

# A g e n d a

- European Science Foundation
- Paradigm shift in Europe
- EuroBioFund
- Red & Blue Ocean



**E**UROPEAN  
**S**CIENCE  
**F**OUNDATION  
SETTING SCIENCE AGENDAS FOR EUROPE

# What is ESF?

- An independent association with stakeholders from national funding agencies, research performing agencies and academies
- More than 30 years experience in providing a platform for the European scientific community
- Responding to societal needs with scientific excellence
- Focus on trend analysis, network creation, information management and brokerage

# Europe Needs Science

- ESF provides a platform for our Member Organisations in order to:
  - Advance European research
  - Explore new directions for research at the European level
- Through our activities, we serve the needs of the European research community in a global context.

# European Science Foundation

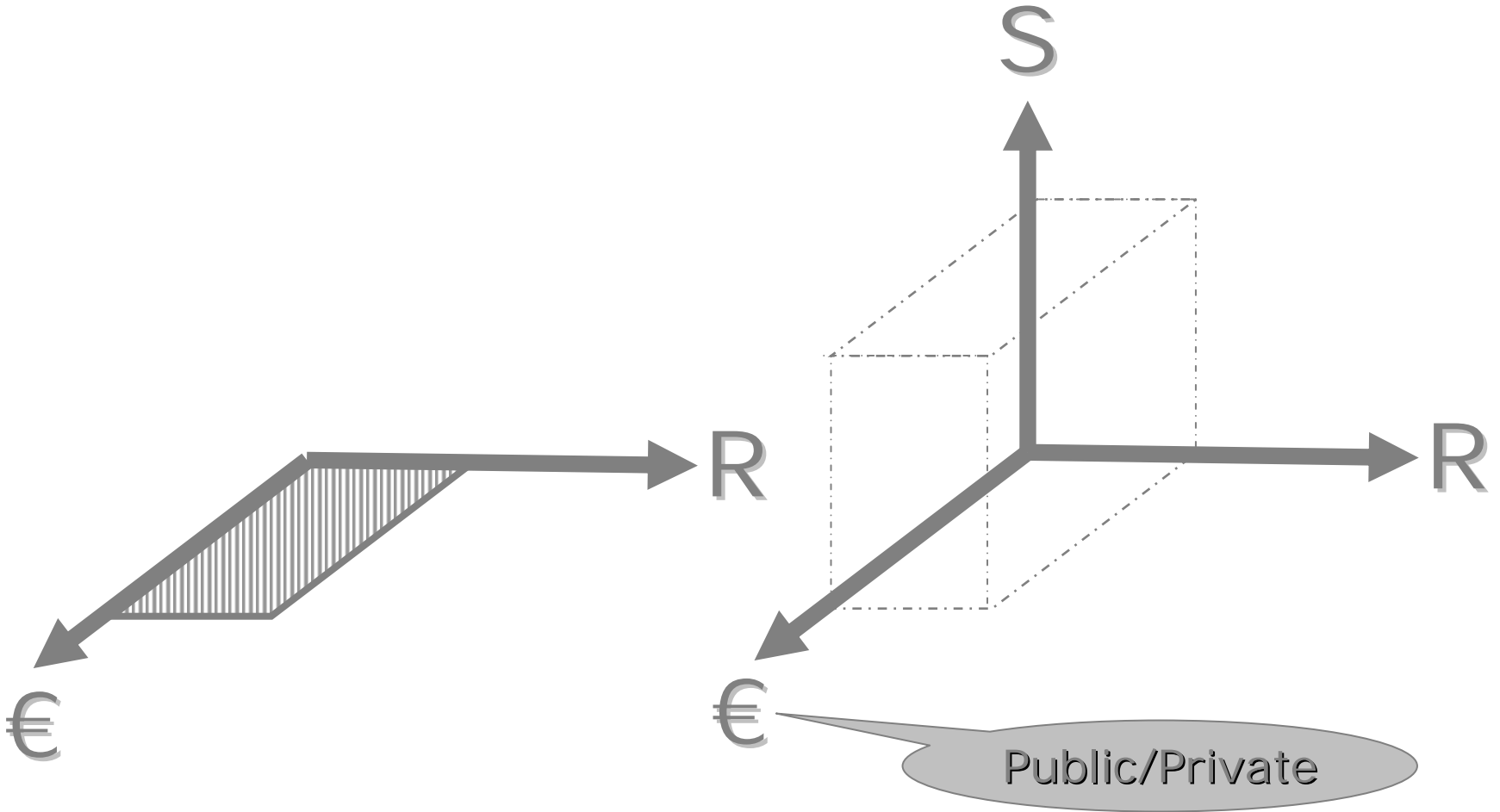
- 75 Member Organisations in 30 countries
- Several billions €



