THE EUROPEAN ASSOCIATION OF RESEARCH & TECHNOLOGY ORGANISATIONS

## **RTOs' success stories**



RTOs' Pivotal Role in Advancing EU Tech Development & Fostering Industry, Start-ups and Scale-ups Ecosystems

### 22 April 2025



## **RTOs' Pivotal Role in Advancing EU Tech Development & Fostering Industry, Start-ups and Scale-ups Ecosystems**

Research and Technology Organisations' (RTOs) capabilities, covering their technology infrastructures, partnerships with industry, experience, skills, etc. serve as invaluable assets supporting the growth of existing industries and fostering the creation of new ones. Furthermore, RTOs serve as key drivers in the European start-up and scale-up ecosystem by supporting companies' technology development and maturation while also launching their own spin-offs as a direct result of their RD&I activities. As an example, the 15 RTOs which took part in the recent EARTO Economic Footprint Study 2024, have launched around 400 deep-tech spin-offs in two years generating a turnover of more than  $\in$  5 billion. These spin-offs have a greater life expectancy (9.7 years) and low rate of failure.

EARTO therefore gathered some success stories showcasing RTOs' pivotal role in advancing EU tech development and fostering industry, as well as start-ups and scale-ups creation and ecosystems. These RTOs' success stories stem from RD&I collaborations that can fall into three categories:

- RD&I collaboration between research player(s) and an established company
- RD&I collaboration among research players to nurture a technology, which is then scaled up by an established company or a start-up
- RD&I collaboration between research player(s) and a start-up or a scale-up

The technologies developed and commercialised through these collaborations enhance European competitiveness and, to a large extent, provide the EU with a competitive advantage in technologies identified by the European Commission (EC) as critical in the <u>Net-Zero Industry Act</u> (NZIA), <u>the EC</u> <u>Communication on Economic Security</u>, or within the <u>Strategic Technologies for Europe Platform</u> (STEP).



#### **RD&I** collaboration between Research Player(s)

#### and an Established Company

The company relies on RTO(s) capabilities to accelerate the maturation of its technology, enabling it to achieve **key milestones**, **stay ahead of competitors**, or accelerate **market entry**.



### **RD&I Collaboration Among Research Players to Nurture a Technology,**

#### Which is then Taken by an Established Company or a Start-up

The **Technology Maturation** is taking place within the RTO before the **Technology Transfer occurs** to an established Company/Start-up or to a Spin-off/Start-up of the RTO.



#### **RD&I Collaboration between Research Player(s)**

#### and a Start-up/Scale-up

Once created, the Start-up/Scale-up still rely on RTO(s) capabilities to further develop its technology and finally bring it to market.



# RTOs' success stories



# Microelectronics

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## **CEA-Soitec Collaboration: Shaping the Future of Microelectronics**





<u>A Revolution in Chip Manufacturing:</u> Soitec's patented SmartCut technology cuts wafer emissions by 70% while boosting performance



**<u>RTO – Industry Collaboration</u>**: Soitec and CEA-Leti's 30-year partnership enabled a **4**year fast-development process for this new factory



<u>A Technology for the Future:</u> This SiC-based technology enhances energy efficiency, thermal management, and power density, reducing material waste. For example, it could extend electric vehicle range to over 500 km, up from 350 km

"The complementarity of our two organisations was the key to this success. Setting up a full pilot line within our clean rooms was a new stepping stone in our long-term partnership with Soitec, and the results are excellent. By joining forces to work simultaneously on fundamental understandings and practical implementation, **we've bolstered our organisations' ability to support European leadership in this field.**"

#### Sébastien Dauvé, CEA-Leti's CEO







#### From CEA Spin-off to Global Industry Leader

Founded in 1992 by four researchers from the CEA eager to leverage Smart Cut<sup>™</sup> technology for industrial-scale production of silicon-on-insulator (SOI) wafers, Soitec is one of the first spin-off startups from CEA-Leti. Soitec is now a world leader in semiconductor materials and has been a listed company on Euronext Paris since 1999



Contributing to the Creation of a New Factory

Located in Bernin (France), Soitec announced 380 M€ investment, with 400 new jobs within 5 years

## **CEA-Soitec Collaboration: From Lab to Fab**







More than 1,250 active patents cover Smart Cut<sup>™</sup> process today SOITEC created more than 300 new direct jobs over the past 5 years. CEA-SOITEC - Smart Cut 20 billion RF integrated circuits based on RF-SOI substrates are now vailable on the market

Currently

substrates

smartphones

CEA

cea

100%

use

Smart

It only took four years to go from lab to fab. In 2019, we decided on a SmartSiC solution. In 2020, we brought out our first 150-mm wafers, thanks to CEA-Leti. In 2021, we were able to build our pilot line at CEA-Leti. In 2022, we qualified our 200-mm wafers. And today, we are inaugurating the Bernin 4 fab.

