



Opportunities for research exchanges between Japan and Europe

MUOGRAPHERS 2017

2 Oct. 2017, Embassy of France in Japan

Dr Matthieu Py

EURAXESS Japan Coordinator

❖ Funding programmes for Japan ↔ Europe cooperation: 3 examples

- 1. Small scale, mobility funding / funding for conferences**
BILATERAL EXCHANGE, BOTTOM-UP
(ex.) France ↔ **Japan *PHC Sakura* or *Exploration Japon***
- 2. Large scale network sustaining, training, cooperation**
MULTILATERAL EXCHANGE, BOTTOM-UP
→ **MSCA RISE**
- 3. Very large scale network + research support**
MULTILATERAL EXCHANGE+RESEARCH FUNDING, TOP-DOWN
→ **Horizon 2020**

❖ Funding programmes for Japan ↔ Europe mobility : 3 examples... among several hundred!



❖ Funding programmes for Japan ↔ Europe mobility : 3 examples... among several hundred!



Institute of Science and Technology



MAX-PLANCK-GESELLSCHAFT



Science Foundation Ireland



❖ Funding programmes for Japan ↔ Europe mobility : 3 examples... among several hundred!



European Research Council



1. Bilateral exchange



PHC Sakura programme

Bilateral Japan (JSPS) France
(MAEDI/MENESR)

Sanctions new collaboration
projects

All disciplines

2 year projects, must involve
young researchers too

France: 6,000EUR/year/project
Japan: 1M JPY/project

Coordinated submission by
French & Japanese side

Deadline September

Partenariat Hubert Curien (PHC)
Sakura



1. Bilateral exchange



Exploration Japon

France → Japan
French Embassy (MAEDI)

For France-based researchers to
'explore' possible
cooperations with Japan

All disciplines

One-shot, very short stays

Round trip airfaire + 500EUR
MAX daily allowance

Submission to French Embassy

Deadline 15 November



2. Multilateral exchange



MSCA RISE



ITN : 博士課程の研究者をトレーニングで
欧州の研究機関が受け入れる。



IF : ポストドクター以上が新たなスキル
を磨くため欧州で研究を行う。



RISE: 研究者だけでなくスタッフも対象として
共同研究の短期交流を支援。



COFUND: 欧州の研究機関とタイアップ
して資金提供。

**One of the 4 programmes of the
Marie Skłodowska-Curie Actions
Funded under EU's Horizon 2020 framework programme**

2. Multilateral exchange



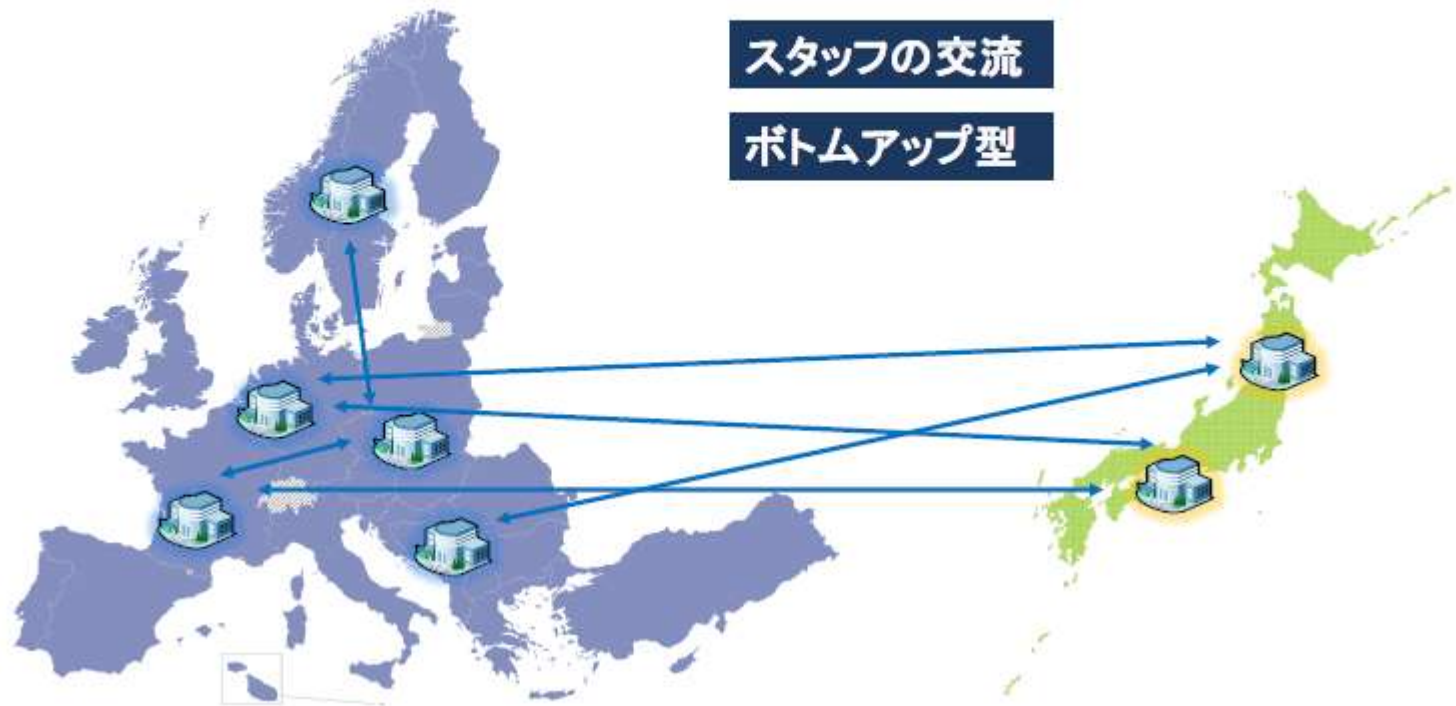
MSCA RISE

多国間の産学共同で研究者・スタッフの交流を通じて知識の移転を促進

産学共同研究

スタッフの交流

ボトムアップ型



Allows building & maintaining a strong network between 3+ countries through funding of exchange of students, staff, researchers