# Europe Paradigm Shift



# Paradigm shft

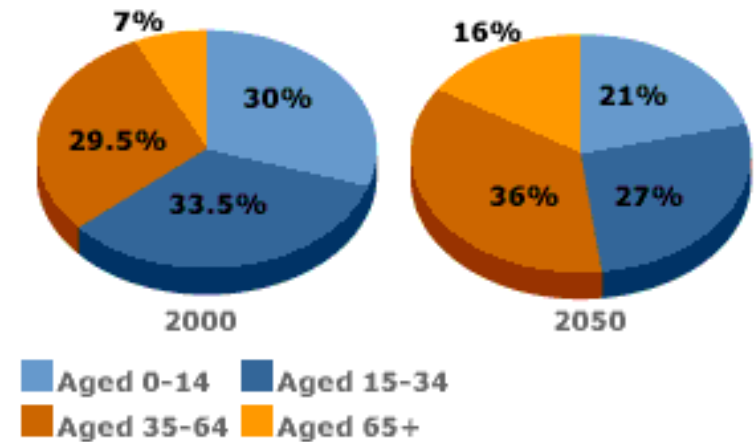


# Society

## Quality of Life

- Health
- Sustainability
- Energy

World population by age group



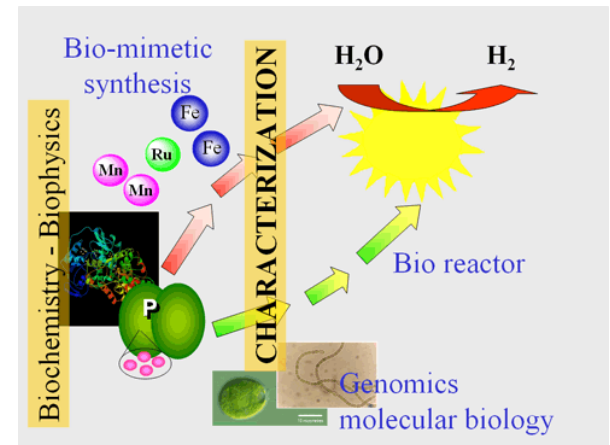
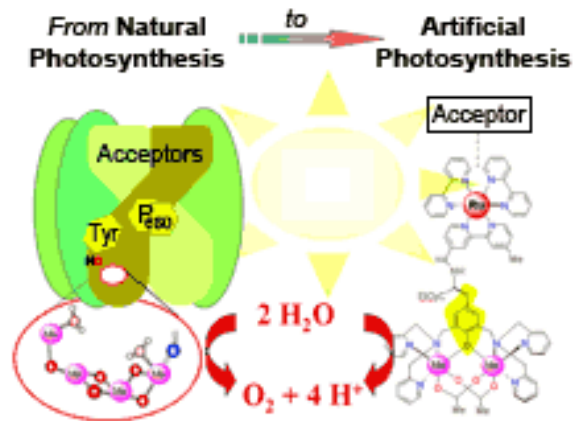
SOURCE: UN Population Division



# Society

## Quality of Life

- Health
- Sustainability
- Energy

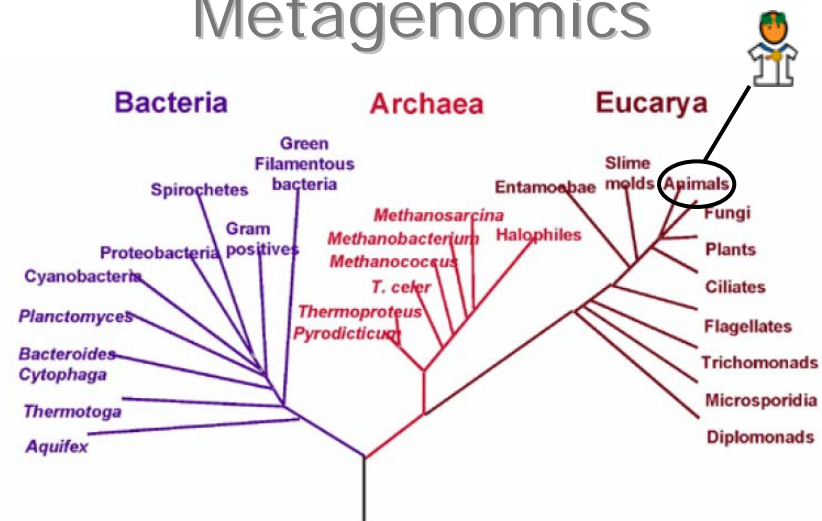


# Life Sciences Research

Revolution triggered by the ‘-omics’ era:

- Research infrastructures
- Converging sciences
- Technology developments
- European scale and scope
- Coordination

## Metagenomics



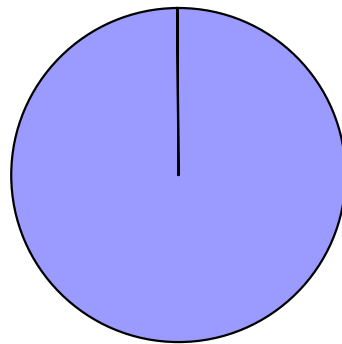
# Finance

- RSFF initiative EIB
- Focus on Public-Public-Partnerships & Public-Private-Partnerships
- Role of charities and foundations
- R&D focus in EU structural funds
- Insurance companies
- Philanthropic Venture Capital
- Regional hotspots

