

FuturEnzyme

Technologies of the FUTURE for low-cost ENZYMES for environment-friendly products



Exploitation workshop

Consortium meeting, Hamburg

06-07/07/2023



Project funded by the European Union's Horizon 2020
Research and Innovation Programme under grant agreement No [101000327]





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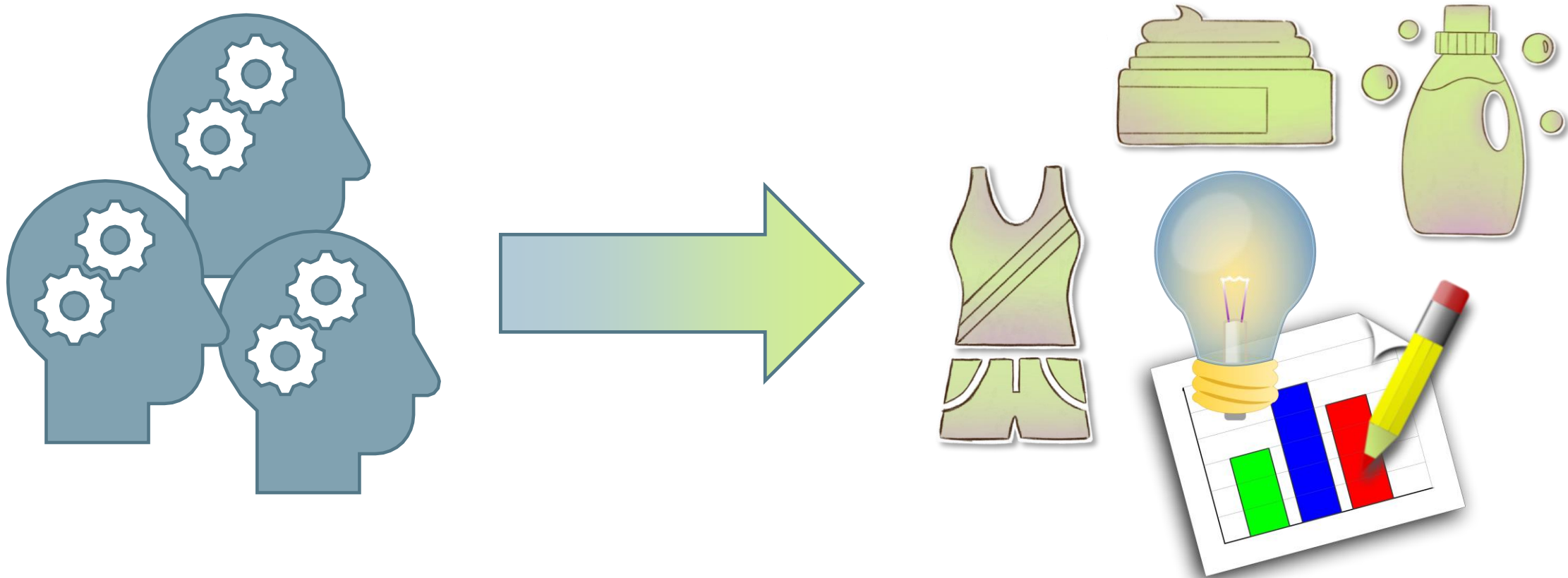
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 Test question: What is a typical dish in Hamburg?



Exploitation of FuturEnzyme results



From idea to IP / end product



Comments from Advisory Board and Review

“The **exclusivity of enzymes** for involved industrial partners needs to be communicated in advance and if there won't be their interest, enzymes should be **further offered by involved SME companies** as their product portfolio. This should include marketing of produced enzymes.

- **Sustainability needs** to be precisely considered in the supply of the best enzymes (objective 5)
- It is essential to precisely **define the leading enzyme candidates**
- The **demand for greener and innovative consumer products** is very high in Europe, which consortium have to take as a benefit.”