2. Multilateral exchange



MSCA RISE

- 期間: 最長4年
- 最低要件: 参加者 3か国 (内、加盟国・関連国は最低2か国、全員が加盟国・関連国の場合は、大学と大学以外の両者による構成)
- Partnership agreement の締結
- スタッフの異動を支援 (1-12 months)
- スタッフの助成条件: 最初の異動の前に6か月以上の勤務実績が必要
- 研究者だけでなく研究・イノベーションに携わるスタッフ(管理職、管理部門スタッフ、技術スタッフ、等)も助成対象
- 最大540人・月/ コンソーシアム

2. Multilateral exchange



MSCA RISE

EUからの助成金

- EU 加盟国・関連国、に加えアフリカなどの開発途上国は助成の対象
- 日本(米・中・韓・露・豪、等)は、自動的に助成は受けられない

RISEを利用する場合のMobilityに関する助成

- 日本からEU・関連国へ
 - 旅費や滞在費などの助成はない
 - 現地の研究機関で使用する設備の使用料や研究材料費は、現地が負担
 - EU・関連国から日本へ
 - EUからの受け入れのために発生する管理費用を欧州のパートナーより、受け取ることができる
 - 管理費用は€2,500/人/月とし、支払方法や負担内容についてコンソーシアムのパートナーと協議のうえ合意を締結する
 - 上記の費用は、EUのパートナー経由で日本へ支払われる(日本への直接の支払いはない)
- ⇒ Partnership Agreement の締結が必要

2. Multilateral exchange



MSCA RISE

€ (人/月)

適用外

日本機関受け取り可

| Marie Skłodowska-Curie Action | Staff member unit cost * <i>person/month</i> Top-up allowance | Institutional unit cost * <i>person/month</i> | |
|--|---|--|-------------------------------|
| | | Research, training and networking costs | Management and indirect costs |
| Research and Innovation Staff Exchange | 2.000 | 1.800 | 700 |

交通費、宿泊費、日当

研究材料費、設備使用料、学会参加費、その他コーディネーション、ネットワーキングなどに関する活動費

管理費用(経理、人事、法務、資料作成 等)

