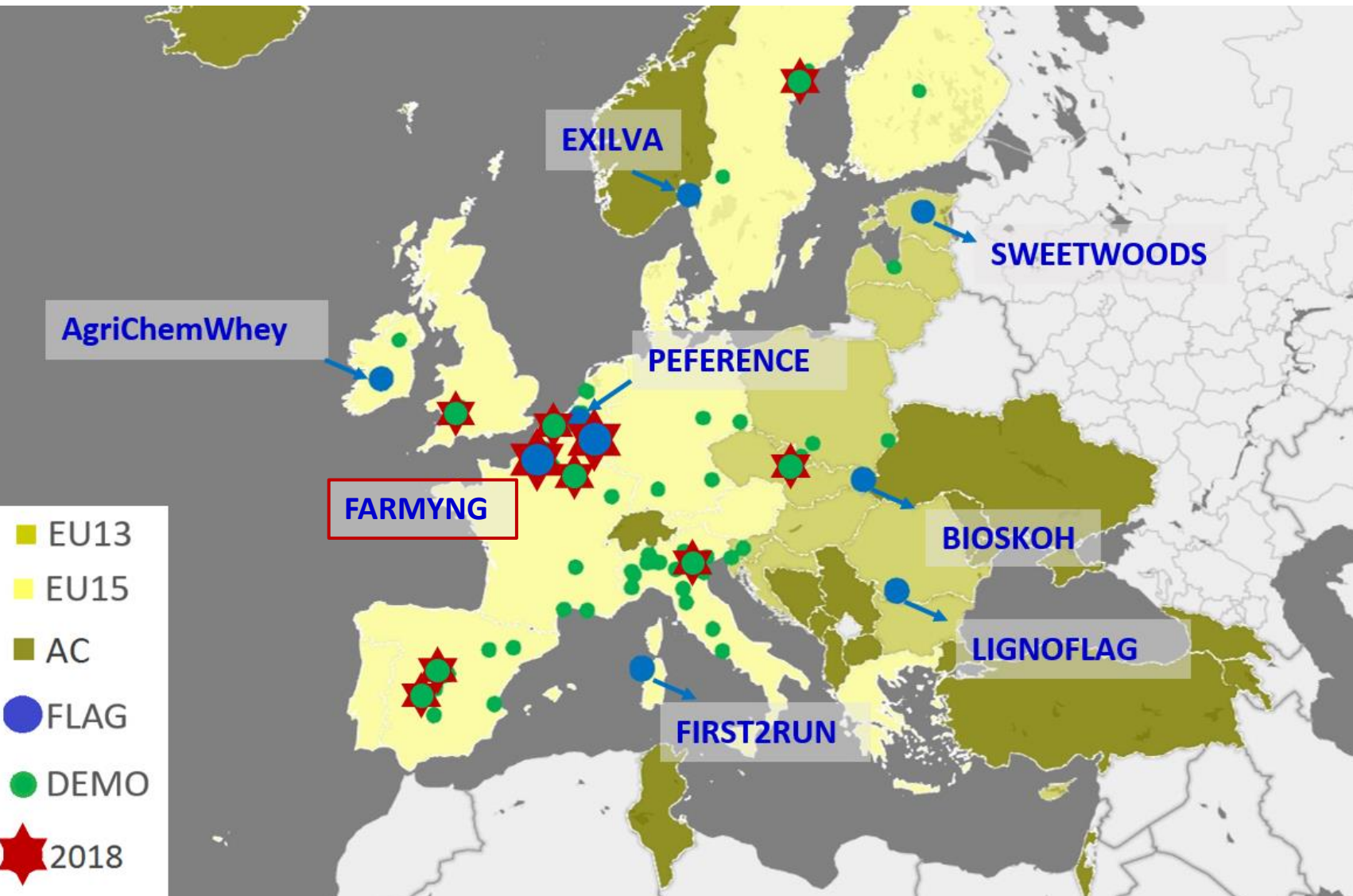
29 Demonstration

52 Research

11 Coordination & Support



FLAG and DEMO biorefineries



7 FLAGSHIPS

3.000 direct jobs

> 10.000 indirect jobs

Total Grant: € 159 million

€1.000 million
private investment

High replicability
potential

--- Calls 2014-2017 ---

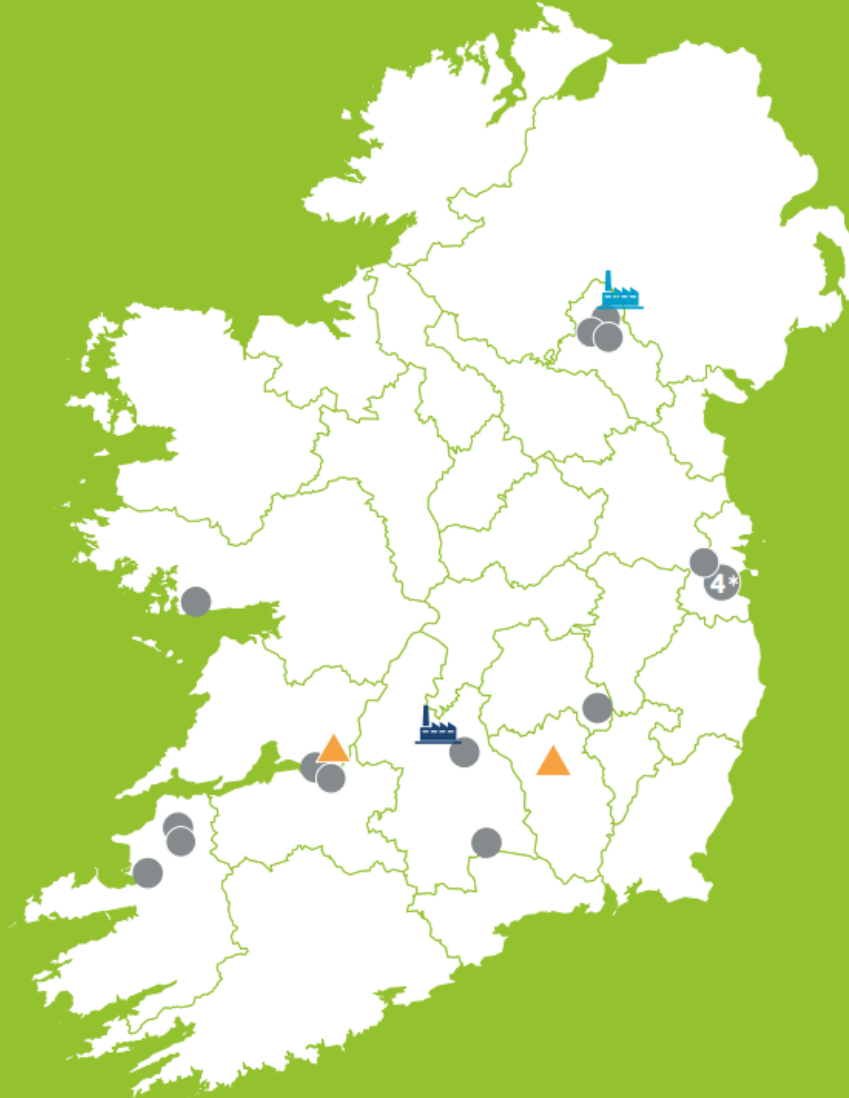
BBI JU activities in Ireland



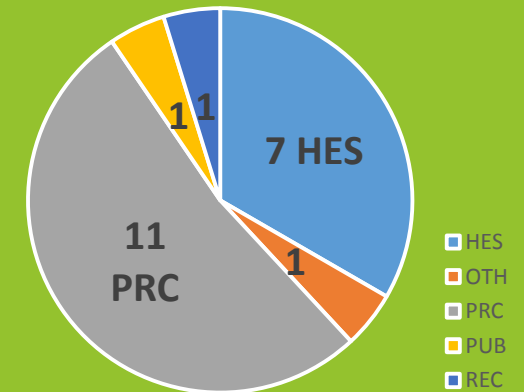
14 +0
BENEFICIARIES



11 +2
PROJECTS



€ 21.8m +0.54
BBI JU (*)
CONTRIBUTION



▲ Project coordinator

● Project partner

**concentration of partners in the region*

🏭 Demonstration plant

🏭 Flagship plant



BBI JU projects in Ireland



1

first-of-its-kind
**flagship
biorefinery**
converting dairy
sidestreams into
bioproducts



