



**ECBF**

European Circular  
Bioeconomic Fund

Capital for  
Transformation

# From start-up to scale-up: ECBF catalysing growth of the Circular Bioeconomy

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November 15<sup>th</sup>, 2021

Supported by:





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## Session Overview

**01**

**BUSINESS  
OPPORTUNITIES IN  
SUSTAINABILITY**

**02**

**ECBF. CATALYSING  
GROWTH**

**03**

**INVESETMENT  
STRATEGY**

**04**

**FINAL REMARKS  
(bio.ECOSYSTEM)**



01

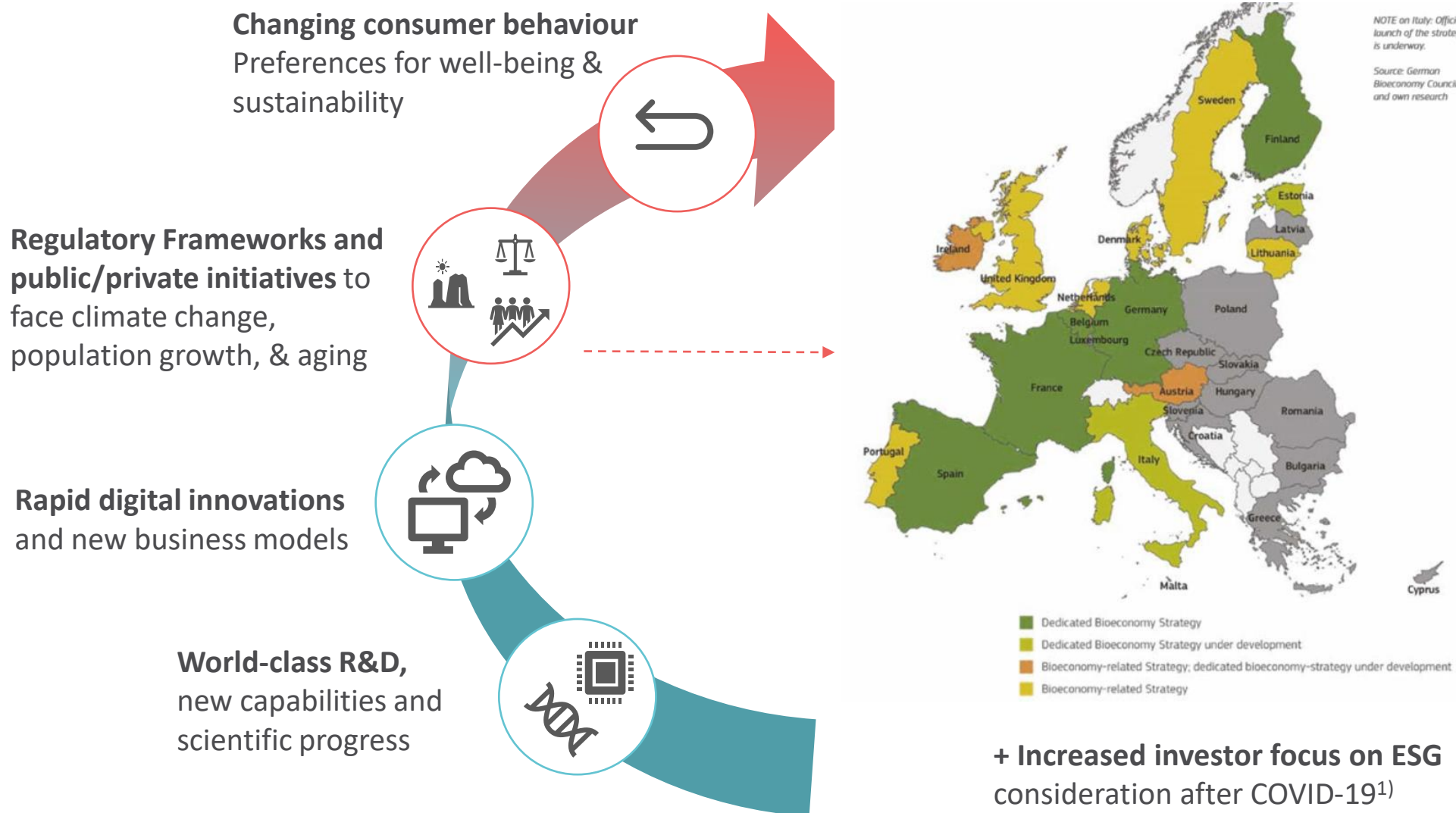
**BUSINESS**

**OPPORTUNITIES**

The emerging sustainable challenges as an opportunity  
for doing businesses.