Sandrine Chabanet, director for innovation at Soitec, quoted by EETimes Europe, November 20 2023



## constellr: A Fraunhofer Spin-off Monitoring Earth's Resources from Space



<u>One Vision:</u> A constellation of small satellites continuously monitoring the surface temperature of our planet with high resolution. The data can be used to analyse water levels, urban heat islands, infrastructures and forest fires



**One Innovation:** The High-Precision Versatile Ecosphere (HiVE) delivers 30m-resolution surface temperature data in near real-time, transforming **how industries monitor and respond to Earth's changing surface** 



**Towards a Sustainable Future: Preparedness for agriculture that is resilient to the challenges of climate change and population growth.** According to the United Nations, humanity will need 50% more food by 2050 to sustain 10 billion people, while food security is already threatened by droughts, water scarcity, floods, and environmental challenges



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From a Bus to a Fridge



Traditional satellites for monitoring Earth's surface temperature are massive and cost over €1 billion per mission, while constellr's microsatellites, no larger than a fridge, deliver the same capabilities for less than 1% of the costs







## constellr: From Idea to Orbit







"We wanted to use our Fraunhofer technology to help solve a global problem. However, the world of entrepreneurship was rather abstract for us and not part of our life plan. [...] Rather by chance, we got into conversation with an employee of Fraunhofer Venture."

Dr. Max Gulde, CEO of constellr

#### The RTO Fraunhofer was the place where:

- The idea was conceived and developed into concept
- The technology was matured for a successful spin-out
- The start-up was created and accompanied
- The collaboration continued for Tech Development

## constellr Technology's Impact on Earth



#### **Urban Climate Resilience**

**Urban Heat Islands** & Mitigation Measures



As cities expand and temperatures rise, thermal intelligence helps pinpoint urban heat hotspots, while urban mitigation measures reduce heat island effects, improve air quality, and enhance biodiversity

#### **Agriculture**

Crop Stress, Soil Temperature, Biomass & Yield Monitoring



Thermal data enables early detection of crop stress, optimized soil temperature assessments for planting, and advanced biomass and yield monitoring, providing farmers and industry stakeholders a market edge by identifying yield risks up to two weeks earlier than current tools

#### **Resilient Infrastructures**

Monitoring road network temperatures, energy infrastructure, and industrial sites



Enabling efficient detection of temperature extremes, thermal anomalies, and inefficiencies, optimizing maintenance, preventing damage, and reducing structural risks across critical systems



From 2026, **180 billion tons of water and 94 million tons of CO<sub>2</sub> could be saved annually**, while the global crop yield could increase by up to 4% without higher water consumption. This would be enough food for over **350 million people** 



**30+ Public organisations & Industrial partners supporting constellr**: European Space Agency, US Department of Agriculture, OHB, BAYER, terraPulse, Copernicus, etc.



5 Sustainable Development Goals supported

# Health

## Automated Optical Blood Pressure Monitoring One CSEM Technology, Two Innovative Start-ups





One Societal Challenge: The World Health Organisation estimates that 1.28 billion people aged 30 to 79 suffer from hypertension, costing global healthcare systems <u>\$370 billion US</u> annually



**One Innovation:** An automated Optical Blood Pressure Monitoring Technology to improve hypertension treatment



AKTI!A

A cuffless optical blood pressure monitor integrated into a bracelet and supported by an app, which provides 24/7 readings for continuous tracking and easy consultation, helping millions at risk from untreated hypertension



"After 15 years in development, at CSEM the prestigious Swiss Research & Development Center, and almost two million blood pressure readings, Aktiia has cracked the code to bring to market the world's first automated 24/7 blood pressure monitoring system."