36%

of beneficiaries
are **SMEs**



1/3

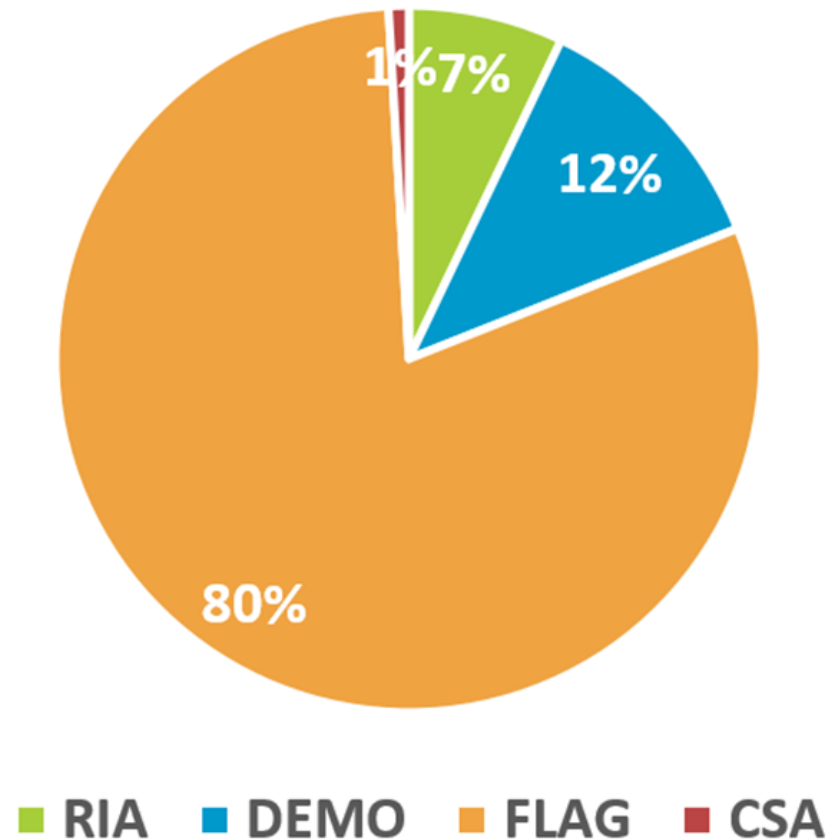
of beneficiaries
is **academia**



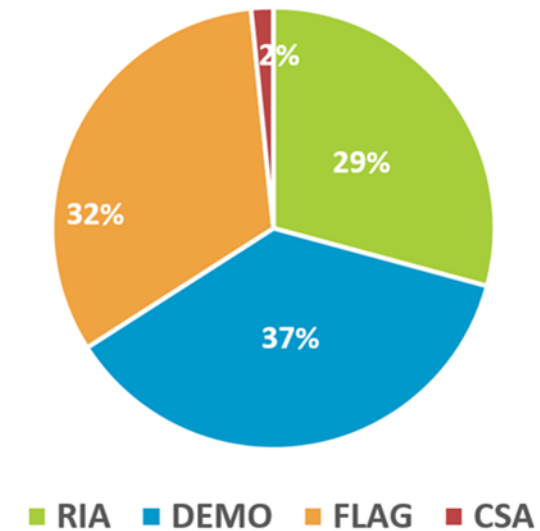


BBI JU funding to Irish beneficiaries per type of action

Total BBI JU Funding to Ireland EUR 22.29 million



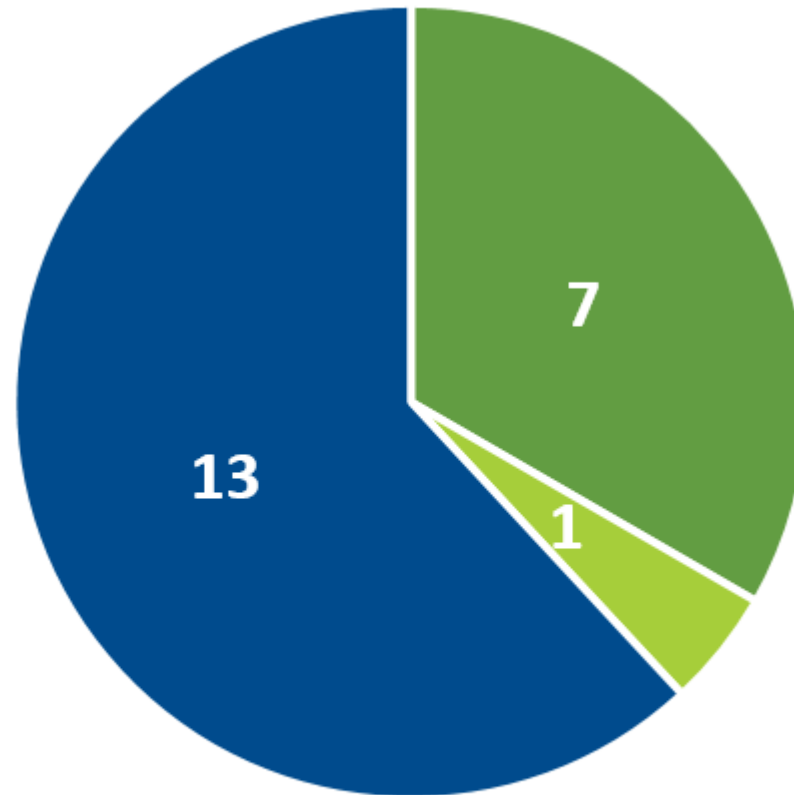
Total BBI JU Funding: EUR 601.62 million