# Key factors driving the European Bioeconomy



1) UBS Chief Investment Office GWM, Investment research, “Sustainable investing after COVID-19” (05/12/2020)



# Sustainable Market opportunities



## Turning risks into Opportunities

**USD \$12 trillion**

a year by 2030 in market opportunities in 60 sustainable and inclusive market “hot spots” associated to SDG.

BSDC (2017)

|    | Food and Agriculture               | Cities                              | Energy and Materials                                | Health and Well-Being            |
|----|------------------------------------|-------------------------------------|---|----------------------------------|
| 1  | Reducing food waste in value chain | Affordable housing                  | Circular models - automotive                        | Risk pooling                     |
| 2  | Forest ecosystem services          | Energy efficiency - buildings       | Expansion of renewables                             | Remote patient monitoring        |
| 3  | Low-income food markets            | Electric and hybrid vehicles        | Circular models - appliances                        | Telehealth                       |
| 4  | Reducing consumer food waste       | Public transport in urban areas     | Circular models - electronics                       | Advanced genomics                |
| 5  | Product reformulation              | Car sharing                         | Energy efficiency - non-energy intensive industries | Activity services                |
| 6  | Technology in large-scale farms    | Road safety equipment               | Energy storage systems                              | Detection of counterfeit drugs   |
| 7  | Dietary switch                     | Autonomous vehicles                 | Resource recovery                                   | Tobacco control                  |
| 8  | Sustainable aquaculture            | ICE vehicle fuel efficiency         | End-use steel efficiency                            | Weight management programs       |
| 9  | Technology in smallholder farms    | Building resilient cities           | Energy efficiency - energy intensive industries     | Better disease management        |
| 10 | Micro-irrigation                   | Municipal water leakage             | Carbon capture and storage                          | Electronic medical records       |
| 11 | Restoring degraded land            | Cultural tourism                    | Energy access                                       | Better maternal and child health |
| 12 | Reducing packaging waste           | Smart metering                      | Green chemicals                                     | Healthcare training              |
| 13 | Cattle intensification             | Water and sanitation infrastructure | Additive manufacturing                              | Low-cost surgery                 |
| 14 | Urban agriculture                  | Office sharing                      | Local content in extractives                        |                                  |
| 15 |                                    | Timber buildings                    | Shared infrastructure                               |                                  |
| 16 |                                    | Durable and modular buildings       | Mine rehabilitation                                 |                                  |
| 17 |                                    |                                     | Grid interconnection                                |                                  |





# Sustainable Market opportunities



## USD \$44.61 Billion

will be reached by Global Green Technologies and Sustainability Markets in 2026.

Allied Market Research (2018)

## USD \$4.5 trillion

market opportunity for the circular economy by 2017.

WBCSD (2017)

## USD \$7.7 trillion

opportunity for business by 2030, establishing the **circular bioeconomy** as a nature-based solution that addresses five of the greatest environmental priorities.

WBCSD (2019)

## EUR 2.4 trillion

worth of the European Bioeconomy in 2017.

Nova-Institut (2020)





