

# 1304: Impact evaluation of R&D support for SMEs and startups and its feedback on project management



New Energy and Industrial Technology Development Organization

Shumpei MIYAJIMA ([miyajimaspi01@nedo.go.jp](mailto:miyajimaspi01@nedo.go.jp)), NEDO Japan  
 Masaki UEYAMA, Motoshi KUNUGI, Toshiyuki ISSHIKI, Shumpei MIYAJIMA, and Shin UESAKA  
 Evaluation Department, New Energy and Industrial Technology Development Organization, (Japan)

**NEDO:** Funding Agency under the Ministry of Economy, Trade and Industry  
 New Energy and Industrial Technology Development Organization (1980 -)

**NEDO's Missions:** "Innovation Accelerator"

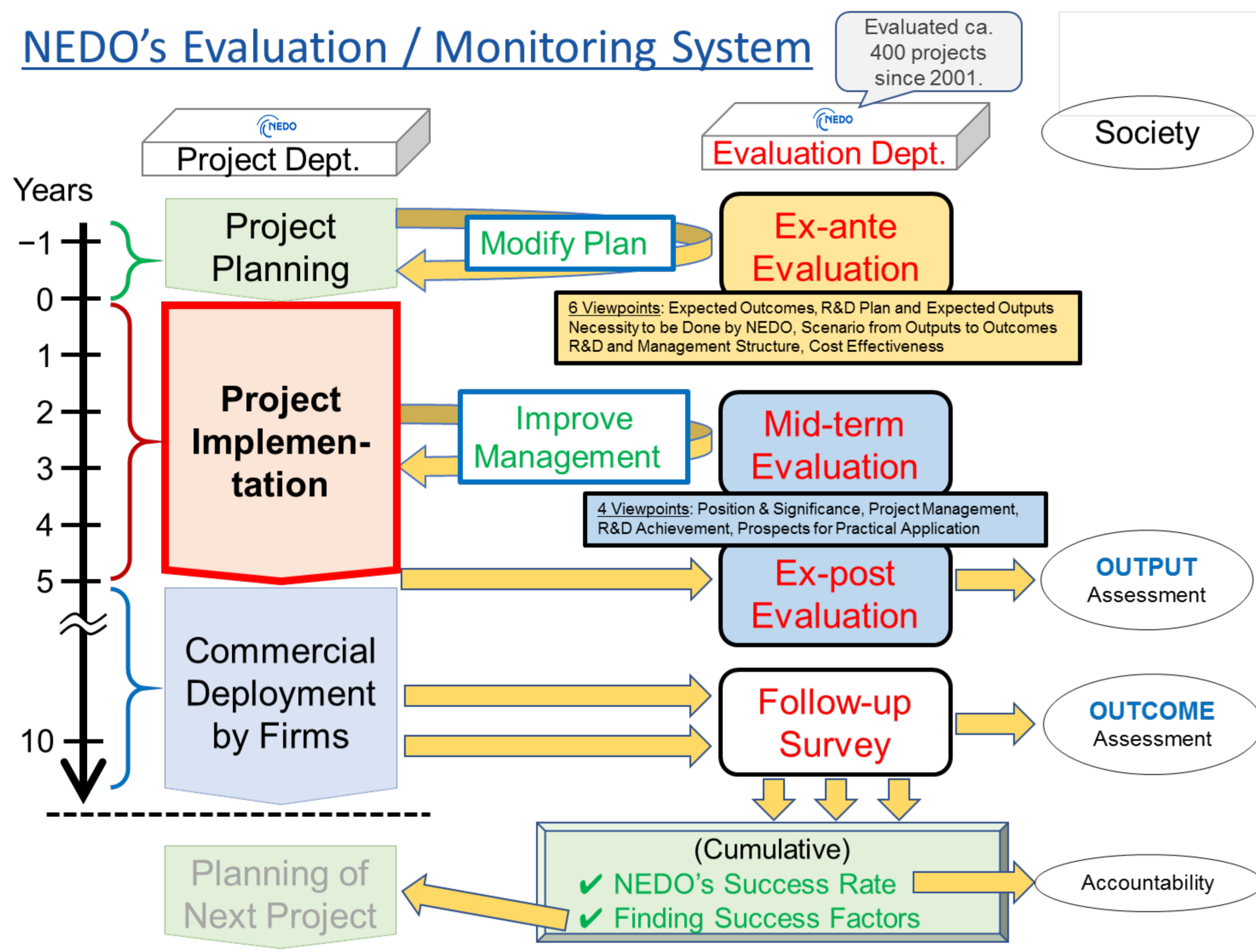
- Addressing energy and global environmental problems
- Enhancing industrial technology