**Matching fund on Japanese side through JSPS Core to Core
'Most popular' MSCA programme in Japan**

2. Multilateral exchange



MSCA RISE

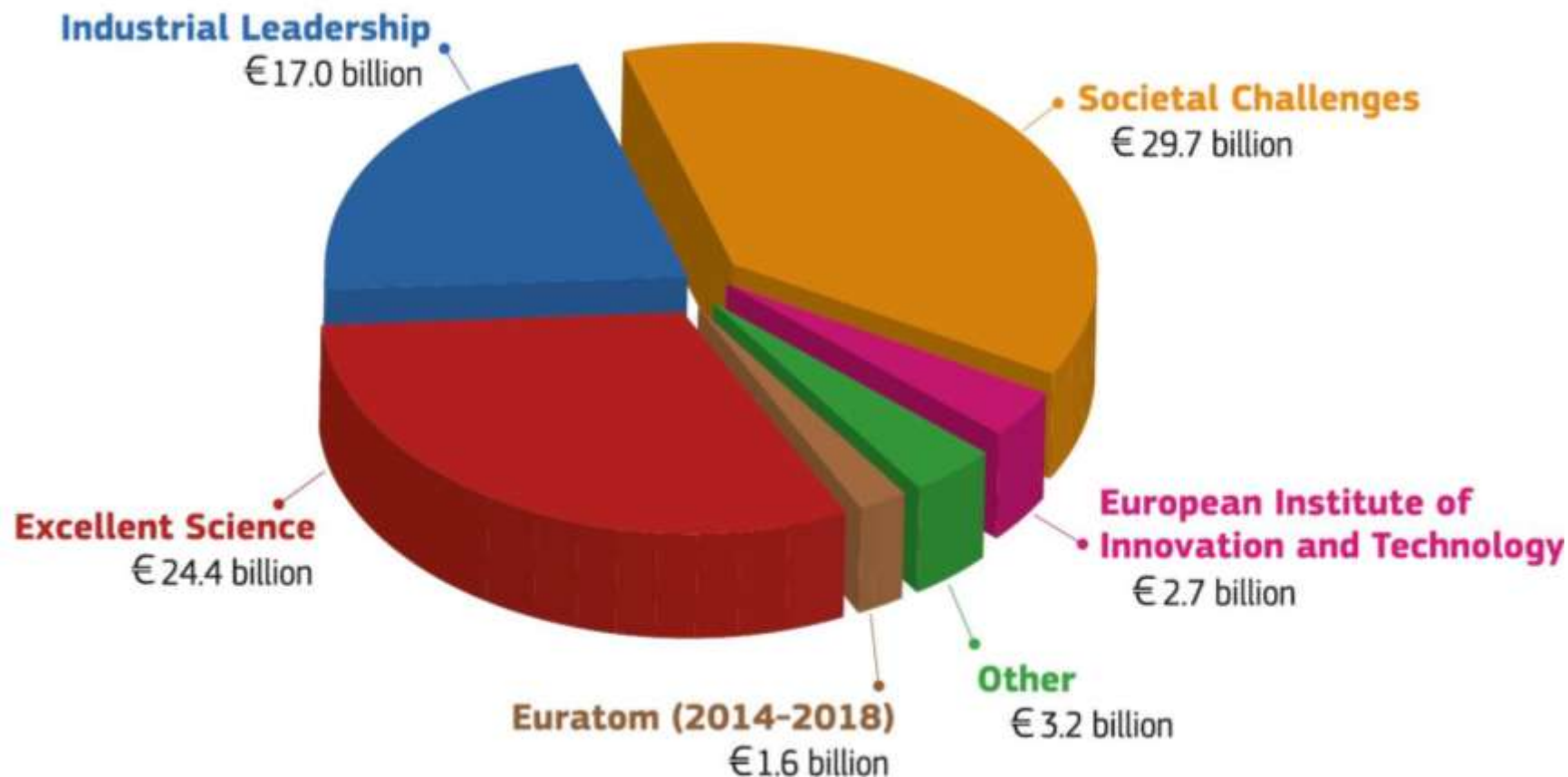
応募の手順

NCP-Japan
↓
ホーム
↓
参加するには

3. Large Scale Top-down



Horizon 2020



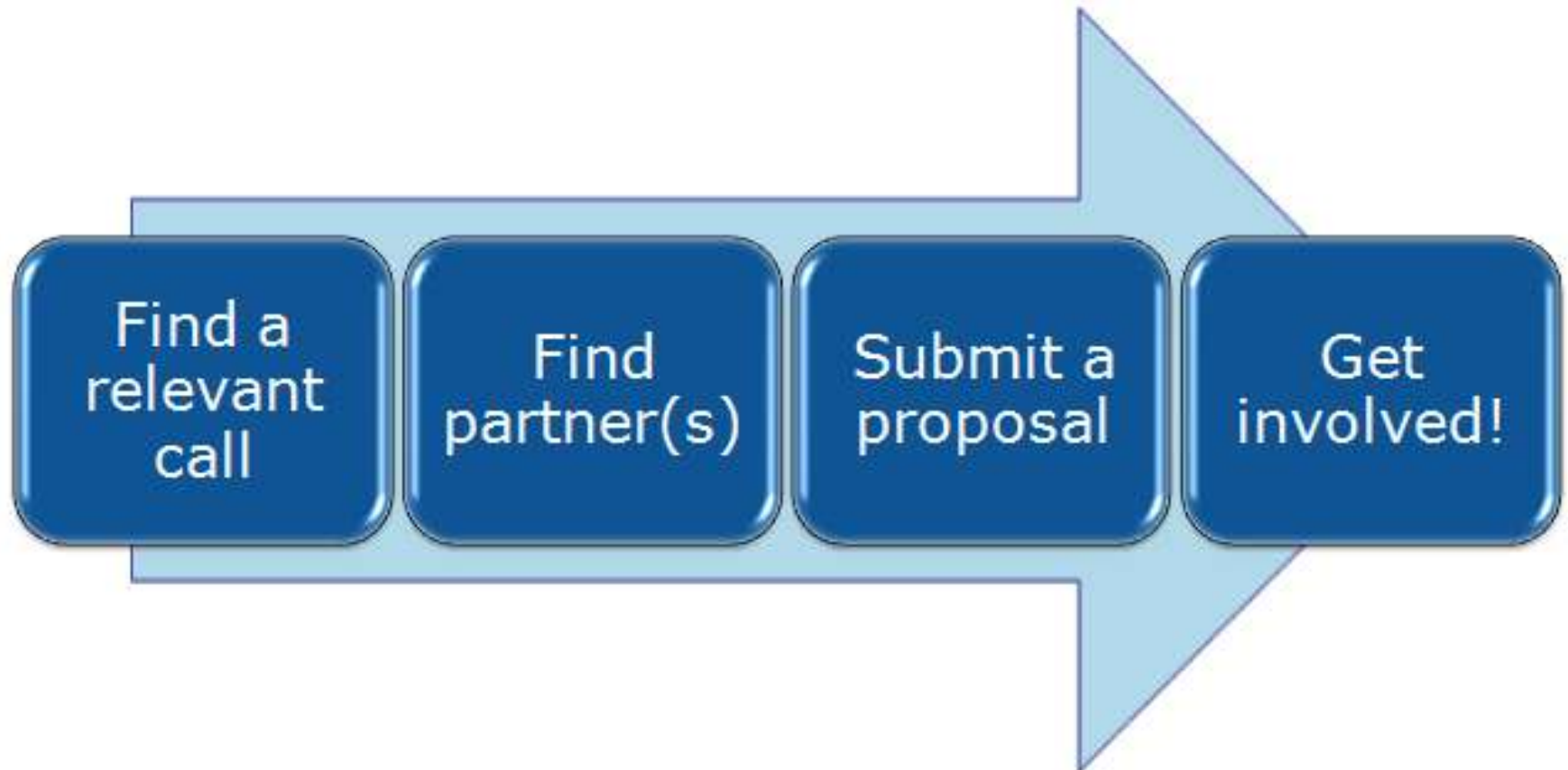
80 billion EUR 2014-2020

Excellent Science, Societal Challenges, Industrial Leadership
ALL calls open to participation from non European countries

3. Large Scale Top-down



Horizon 2020



Top down, WPs every 2-3 years w/ hundreds of calls
International consortia of 3+ countries can apply
Average funding ~millions EUR per project

3. Large Scale Top-down



Horizon 2020

EU Programmes 2014-2020

Search Topics

Updates



Calls



H2020

3rd Health Programme

Asylum, Migration and
Integration Fund

Consumer Programme

COSME

European Statistics

Hercule III Programme

Internal Security Fund - Borders

Internal Security Fund - Police

Justice Programme

Pilot Projects & Preparatory
Actions

Calls for Proposals



Horizon 2020

[Advanced search for topics](#)
[Calls for tenders on TED](#)

- ☐ **Excellent Science**
 - ☐ European Research Council (ERC)
 - ☐ Future and Emerging Technologies (FET)
 - ☐ Marie-Sklodowska-Curie Actions
 - ☐ Research Infrastructures
- ☐ **Industrial Leadership**
 - ☐ Leadership in enabling and industrial technologies (LEIT)
 - ☐ Information and Communication Technologies

Status ☒ Calls with forthcoming topics ☒ Calls with open topics ☐ Calls with only closed topics

Sort by ☐ Call title ☐ Call identifier ☒ Publication date

Filter a call

FILTER

Industrial Leadership
Inducement prize: Online security -
Seamless personal authentication
H2020-
OnlineSecurityPrize-2017

Publication date: 27 September 2017

Excellent Science
Call for proposals for ERC Proof of
Concept Grant
ERC-2018-PoC

Publication date: 06 September 2017

Science with and for Society
EU Prize for Women Innovators
2018
H2020-SWFS-Prize-2017-35