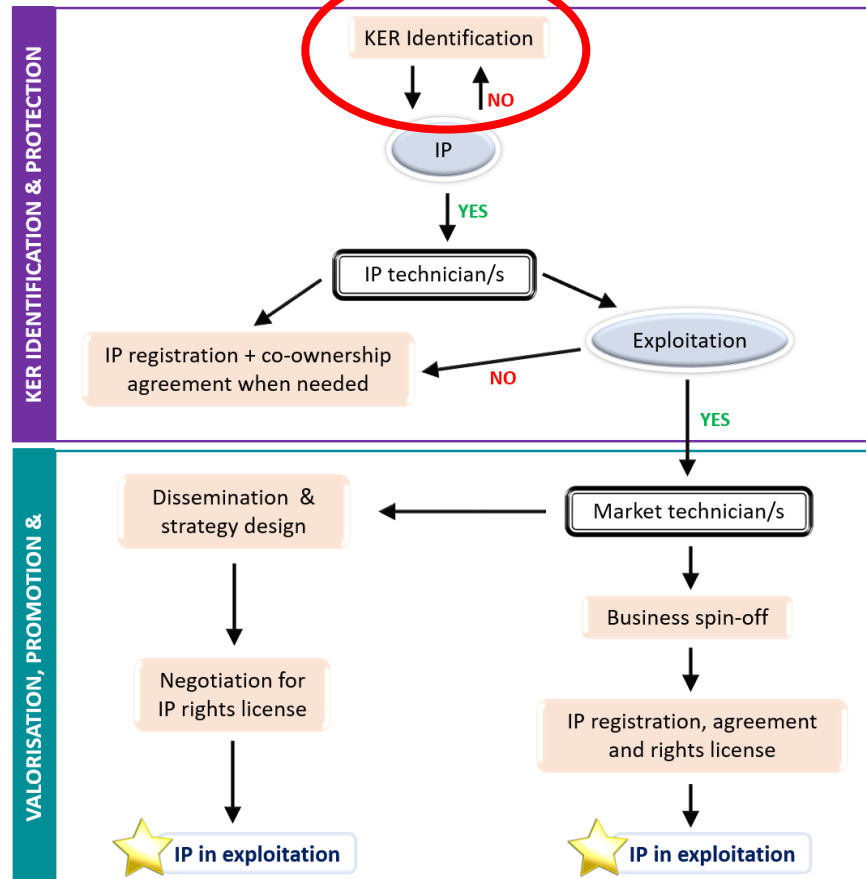
“Importance of having a **strict price control**, and how maintain a low cost of the final product is essential. For instance, in PatentCo's case, the product price is around 1-3 € per kg, so they do not have big profit margin.”

“Regarding commercialization of enzymes and companies of interest: the **path** should be **clearly defined**. If you get interest from 2 or 3 companies, what will the group do? **Who will own the IP?**”