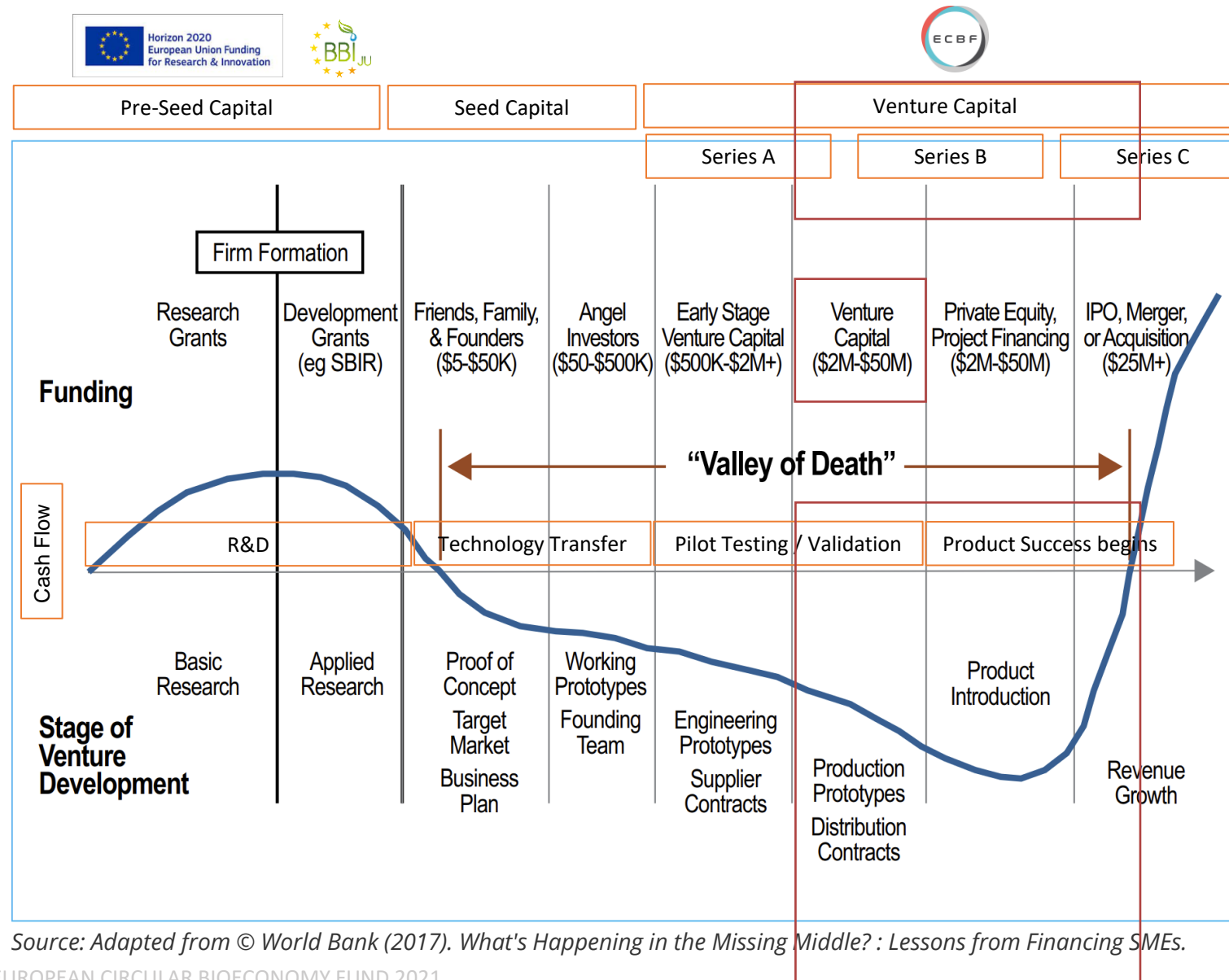
# 02

# ECBF: CATALYSING GROWTH

Beyond EU grant schemes and seed investment!.... A financial instrument for growth-stage companies!



# Key role of Venture Capital in Star-up's growth



Source: Adapted from © World Bank (2017). *What's Happening in the Missing Middle? : Lessons from Financing SMEs.*





**ECBF**  
European Circular  
Bioeconomy Fund



**The leading investment fund  
dedicated to growth-stage  
companies and projects within the  
European Circular Bioeconomy**



# Key facts



Focus on growth-stage companies (JV and SPVs)



Targeted Fund Size= € 250m  
4th Closing = € 206m



Financing instruments includes **Equity and mezzanine**



Investments in up to 25 companies  
**Investment tickets € 2– 10 M**



Geographical Focus: EU 27 + 16 (+1?)