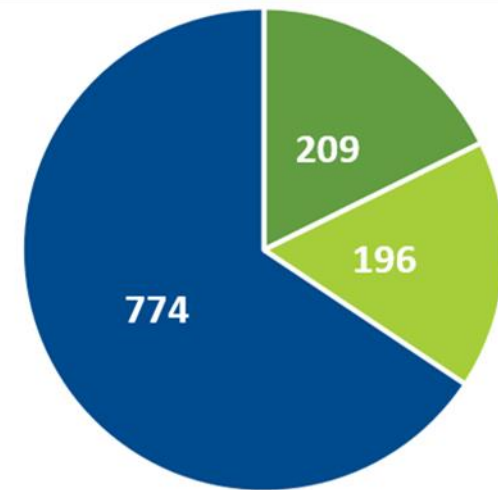
BIC membership

Irish beneficiaries



■ Full ■ Associated ■ No

BBI JU beneficiaries



■ Full ■ Associated ■ No

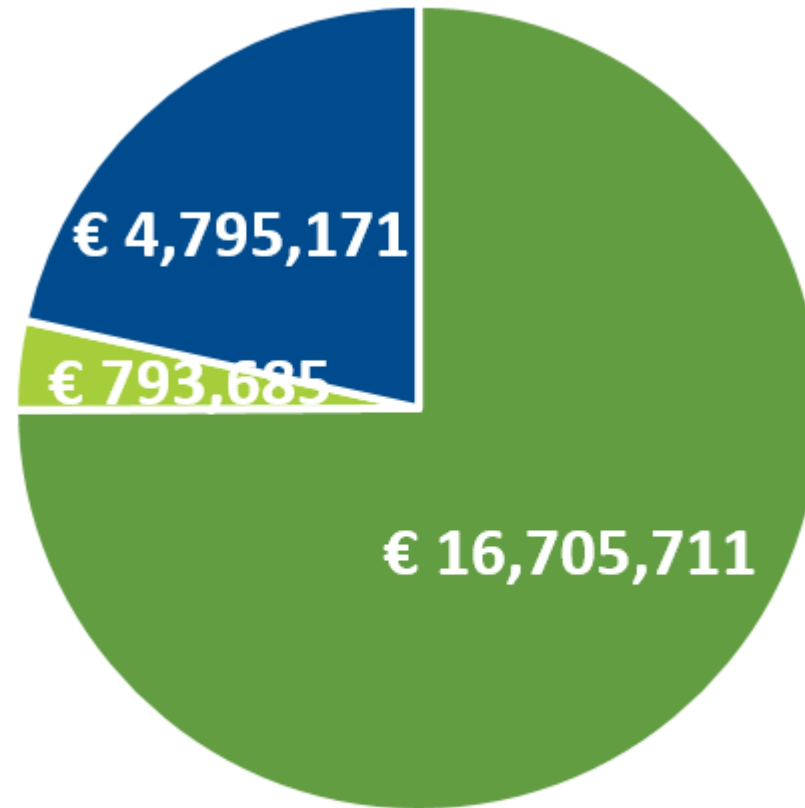
*Data of BIC membership as declared on 05/03/2019



Funding to BIC members

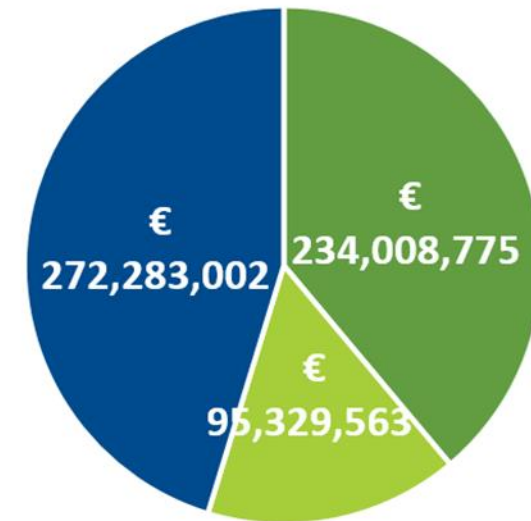
*Data of BIC membership as declared on 05/03/2019

Irish beneficiaries



■ Full ■ Associated ■ No

BBI JU beneficiaries



■ Full ■ Associated ■ No



A well balanced project portfolio

Calls 2014 + 2015 + 2016 + 2017 + 2018 (*)

		Per Type of Action		
Origin of feedstock		RIA	DEMO	FLAGSHIP
Per SO1 Feedstock	Agri-based	Carbosurf, PROMINENT, LIBBIO, HYPERBIOCOAT, Zelcor, BIOrescue, EnzOx2, InDIRECT, BioBarr, SSUCHY, ReSolve, BIOSMART, ECOXY, REFUCOAT, POLYBIOSKIN NEWPACK, Pro-Enrich, Prolific, EXCornsEED, VIPRISCAR iFermenter, USABLE PACKAGING, ECOAT		
	Forest based			
	Bio-waste and CO ₂			
	Aquatic Biomass			
Per SO4 Market uptake	SO4	Policy, regulations and standardization	Consumer awareness of the benefits of the bio based products	Knowledge gathering and networking
	CSA	STAR4BBi	BioCannDo, BIOWAYS BIOBRIDGES	BIOPEN, Pilots4U, RoadToBio ICT-BIOCHAIN CELEBio, UrBIOfuture, LIFT



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Examples of BBI JU projects * in Ireland



By using a first-of-its-kind integrated biorefinery, **AgriChemWhey** proposes to **convert dairy-processing sidestreams** into added-value products, developing rural communities by creating local jobs. Replicating this flagship biorefinery has the potential to create over **1,000 rural jobs** within four years of project completion.



LIBRE will utilise **lignin-rich sidestream** feedstock from the **pulp and paper** industry to create a more resource-efficient and low-emission production process creating higher quality **carbon fibre**. This will give a competitive edge to end user sectors such as **transportation, renewable energy and construction**.

(*) More information about EU grant contribution to projects can be found on BBI JU website:
<https://www.bbi-europe.eu/projects>



Examples of BBI JU projects * in Ireland



FUNGUSCHAIN extracts value from the agricultural waste of **commercial mushroom farming** and produces a spectrum of bio-based products, notably food **supplements for the elderly and plastic products**. It uses environmentally friendly techniques that SMEs and **local** industries can adopt thus stimulating local entrepreneurship and developing rural areas.



BIOrescue aims to develop the concept of an **integrated bio-production process** based on the cascading use of spent **mushroom substrate**. Its replication in other mushroom production sites will bring environmental and economic benefits and address the need for development in rural areas across Europe.