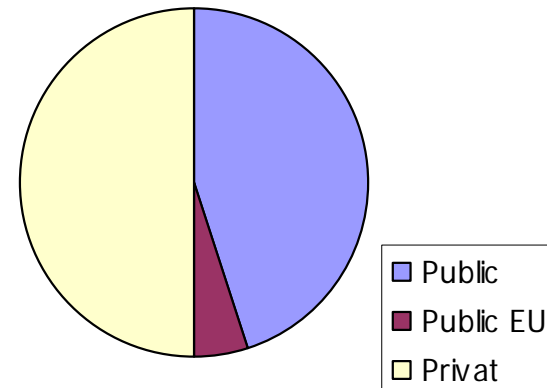


# Finance - which sources?

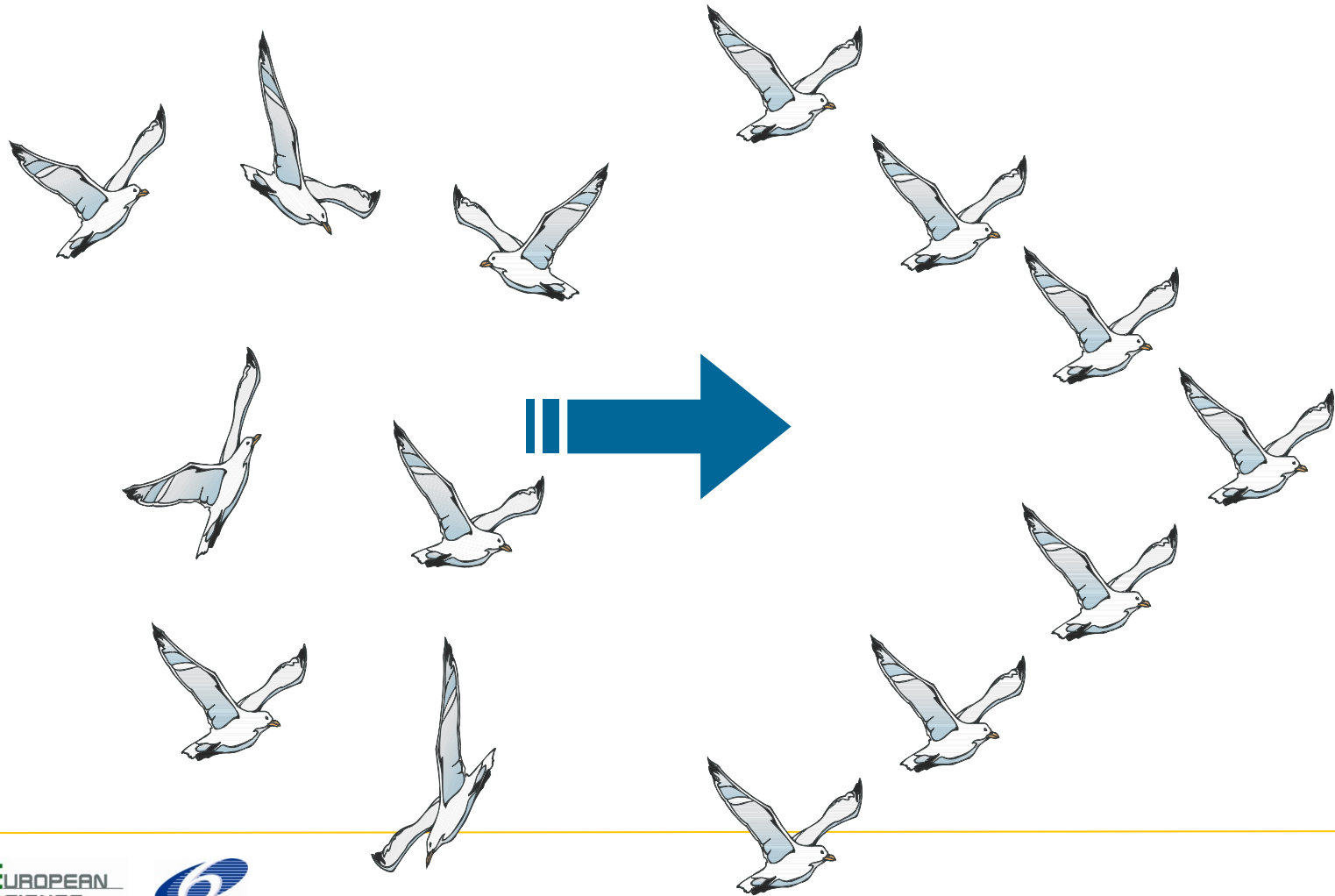
USA Cancer Research 2004  
(5 Billion US Dollar)



Europe Cancer Research 2004  
(2 Billion €)



