

LEADS

**BRIDGING THE
INNOVATION GAP**

**Creating and managing a pipeLine of H2020
projECts for the InnovAtion FunD on CCUS**

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5 July 2024 - Online webinar EERA JC CCS



Creating and managing a pipeline of h2020 projects for the Innovation Fund on CCUS (Grant Agreement No. 101137584). Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or CINEA. Neither the European Union nor the granting authority can be held responsible for them.



Our Company, services and track record

European leader in innovation & funding

Created in 1985, PNO is a high-growth knowledge-intensive company specialised in Grants Consultancy and Innovation Management, providing support services to private and public organisations. It proposes a unique combination of services, based on a profound insight in investment and innovation funding strategies, up-to-date knowledge and over **35 years of hands-on expertise** in more than **500 funding programs** in most EU countries.

1. **Structured analysis and benchmarking of** corporate R&D and innovation processes to spot strengths and opportunities for improvement
2. **Scoping RD&I strategy** with recent insights in technology, market and policy trends
3. **Facilitate access to new partners and technologies**, by tapping into external knowledge and innovation and a wide partner network
4. **Structuring, funding & realising projects** through project management, business modelling, planning and access to funding



35+
years of
experience



9
countries
with offices



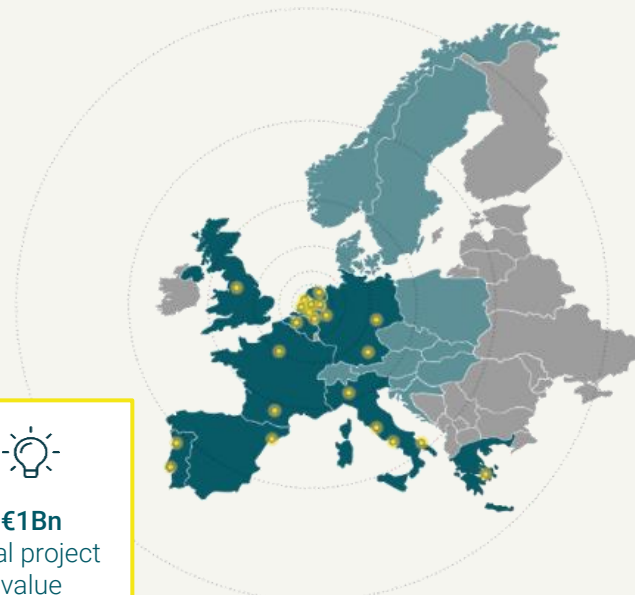
2K+
organisations
supported



10K+
parties in
network

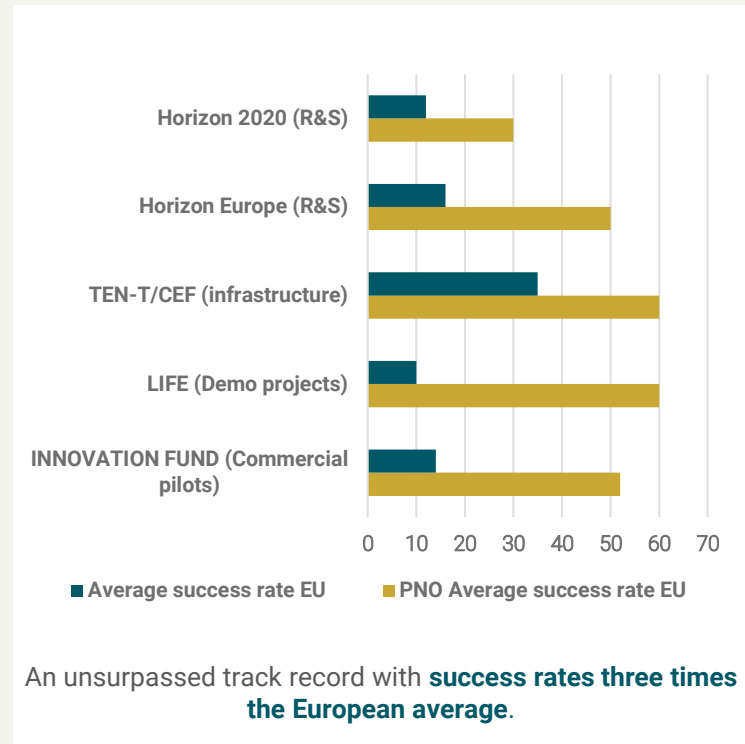


€1Bn
total project
value



PNO'S unique assets

- **+ 450 high quality specialists with a practical, hands-on attitude**, sector knowledge, funding expertise **and a scientific and financial background**. Several PNO employees regularly **act as evaluators for EC grant programs**.
- Participating as a **partner in + 100 R&D and innovation projects** in Europe in multiple sectors.
- Unmatched grant application volumes with over **115,000 national & regional grant applications and over 2,200 EU grant applications** successfully prepared and submitted by PNO since 2015.
- **Frequent and intensive contact with both national and EC grant providers and policy makers**. PNO is contracted as a consultant by both the European Commission and the EC Joint Research Centre.