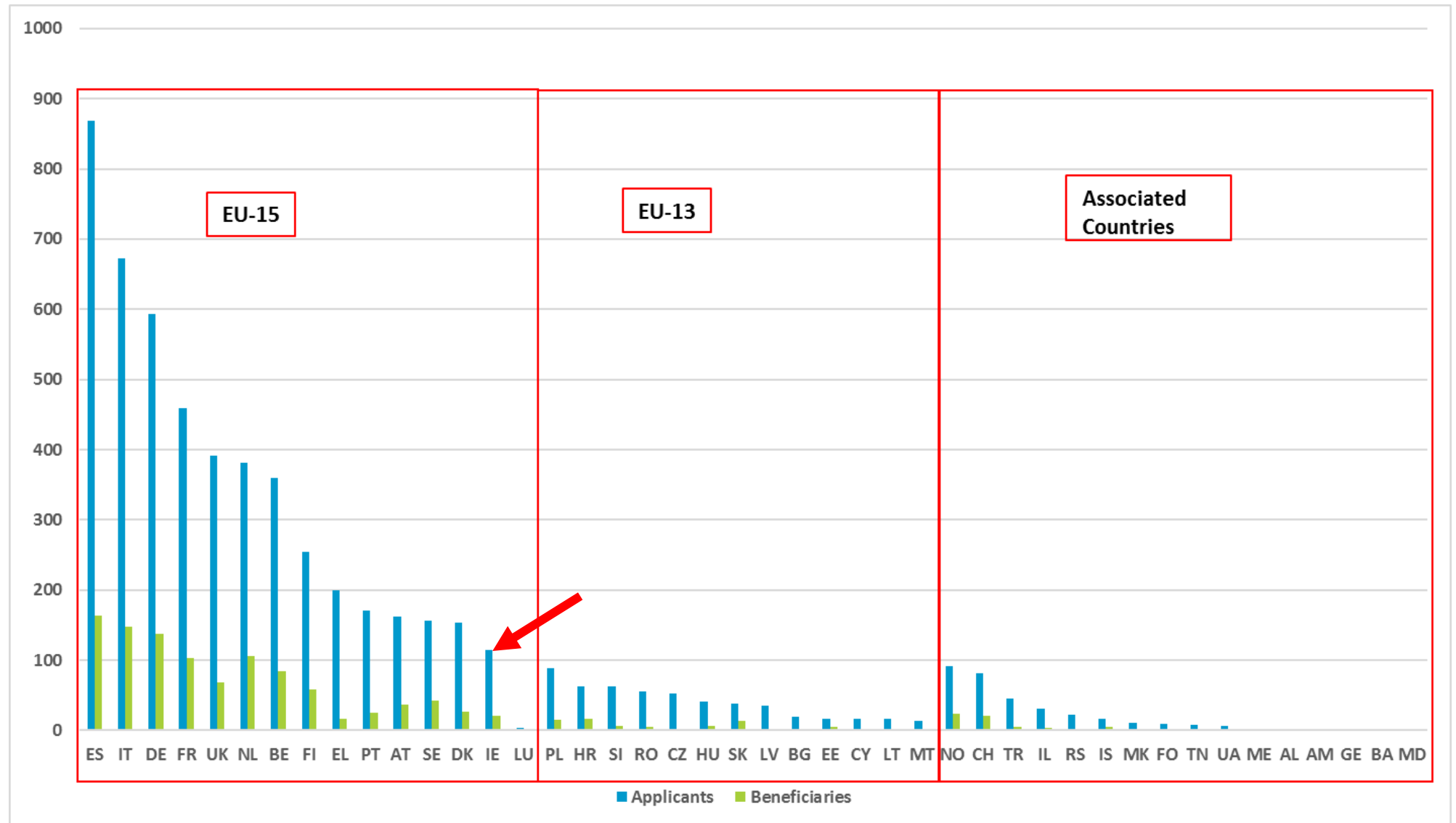
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Beneficiaries vs Applicants Calls 2014-2018

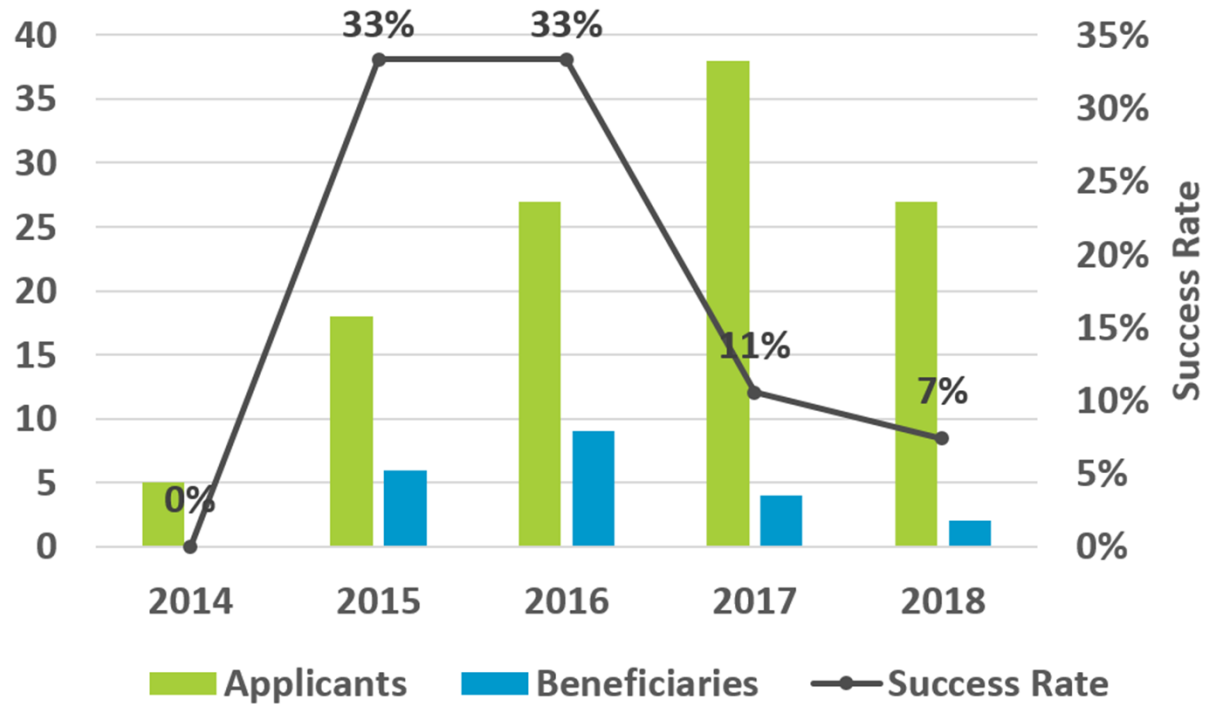
SUCCESS RATE RANKING			
EU-15		EU-13	
ES	19%	PL	17%
IT	22%	HR	26%
DE	23%	SI	11%
FR	22%	RO	9%
UK	18%	CZ	4%
NL	28%	HU	17%
BE	23%	SK	34%
FI	23%	LV	6%
EL	9%	BG	11%
PT	15%	EE	29%
AT	23%	CY	12%
SE	27%	LT	6%
DK	18%	MT	0%
IE	18%		
LU	0%		



