

Funding of later phases (preparation of spin-off/ start-up; pre-seed) –
introduction into specific funding programs

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Für SaxoCell interne Qualifizierung



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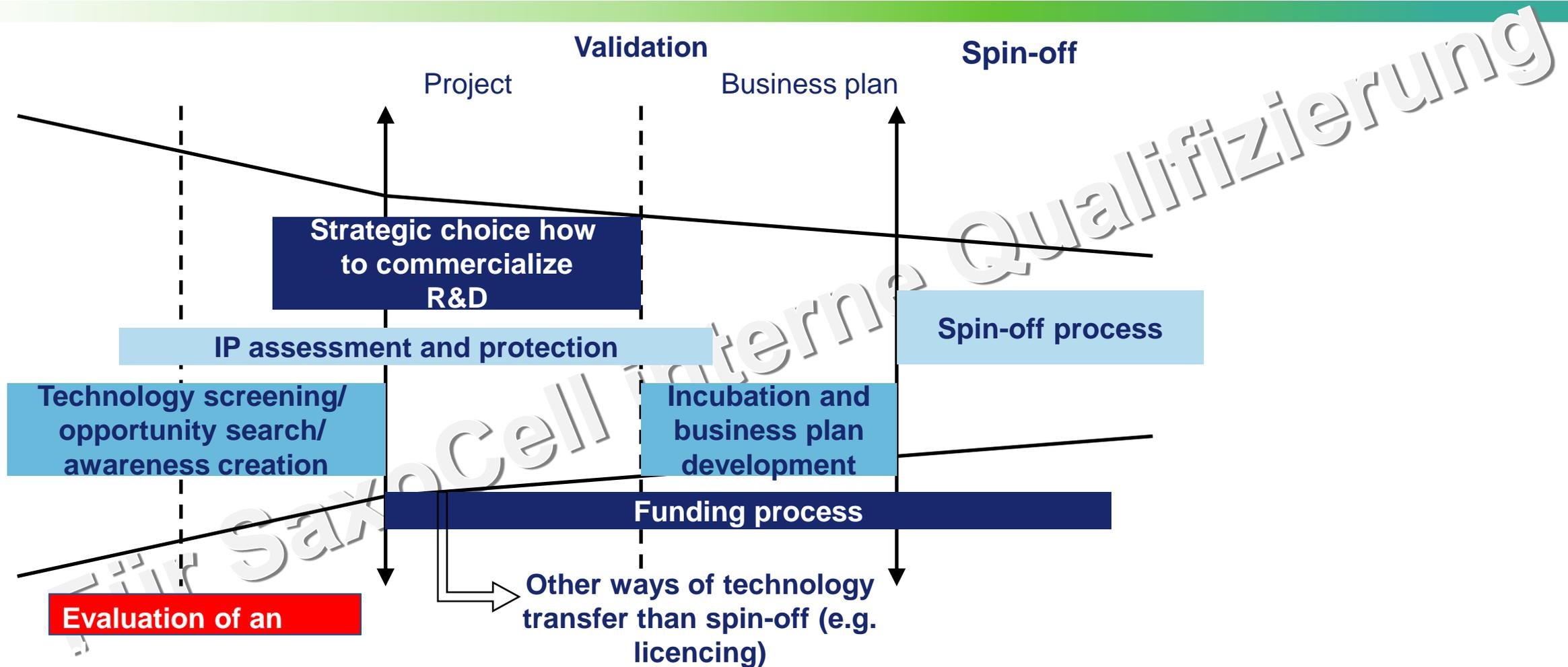
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Funnel of decision process during project development



Financing of a start-up step-by-step

- 1) Pre-seed money
- 2) Seed money
- 3) Further series of financing

Pre-seed = Early phase prior to foundation of company

- product development
- formation of team
- legal structure and preparation of founding
- validation of business idea (i.e. reference projects with pilot customers)

Specific pre-seed financing in Germany – public funding **prior** to spin-out

- GO-Bio
 - GO-Bio initial (way of exploitation still open)
 - GO-Bio next
- EXIST
 - Forschungstransfer
 - Gründerstipendium
- Institution specific programs
 - i.e. Helmholtz Enterprise
- European programs (EIC Pathfinder; EIC Accelerator)
- SPRIN-D

Every financing source has „strings attached“

- consider!

Every financing source needs a plan

- For Pre-seed already central is a business plan
check with financier specific format – can vary from pitch deck to a 25-page document
- You always have to be clear about
Business idea (product/service, market, USP)
Financial requirement (amount, time, specific purpose – project plan)
IP
Team

For business planning

- Contact your innovation managers at SaxoCell (they are linked to your local TTO/ start-up service)
- Business planning supported by start-up relevant methods like NABC analysis, Business model Canvas – Aim: Drafting a first business model
- Further option – Join accelerator programs like: Genovate, LifeTechLab, Fraunhofer AHEAD,....

