

MODULE IV

From Cosmos to Earth – Financing Opportunities

Speaker: Simon Bogaard



Strategist within The Regional Development Agency Utrecht Region active on subjects like research, lobby and funding strategies on local, regional, national and European level.

Actions and focus areas

Innovation

A regional development agency is a corporation with public shareholders whose aim is to strengthen a region's economy and bolster employment. As an RDA, we are a neutral player in a region and have no profit motive.

Investment

We invest in innovative, fast-growing companies from our own funds and funds under our management. We do this by providing subordinated loans and/or share capital.

Internationalisation

We are responsible for attracting international companies to the regions and for retaining them. This means that we strengthen the economic ecosystem and ensure a robust supply chain. We also support companies to access foreign markets.


RDA's the Netherlands:

Your gateway to cooperation with NL

- 9 RDA's in The Netherlands
- Biggest investor in startups: More than 60% of Dutch companies who attracts VC, realises it with RDA funding
- Realised in 2022 810 innovation projects with a total amount of € 220 mln with more than 1.000 entrepreneurs.
- In 2022 invested with RDA funds € 194 mln in 309 startups, scale-ups en innovative SMEs
- The RDA acquisition resulted in 180 international companies to The Netherlands. We organised 196 Trade events together for 4.000 participants in 2022.

The Utrecht region

Welcome to the beating heart of a healthy society



Most competitive region in the EU

Utrecht has consistently achieved top marks in the three-yearly Regional Competitiveness Index and is leading with regions such as Paris and Stockholm.

- 1.6 million residents & 133,000 companies
- The GDP per capita in the region of Utrecht is the second-highest in the Netherlands at 60,000 euros, which is 20% above the Dutch average.
- A 30 minute drive or train ride to Amsterdam Schiphol Airport
- 145 million customers within a 500km radius

The key sectors

We strive for healthy people in a healthy environment in a healthy society.

- 1. Life Sciences & Health
- 2. Smart Sustainability
- 3. Digital Media Technology



1. Healthy people - Lifescience & Health
Fields: oncology, cell and tissue technology, vaccine technology, prevention, human-technology interaction & future food
Leading firms: Genmab, Danone, Phycom, Johnson & Johnson

2. Healthy environment - Smart Sustainability
Fields: climate adaptation, water management, digitalization of circular construction, energy transition, mobility & bike.
Leading firms: Arcadis, Royal Haskoning DHV, BAM, Ballast Nedam

3. Healthy society - Digital Media Technology
Fields: IT, media, gaming, Design, EdTech, FinTech
Leading firms: Nixxes, Tover, Talpa, MediaMonks, Ubisoft, Infinitas

Talent in the region

- 42% of the working population holds a bachelor's or master's degree.
- The international community in the Utrecht region is made up of 80.000 individuals.
- Utrecht University excels in the fields of Geography and Biomedical Sciences, which fully align with the region's key sectors.

ROM Utrecht Region
Find out more at Doingbusiness.utrechtregion.com



RIV experiences & learnings

- Submitted proposal in EIE: 24 mln. 12 mln. own contribution (50% EFRO)
- Project SPR-I-NG: three content WPs and two learning WPs. Utrecht Region lead partner.
- Project summary:
 - 1. Deep tech health adoption (Lissabon)
 - 2. Health in built environment (Utrecht)
 - 3. Healthy aging (Castilla y Leon) + Romania (managing open calls) + Saarland (life long learning practise)
- Learnings:
 - Learning 1: RIV is new. Regions had cold feet.
 - Learning 2: managing external writing capacity was crucial
 - Learning 3: the NCPs were not good informed and connected
 - Learning 4: the networks EDIH and European Enterprise Network (EEN) were crucial
 - Learning 5: Integration of existing HORIZON budget was too complicated
 - Learning 6: SME involvement in RIV call (via Horizon) is complex

RIV experiences & learnings

- Cascade funding opportunities are important for SMEs
 - Learning 7: budget responsibility/accountability for SMEs at regional level (RDA) instead of European level (culture and proximity do matter)
 - Learning 8: national governments were not involved and had no financial interest in RIV
 - Learning 9: be open for connections with other regions via consortium regions
- Other experience within I3 route of RIV-call: Digital Health for Prevention
 - (Brabant and Oost NL)

Closing remark: Hopefully RIV is a door to new funding instruments for regional innovation. EURADA can be a helping hand in this. We hope to be one of the proposals that will be selected 😊