As lead or co-lead investor in a syndicate with other investors



5 years investment, 5 years divestment  
+ 2 years extension



Positive Impact: ESG criteria based on EIB standards is a “must” for investment





# ECBF plans to invest € 250m in up to 25 companies



## Current fund size at € 206 Million



DR. HETTICH  
BETEILIGUNGEN

4 Family Offices

## Three investments already made





03

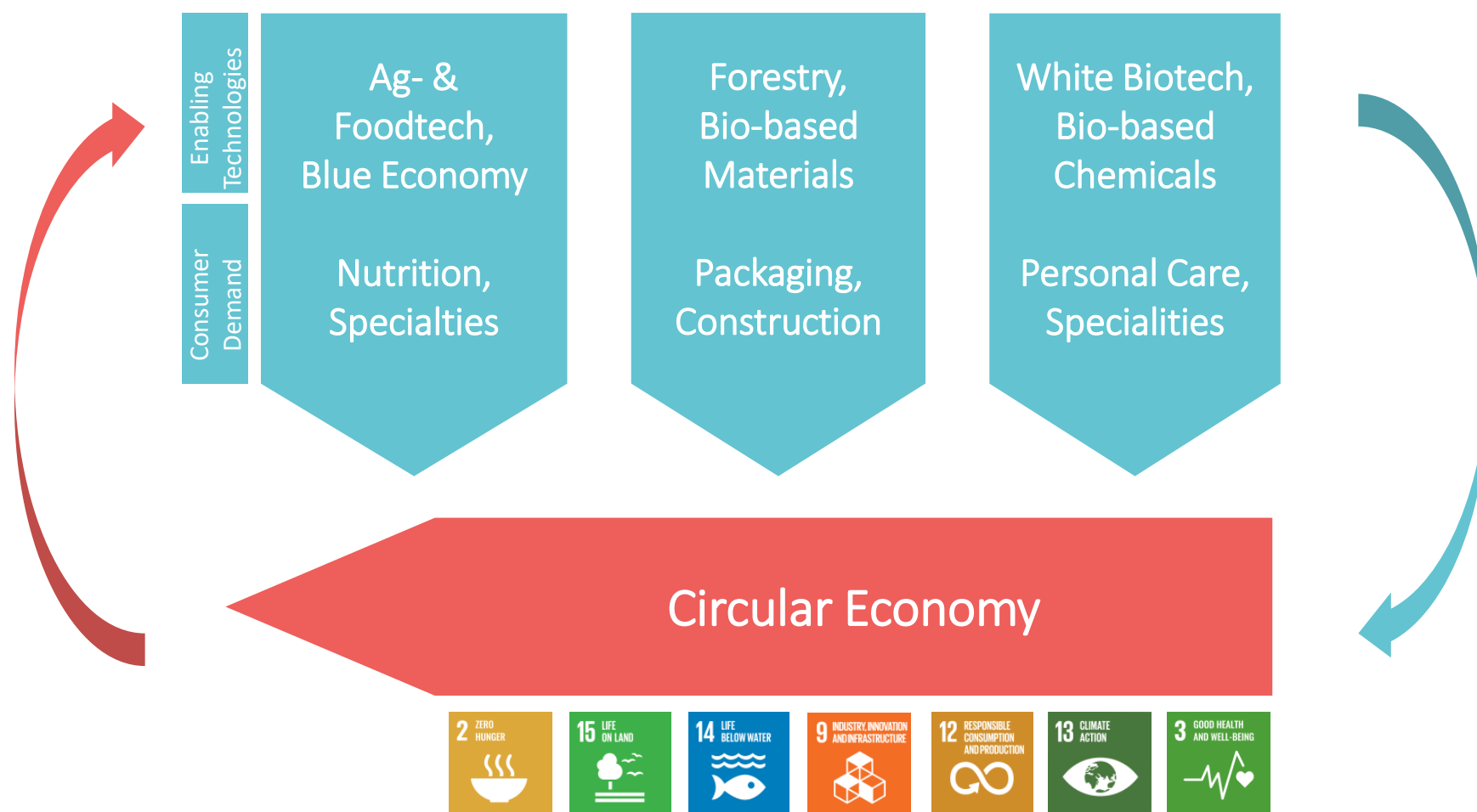
# INVESTMENT STRATEGY

ECBF focus on added value sectors and companies with high potential for innovation, favourable returns, and sustainable impact