Publication date: 05 September 2017

All calls published on the [H2020 Participant Portal](#)

3. Large Scale Top-down



Horizon 2020

| Call topic | Deadline first stage (if applicable) | Final deadline |
|--|--------------------------------------|----------------|
| INFRAIA-01-2016-2017: Integrating Activities for Advanced Communities | | 30/03/2016 |
| INFRAIA-02-2017: Integrating Activities for Starting Communities | 30/03/2016 | 29/03/2017 |
| ICT-07-2017: 5G PPP Research and Validation of critical technologies and systems | | 08/11/2016 |
| ICT-08-2017: 5G PPP Convergent Technologies | | 08/11/2016 |
| ICT-13-2016: Future Internet Experimentation - Building a European experimental Infrastructure | | 12/04/2016 |
| ICT-31-2017: Micro- and nanoelectronics technologies | | 25/04/2017 |
| EUJ-01-2016: 5G – Next Generation Communication Networks | | 19/01/2016 |
| EUJ-02-2016: IoT/Cloud/Big Data platforms in social application contexts | | 19/01/2016 |
| EUJ-03-2016: Experimental testbeds on Information-Centric Networking | | 19/01/2016 |
| NMBP-02-2016: Advanced Materials for Power Electronics | 08/12/2015 | 24/05/2016 |

H2020 JAPAN COUNTRY PAGE

Co-funded-calls, calls where Japan is tagged as preferential partner country, other useful info

3. Large Scale Top-down



Horizon 2020



Delegation of the European Union to Japan

[About](#)[Japan and the EU](#)[Travel & Study](#)[Press & Media](#)[Jobs & Funds](#)[Contact us](#)

[EEAS homepage](#) > [Japan](#) > [Science and Technology Relations](#)

Science and Technology Relations



[Horizon 2020 new Work Programme 2018-2020 Workshop
24 November 2017, EU Delegation Tokyo](#)

❖ **How to look for funding programmes?**
How to find more info?
EURAXESS as a one-stop-shop



Joint initiative of 40 European countries

Funded by the European Commission

Supports research cooperation & mobility

All disciplines, all profiles, all nationalities

100% free services



European
Research Area

Albania, Bosnia & Herzegovina,
Faroe Islands, FYROM, Island,
Israel, Moldova, Montenegro,
Norway, Serbia, Switzerland,
Turkey

One-stop-shop online portal: **EURAXESS.ORG**

II INFORMATION & ASSISTANCE

- RELOCATION ASSISTANCE IN 40 EUROPEAN COUNTRIES
- HANDS ON SUPPORT FOR MOBILE RESEARCHERS (VISA, ACCOMMODATION)

III WORKING & PARTNERING

- RESEARCHERS' RIGHTS AND REGULATIONS IN EUROPE
- PARTNERING

I JOBS & FUNDING

- JOB PORTAL, HOSTING & FUNDING DATABASE WITH THOUSANDS OF OFFERS DAILY

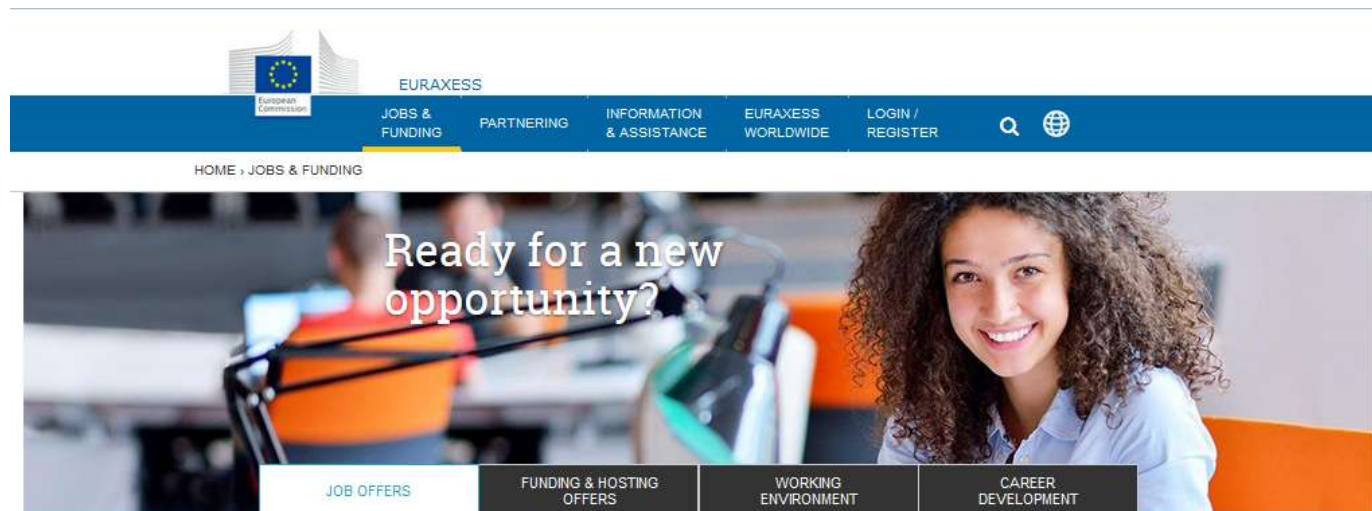
IV WORLDWIDE

- LINKING EUROPE TO THE WORLD
- NORTH AMERICA, JAPAN, CHINA, INDIA, BRAZIL, ASEAN

I: JOBS & FUNDING



JOBS, FUNDING & HOSTING DATABASE: JOBS.EURAXESS.ORG



Search for jobs and post your
offer!

Take advantage of EURAXESS and find your job in research. EURAXESS lists thousands of vacancies and fellowships from more than 40 European countries and other regions in the world.

Find talented and experienced staff at the click of a button. EURAXESS lists thousands of European and global vacancies and fellowships.