Mattia Bertschi, Aktiia's COO

#### Two Start-ups







OptiBP<sup>™</sup>, a CE-approved app to measure blood pressure via smartphone using a fingertip on the camera, making it the world's first clinically certified blood pressure monitor app



"CSEM has experience working with the watchmaking industry and is a world-leading expert in oscillator systems. That's where you go when you are seeking technologies that break the mold."

Prof. Patrick Schoettker, CMO, Biospectal





Sustainable Development Goal 3

Ensure healthy lives and promote wellbeing for all at all ages

## Automated Optical Blood Pressure Monitoring One CSEM Technology, Two Innovative Start-ups





"The development of optical blood pressure monitoring started about 20 years ago at CSEM, and in 2001, we developed and patented our first solution and algorithm for optical heart rate measurement."

Jens Krauss, VP Medtech, CSEM

#### The RTO CSEM was the place where:

- The Research and Development took place to mature the technology (2004 – 2017)
- Two start-ups were created as a result of one RD&I
  activity

## Automated Optical Blood Pressure Monitoring One CSEM Technology, Two Innovative Start-ups







## IFPEN's DMX<sup>™</sup> technology: Decarbonisation of CO<sub>2</sub>-Intensive Industries





<u>The DMX<sup>TM</sup> Technology</u>: An advanced post-combustion carbon capture process developed by IFPEN and commercialised by Axens to significantly reduce CO<sub>2</sub> emissions from industrial sources



**<u>RTO</u>** – **Industry collaboration:** From **lab-scale development** to a successful **industrial demonstration** at ArcelorMittal's steel mill in Dunkirk, the world's leading steel and mining company. The **DMX<sup>™</sup>** process is ready to be commercialized in 2025

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**Towards a Sustainable Industry:** CO<sub>2</sub> capture and storage (CCS) technologies are identified by the EU as crucial to achieve COP21 objectives. According to the IEA, CCS technologies are set to account for 9% of the CO<sub>2</sub> emission reductions required by 2050 in order to reduce global warming to 2°C by 2100

This technology works by absorbing CO<sub>2</sub> from flue gas using an innovative demixing solvent. This solvent's unique properties, combined with smart process integration, result in **minimal energy consumption**. Additionally, the DMX solvent has excellent resistance to degradation, **reducing maintenance and operating costs over time**. The process produces highly pure CO2 (>99.9%), which can be used for either **permanent storage or other industrial applications** 







## **IFPEN's DMX<sup>™</sup> technology: From Lab to Fab**





"After 15 years of development of this innovative technology at IFPEN from proof of concept through to the laboratory, we're proud to have demonstrated the performance of the DMX<sup>™</sup> process for an industrial gas flow. It's all thanks to intensive teamwork, conducted with our partners since the launch of the 3D project back in May 2019. And it represents an important step towards the decarbonisation of industry in France and around the world."

Vania Santos-Moreau, 3D project manager



**Sustainable Development** 





DMX<sup>™</sup> technology could potentially **prevent** of CO<sub>2</sub> emissions annually through 30 DMX<sup>™</sup> licenses by 2035



# **Green Hydrogen Production**

## ZIRFON: Agfa-VITO Innovation Enabling Large-Scale Green Hydrogen Production





**A breakthrough technology for green hydrogen production:** ZIRFON membranes, developed by Agfa and VITO, enhance the efficiency of **alkaline water electrolysis**, a key process in **green hydrogen production**. This innovation enables large-scale hydrogen generation while significantly reducing CO<sub>2</sub> emissions.



**RTO knowledge transfer into the market:** Agfa and VITO have strategically collaborated to scale up ZIRFON membrane production. With support from the **EU Innovation Fund**, Agfa is establishing an **industrial-scale facility** to meet the growing demand for hydrogen electrolysis membranes.

An advanced manufacturing technology: This new facility will produce membranes for up to 20 GW of water electrolysis annually, contributing to a projected reduction of 15 million tonnes of  $CO_2$  emissions. This advancement strengthens European competitiveness, accelerates the green hydrogen economy, and supports the EU's carbon-neutral mission.



While a membrane is just a small component of an alkaline electrolyser, ZIRFON has a transformative impact on the overall system performance. Through its engineered characteristics, ZIRFON guarantees peak performance at the lowest hydrogen production cost.