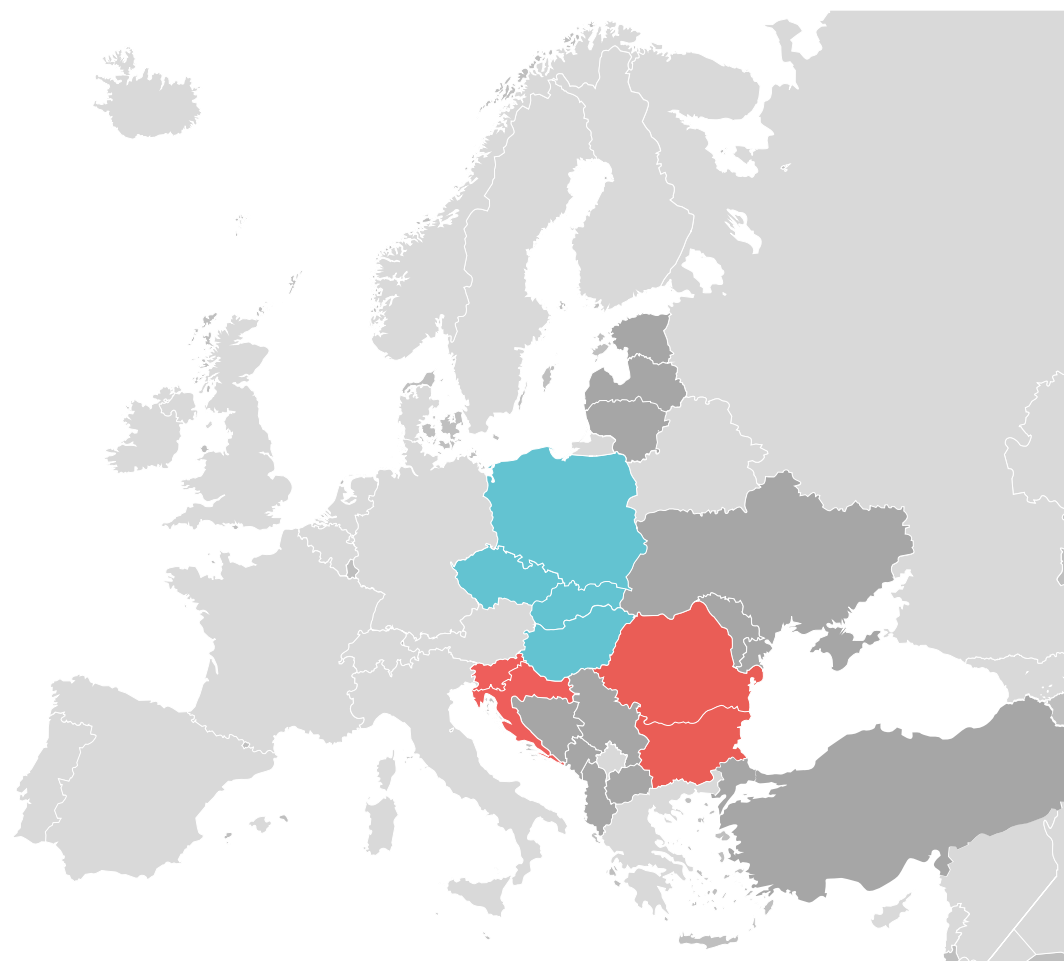


# How do we define bioeconomy including circular bioeconomy

Chemistry, Biotechnology & Digitalization are key enablers for transformation





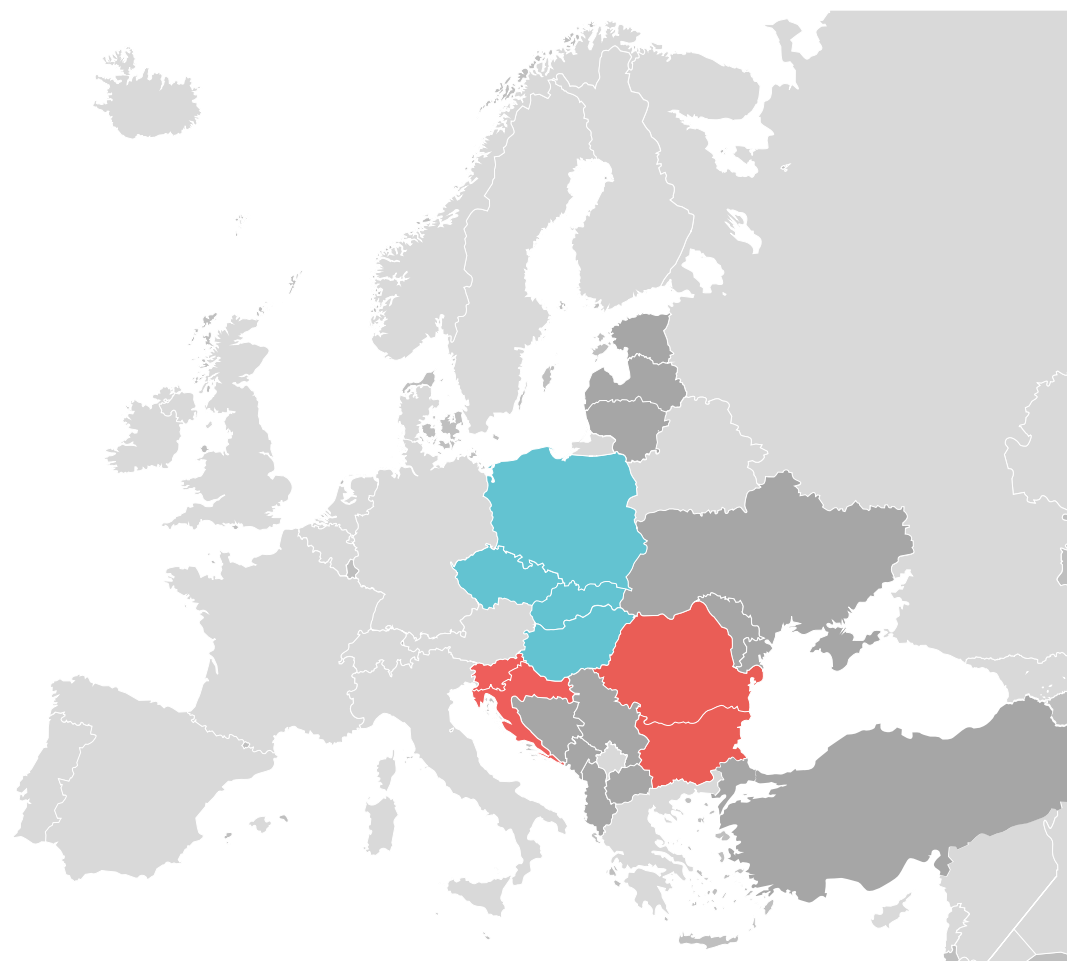


## Deal Flow (4,5%)

- **Baltics (1,2%):** Latvia, Lithuania, **Estonia**
- **Central-Eastern Europe (1,8%):** **Poland**, **Hungary**, Czech Republic, Slovakia; and
- **South-Eastern Europe (0,9%):** Romania, Bulgaria, Croatia, **Slovenia**.
- **South-Eastern H2020 (0%):** Ukraine, Moldova, Bosnia and Herzegovina, Serbia, Montenegro, Albania, North Macedonia, Cyprus, Turkey, Armenia, Georgia