SEARCH FOR JOB OFFERS

POST JOB OFFERS

❖ WHAT YOU WILL FIND:

- **Online job & funding database:**
- **> 10,000 research jobs/fellowship offers;**
- **> 10,000 participating research organisations**
- **> 20,000 active researcher CVs;**
- **Funding programmes for research cooperation & mobility;**
- **Interactive search (personalised alerts possible);**
- **All research fields covered**

How can you benefit? For individuals:

- Find research career opportunities
- Find funding for research cooperation or mobility projects

How can you benefit? For institutions:

- Recruit research talent & advertise your offers

II: INFORMATION & ASSISTANCE



INFORMATION & ASSISTANCE: SERVICES.EURAXESS.ORG

European Commission

EURAXESS

JOBS & FUNDING PARTNERING INFORMATION & ASSISTANCE EURAXESS WORLDWIDE LOGIN / REGISTER

HOME > INFORMATION & ASSISTANCE

Looking for support when relocating?

LIVING IN EUROPE WORKING IN EUROPE LEAVING EUROPE

Facing challenges settling in?

Find out about all the free services EURAXESS provides to researchers and employers. You can save time and money by using more than 260 EURAXESS Centres around Europe to help you with a range of issues including visa requirements, work regulations, taxation and social security.

SEARCH FOR INFORMATION

FIND PERSONALISED ASSISTANCE

II: INFORMATION & ASSISTANCE



❖ WHAT YOU WILL FIND:

- information on **17 different topics** ranging from accomodation to banking and social security, to language courses, local funding opportunities etc.
- the list and links to over **550 EURAXESS Service Centres in 40 European countries** offering personalised, free of charge assistance, to mobile researchers

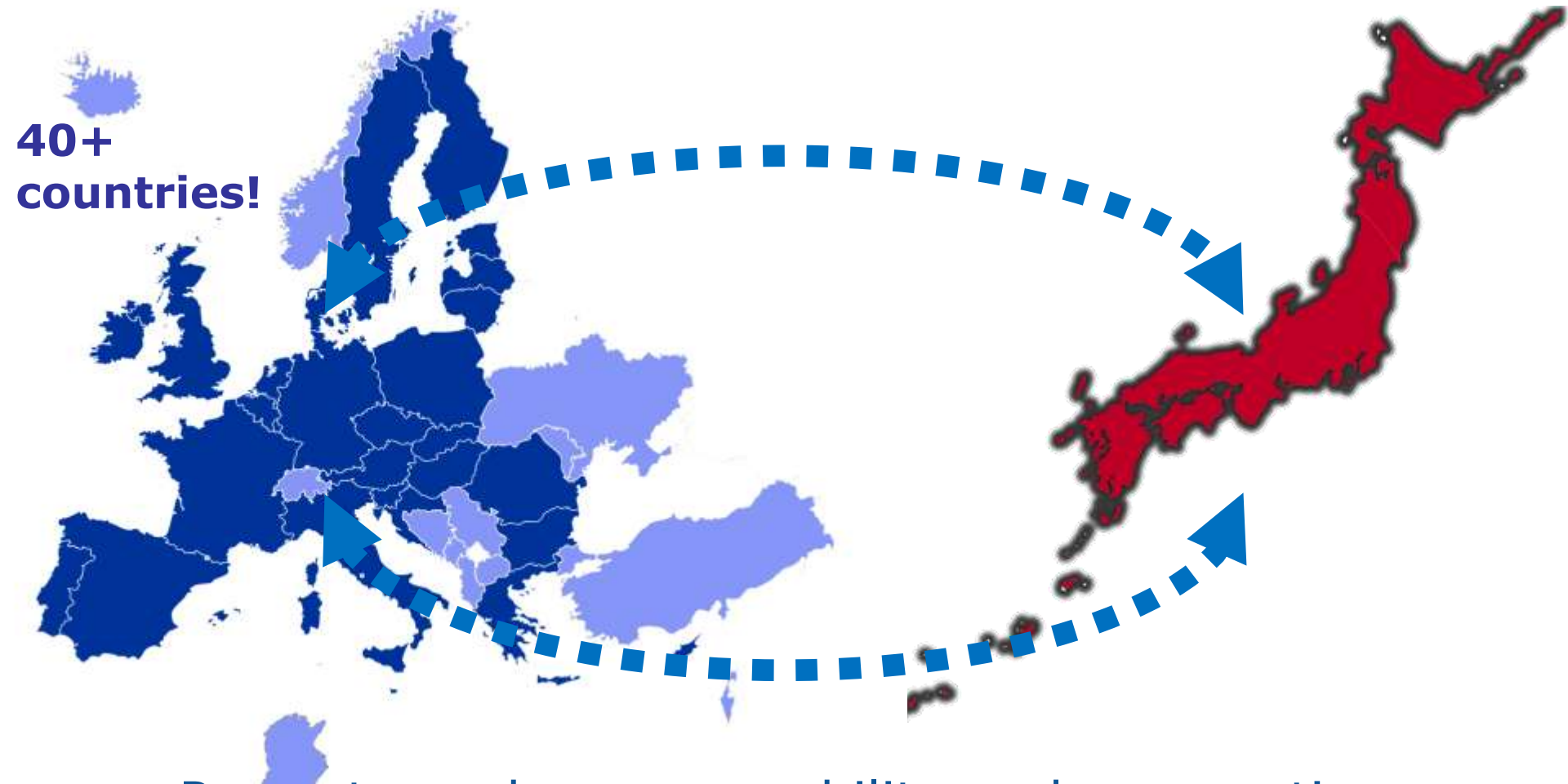
II: INFORMATION & ASSISTANCE



How you can benefit

- Plan your research mobility and obtain free & personalised assistance
- Create links to research communities of 40 European countries

IV: WORLDWIDE



Promote exchanges: mobility and cooperation
No brain drain!!

⌘ In Japan, EURAXESS (1 p. full time!)

1- Provides regular, **tailored and reliable information**
(funding, mobility, cooperation opportunities, etc)

2- Organises/participates in **networking and information events**

3- Manages **a community of >2,700 researchers** and related

⌘ In the interest of **Europe – Japan research cooperation and researcher mobility**

⌘ **For free!**

IV: WORLDWIDE



JAPAN
[dot]
EURAXESS
[dot]
ORG

+++

Mail alerts:
japan@
euraxess.net



26/04/2017

MORE3 STUDY: ARE YOU A RESEARCHER CURRENTLY WORKING OUTSIDE EUROPE? WE WANT TO HEAR YOUR OPINION!