## Three initiatives

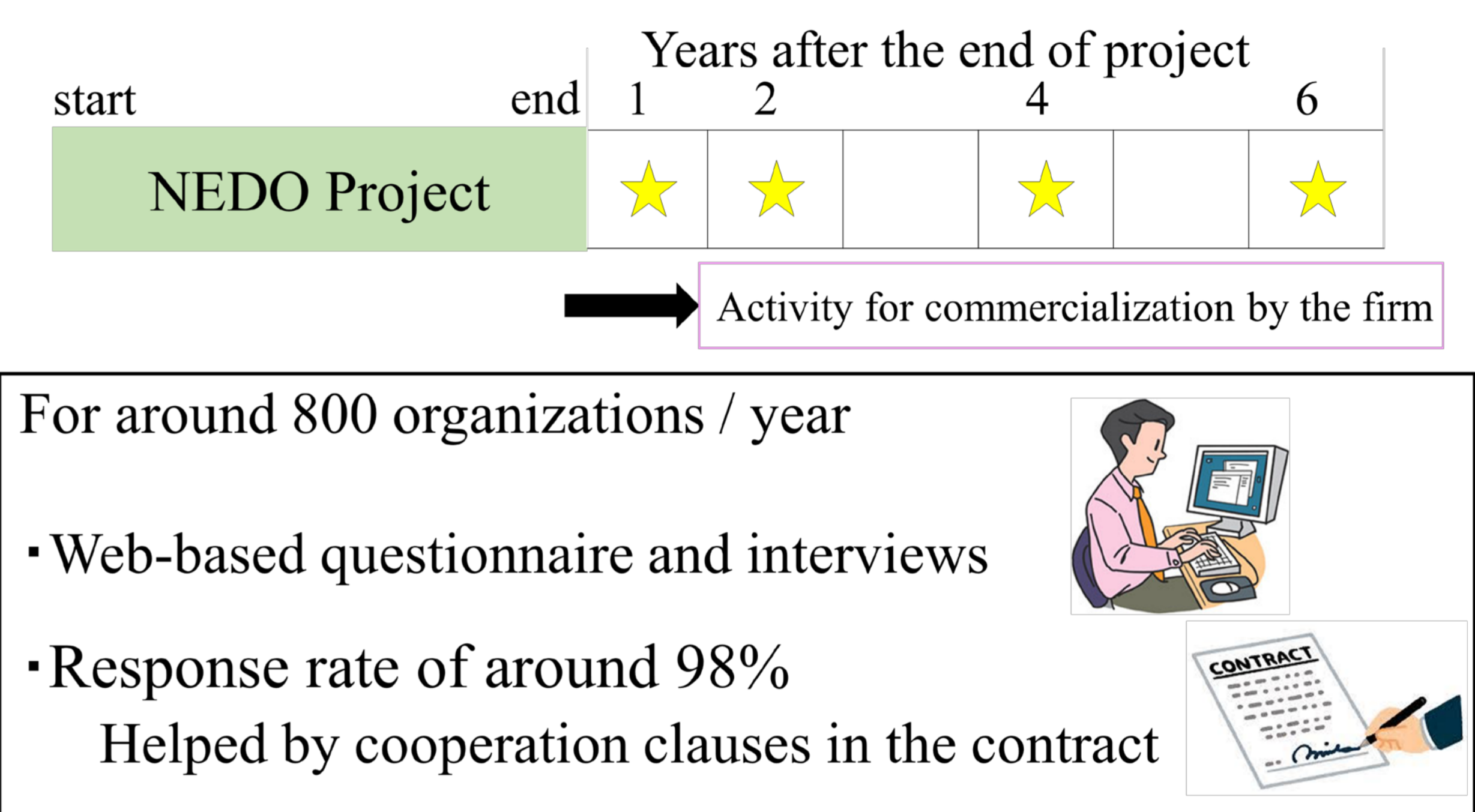
for the fourth five-year plan(2018-2022)