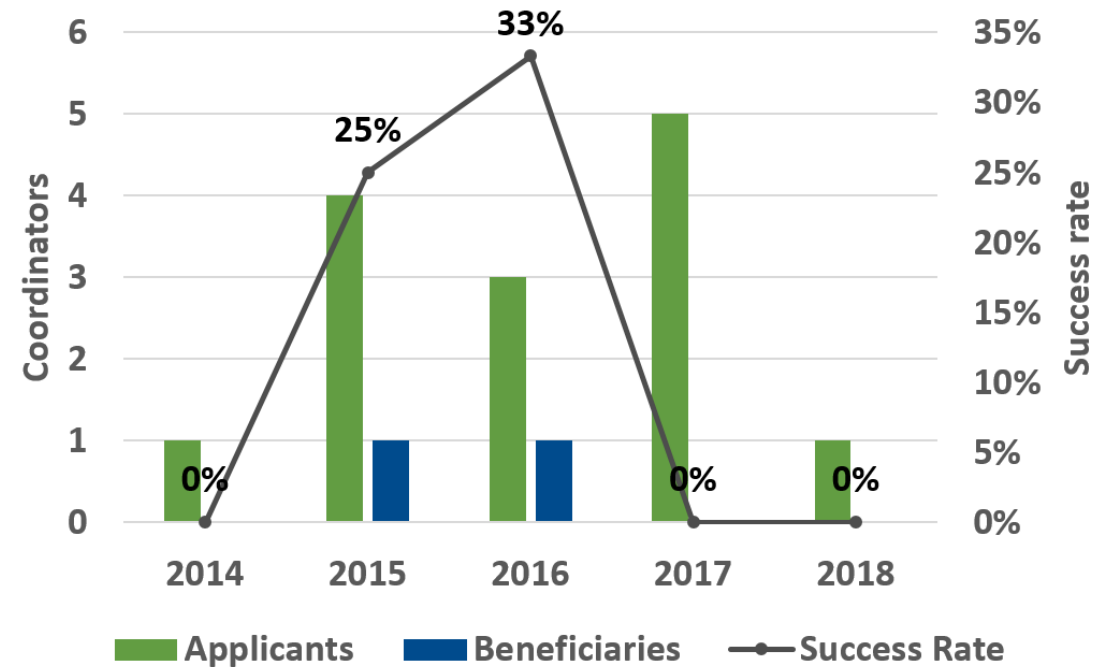


Irish Participations

BBI JU Calls 2014-2018



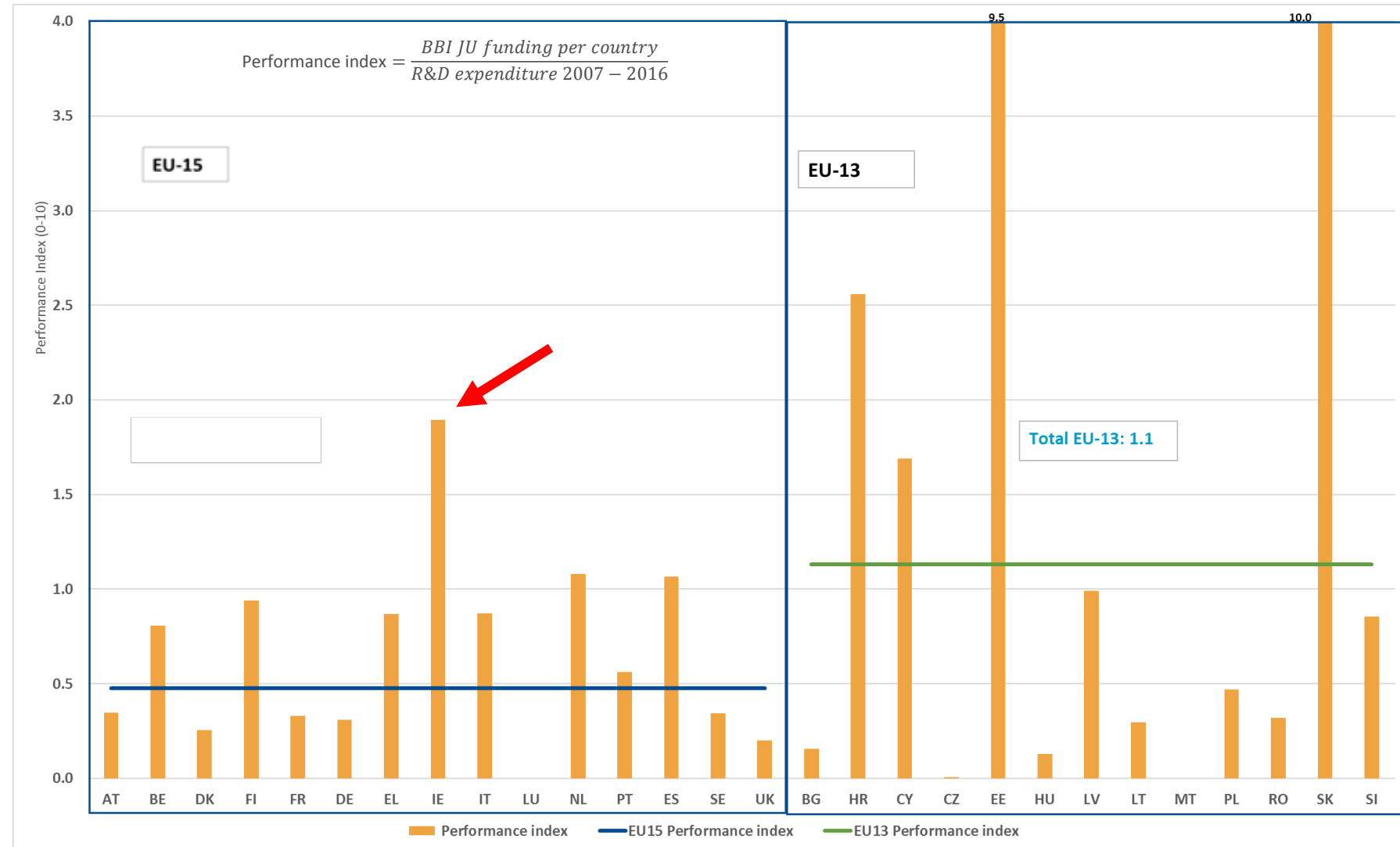
Partners



Coordinators

Distribution of funding in Calls 2014-2018 per country normalised by GERD

- Highest success comes from the EU13 countries Slovakia (BIOSKOH) and Estonia (SWEETWOODS)
- Despite the higher BBI JU funding received by EU15 countries in absolute terms, EU13 countries perform more than two times better, when normalized against R&D investment
- Ireland top performer in EU15, because of the FLAG (AgriChemWhey), but low mobilization in BBI JU





Unlocking the potential



Bioeconomy potential in Ireland

- The Irish government has recognised the potential of the bioeconomy and published a "**National Policy Statement on the Bioeconomy**" in February 2018.
- The recently created National Bioeconomy Research Centre (**Beacon**) and the Irish Bioeconomy Foundation (IBF) are creating an ecosystem linking fundamental and industry led research from lab to industrial scale and aim to turn Ireland's bioeconomy into a well-oiled, profitable machine.
- The bioeconomy's annual **turnover** in Ireland amounts to approximately EUR **60 billion** and the sector employs more than 181 000 people.
- A first-of-its-kind **Flagship** biorefinery, that will contribute to the creation of over **1,000 jobs** in a rural area, represents a significant part of the BBI JU activity in Ireland.

Irish applications in Call 2018

Where was the interest?

18 / 27 (67%) in 3 / 21 Topics	Number	Topic	Strategic Orientation
	7 (26%) 1 beneficiary INGREEN 1 coordinator applicant	D5 – Produce sustainable and cost-efficient <u>high-performance functional ingredients</u> from alternative sources	SO3: Develop innovative bio-based products for identified market applications Proteins and active ingredients for feed/food, pharma and cosmetics
	6 (22%)	R10 – Develop bio-based <u>packaging</u> products that are biodegradable/ compostable and/or recyclable	SO3: Develop innovative bio-based products for identified market applications Bio-based products that outperform fossil-based counterparts
	5 (19%)	R1 – Resolve logistical, infrastructural and technological challenges to valorise residual and side streams from <u>aquaculture, fisheries and the aquatic biomass processing industries</u>	SO1: Expand the exploitation of under-utilised or new feedstock for the bio-based industries