17/04/2017

ERASMUS+ CALL: TECHNOLOGIES OF INFORMATION AND COMMUNICATION EUROPE-EAST ASIA MOBILITIES



11/04/2017

16 POSITIONS AT MAN TECHNOLOGY ENVIRONMENT RESEARCH CENTRE, SWEDEN



10/04/2017

ELSEVIER REPORT: GENDER IN THE GLOBAL RESEARCH LANDSCAPE

EVENTS



14/07/2017 - 14/07/2017

Japan, Tokyo

GRANTS IN PRACTICE 2017



16/06/2017 - 16/06/2017

Japan, Tokyo

SEMINAR: TECHNOLOGIES FOR FINTECH FROM POLAND



27/05/2017 - 27/05/2017

Japan, Tokyo

FALLING WALLS LAB TOKYO 2017



29/03/2017 - 29/03/2017

Japan, Tokyo

ERC 10TH ANNIVERSARY CELEBRATION, 29 MARCH, TOKYO

IV: WORLDWIDE



CALL FOR ABSTRACTS: **European Research Day**

Japan community discussing careers, Europe, & research

Deadline 16 Oct. Event 4 Dec., Tokyo.

bit.do/ERD2017Japan



NEW SERVICE: **Proposal Peer Review**

Researchers based in Japan can propose their drafts for reviews to other researchers of the community

bit.do/euraxess-grant-review



Thank you for your attention!

Contact: japan@euraxess.net

Web: japan.euraxess.org



EURAXESS JAPAN – HOW WE CAN HELP

Information

- Regular 'flash notes' on forthcoming calls & relevant info
- European country profiles and newsletters every three months
- EURAXESS Portal to search for offers and to post offers

Support

- Host & Partner search via EURAXESS portal and Services Network
- Europe-Japan research cooperation & mobility dedicated seminars
- Networking events, Science communication events, community events & more

MSCA Innovative Training Networks (ITN)



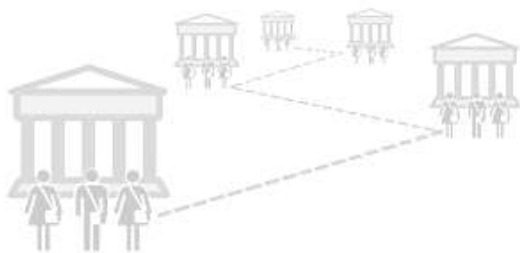
ITN

Innovative Training Networks



IF

Individual Fellowships



RISE

**Research and Innovation Staff
Exchange**



COFUND

Innovative Training Networks: PhD programme

- **Objective: to train a new generation of researchers**
- Minimum 3 institutions from different European countries + additional beneficiaries / partners
- Maximum 540 research months = 15 full PhDs per project
- Timespan of project – 4 years (PhD funding for 3 yrs)

Innovative Training Networks: for institutions

- **Consortium of organisations from 3+ different countries and sectors**
 1. Beneficiaries: recruit researcher(s) for up to 36 months
 2. Partner Organisations: host secondments/provide training
- **Recruit researchers across the consortium– each researcher has an Individual Research Project**
- **Advanced research skills and transferable skills training**
- **Networking events**

Beneficiary vs. Partner Organisation

| | | |
|-----------------------------------|---|---|
| Signs grant agreement | ✓ | ✗ |
| Recruits and hosts researchers * | ✓ | ✗ |
| Claims costs to the EU | ✓ | ✗ |
| Trains/hosts seconded researchers | ✓ | ✓ |
| Participates in supervisory board | ✓ | ✓ |

* Flexible recruitment in EID and EJD:
an organisation may participate as a beneficiary without recruiting

Letters of commitment of partner org. Is mandatory – otherwise their contribution is disregarded by the evaluators

Innovative Training Networks: timeline & useful information (institutions)

Timeline:

September 2017: Open
January 2018: Close

Guide for Applicants



http://ec.europa.eu/research/participants/data/ref/h2020/other/guides_for_applicants/h2020-guide-appl16-msca-itn_en.pdf

Innovative Training Networks: for individuals

Apply @ jobs.euraxess.org

Search for jobs

Enter keywords

RESEARCH FIELD

RESEARCHER PROFILE

SECTOR

COUNTRY

EUROPEAN RESEARCH PROGRAMME

SEARCH

NEED HELP?

- ☐ First Stage Researcher (R1) (4023)
- ☐ Recognised Researcher (R2) (2857)
- ☐ Established Researcher (R3) (2370)
- ☐ Leading Researcher (R4) (2112)

NEED HELP?

Available Offers (5348)

18%

Who can be recruited?

Early-Stage Researchers (ESRs)

- ✓ ≤ 4 years of research experience
- ✓ no PhD yet

Recruitment: **3 to 36 months**

Recruitment: after the project starts

No restrictions based on nationality.

Respecting the mobility rule



Innovative Training Networks: financial dimension

| | | | |
|----------------------|------------------|-------------------------------------|--------------------------------|
| Insttutational costs | Researcher costs | ESR living allowance | 2.900 € / month + co-efficient |
| | | ESR mobility allowance | 600 € / month |
| | | ESR family allowance | 500 € / month |
| | | Host research, training and network | 1.800 / person /month |
| | | Host management and overheads | 1.200 / person / month |
| | | | |

Individual Fellowships: MSCA Individual Fellowships



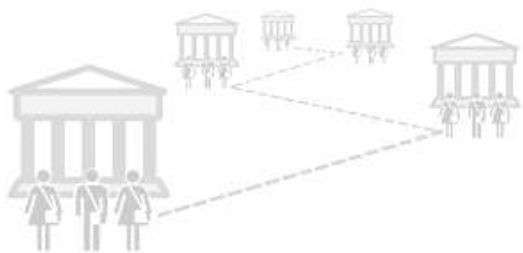
ITN

Innovative Training Networks



IF

Individual Fellowships



RISE

Research and Innovation Staff Exchange



COFUND

Individual Fellowships: In three points

- Individual transnational fellowships
- Focus on career development of postdoctoral fellows
- Training aspects of the proposed project are important

