



Access-to-finance conditions for innovative companies along the agri-food value chain

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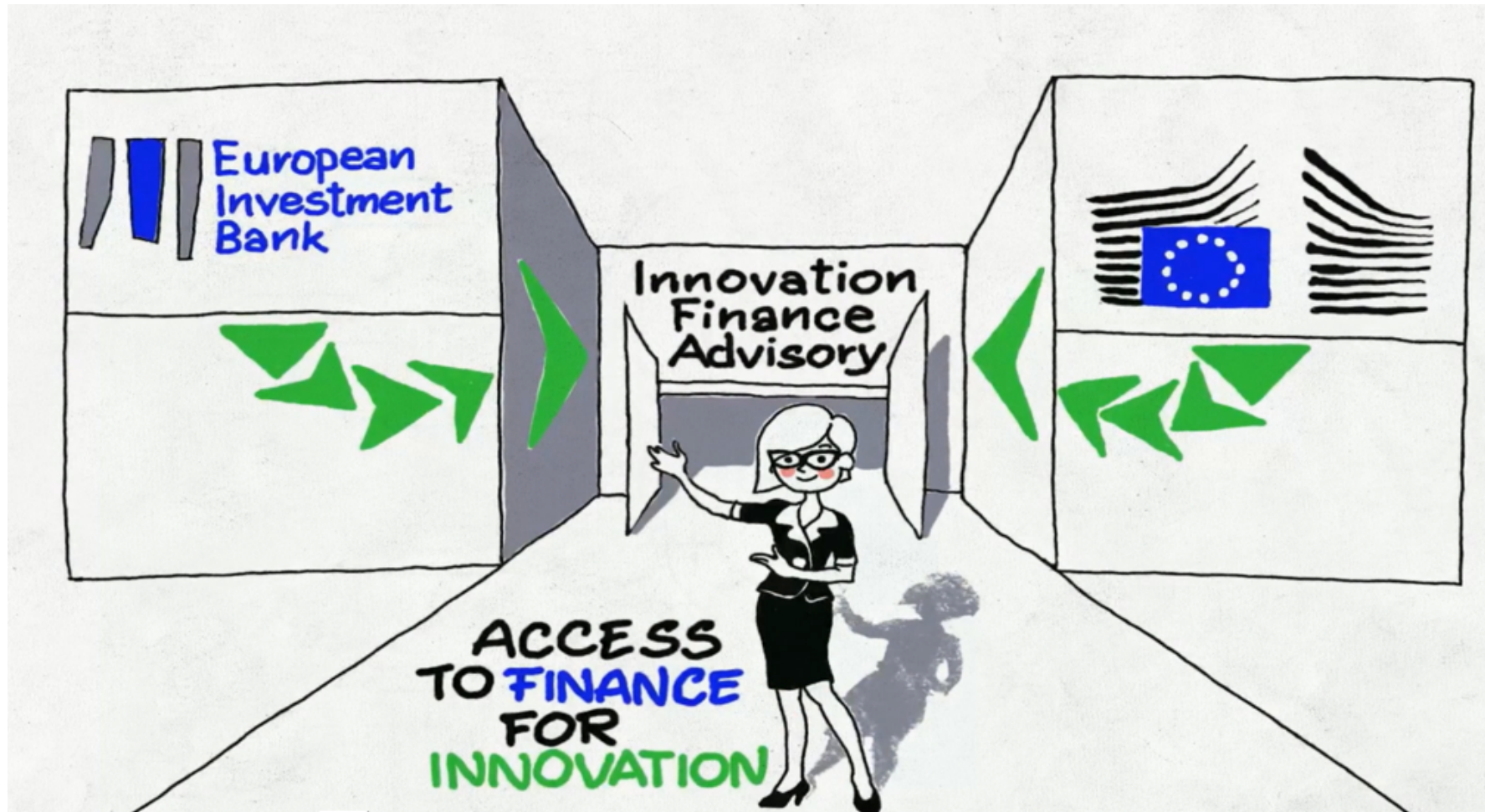
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Innovation Finance Advisory – our Mission

https://www.youtube.com/watch?v=cj9_KCguA3E



What we do:

Project Advisory, Market Consultations and Investment Platforms

Project Advisory

- Advise companies on EIB and other sources of financing
- Improve bankability/ investment readiness
- Enable earlier/ faster access to finance



Funding

Circular Bioeconomy
Investment Platform

InnovFin
Infectious Diseases



Project
Advisory

Pipeline
Development

Innovation
Finance
Advisory

Horizontal
Activities

Transfer of
Lessons
Learned

Investment Platforms

- Leverage horizontal (market) studies to identify funding gaps
- Where necessary, recommend internal EIB-managed instruments and/or Investment Platforms (IP)
- Structure/implement IP that mobilise public/private investors