What our clients say about us

“Writing a proposal for the **EU Innovation Fund**, especially when it is the first application, is a demanding exercise. It can only be successful if both the Consultant and the Proponent team are working hand-in-hand to get it done.

“**PNO has been essential in the timely and high-quality work for the application.** PNO has shown to be able to keep a holistic view, yet to combine this with pragmatic, down to earth work which is necessary for a winning proposal.”



Jan Theulen
Director Technologies & Partnerships / Lead CCUS, Heidelberg Cement

“PNO consultants support has been fundamental in shaping and co-developing our **successful CEF Energy applications** for the Antwerp Liquid CO₂ export terminal studies and works proposal.

With their constant high-level advice, hands-on approach and professional support, **PNO Consultants helped us to prepare a top-quality application that was very well received by the CEF evaluators, resulting very high in the final ranking.**”



Hanna Van Kraaij
Funding Desk Manager, Port of Antwerp
Lead WG Funding, Antwerp@C

“PNO consultants support has been crucial in shaping and co-developing our two **CEF Energy proposals** under the Northern Lights project. By bringing in their experience and insights from previous projects, as well as through their constant support in all aspects related to the proposal management and submission, **PNO Consultants has helped us to prepare two top-quality proposals** that will also help us, and our consortium partners, to achieve our goals in the innovation-driven CCS domain”



Per Sandberg
Senior advisor, Business Development at Equinor and BD leader for the Northern Lights project



LEADS project

Project Summary



Call: HORIZON-CL5-2023-D2-01



Topic: HORIZON-CL5-2023-D2-01-07 Support for the deployment of R&I results for climate mitigation. Synergies with the ETS Innovation Fund



Type of Action: Coordination and Support Action (CSA)



Start date and duration: 1 January 2024 - 31 December 2026 (36 months)



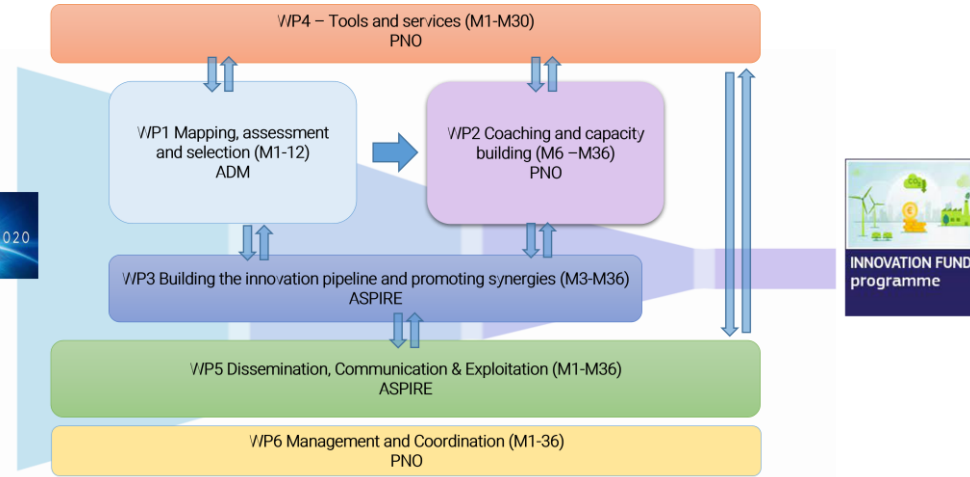
Total Grant Amount: €933.139,93



Partners



Work plan



The project has received funding from the European Union's Horizon Europe research and innovation programme under Grant Agreement No 101137584

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LEADS Objectives

General Objective:

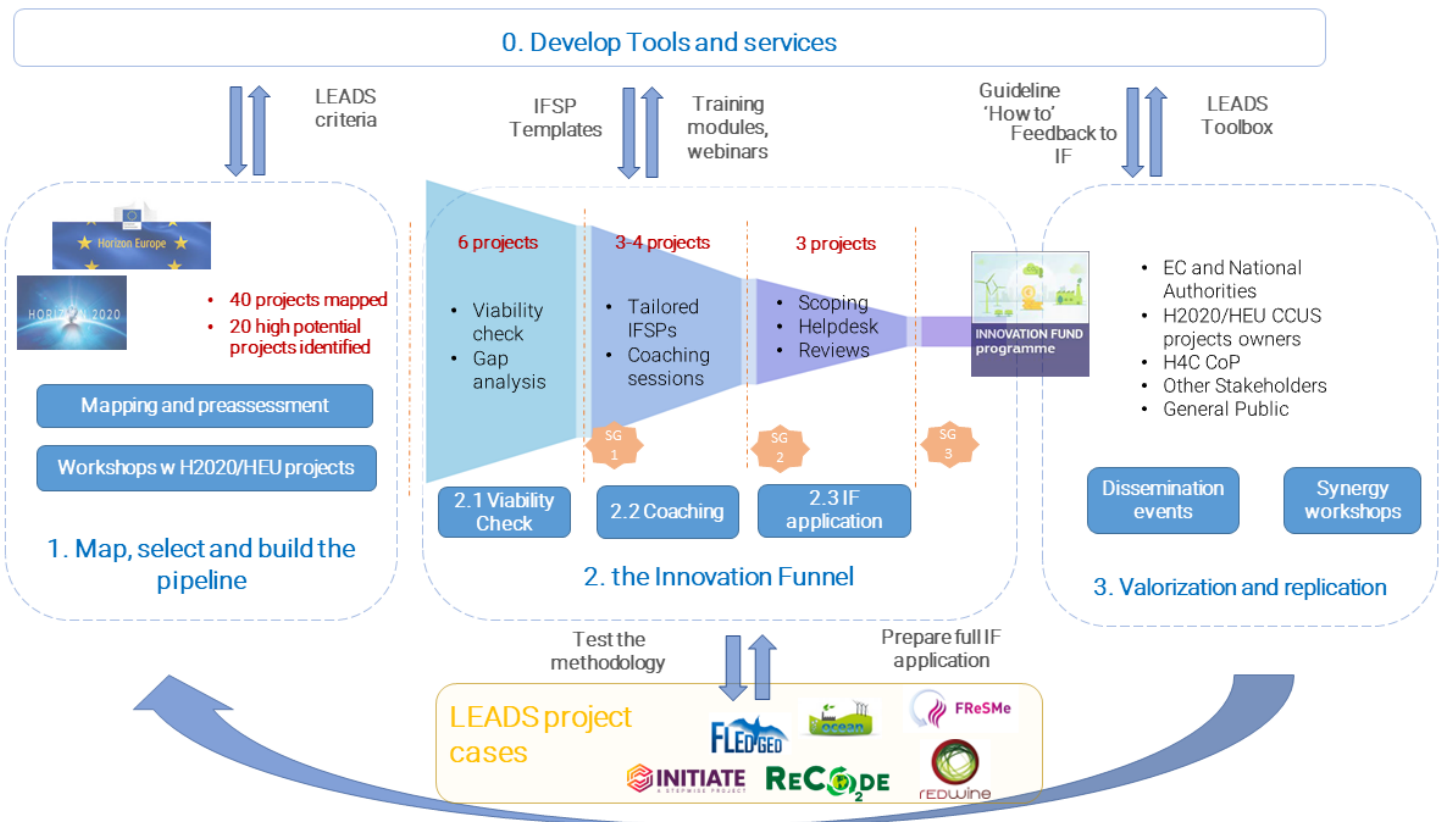
To **accelerate the path towards realising the EU's targets** to become the first carbon neutral continent in the world by 2050 in line with the Green Deal, 'Fit for 55' and 2030 Climate Target Plan, by creating a pipeline of CCUS projects and support them to mature to full scale, using results from **previously EU-funded projects (notably H2020)** and as such unlocking the carbon reduction potential that is embedded in H2020 supported R&D results.