# How to get an 71% additional action radius?





# EuroBioFund

# Objective EuroBioFund

- To initiate and facilitate strategic alliances between public and private sponsors on selected research themes

## Rationale

- 10% EU v 90% National - status quo in Europe
- Improve efficiency of R&D financing in Europe
- Quality of Life – health, energy and sustainability
- Strengthening the life sciences research base and infrastructure in Europe

# Activities EuroBioFund

- Scouting for research themes with European added value
- Cross linking of research and finance networks
- Brokerage & mediation

## Characteristics

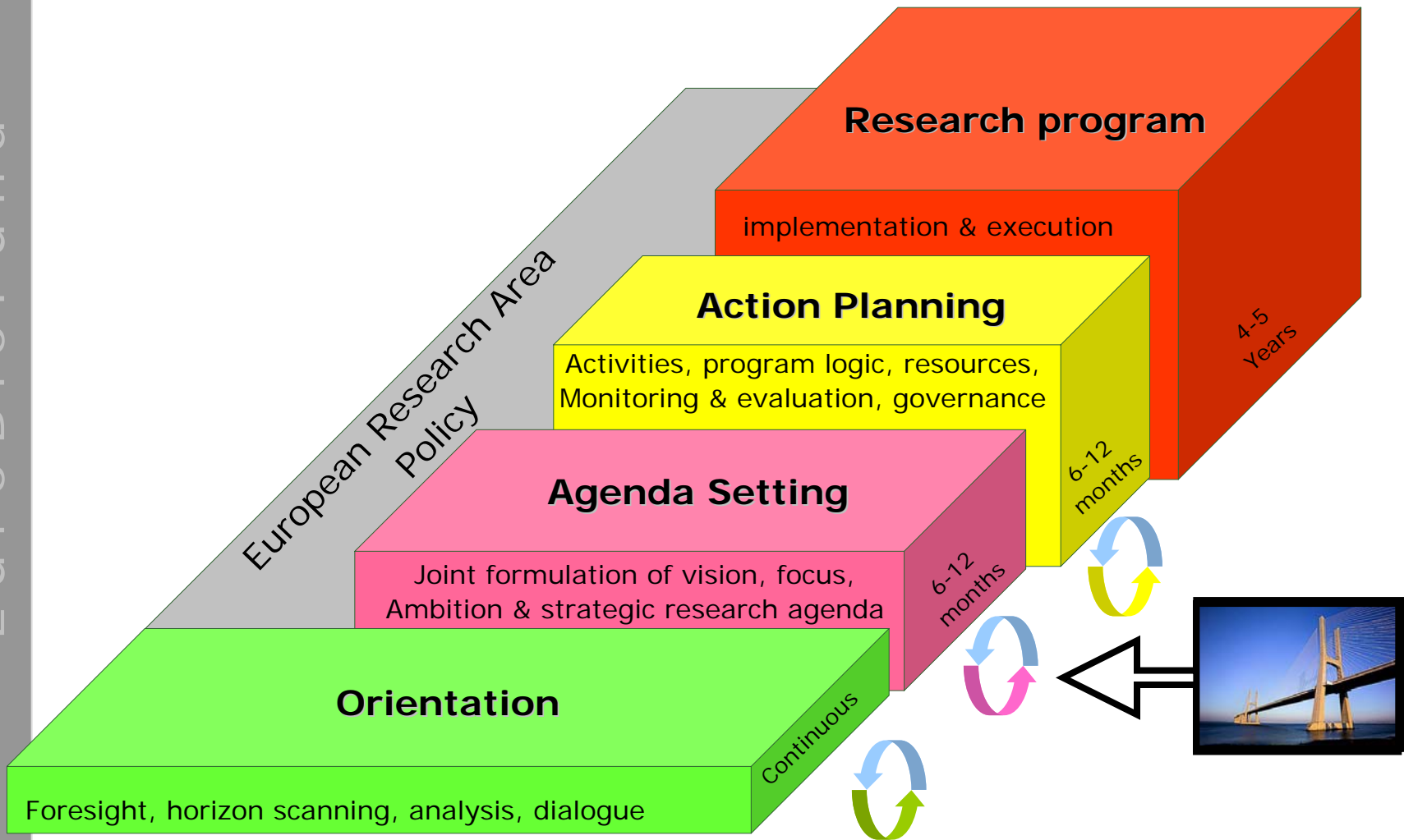
- Friends raising before fund raising
- “Old Friends” – early adaptors, founding investors
- Network profiling
- Financial Engineering
- A.I.D.A.