Time to get involved Call 2019



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Key Figures Call 2019

Call open: 4th April

Deadline: 4th September

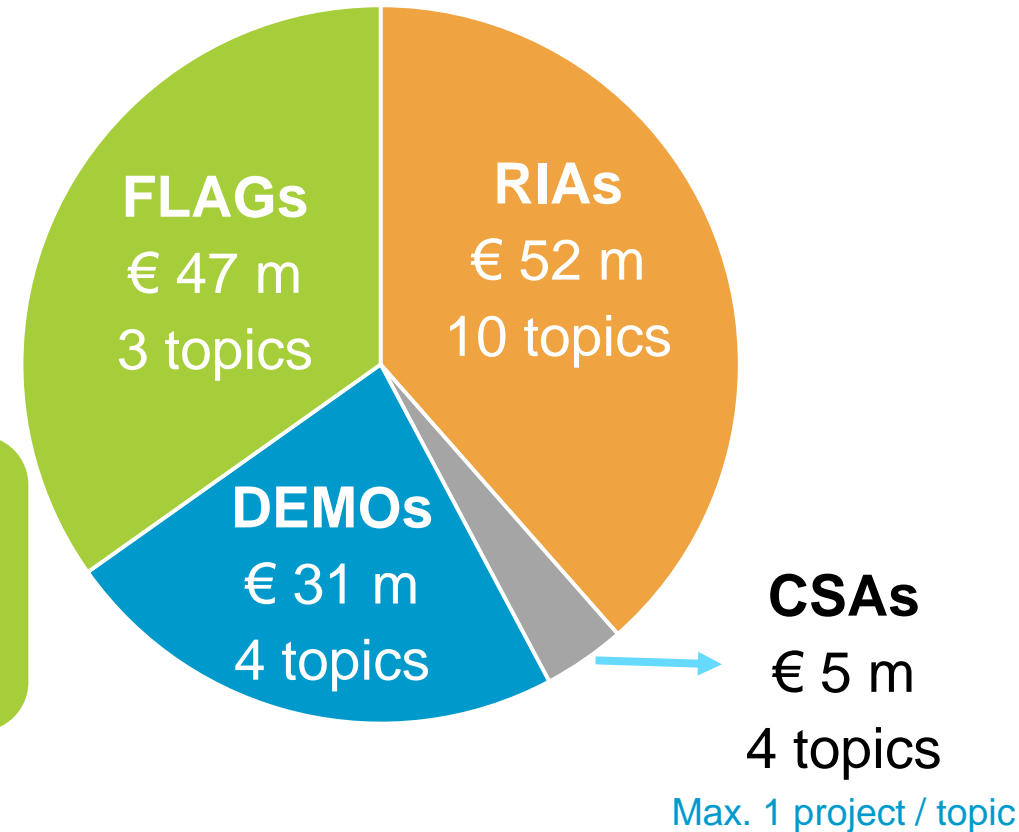
Results: December `19

**Each Flagship topic has
its own budget line!**

F1: € 15 m

F2: € 20 m

F3: € 12 m



Total indicative BBI JU budget € 135 million for 21 topics

In addition substantial resources from industry expected
Estimated value of the in-kind contribution is minimum € 60 million



Strategic Orientations against topics in Call 2019

ORIENTATIONS

AREAS

TOPICS

FEEDSTOCK

Fostering a sustainable biomass feedstock supply to feed both existing and new value chains

- Improve utilization of existing feedstock
- Exploitation of under-utilised or new feedstock



D1, D2
R1, F1

PROCESS

Optimising efficient processing for integrated biorefineries

- Pre-treatment of feedstock
- Conversion to chemicals and materials
- Downstream processing
- System modelling



R2,
R3,R4,R5,F2
R6,
R7

PRODUCTS

Developing innovative bio-based products for specific market applications

- Bio-based products that outperform fossil-based counterparts



R8,R9,R10
D3,D4,F3

MARKET UPTAKE

Creating and accelerating the market uptake of bio-based products and applications

- Assist brand-owners to turn bio-based
- Bio-based content of products
- Participatory approach
- Empowerment of SME clusters



S1
S2
S3
S4



Novelties: Call 2019

- In addition to topic-specific requirements:
 - **Call introductory pages** (p. 18-23)
 - **Standard requirements** for each type of actions in table (p. 27-28)
- AWP 2019 contains a topics **glossary**: a dedicated section with definitions of key concepts
- **Wider range of expected impacts**, with specific social, environmental and economic impacts detailed for each topic
- While there is a single budget line for each type of action in the case of RIAs, DEMOs and CSAs, but **each flagship topic has its own dedicated budget**



Remarks: Call 2019

AWP 2019 will accelerate the development of sustainable value chains through:

- Sustainable and efficient utilization of **existing, under-utilized and new feedstock**
- Development of **innovative technologies and processes** for pre-treatment, conversion and downstream processing and modelling; and production of **new bio-based products outperforming fossil-based counterparts**
- Focus on SMEs clusters, participatory approach, and assisting **brand owners** to turn bio-based

Strong focus on impact & KPIs

- **Wider range of expected impacts**, with specific social, environmental and economic impacts detailed for each topic
- Proposals should clearly address (including quantitative targets) how they contribute to KPIs and expected impacts of the call topics

Industry driven program

- Demonstrate it with consortium **own contributions** and coverage of the entire **value chain**



Who can apply?

- Any **'legal entity'**
natural or legal person created & registered under national law
e.g. any company, big or small, research organisations, universities, non-governmental organisations, etc.
- From **all over the world**
Also international organisations or participants from non-EU/H2020 Associated Countries can participate



Consortium composition?

- **CSA:** can be carried out by a single 'legal entity'
- **RIA and IA:** at least 3 'legal entities' established in at least 3 different Member States and/or Associated Countries
 - *The entities must be independent from each other

RIA & IA \geq 3

CSA \geq 1

Legal & Financial aspects

- BBI JU Calls follow **H2020 rules for participation**, except:
No BBI JU funding for large industries in RIA & CSA

Participant	RIA	IA	CSA
Large Industries	0%	70%	0%
SMEs	100%	70%	100%
Non profit, legal entities (Universities, RTOs, NGOs etc.)	100%	100%	100%

How to write a good proposal



Evaluation of proposals

Scores: 0-5

Four thresholds

- Excellence score = min. 3/5
- Implementation score = min. 3/5
- Impact score = min. 4/5
- Total score = min. 11/15

For Innovation Actions, to determine the ranking, the score for the **criterion 'impact' will be given a weighting of 1.5**



Even if you have unique expertise,
it is not enough to be successful
(**competition within a budget line**)

High competition/
quality proposals

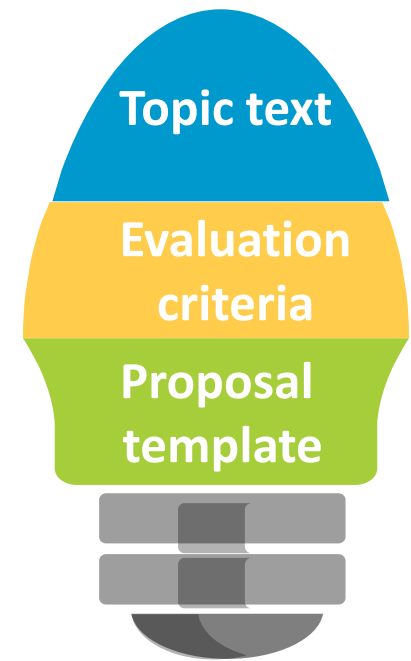
Every word counts...
within the page limit

Excellence: WHAT?



Excellence Objectives - Scope

- Are the objectives:
 - ✓ clear,
 - ✓ structured,
 - ✓ well-quantified (if applicable),



Objective	Description (Specific)	Target values (Measurable)	Achieved at time
-----------	------------------------	----------------------------	------------------

✓ linked (pertinent) to the topic text?





In scope?

Specific challenges of the call/topic	Addressed challenges in proposal	WPs
---------------------------------------	----------------------------------	-----

Excellence

Concept – Methodology

- ‘**Concept**’: the ‘big idea’ behind the proposal  **Is it sound?**
 - ✓ Concept in a “nutshell” (diagram)
- ‘**Proposed methodology**’:  **Is it credible?**
 - How to go from the ‘big idea’ to reaching the stated objectives
 - Have all elements described in the topic text been taken into account?

Topic Specific / Call introductory pages (18-23) / Standard requirements (27-28)

Excellence State of the Art

Extent that proposed work is beyond the state of the art and demonstrates innovation potential.