## EXAMPLES OF THEMES AND STARTUP



### Alternative Proteins



### Agtech Digitalization



### Nutrition



### Bio-Based materials



### Industrial Biotech



### Biobased Plastics





## Minimum Investment considerations



**Circular Bioeconomy Scope**

**European and Horizon Scope**

**Technological Readiness Level > 6**

**Clear USP based on a new technology**

**Revenues or legally binding off-take agreements**

**Growth potential**

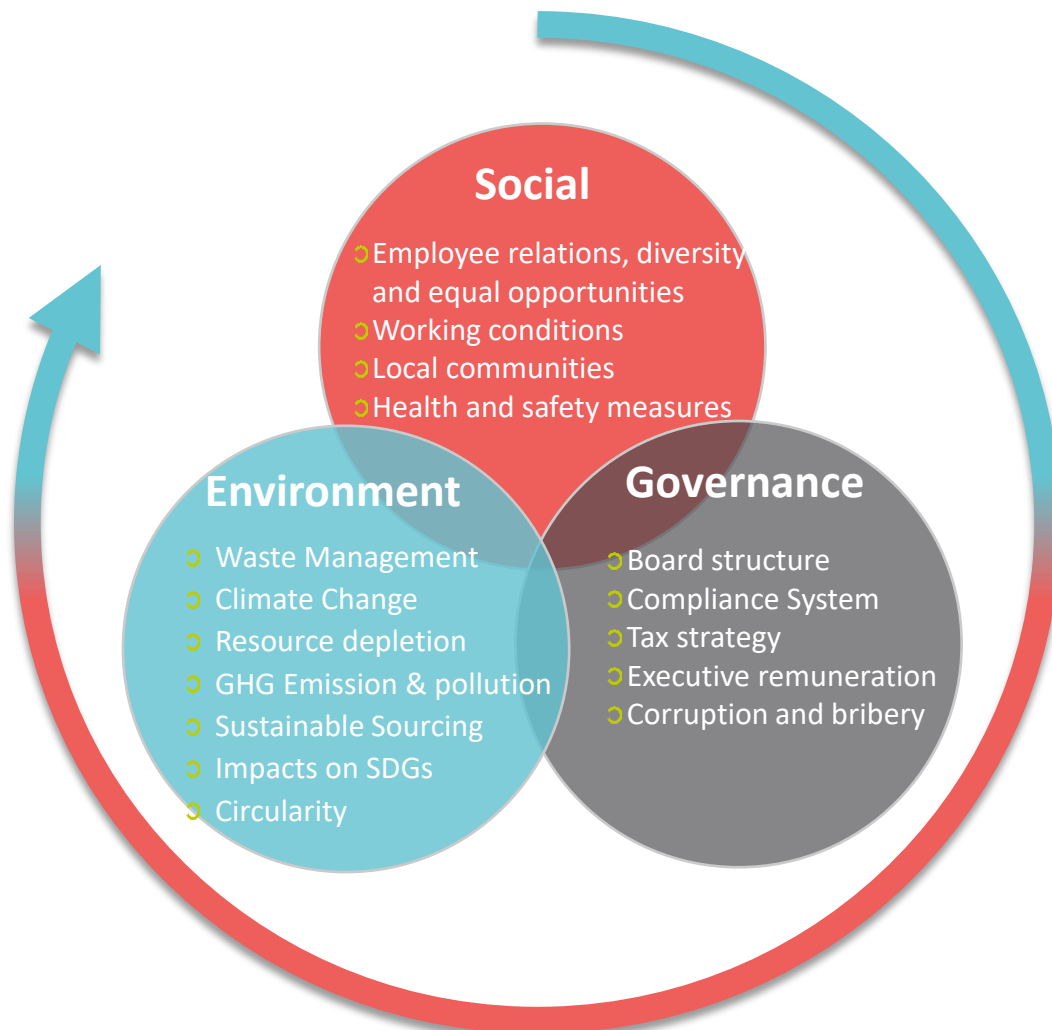
**ESG Commitment**



# ESG positive performance of (potential) investment targets



## Sustainability considerations



## Frameworks & guidelines

- SFDR directive
- EU Taxonomy
- EIB Environmental and Social Handbook
- EIB Guide to Procurement
- ECBF ESG Handbook
- Principles of Responsible Investment
- Mitigation Hierarchy Concept: avoid, minimize, restore, compensate Economic impact

## Instruments

- ESG Due Diligence Check List
- Side Letter to Portfolio Companies
- ECBF ESG Report
- ESG Report from Portfolio Companies