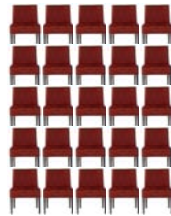
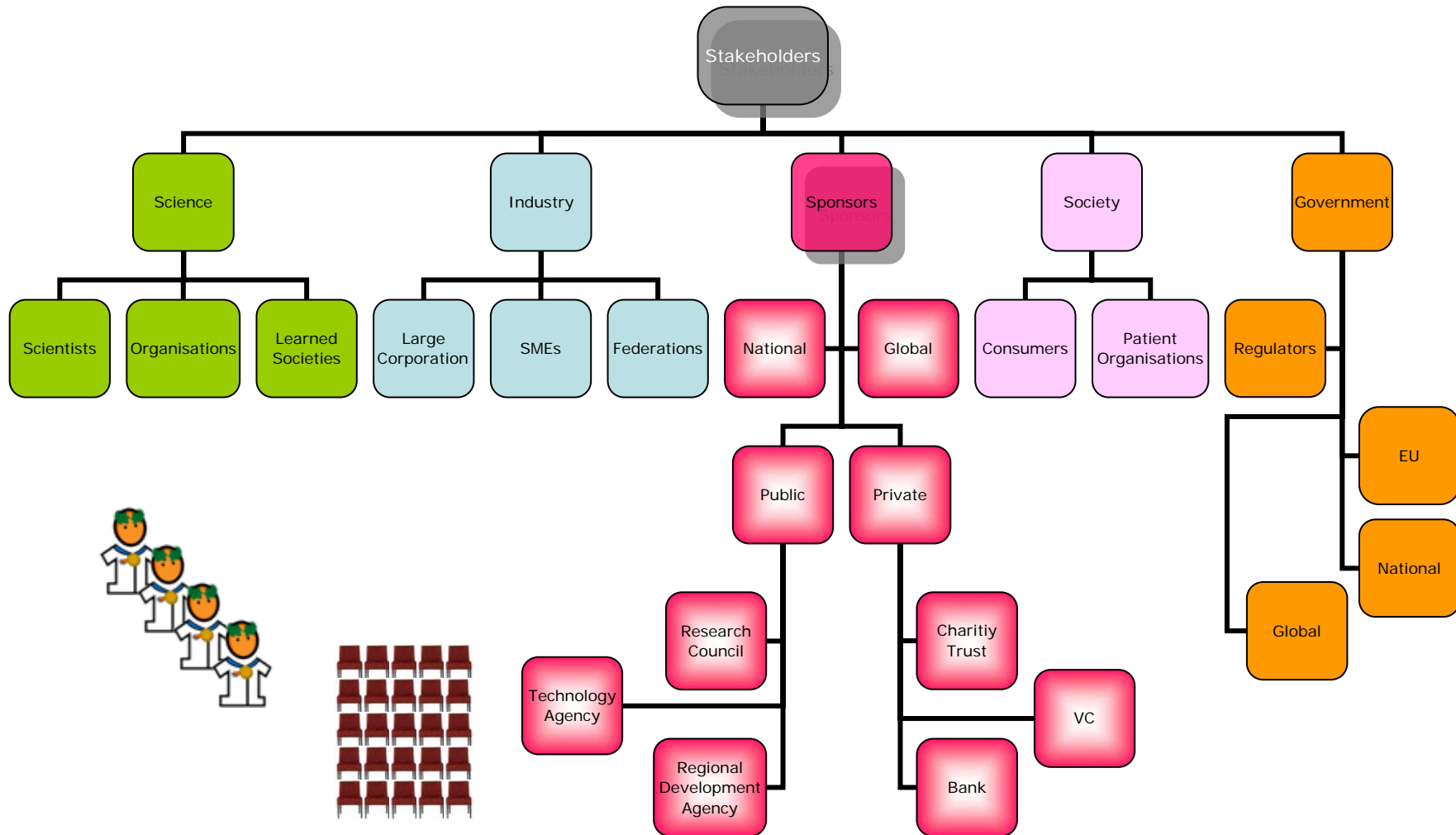
# Objectives and unmet needs



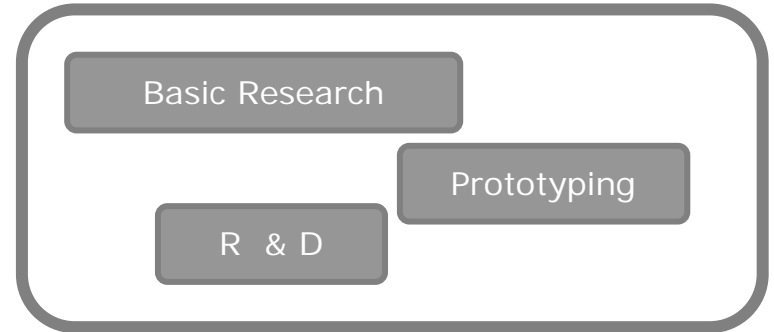
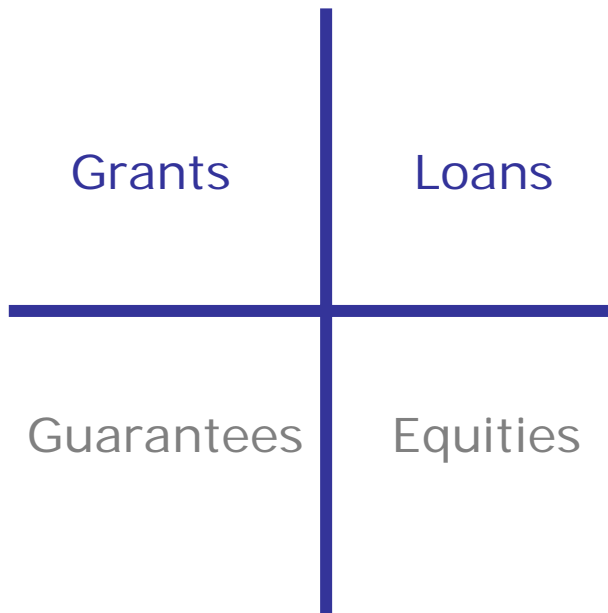
# Definition and design