A VITO Technology Advanced through Strategic Collaboration

AGFA

Scaling Up with Support from the EU Innovation Fund

Driving the Green Hydrogen Economy with Industrial Impact

![](_page_21_Picture_12.jpeg)

## **ZIRFON: Agfa-VITO Innovation**

![](_page_22_Picture_1.jpeg)

![](_page_22_Figure_2.jpeg)

"Hydrogen plays an important role in the transition towards cleaner and more sustainable energy sources. We are developing materials that enable safe and costeffective production of hydrogen. Agfa is a partner with a proven track record to bring these new materials successfully to the market. We are looking forward to the continued collaboration."

![](_page_22_Picture_4.jpeg)

#### Inge Neven, CEO at VITO

# **Packaging & Forestry**

## Novel 3D Wood Fibre Products with VTT expert support: A Sustainable Alternative to Plastic

![](_page_24_Picture_1.jpeg)

![](_page_24_Picture_2.jpeg)

<u>An alternative to plastic</u>: A novel **3D wood fibre product that replaces traditional plastic**. It can be used in a wide range of applications, **from takeaway to industrial packing** 

![](_page_24_Picture_4.jpeg)

**The collaboration:** Valmet, a leading provider of process technologies, automation, and services for the pulp, paper, energy, and process industries, has joined forces with **Metsä Group**, a forest industry company, and its innovation-focused subsidiary, **Metsä Spring**. Together with the support of VTT, they accelerated the design and validation of a new production line and process, collaborating to develop the Muoto<sup>®</sup> packaging solution

![](_page_24_Picture_6.jpeg)

**Towards green transition:** Novel 3D fibre products present a disruptive and sustainable solution that offers a biodegradable alternative for the world's packaging needs

![](_page_24_Figure_8.jpeg)

This collaboration has already brought Muoto<sup>®</sup> to market, addressing plastic packaging challenges. However, the technology and expertise behind this partnership have the potential to drive the development of multiple new products and transform the global packaging industry

![](_page_24_Picture_10.jpeg)

## Novel 3D Wood Fibre Products with VTT expert support: A Sustainable Alternative to Plastic

![](_page_25_Picture_1.jpeg)

![](_page_25_Figure_2.jpeg)

#### **3-Dimensional Impact**

- **1. A game-changing, natural, and sustainable solution** that directly combats climate change and the global plastic crisis. This breakthrough alternative to plastics and aluminum revolutionizes food packaging and beyond
- **2. High-speed innovation meets efficiency:** The cutting-edge, automated production line leverages continuously evolving technology, slashing water consumption by up to 90% and cutting overall energy use by more than half
- **3.** Reduced time to market with agile piloting and validated design choices

VTT's experienced researchers and their strong expertise on piloting were essential in reaching our targets. There was no need for an extensive trial-and-error period during development, which expedited the whole development process. Sampo Immonen, Head of Line R&D at Valmet

# Additive Manufacturing

## **Reinforce3D: Eurecat spin-off Enhancing the Performance of 3D-Printed Materials**

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![](_page_27_Picture_2.jpeg)

**First technology based on reinforcing the part after the Additive Manufacturing:** Reinforce3D is a start-up aimed to further develop and commercialise the **Continuous Fiber Injection Process (CFIP) Technology.** CFIP is a new post-process technology which drastically improves the mechanical and lightweighting performance of 3D printed parts by reinforcing them with continuous fibers

![](_page_27_Picture_4.jpeg)

**<u>RTO knowledge transfer into the market</u>:** Born from a partnership with BeAble Innvierte Kets Fund (BIKF), Eurecat and Marc Crescenti (researcher previously working at Eurecat). This technology has been jointly developed for **commercialisation through a newly created spin-off** 

![](_page_27_Picture_6.jpeg)

An Advanced Manufacturing technology: This advancement contributes to reducing CO<sub>2</sub> emissions, fuel and electricity costs. It also increases the European competitiveness and productivity, while reducing the manufacturing costs

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Fibre trajectories	Materials	Integral joining	Large structures
It allows to place the fibers in all	It can reinforce parts made by	It enables to integrally join	It allows the efficient
directions following complex	any existing AM technology and	different parts with fiber	manufacturing of large, multi-
trajectories (also between	material, including plastics,	continuity between them,	material and multi-process
printing layers).	metals and ceramics.	achieving an ultrahigh joining	structures.
		performance.	