Specific Objectives:

- **Create a pipeline** of H2020/HEU projects to apply to IF
- **Assess and select** most suitable projects
- **Build capacity**, supporting CCUS project owners to overcome residual bottlenecks, prepare for IF investment decision and enable them to apply to IF
- **Foster synergies** between H2020 and IF, as well as other EU funding programmes
- **Create and make available to CCUS stakeholders a set of IF tools and materials** to support them in various forms
- Reach a sound impact of performed activities by **involving relevant CCUS stakeholders** to increase the "deal-flow" from H2020 to IF, and to unlock the full carbon reduction potential of H2020 R&D results



LEADS concept and methodology



The project has received funding from the European Union's Horizon Europe research and innovation programme under Grant Agreement No 101137584

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LEADS project activities with other associations

Objectives of the activities:

- **Mapping** high potential H2020/HEU projects on CCUS: support the mapping of potential H2020/HEU CCUS projects that could fit in the LEADS pipeline and connect H2020/HEU CCUS project owners the project.
- **Lessons learnt** and synergies promotion to **IF Authorities** and other stakeholders on CCUS projects: collaboration in the 'lessons learnt report' to be developed by the consortium.
- **Exploitation, replicability actions and strategy:** support in the assessment of the transferability/replication potential of project outcomes (from a technical, geographical, economic/financial, regulatory and social/cultural perspective).
- **Support building the pipeline**, attracting interest and helping more projects, through dedicated events and synergy workshops

Associations involved:

- CBE  Circular Bio-based Europe Joint Undertaking
- CO2Value  CO₂ VALUE EUROPE
- The Carbon Capture & Storage Association  Carbon Capture & Storage Association

Associations involved:

- ZEP  ZEP zero emissions platform
- EERA JP CCS  EERA JP CCS



Other CSAs under the HORIZON-CL5-2023-D2-01 call

5 Coordination and Support Actions (CSAs) are funded under the topic "*HORIZON-CL5-2023-D2-01-07: 'Support for the deployment of R&I results for climate mitigation. Synergies with the ETS Innovation Fund'*".

Aim: promote and facilitate technologically, financially, and operationally mature Horizon 2020/Europe projects to reach market deployment by means of developing synergies with the ETS Innovation Fund.

The five projects have a duration between 30 and 36 months and started their work in January 2024. They focus on four different topics:

Topics	CSAs
Low-carbon technologies in energy-intensive industries	2DPLOY
Carbon capture, use and storage (CCUS)	LEADS
Renewable energy generation	REALIZE , DIAMONDS4IF
Energy storage & hydrogen	H2IF

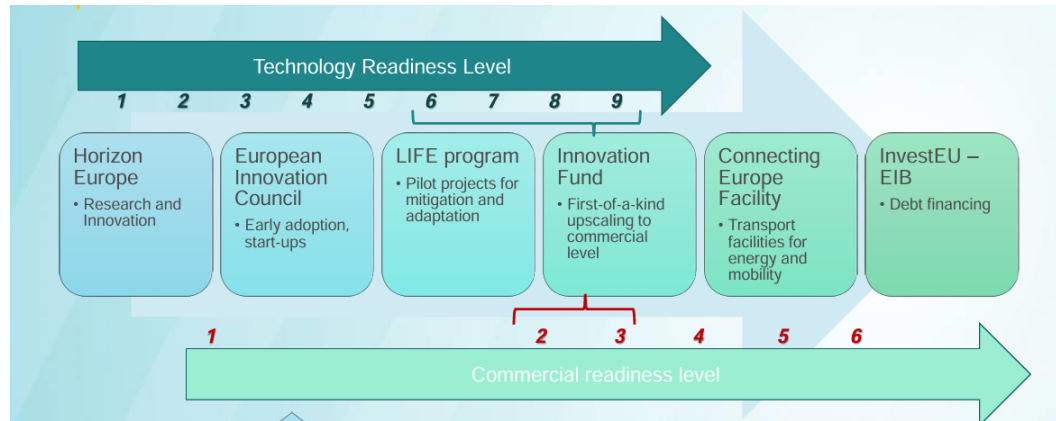
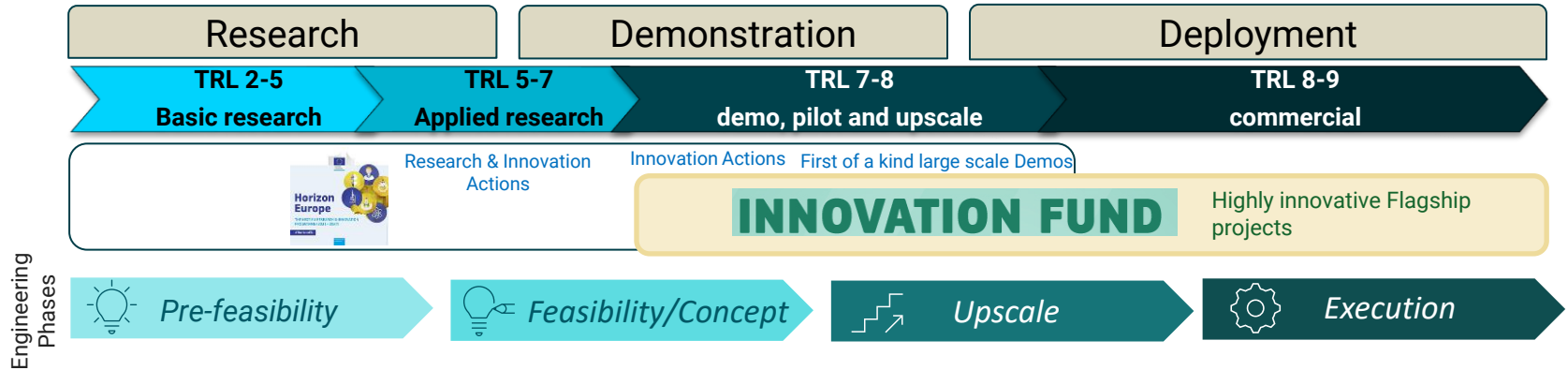
Collaboration between the CSAs is achieved through regular meetings chaired by CINEA, joint dissemination activities including press-releases and events. In May, the 5 CSAs delivered to CINEA and EC DGs a lessons-learned document on IF process