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Specific pre-seed financing in Germany – public funding **prior** to spin-out



Funding program of BMFTR specific for new applications in the field of life sciences (Admin: Projektträger Jülich)

- **Initial:** Development of early life science utilization approaches with recognizable innovation potential
- **next:** development of R&D based start-ups up to foundation and market readiness (or investor readiness)

- **initial:**



- 2-phases funding

- 1) exploration phase (12 months, 100 Teuro)
- 2) feasibility phase (24 months, up to 500 Teuro per Partner)

- Starting point:

- First exploitation idea; patents not yet necessary; exploitation way still open;
- Market-, FTO-analysis during phase 1
- Motivated people that seek new orientation/ are focused on the exploitation of the idea
- No direct entry into phase 2 possible

- Last open call: application until Feb, 15, 2026

- **next:**



- 2-phases funding

- 1) pre-seed of start-up/ preparation of start-up (2,5 – 5 Mio Euro) – funding for academic institution
- 2) start-up funding – funding for company (co-funding needed)

- Application March, 15 and September, 15 with a sketch (afterwards full application with business plan as read deck and jury presentation)
- Direct entry into phase 2 for companies possible

	GO-Bio <i>initial</i> Sondierungsphase	GO-Bio <i>initial</i> Machbarkeitsphase	GO-Bio <i>next</i> (Phase 1)
Ausgangslage	<p>TRL 1-2:</p> <ul style="list-style-type: none"> ▪ Frühe, noch undefinierte Verwertungs idee (wie genau sieht mein Produkt aus, welche Indikations verfolge ich?) 	<p>TRL 2</p>	<p>Ab TRL 3 (initialer Proof-of-Concept):</p> <ul style="list-style-type: none"> ▪ Produkt definiert; ▪ i.d.R. Schutzrechte vorhanden
Durchzuführende Arbeiten	<ul style="list-style-type: none"> ▪ Markt- und Bedarfsanalyse; ▪ FtO-Analyse; ▪ Planung; ▪ Schutzrechtstrategie und experimentelle Arbeiten; ▪ Teamkomplementierung 	<ul style="list-style-type: none"> ▪ Erbringung des experimentellen Proof-of-Principle/initialer Proof-of-concept; ▪ Erweiterung Team; ▪ Aufnahme Kooperation 	<ul style="list-style-type: none"> ▪ Erbringung des Proof-of-Concept ▪ Erweiterung Geschäftsmodell ▪ Vorbereitung Ausgründung ▪ Suche Investoren ▪ Erweiterung Team
Ziel	<p>TRL 2:</p> <ul style="list-style-type: none"> ▪ Roadmap für die Verwertung erstellt 	<p>TRL 3 (nach Machbarkeitsphase):</p> <ul style="list-style-type: none"> ▪ Proof-of-Principle/initialer Proof-of-concept; ▪ Projekt reif für Anschlussfinanzierung 	<p>TRL 4 (nach GO-Bio <i>next</i> Phase 1):</p> <ul style="list-style-type: none"> ▪ Geschäftsmodell erarbeitet; ▪ Ausgründung abgeschlossen/auf den Weg gebracht; ▪ Investorensuche abgeschlossen

Quelle: <https://www.go-bio.de/gobio/de/go-bio/faq-go-bio-next/>

erung



Funding program of BMWF for creation of start-ups, topic-open (Admin: Projektträger Jülich)

- **Gründerstipendium:** Funding for for technology-oriented or knowledge-based start-up teams to develop their business plan
- **Forschungstransfer:** Funding for Technology-oriented start-up projects from universities or research institutions in two phases (pre-seed and founding)



Existenzgründungen
aus der Wissenschaft

Gründerstipendium:

- twelve months scholarship for a team of 3 people plus material resources (up to €30,000), and coaching
- Application via university or research institution that is hosting the team and providing infrastructure
- Integration into start-up network necessary
- permanent application process
- Develop sound business plan and prepare founding



Existenzgründungen
aus der Wissenschaft

Forschungstransfer:

- Research-based start-up projects with high development costs and technical risk, originating from universities or non-university research institutions
- Funding phase I: technical feasibility studies, prototype development and business plan creation with up to €250,000 in material resources and personnel costs for up to four positions (for particularly complex projects up to 36 months possible)
- Funding phase II aimed for start-ups that have grown out of phase I; up to €180,000 in non-repayable
- Applications via the supervising university or research institution, with fixed deadlines (March/August/November); involvement of a mentor and integration into a start-up network

European Innovation Council (EIC):

- Funding schemes within Horizon Europe to drive innovation especially in field of deep tech
- Three main instruments:
 - EIC Pathfinder– for visionary early-stage research (TRL 1–4)
 - EIC Transition– for further developing research results into marketable prototypes (TRL 4–6)
 - EIC Accelerator– for scaling highly innovative start-ups and SMEs (TRL 5–9)
- For start-ups to be: Pathfinder or Transition
- Support by your local EU-funding consultant (at TUD i.e. EPC)
- Fixed deadlines, apply via tender portal

SPRIN-D

- German Agency for Breakthrough innovation (Agentur für Sprunginnovation)
- Projects can be submitted on an ongoing basis → start-up projects with project specific funding schemes
- In addition calls (Challenges and Funken)

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