- Results for Society
- Foster **Startups**
- Long-Term Development

## NEDO's Evaluation / Monitoring System



## Follow-up Survey



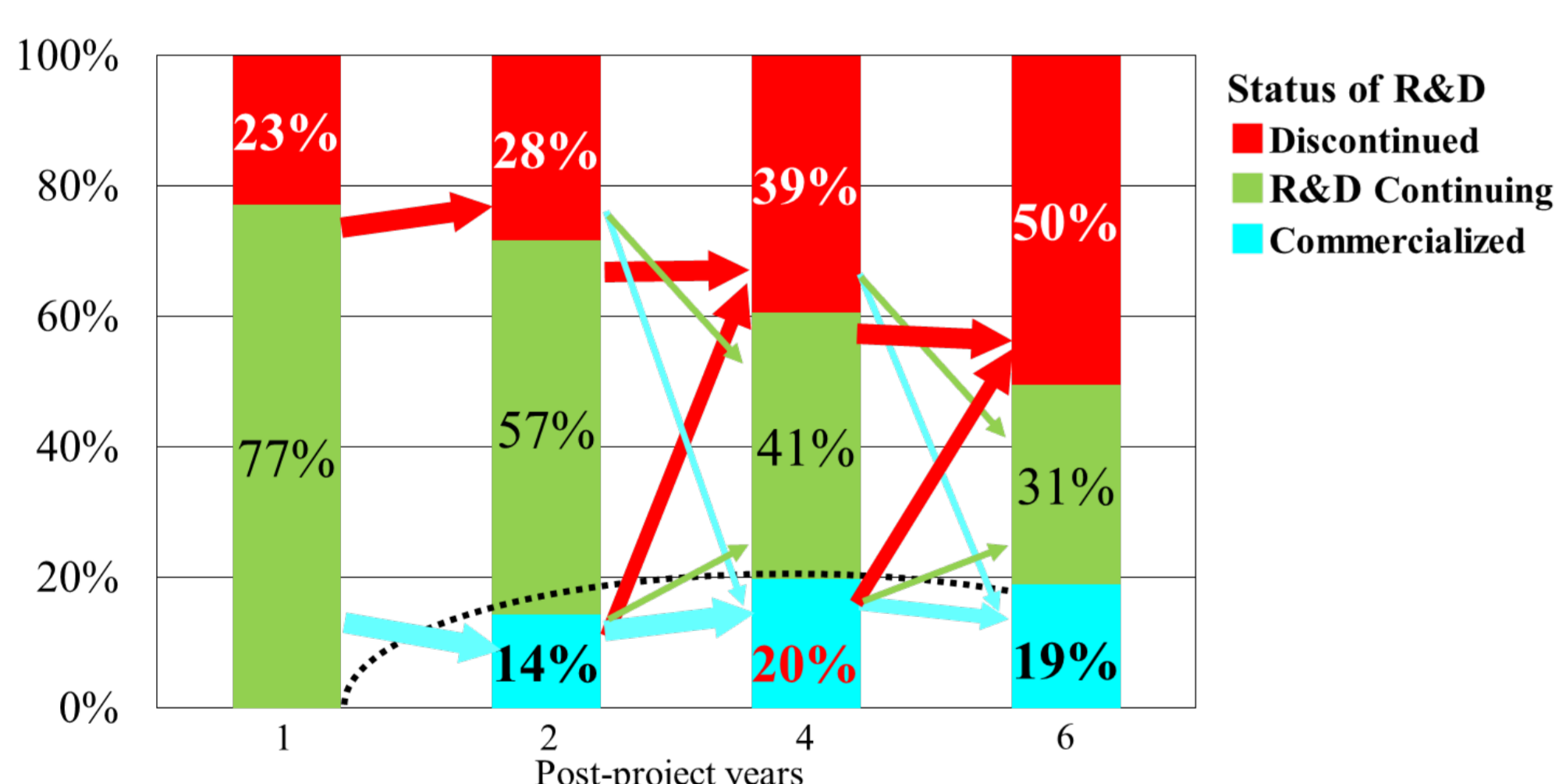
Direct Result: Outcome of the Project **B**

Cumulative Results:

- NEDO's Success Rate **A**
- Success Factors

## Success rate

- 20% at maximum and saturated within 4 years.
- 50% participants discontinued R&D activities in 6 years.