Individual Fellowships: Eligibility conditions 1

Experienced Researchers (ER):

PhD or at least 4 years of research experience at the relevant deadline for submission of proposals

Individual Fellowships: Eligibility conditions 2

‘The researchers shall not have resided or carried out their main activity in the country of their future host organisation for more than 12 month in the 3 years prior to the reference date (relevant deadline for submission of proposals)’

Career Restart Panel, Reintegration Panel, Society & Enterprise Panel: Modified Mobility Rule
(36 months/5 years)

Global Fellowship: Mobility Rule applies only to outgoing phase

Individual Fellowships: Outgoing & Incoming

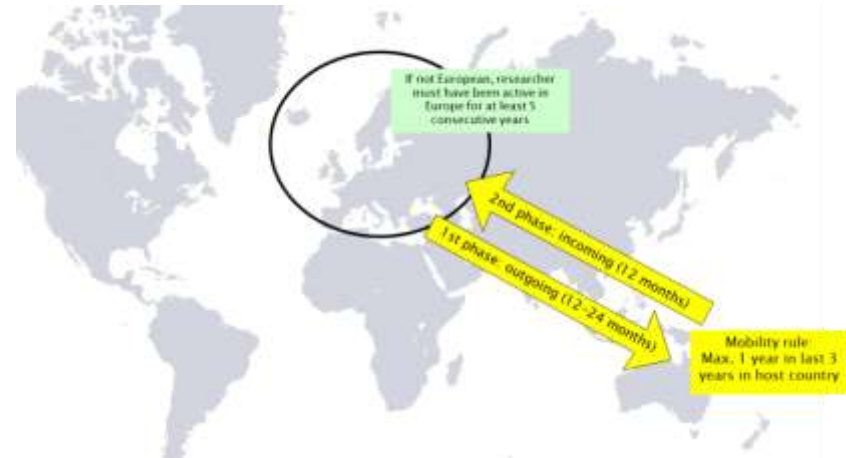
European fellowships:



For fellows coming to
or moving within Europe
(12–24 months)

Global fellowships:

&



For fellows from Europe
going to Third countries
(12–24 months) and
returning (12 months)

Individual Fellowships: European Fellowships

- For Experienced Researchers (ERs) of any nationality coming to or moving within Europe
- Mobility rule applies
- 12-24 months
- Call opens in April
- Budget 2016: € 189.5 million (of which € 10 million earmarked for SE panel)
- Deadline: 14 September 2017
- (4 grantees only from Japan 2014-2016!)



Individual Fellowships: European Fellowships

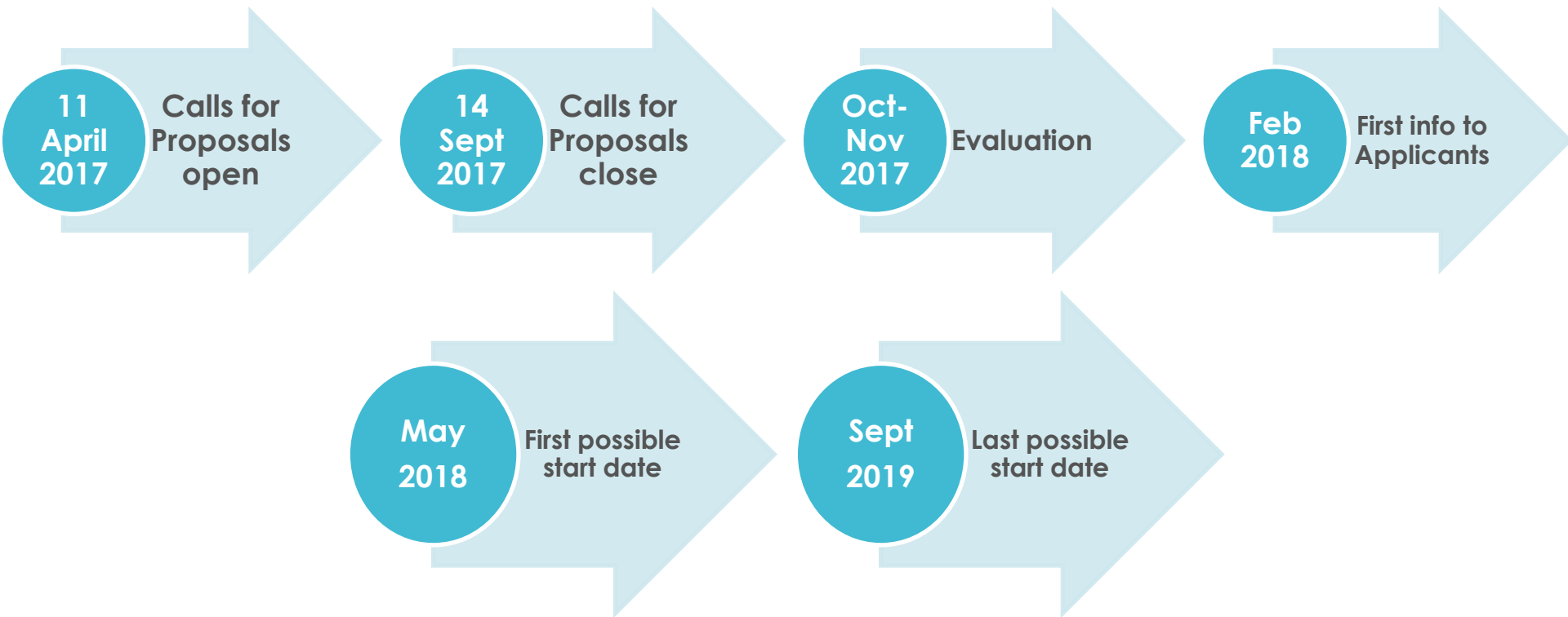
EF – How does it work?