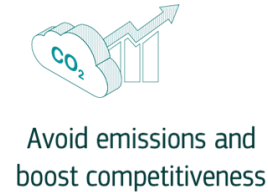


The ETS Innovation Fund

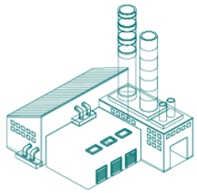
Innovation Fund Programme



Innovation Fund Programme



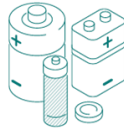
Supporting manufacturing, production and use in:



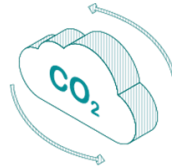
Energy intensive
industries



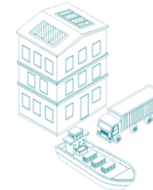
Renewables



Energy storage



Carbon capture, use
and storage



Net-zero mobility and
buildings

* Based on a carbon price of 75 € /tonne

Focus: Highly innovative technologies and flagship large-scale demonstration or first-of-a-kind projects within EU, NO, IS and LI that can deliver significant GHG emission reductions. Optimal balance of a wide range of technologies in all eligible "hard to abate" sectors.

[Innovation Fund Dashboard of funded projects](#)



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Innovation Fund Programme



The aim of the funding is to share the risk with promoters of first-of-a-kind highly innovative projects.


TRL8-9
(TRL 6-8 for Pilots)
Sufficiently mature in terms of planning, business model and financial and legal structure



First-of-a-kind highly innovative projects with a negative business case – long projects with commercial roll-out and significant emission reduction


Supply-chain and business case defined

Pre-commercial or commercial scale



EU member States + EEA


EU geographical and sectorial balance expected in selection of projects



Single applicants (companies) or consortia



Managed by CINEA + EIB (Project Development Assistance)



Lump sum contribution - Payments depend on achievement of the results and completion of WPs

Budget from ETS (auctioning of 530 mln ETS allowances from 2020 to 2030): €40billion, depending on carbon price

