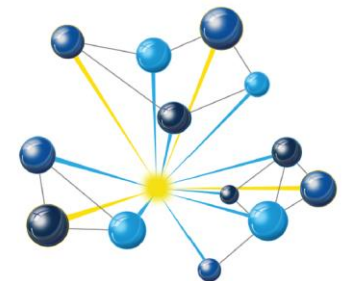


High Performance Production through 3D- Printing

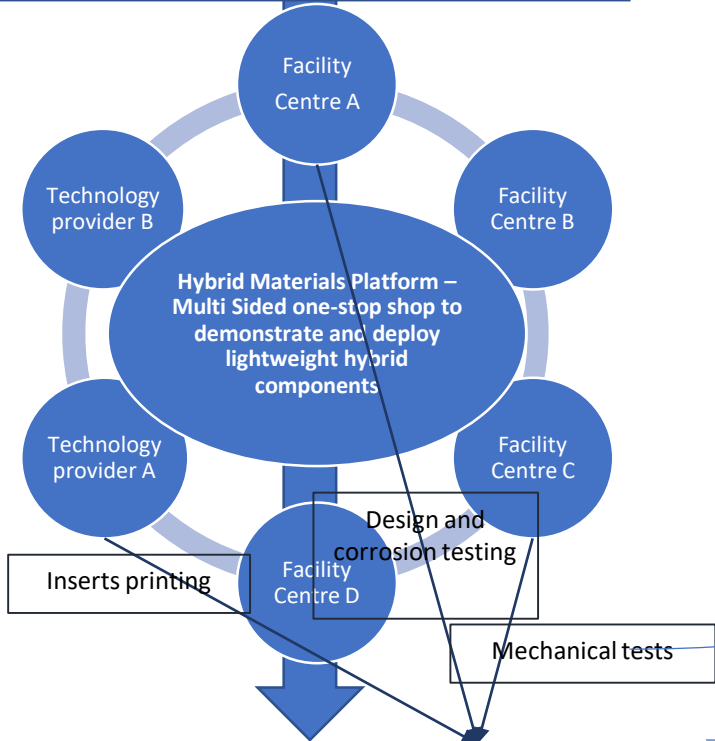
DG REGIO Pilot action on interregional innovation projects – Smart
Regions Conference

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IDEA Consult*



VANGUARD INITIATIVE
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Industrial/End-users need for Lightweight Components (automotive, aerospace, shipbuilding, sporting goods, etc.)



DG REGIO P.A. Business Case 1 - The 'Hybrid Materials' Platform (12 partners, 7 regions)

- Value Proposition and Clients. 'Multisided platform' offering:
 - ▷ End-users: Access to BVfM demonstration services and support in project implementation
 - ▷ Facility Centres/technology providers: Broadened customer base and knowledge/expertise
 - ▷ Investors: Lowered risk and high return on (portfolio of) projects
- Costs and Investments.
 - ▷ Selection, Coordination and Management (240.000 €/year) (exl. Investment in new equipment)
 - ▷ Tangible and Intangible Innovation-related Investment
- Revenue generation:
 - ▷ Membership fees
 - ▷ Project fees/return

DG REGIO P.A. Business Case 2 - Product-specific VC case: 'Blowers' (4 partners, 3 regions)

- Value Proposition and Clients. Demonstrated, certified and commercialised lightweight 'hybrid' blowers for luxury cars manufacturers
- Costs and Investments.
 - ▷ Phase 1: 439.000€ (40% private co-funding; remaining costs to be covered by in-kind contributions other partners and public funding)
 - ▷ Phase 2: 5,850M€ (approximately 60% private co funding and the remaining by public/private sources in the form of debt (lending) or equity)
 - ➔ 'Cross regional' I in tangible and intangible assets, along/across VC(s)
- Revenue generation.
 - ▷ Products commercialisation through existing private legal entity
 - ▷ EBIT in year y+6 6.570 000 € (Inox steel) and 6.750.000€ (Titanium)

Product-specific VC case: 'Blowers' (4 partners, 3 regions)

- Phase 1: Demonstration Activities provided by a cross regional network of actors
- Phase 2: Industrial uptake, impacting VCs cross regionally

Product-specific VC case 1 'Inserts surfboards'

Product-specific VC case n

Business Cases – State of play and Next steps

■ Main next steps:

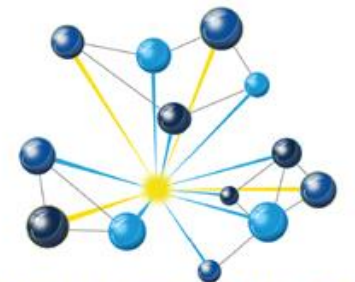
- ▶ Provide additional market analysis and evidences to back (financial) assumptions
- ▶ Further demonstrate profitability business model 'Hybrid Platforms' (range of fees, etc.)
- ▶ Validation funding mix and gaps
- ▶ Exit strategy, towards funding of the projects (?)

→ Market studies, Workshops with partners and financial expert, Additional expert consultations, etc.

■ Main remaining bottlenecks in Business Plans Elaboration:

- ▶ 'Expectation management' and confidentiality of the information
- ▶ The 'eligible' scope, concepts and (expected) related available (public) support

■ In parallel (and beyond work on single business cases), further investigation of transversal bottlenecks and solutions to them



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