- What is the **state of the art** (SoA)? (evaluated as is)
- What's the **benchmark**?
- how does your proposal go **beyond** the **SoA**?
- What are the benefits **versus existing state-of-the-art technologies**.
- Tip for RIA: clearly describe the (start and end) TRLs

Item	e.g. Technology	State of the art	Progress compared to SoA
------	-----------------	------------------	--------------------------



Relationship with other projects
seek complementarity

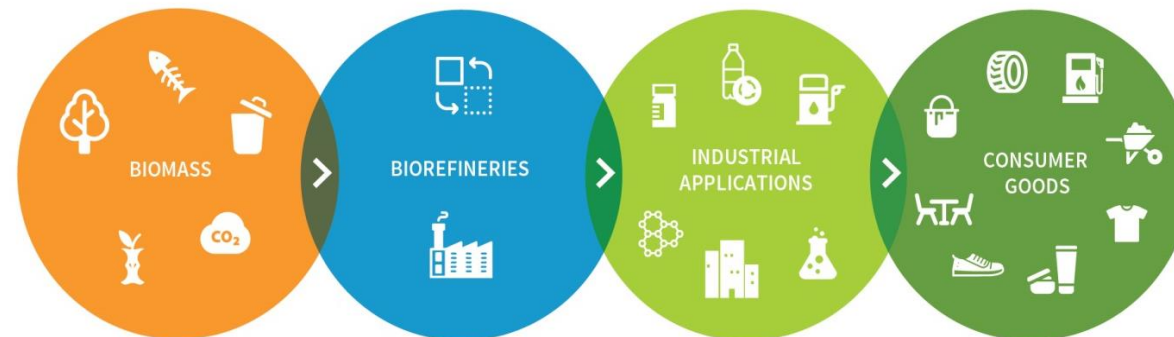
Excellence

Coverage of the value chain

For IAs that are close to market:

➡ Is the entire value chain **comprehensively assessed and covered?**

- Are the needs / issues related to all relevant stakeholders addressed?
 - ✓ biomass producers,
 - ✓ processing partners,
 - ✓ tech providers,
 - ✓ end-users



Impact: SO WHAT?





Impact

Project outputs Vs Expected impacts

- Are **all** ‘expected impacts’ listed in the topic text dealt with..... in a **qualitative AND quantitative** manner?
- **convincing evidence** of the claimed impacts.
- claimed impacts quantified and based on **calculations**.
- any **other impacts (even negative)** that could result from the project and are not mentioned in the Call?



Impact

Project outputs Vs Expected impacts

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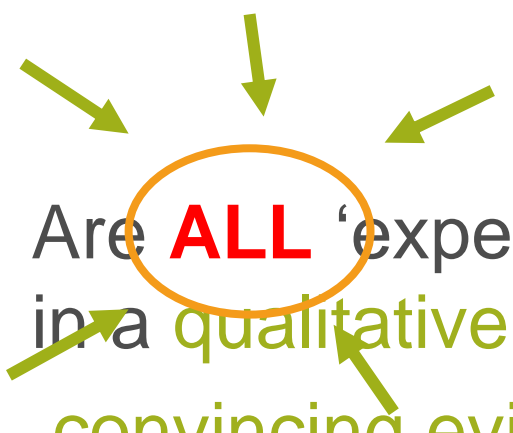
Impact

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Impact

Project outputs Vs Expected impacts

- 
- A diagram consisting of five green arrows pointing towards the word 'ALL' in the first bullet point. One arrow points from the top left, one from the top, one from the top right, one from the bottom right, and one from the bottom left. The word 'ALL' is circled in orange.
- Are **ALL** 'expected impacts' listed in the topic text dealt with.....
in a qualitative AND quantitative manner?
 - convincing evidence of the claimed impacts.
 - claimed impacts quantified and based on calculations.
 - any other impacts (even negative) that could result from the project and are not mentioned in the Call?

Impact

New: Categories of Impacts

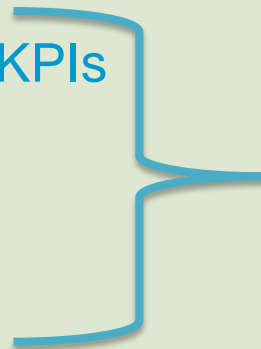
- Tip:
- Describe explicitly how your proposal contributes to each listed ‘expected impact’, e.g. via a table.



Impacts listed in the call

Applicable for RIAs/IAs:

- Expected impacts linked to BBI JU KPIs
- Environmental impacts
- Economic impacts
- Social impacts



Project's impacts

...



Impact

Exploitation, Dissemination, Communication

- Dissemination & exploitation: more than an eligibility criterion
- Tailored to the project and its objectives
- **Tips:**
 - Also provide **quantitative data** (how many conferences, publications, target audiences,...)
 - Include relevant (also **public**) **deliverables**
 - Explicitly describe **IPR** (Intellectual Property Rights) management
 - **Share the results** with the bio-based industry, the public sector, R&I organisations, consumers.
 - **IAs**: Consider using **bio-based materials** for their dissemination activities.

**Visibility in the
work plan**



Impact

Consortium own contribution

Leverage of private investments is crucial!

The consortium own contribution in BBI JU projects consists of:

- **In-kind contributions**

The eligible costs incurred for implementing the project minus the funding requested from BBI JU

- **Financial transfers**

Financial transfers (in-cash) between partners of a BBI JU project to implement part of the action, outside the budget table of the project

- **Additional investments**

Investments (e.g. infrastructure, facilities, durable equipment, etc.) that contribute to achieving the objectives of the projects and the BBI JU initiative (maximize impact), outside the budget table of the project and not limited to the duration of the project.

Definitions & templates in the GfA!

Impact

Consortium own contribution

Extent to which the proposed consortium own contribution, including additional investments, will help maximising the impact of the action

- Clearly describe if and how much “own contribution” (‘in-kind’, ‘Financial Transfers’ and/or ‘additional investments’) is included in the proposal...
- ...AND explain how this will maximise the impact of the action
- Don’t just list the amounts, also explain them



Part A: Call-Specific Questions

Part B: Resources to be committed

Example IKOP: RIA & CSA

Funding Rates 100% (0% for large industry)*

Partici- pant	(A) Direct personnel costs/€	(B) Other direct cost/€	(F) Indirect Costs/€ =0.25 (A+B)	(H) Total estimated [eligible] costs/€	(I) Reimb rate (%)	(J) Max grant (=H*I)	(K) Requested grant/€
RTO	400	300	175	875	100	875	875
Large Industry	500	1500	500	2500	0	0	0
SME	350	50	100	500	100	500	400
University	300	50	87.5	437.5	100	437.5	437.5
Total				3562.5		1812.5	1712.5

* as per Derogation from H2020 Rules of Participation

Consortium own contribution to the project is total costs not reimbursed by the BBI JU.