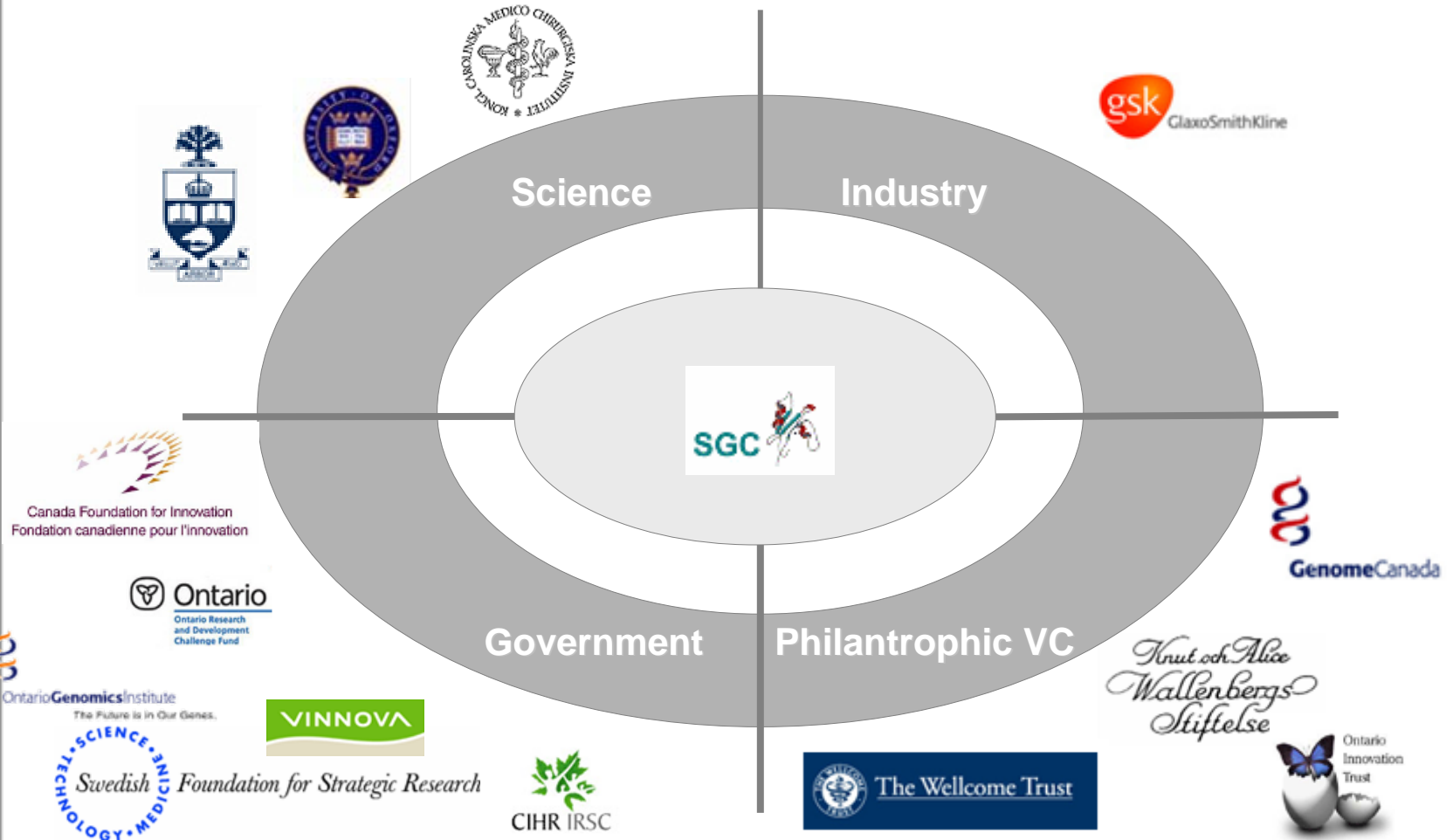
# Stakeholders & Profiles



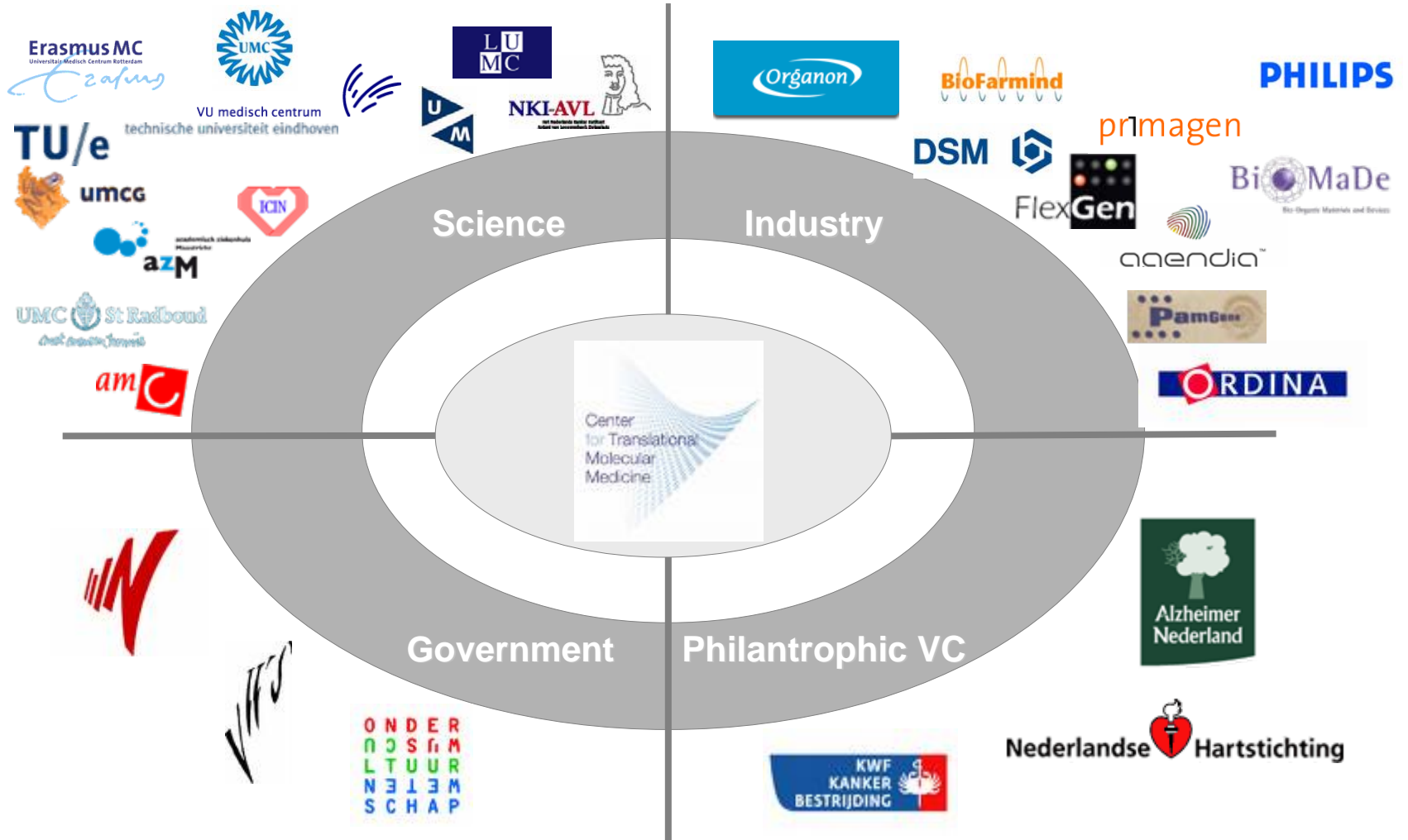
# Financial engineering



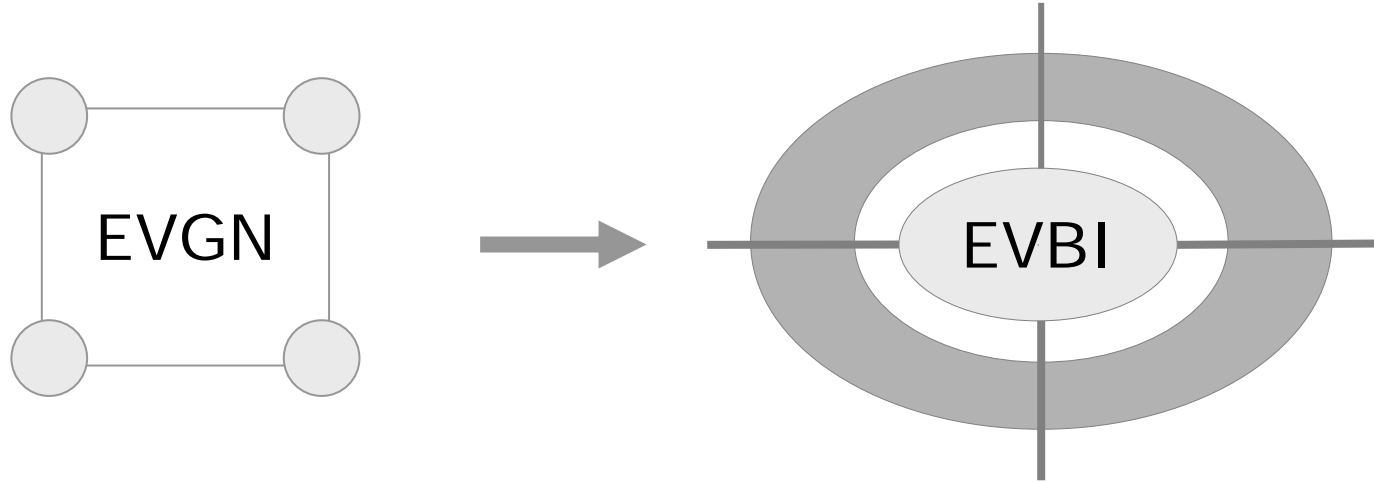
# An Example



# An Example



# An Example



- NoE
- 9 M€ 1<sup>st</sup> round
- 2004 – 2008
- 10 countries/25 institutions

- Virtual Institute
- Business plan
- 20 M€ 2<sup>nd</sup> round
- Public/Private





PORTUGAL 2007