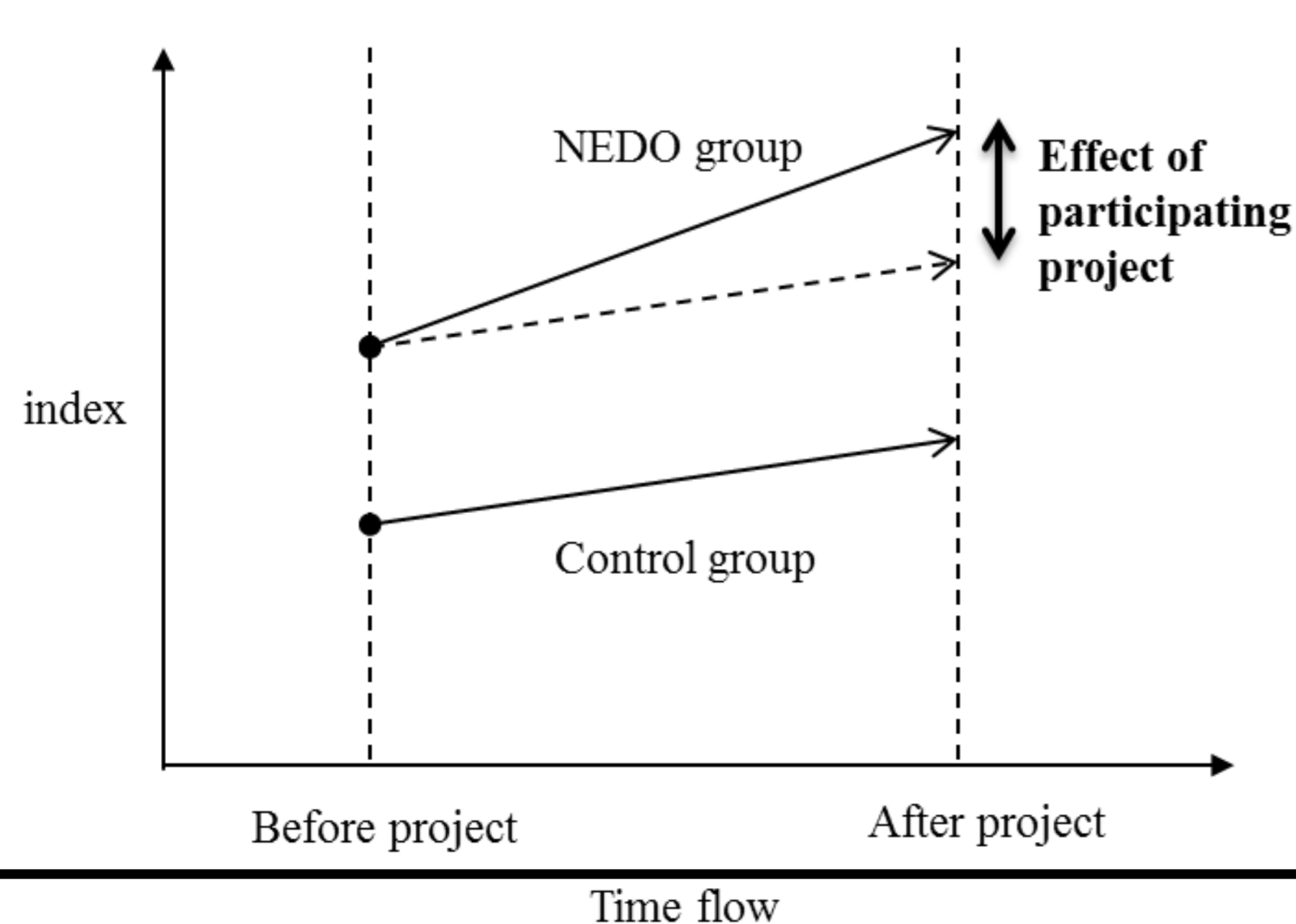


## Success rate of SMEs

Category	Projects (Companies)	Success number	Success rate
SMEs excl. startups	445 (351)	150 (132)	33.7%
Startups	392 (293)	129 (114)	32.9%
Total SMEs	837 (644)	279 (246)	33.3%

The average "success" rate for SMEs was around 33% for both start-ups and SMEs excluding start-ups, which was significantly higher than the rate of large companies participating in NEDO projects, which was around 25%.

## Schematic diagram of the DID analysis



## Average sales amount of each group (million yen)

NEDO group year 0	NEDO group year 6	Control group year 0	Control group year 6
2,688	2,956	2,502	2,573

## Average sales increase rate of each group

Average sales increase rate between year 0 and 6	NEDO group	Control group
	48%	12%

A DID analysis was conducted to clarify the effect of NEDO projects on participating SMEs, eliminating the external noise such as macroscopic economic trends.

Careful choosing of DID controlled group and statistical tests revealed a difference on the average sales growth rate.