IKOP:1850

Participants can request a lower funding, thereby increasing the consortium own contribution



Example Financial Transfers

Part A

5 - Call-specific questions

Cash Contributions

Does the proposal foresee cash contributions?		<input checked="" type="radio"/> Yes <input type="radio"/> No
Name of the entities contributing cash	Large Industry 1; SME 1	
Total amount including all entities' cash contributions	<input type="text" value="550,000"/>	

Part B: Section 3.4 'Resources to be committed'

Beneficiary providing financial transfers	Beneficiary receiving financial transfers	Amount of financial transfers (€)	List of activities to be performed by the receiving beneficiary
Large industry 1	SME 1	€ 250, 000	Upscale production of ...
Large industry 2	University of A	€ 300, 000	Use of laboratory facilities

Example Additional Investments

Part A

Additional Investments

Does the proposal foresee additional investments?		<input checked="" type="radio"/> Yes <input type="radio"/> No
Name of the entities contributing additional investments	Large Industry 1; Large Industry 2; SME 1	
Total amount including all entities' additional investments	<input type="text" value="3,500,000"/>	

Part B: Section 3.4 'Resources to be committed'

Overview of the additional investments

Beneficiary	Activity (Description of the Additional Investment)	Contribution to the BBI objectives	Estimated value public investment (if any)	Other EU funding for this Activity (if any)	Estimated private investment
Large industry 1	Biorefinery	KPI 1,2 & 6			€ 2,500,000
SME 1	Upscaling equipment	KPI 1,2 & 6			€ 500,000
Large industry 1	Additional new equipment	KPI 1,2 & 6			€ 500,000

Implementation: HOW?



Implementation

Work Plan - Resources

- Quality and effectiveness of the work plan
- Appropriate allocation of resources

Presentation of the overall structure of the work plan

- ✓ **Timing** of the work packages and their components (**Gantt chart** or similar);
 - ✓ **Duration** of the project should be **realistic** (H2020: extension is not granted automatically)
 - ✓ Detailed **work description**
 - ✓ Details of the **resources** to be allocated to each work package.
 - ✓ Resources assigned to work packages: **in line with the objectives and deliverables**
-
- **Tip:** check **coherence** and **consistency** of budget allocation and timing throughout the proposal (e.g. list of deliverables and Gantt chart: same timing?)

Time – Scope - Resources

Implementation

Business case and Business plan



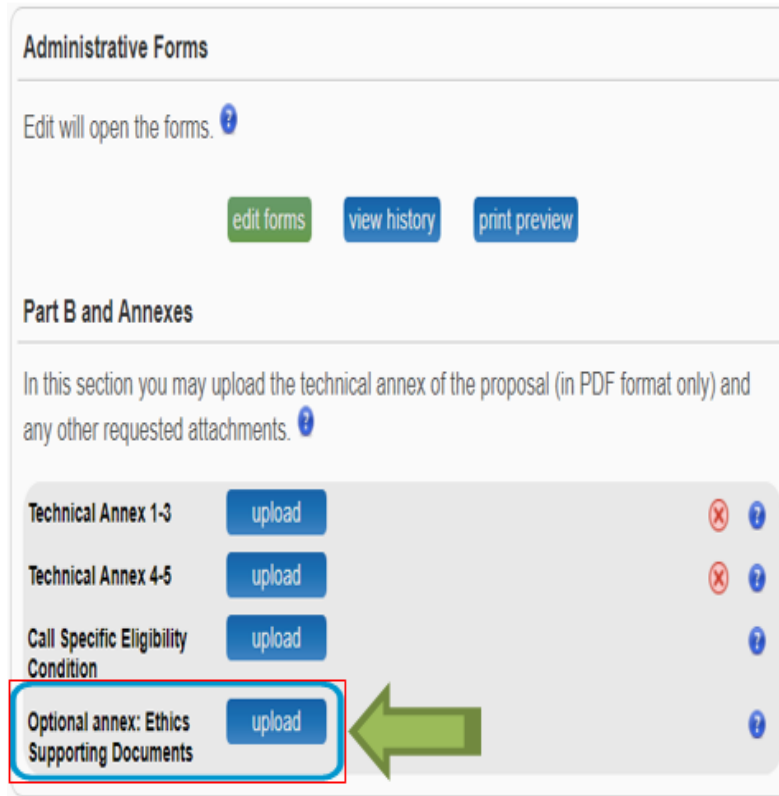
Is it sound, credible and convincing?

- *Why?* IAs are close to market => business case and business plan are needed
- *How to present?* See Guide for Applicants and proposal template (bullet points describing business case & plan requirements)



Appropriate integration and remuneration of primary biomass producers.

- Tip: present it quantitatively and thoroughly
- *FAQ:* how much info is needed?
 - “(Further) details can be provided in part B – sections 4-5” (= not included in 70-page limit)
 - (Only) for Flagships: clarifications via hearings

A screenshot of the BBI JU Administrative Forms interface. The page is titled "Administrative Forms" and includes a sub-header "Part B and Annexes". Below the sub-header, there is a text box stating "In this section you may upload the technical annex of the proposal (in PDF format only) and any other requested attachments." Below this text box, there is a table with four rows, each containing a label and an "upload" button. The labels are "Technical Annex 1-3", "Technical Annex 4-5", "Call Specific Eligibility Condition", and "Optional annex: Ethics Supporting Documents". The "Optional annex: Ethics Supporting Documents" row is highlighted with a red border. A green arrow points from the right towards the "Optional annex: Ethics Supporting Documents" row.

Implementation

Readiness of the technology

- Clearly state the *starting and end TRLs* of the key technology or technologies targeted in the project.
- Enable the technology or system to achieve the end TRL within the *project timeframe*.
- *Flagships*: demonstrate that by the time of the submission of their application they have been operating relative *demonstration scale plants* at a significant production capacity

Lesson Learnt

- not clearly stated,
- not realistic to reach the expected TRL at the end of the project.

Tip:

e.g. Technology	TRL at project start	TRL that will be achieved at the end of the project
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- (Only) for Flagships: clarifications via hearings



Building a consortium

- Any legal entity can participate
- Liaise with NCP and EEN
- **Find partners**
 - SEDIA
 - BBI JU partnering platform
 - BBI JU project participants
 - [CORDIS](#)
 - <https://www.bbi-europe.eu/>
- Info Days and stakeholder fora
- BIC (member) activities



Bio-based Industries JU: a €3.7 billion partnership between the EU and the Bio-based Industries Consortium

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HOME



BBI JU Info Day 2018

17 April, Brussels



BBI JU Info Day 2018

Info about the BBI JU Call for proposals 2018 & networking session





Tips to succeed

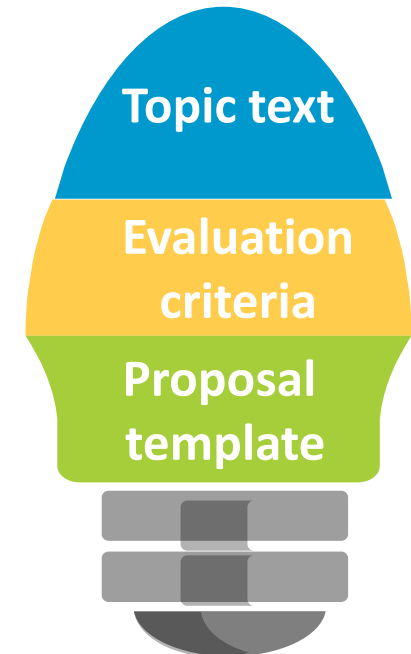
Write a good proposal

- H2020 evaluation criteria + BBI JU subcriteria
- Every word counts:
Think like an evaluator and write for an evaluator
- Industry commitment: consortium own contribution

Find all information needed

BBI JU website - SEDIA

- BBI JU-specific info (SIRA)
- Annual Work Plan 2019
- Guide for Applicants
- FAQ for Applicants and Coordinators
- Infoday 2019 video
- H2020 online manual




Become a BBI expert (experts@bbi.europa.eu)




ádh mór!


Thank you!


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