



**L-Università
ta' Malta**

**UNIVERSITY OF MALTA
GRANTS WEEK**

Opportunities for SMEs under Horizon EU



At a Glance



AQUABIOTECH GROUP

Maltese SME established in **1998**

Areas of expertise: aquaculture, fishery and marine research

International team of **85** people from **25** countries

Work experience in **57** countries

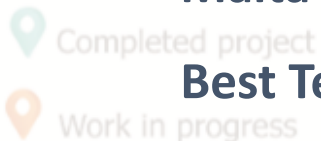
95% revenue is generated from international business (50% EU)

Expectations for a **15%** growth in the next 3 years

International Expansion Award at the European Business Awards 2017-2018

Malta International Business Award 2019 Winner

Best Technological Innovation Award 2021 Winner | MCST H2020 Awards



Research Capacity

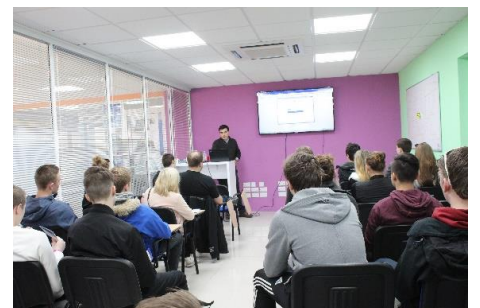
Marine Innovation Centre



Malta



Marine Research, Development and Training Centre



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<https://www.youtube.com/watch?v=eZyBWrqzKU&t=4s>

On-going Research | H2020



iFishIENCI | Circular principles and zero waste approach in aquaculture systems | <http://ifishienci.eu/>



MUSICA | Multiple Use of Space for a Clean Island Autonomy | <http://musica-project.eu/>



AIRCOAT | Game-changing hull-coating reducing emissions and increase energy efficiency | <https://aircoat.eu/>



SOCLIMPACT | Impacts of climate change on the blue economy of the small islands of EU | <https://soclimpact.net/>



FOODLAND | **FOOD** and **Local, Agricultural, and Nutritional Diversity** | <https://foodland-africa.eu/>



Sea2Land | Producing advanced bio-based fertilizers from fisheries wastes | <https://sea2landproject.eu/>



Total contribution: €38,146,348

Title ↓	EC Contribution ↓	Type ↓	Country ↓
UNIVERSITA TA MALTA	€15,575,164	Higher or secondary education	Malta
AQUABIOTECH LIMITED	€2,623,956	Private for profit (excl. education)	Malta
REAQTA LTD	€1,970,336	Private for profit (excl. education)	Malta
MALTA COLLEGE OF ARTS SCIENCE AND TECHNOLOGY	€1,654,129	Higher or secondary education	Malta
AUTHORITY FOR TRANSPORT IN MALTA	€1,071,115	Public body (excl. research and education)	Malta
KPEOPLE RESEARCH FOUNDATION	€825,750	Research organisations	Malta
EPSILON MALTA LIMITED	€818,848	Private for profit (excl. education)	Malta
ACROSSLIMITS LTD	€712,164	Private for profit (excl. education)	Malta
GZIRA LOCAL COUNCIL	€669,794	Public body (excl. research)	Malta

<https://h2020viz.vinnova.se>

Opportunities for SMEs | Horizon Europe



- Fund your Research and Innovation activities (70% for Innovation actions – 100% for Research & Innovation)
- Access infrastructure, capabilities and knowledge of leading research institutes, universities and other commercial partners
- De-risk your research and development objectives
- Enlarge your R&D budget
- Accelerate your R&D Goals
- Establish international networks with key stakeholders in your area of work
- Foster an innovation culture. Explore new ideas and innovations across Europe
- Become an attractive employer for highly skilled talents

General Points for SMEs



- Horizon Europe is a collaborative framework and a good partnership is key to succeed
- The main role of an SME is not to coordinate the project and the partnership but focus on its research objectives
- Your Horizon Europe strategy should be linked to your mid and long term R&D objectives (3+ years) not the short-term
- Horizon Europe focus in bigger challenges – it is the consortium of partners to define what would be the approach and the innovations in the project
- Be ambitious on what you want to achieve in the project – define your ambitions at proposal stage
- There are different interests and approaches in the consortium of a proposal / project
- You don't need to learn all the rules and regulations to start
- One idea can fit in more than one proposal

Roadmap for SMEs



- Define your mid term and long-term objectives as if you had access to R&D funding
- Assign the one person in the organisation to be responsible for your involvement in the program
- Document what you wish to achieve from an R&D collaboration
- Speak to the Malta Council for Science and Technology (MCST) Horizon Team (and specialised service providers), share with them what you want to achieve and seek for guidance
- Establish your network in Malta with key stakeholders in your area (UoM Research Support Services Directorate, researchers, MCAST, relevant agencies, other innovation partners) who might be looking for SME collaborators
- Review the calls for proposal (start with upcoming calls 2021-2023)
- Match your R&D objectives with the upcoming frameworks

Important Points



- Start with a small / medium role as a partner
- Fit your idea in the bigger project – not the opposite
- Seek for an experienced coordinator and an already established consortium
- Review projects that have been funded in your area of work (<https://cordis.europa.eu/>)
- Establish contacts with coordinators / partners of on-going projects of the areas of interest
- Always focus on what is your expertise and what you can offer in relation to the call (always cover both)
- Seek to establish your network in Europe (EEN, MCST, matchmaking events, Horizon Europe website, other platforms)

Contact Details



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