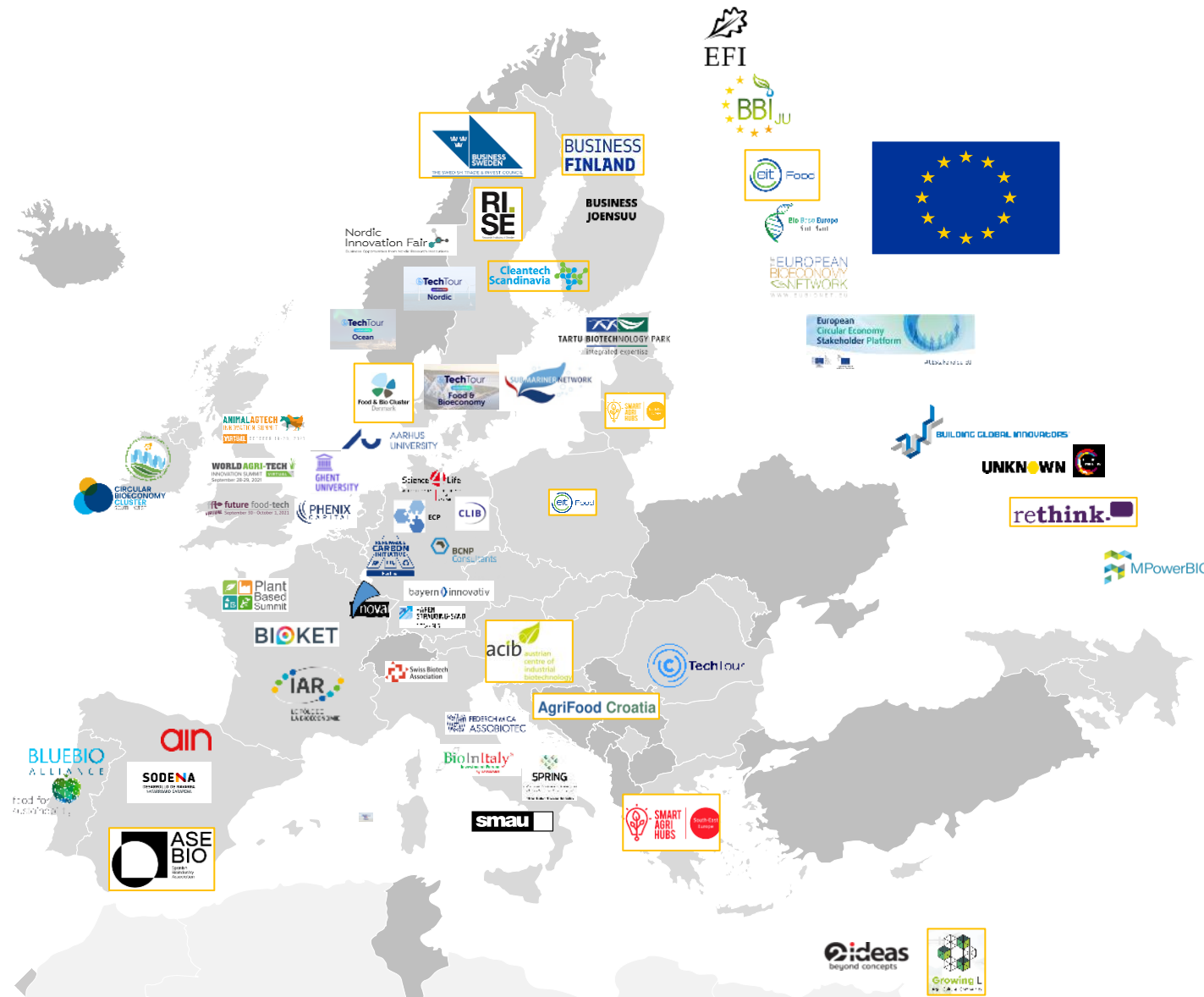
04

# FINAL REMARKS (ECOSYSTEM)

Connect to boost bioeconomy and identify  
investment opportunities in EU



# ECBF is part of the European Ecosystem! <sup>1)</sup>



+ hundreds of personal connections from GPs, VPs, Investment Team, and Staff!

1) This map is informative about the organizations ECBF is in contact with. Not all of them approve public use/distribution of logos (yellow) and we keep different levels of collaborations with each organization.





# Invest. Connect. Boost your Business.



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