Market Consultations

- Improve framework conditions for financing
- Develop “business case” for new financing mechanisms in RDI sectors
- Prepare studies on increasing effectiveness of financial instruments



Funding Gap Analysis

Access to Finance studies for:

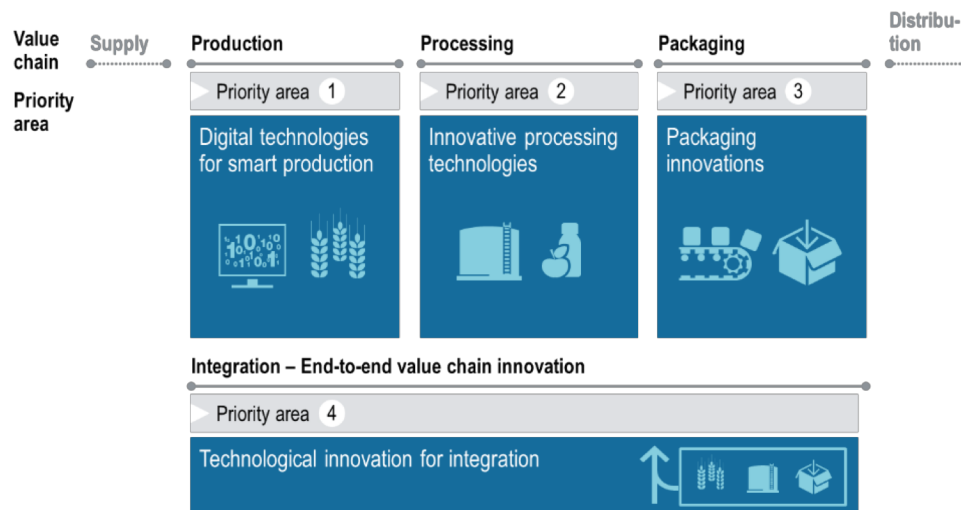
- Financing the next wave of medical breakthroughs
- Financing the deep tech revolution
- Investments in Bio-based Industries and the Blue Economy
- Circular Economy, Agri-food, Digital Economy, etc



Study Approach and Methodology

Explore current **financing practices** for R&D and innovation in selected agri-food segments, identify **financing gaps** and suggest possible **interventions**

Selected priority areas along the agri-food value chain



Supply and demand side assessment via interviews, workshops and literature review

- **40 interviews** with agri-food innovators, technology-driven start-ups, innovative small businesses, midcaps and established innovators
- **20 interviews** with agri-food financiers from commercial and public banks, private equity players and corporate venture capital
- Screening of **ca. 50 national and international good practices**
- **2 workshops** with sector experts, intermediaries (federations, research centers) and policy makers

Ongoing dialogue and collaboration with key stakeholders (EIB, EC, investor and company networks) through relevant knowledge dissemination and networking events

Recommendations

Potential advisory, financing and policy measures to address identified access-to-finance barriers

Key Findings

Key messages

A Predominantly
Risk-Averse and
Cautious Sector

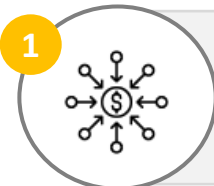
Strong Potential
for Digital, Data-
Driven Solutions

Complex Funding
Landscape:
funding and
knowledge gap

Key Findings

- ① **Risk-averse and cautious segment** of the European economy
- ② **Significant barriers** prevent most agri-food producers from taking on **new technologies**
- ③ **Digitalisation, consumer health and sustainability** are the **key drivers of disruptive innovation**
- ④ **Innovation** is most intensively **driven by highly versatile, small agri-food developers**
- ⑤ In **food processing** and **packaging incremental innovation** is prominent
- ⑥ **Data-driven technologies and services** are key innovations for integration along the value chain
- ⑦ **The European funding landscape is fragmented and highly complex**
- ⑧ **Importance of specialisation and sector experience**; only few equity investors have so far entered the market
- ⑨ **Finance needs** to go hand in hand with **knowledge**
- ⑩ Obtaining **finance for growth** is a **key challenge**

Key Recommendations



1

Strengthen crowdfunding

Develop new/strengthen existing crowd lending platforms dedicated to financing agri-food innovators



2

Facilitate access to risk-bearing/patient capital for innovators

Enable the issuance and securitisation of mini-bonds to share risks and unlock investments for the adoption of agri-food innovations



3

Explore the development of a dedicated risk-sharing financial instrument

Explore the development of a purpose-driven (risk-sharing) financial instrument dedicated to digital/data-driven agri-food innovators



4

Support the ecosystem on digital transformation

Empower Digital Innovation Hubs (DIH) to further prioritise their support activities for digitalisation along the agri-food value chain



5

Support the ramp-up of technologies/innovations

Support the broader rollout of field labs to increase the take-up/scale-up of promising technologies/innovations

Access to finance

Soft Measures to
Catalyse Innovation

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