Funding 60% of Relevant Costs

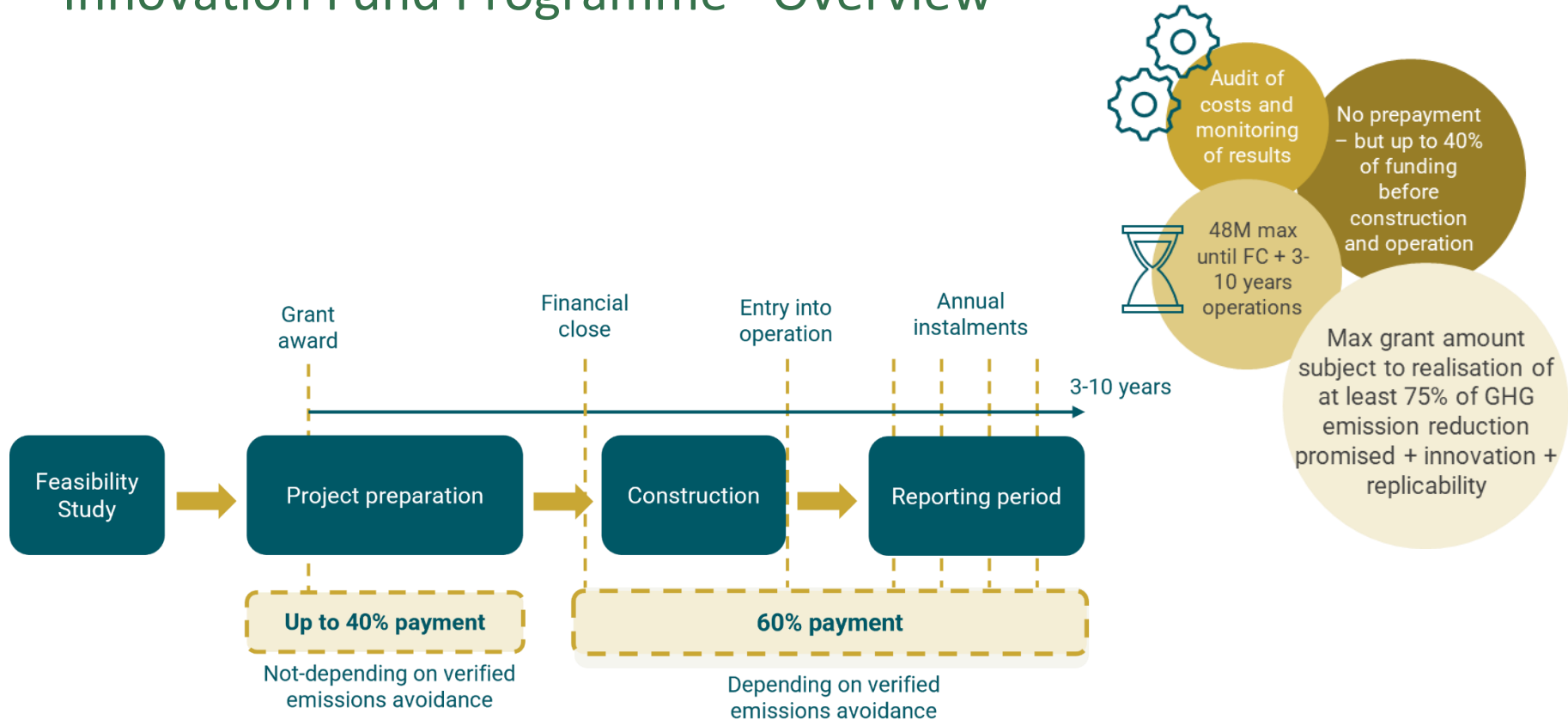
Small Scale: up to 20mln

Mid-scale: >20mln and up to 100mln

Large Scale: >100mln



Innovation Fund Programme - Overview



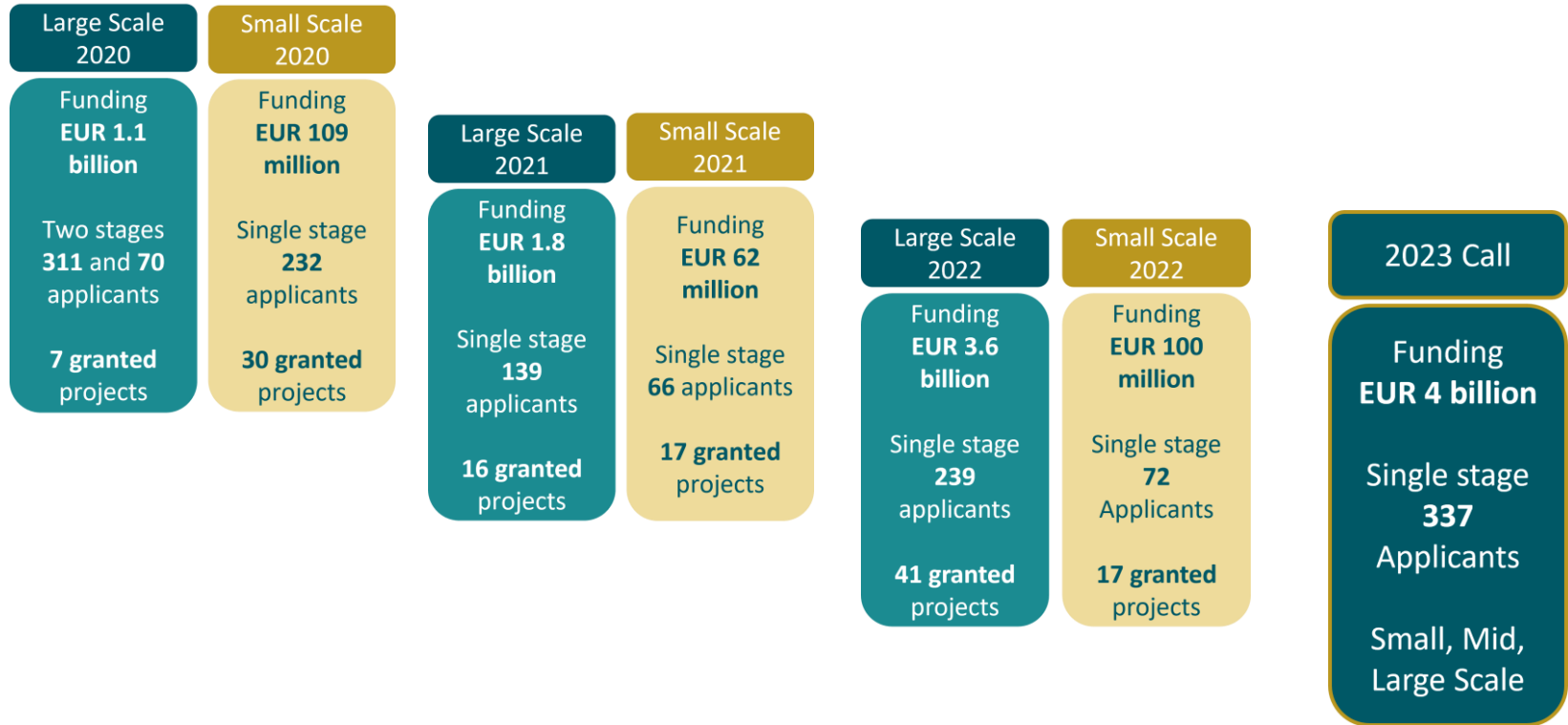
Innovation Fund Programme - Overview

	General decarbonisation (L-M-S)			Clean tech manufacturing	Pilots
Activity	<ul style="list-style-type: none"> Low-carbon technologies and processes in ETS sectors CCS + CCU Construction and operation of innovative renewable energy and energy storage technologies Hydrogen applications in industry and production projects Breakthrough technologies in maritime and aviation 			<ul style="list-style-type: none"> Production of components for <ul style="list-style-type: none"> RE installations Electrolysers and fuel cells Energy storage solutions Heat pumps Recycling and reusing of CRMs in above equipment or components 	<ul style="list-style-type: none"> Construction and operation of pilot projects to validate disruptive technologies Across all IF sectors
CAPEX	<i>Large</i> > EUR 100 m	<i>Medium</i> < EUR 100 m > EUR 20 m	<i>Small</i> < EUR 20 m > EUR 2,5 m	> EUR 2,5 m	> EUR 2,5 m <i>Max. EUR 40 m grant</i>
TRL	TRL 6-8 at application Up to TRL 9 at project end				TRL 5-7 at application Up to TRL 8 at project end
Evaluation	<ul style="list-style-type: none"> No weights Max 76 points (incl. bonus points) 			<ul style="list-style-type: none"> Double weighting on Degree of Innovation AND Project Maturity Max 106 points (incl. bonus points) 	<ul style="list-style-type: none"> Double weighting on Degree of Innovation Less stringent requirements on cost efficiency Max 91 points (incl. bonus points)