# EuroBioForum 2007

Connecting Life Sciences



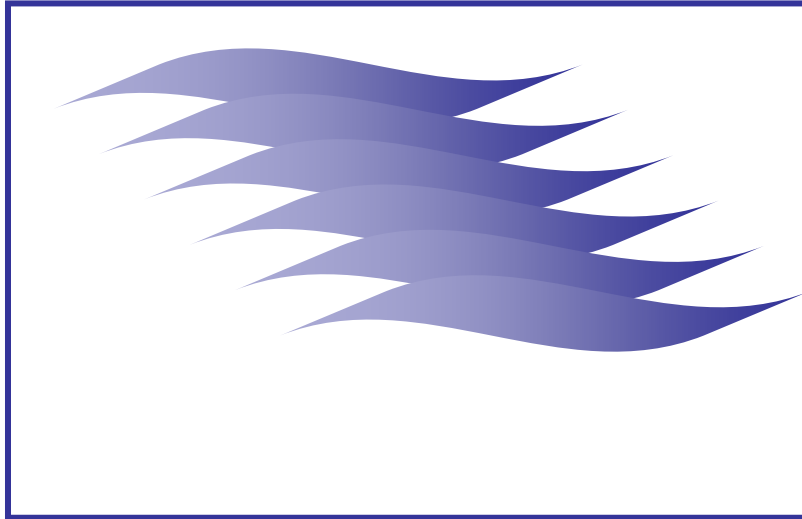
5-7 December, 2007

Lisbon

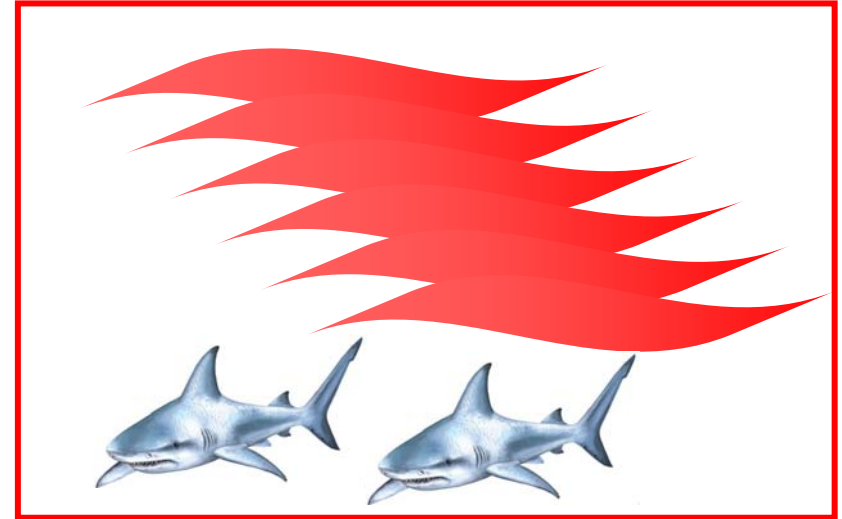


# Paradigm Shift

## Blue Ocean



## Red Ocean



- Sort out the financing of basic research, translational research
- Engage scientists and sponsors from the start
- Choose between á la carte approaches or programmatic activities
- Treat it like setting up a business
- Education & training, not only the students
- PR & COM is vital (marketing & selling)
- Show leadership



Thank you!

COST, Framework programme, Structural Funds, ERC, Eureka, NATO, Marie Curie, Erasmus, EURYI, EIT, JTI, JRC, Integrated projects, Network of Excellence, IRC, ESFRI, EIF, Gate2Growth, Specific Support Actions, ERANET, ERANET<sup>plus</sup> EUROCORES, Article 169, Article 171, HSFP, EMBO fellowships, RSFF, JASPERS, JEREMIE,