![](_page_27_Picture_9.jpeg)

eurecat

BeAble

Beneficiating from a Partnership with an Investment Firm

Leading to a New Industrial Spin-off

![](_page_27_Picture_12.jpeg)

## **Reinforce3D: Eurecat spin-off**

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![](_page_28_Figure_2.jpeg)

"This technology makes it possible to address some of the mechanical performance, dimensions and part type limitations that additive manufacturing has currently."

Marc Crescenti, CTO and partner at Reinforce3D and the architect of the technology in his role as a researcher at Eurecat

![](_page_28_Figure_5.jpeg)

# **Offshore Industries**

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## **Environmental Actions**

## Long-endurance unmanned surface vessel (USV)

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![](_page_30_Picture_2.jpeg)

**The technology:** The **SailBuoy** is an **Unmanned Vessel (USV)** that complements research vessels, gathering oceanographic and meteorological data in an eco-friendly manner, using wind power for propulsion. The Sailbuoy can be used for a **wide variety of ocean applications**: From measuring ocean and atmospheric parameters to tracking oil spills or acting as a communication relay station for subsea instrumentation.

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**The collaboration:** Offshore sensing AS was established as a spin-off from the former Christian Michelsen Research (now NORCE).

![](_page_30_Picture_6.jpeg)

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traditional methods.

**Towards green transition:** The SailBuoy is **100% emission free**, using wind power for propulsion and solar power for the electronics and actuators. In addition, Sailbuoy can be deployed in high-risk environments, such as during severe storms, in polar regions, or in areas affected by toxic spills, without the need for human presence. This **significantly reduces the risk of injury or fatalities** associated with manned missions.

100% emission free	Tecl	hnical		ANTIC CRUIT
Significantly <b>reduces</b> human risk	Dat	а		
Autonomous ocean navigation	2,0 m length	60 kg Displacement	15 kg / 60 dm3 <sub>Payload</sub>	ALLE SUID
ollects data at a fraction f the <b>cost</b> compared to	1-2 knots Average speed	2 - 20 m/s Navigable wind speed	12 months Maximum mission duration	Threforentiand Earth ORTH ATLANTIC OCEAN Activity Activity

1st Atlantic crossing by an unmanned surface vehicle

![](_page_30_Picture_10.jpeg)

Leading to a spinoff creation

Offshore Sensing

## Long-endurance unmanned surface vessel (USV)

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![](_page_31_Figure_2.jpeg)

The SailBuoy has been used and/or is **currently in use in polar regions**, **Europe**, **Australia and the Americas**, and the company plans to expand into commercial areas such as fisheries and offshore wind farms. **Areas** of application for the time being are towards **research**, **metrological/climate**, **mapping**, **surveillance**, **marine/maritime**, **fisheries**, **fish and biomass**, **offshore wind**, **and military**.

![](_page_31_Picture_4.jpeg)

UN Sustainable Development Goal **14** Life below water

# **Textile Manufacturing**

## Aracne Textile Solutions: Eurecat Partnership with Industry

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<u>A precedent in the textile predictive industry:</u> Aracne Textile Solutions introduces an innovative production method for circular knitting machines, featuring a quality control system that predicts and/or detects defects and reports them non-intrusively while the machine is running

![](_page_33_Picture_4.jpeg)

**<u>RTO – Industry collaboration</u>:** Born from a partnership between Eurecat and CANMARTEX, this technology has been jointly developed for **commercialisation through a newly created spin-off** 

![](_page_33_Picture_6.jpeg)

**An Industry 4.0 innovation:** This advancement contributes to an increasingly sustainable industry, **improving production and reducing costs** at the same time. This system allows **saving water, colourants, gas, electricity, and raw materials** 

![](_page_33_Picture_8.jpeg)

Leading to Spin-off Creation

eurecat

An RTO – Industry Collaboration

## **Aracne Textile Solutions: Eurecat Partnership with Industry**

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![](_page_34_Figure_2.jpeg)

![](_page_34_Picture_3.jpeg)

**4** Sustainable **Development Goals** supported

![](_page_34_Picture_5.jpeg)

![](_page_34_Picture_6.jpeg)

AND PRODUCTIO

![](_page_34_Picture_7.jpeg)