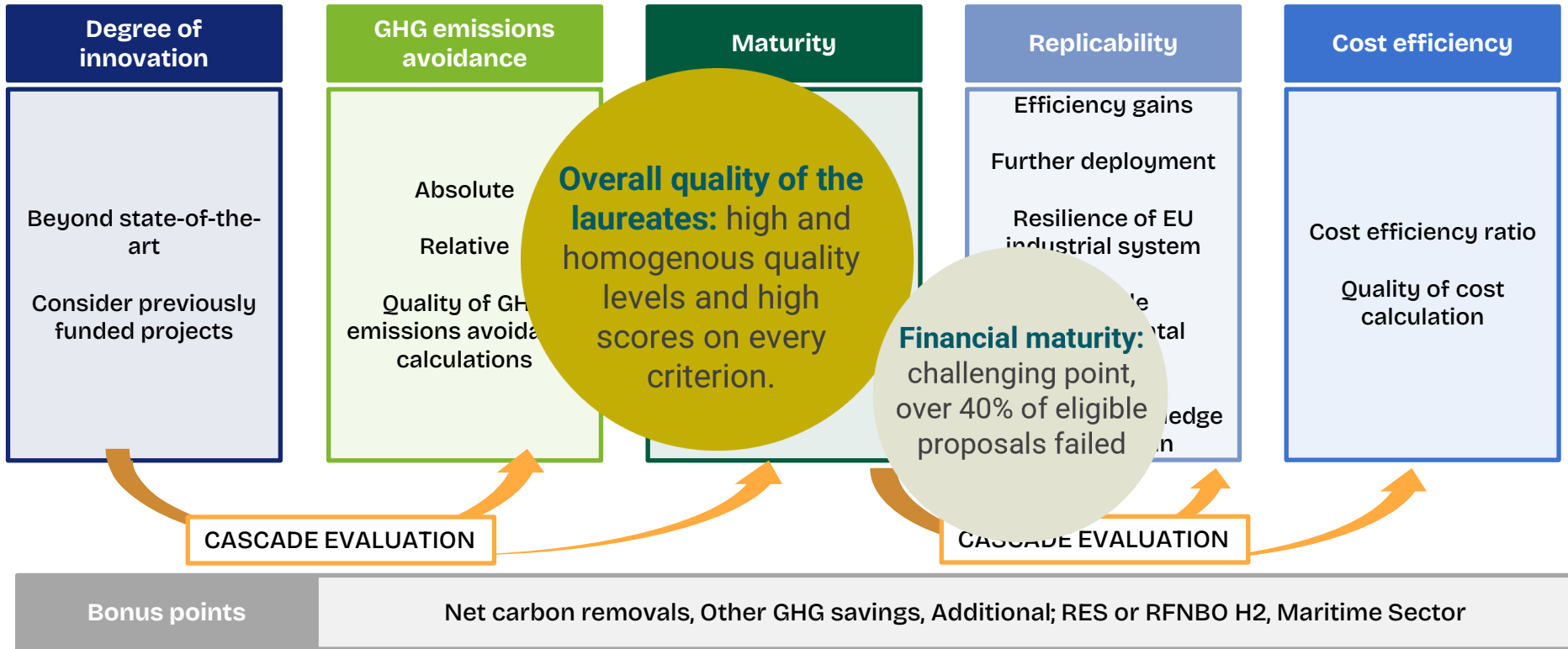
Topics designed not to overlap: one proposal application can only be made to one topic



Innovation Fund Programme – Main figures



Innovation Fund Programme – Evaluation Criteria



Innovation Fund Programme – Application documents



Application documents

- ✓ **Application Form Part A** (administrative information about the applicant organisations)
- ✓ **Application Form Part B** (technical content of the proposal) *(80 pages limit)*
- ✓ **Application Form Part C** (additional project data)
- ✓ **Mandatory annexes & supporting documents**
 - Detailed budget table/relevant cost calculator
 - Participant information
 - Timetable/Gantt chart
 - GHG emissions calculator
 - Feasibility study *(60 pages limit)*
 - Business plan *(60 pages limit)*
 - Detailed financial model sheets
 - Audit statement on relevant costs
 - Knowledge sharing plan *(60 pages limit)*
- ✓ **Other annexes (optional)**
 - Support to project
 - Terms of supply
 - Due diligence reports
 - Permits, licences, authorisations
 - Other



Innovation Fund Programme – Tips



Start well ahead (we suggest 6 months before starting of the Call) to shape the **Scope and activities** of your IF project. These could be very different from your H2020/HEU project



- Clarify the ownership of results of your H2020/HEU project, the steps needed to bring those result to full commercial scale and the roles of each actor in the commercial configuration
- Define the whole value chain of the commercial scale set-up, map the stakeholders within the value chain and identify the ones that are crucial for the realisation of the full-scale plant
- Start discussions with crucial stakeholders well ahead (at least 1 year before IF deadline) and get their commitment and agreement



Maturity is split across three demanding sub criteria (technical, financial, operational), each of which requires extensive documentation



Ensure an internal process management with adequate milestones set, regular meetings and clear objectives



Allocate resources to each project part (technical, financial, business, permitting etc.) early in the process and ensure everyone is in line with the proposal requirements and concept



Assign a Project Manager that supervises the process, ensures consistency of information and main claims across all documents and clear cross-reference to the annexes



The total required documentation ranges between 300 – 500 pages – demanding application process



Have an external reviewer check your application and supporting documents at least once during the process



Contacts

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If you have a CCUS project with potential to apply to
Innovation Fund 2025-26-27 let us know!



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