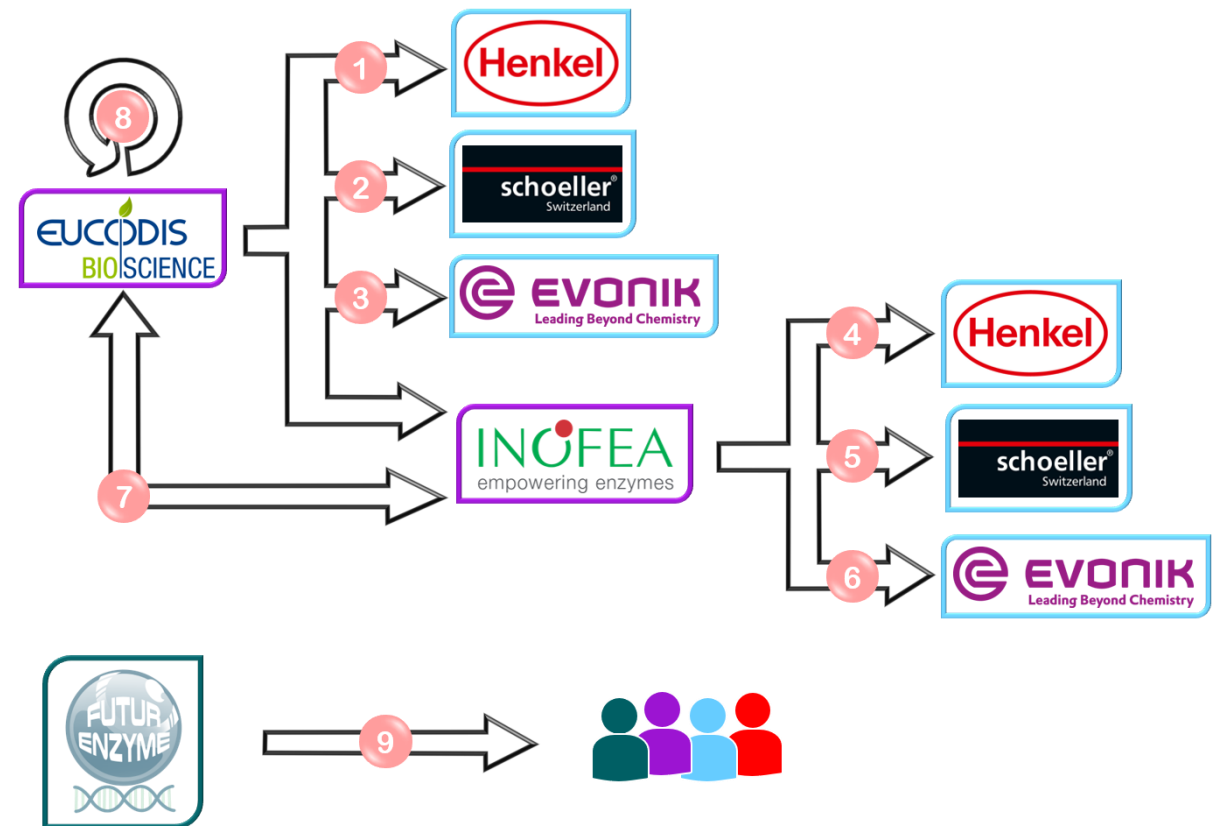


Preliminary Exploitation Plan (D8.6)

- IPR management



- Market assessment





Key Exploitable Result (KER) identification

8 different categories of KER defined:

- **Online predictive web tools** to search enzymes with manufacturer specifications. Methodology and software platform (BSC, UHAM)
- A portfolio of a **targeted enzyme library** and enzymatic processes for specific applications relevant to the detergent, textile and cosmetic sectors (CSIC, all)
- A portfolio of **enzymes** for applications **not-relevant to the project** (Eucodis, all)
- Enzymatic **nano-formulations** for multiple purpose activities (FHNW, INOFEA)
- An enzyme-based **detergent**. Methodology + production (Henkel)
- Enzyme-based **textile treatment**. Methodology + production (Schoeller)
- An enzyme-based **cosmetic**. Methodology + production (Evonik)
- **Guidelines & training courses** (CSIC, CLIB, all)





Exploitation routes for KERs

9 possible exploitation routes for a KER defined

- Utilization for the studied sectors for **decision-making/monitoring** and exploitation
- Creation of a **platform** for discovery, engineering and formulation of enzyme
- [...] add the enzyme prototypes, enzymatic processes and products in a scenario **close to market**
- Creation of sustainable production **guidelines** specifically for authorities, stakeholders, and consumers [...]
- Utilization of **Transfer Offices** of each partner
- Exploitation **workshops**
- **Commercially viable products** (e.g. enzymes, detergents, textiles and cosmetics) [...]
- Dissemination of **technological offer**
- Collaborative actions with **other funded projects**



Declaration of Results

Filled standard form for each result within FuturEnzyme that might be exploited

- Name
- Lead partner(s)
- Short description
- Category of KER
- Exploitation route (in own words) current status and next step (incl. TRL definition, IPR and commercialisation strategy)
- KER will be / will not be exploited by Lead partner(s) if ...

What further information is needed for a proper "Declaration of Results"?



→ CLIB can prepare a draft for a DoR form (if required)



Continuation of Exploitation Process

- Definition of KER
- Description of exploitation route
- IPR and commercialisation strategy
- Risk assessment and mitigation strategy (technological risks, **partnership risks**, market risks, IPR/legal risks, management and financial risks, environmental, regulation, safety and other risks)
- Market assessment
 - Final exploitation plan (D8.18)
 - 3 Patents initiated (D8.16)
 - Market report beyond scope of FuturEnzyme (D8.19)
 - Feasibility report / 4 draft business models (D8.20)



What risks do you see in the exploitation of your results?



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