- ER applies jointly with a host institution for funding of a research project
- Host institution located in a European Member State (MS) or Associated Country (AC)
- Host Institution recruits the Experienced Researcher (ER) and appoints the supervisor

Individual Fellowships: Covered costs

| | Researcher unit cost (person/month) | | | Institutional unit cost (person/month) (to EU MS/AC inst.) | |
|--------------|--|-----------------------|---------------------|--|-------------------------------------|
| Category | Living allowance (country correction coefficient) | Mobility allowance | Family allowance | Research, training and networking costs | Management and indirect costs |
| EUR (max) | 4 650 | 600 | 500 | 800 | 650 |

Individual Fellowships: Timeline (2017 call)



Individual Fellowships: Evaluation panels

8 Scientific (+3 multidisciplinary) Panels:

- Proposals are evaluated in 8 (+3) panels (+ Career Restart Panel, Reintegration Panel, Society & Enterprise Panel, only for European Fellowships)
- Separate ranking list for each panel

CHE

SOC

ECO

ENG

ENV

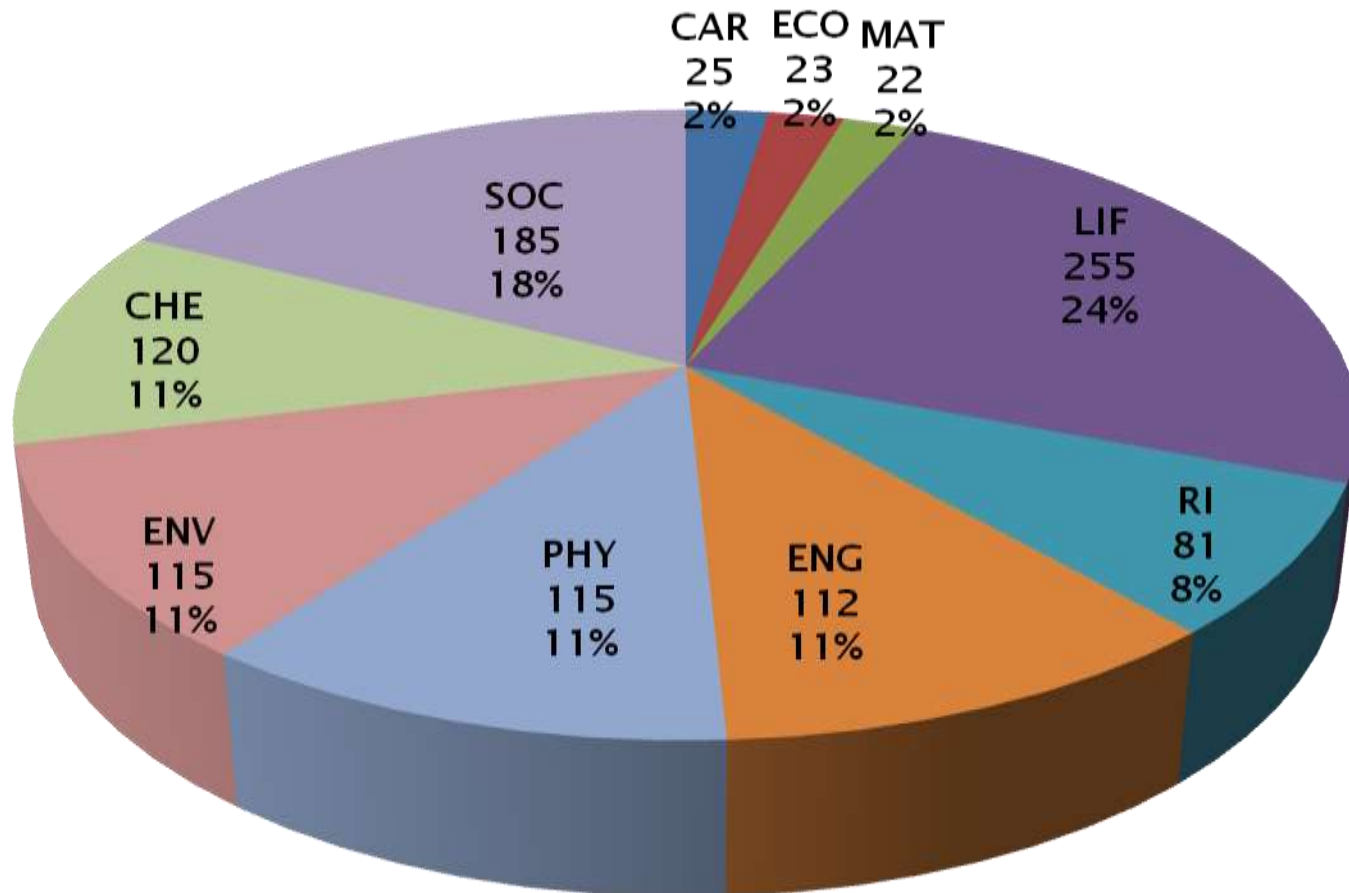
LIF

MAT

PHY

Individual Fellowships: Success rate!

(IF 2016) ~1300 grants distributed, average success rate 14%



Individual Fellowships: Important documents

MSCA Work Programme



http://ec.europa.eu/research/participants/data/ref/h2020/wp/2016_2017/main/h2020-wp1617-msca_en.pdf

Guide for Applicants



http://ec.europa.eu/research/participants/data/ref/h2020/other/guides_for_applicants/h2020-guide-appl-msca-if_en.pdf

Individual Fellowships: Build your proposal

What is needed

- Synergy with host in Europe (+in third country if GF)
- Original & well conceived/matured research project
- Awareness of conditions for success
- Time + preparation



European Research Council (ERC) grants

Starting Grants

starters
(2-7 years after PhD)
up to €2.0 M
for 5 years

Consolidator Grants

consolidators
(7-12 years after PhD)
up to €2.75 M
for 5 years

Advanced Grants

significant research
achievements in the
last 10 years
up to €3.5 M
for 5 years

DL: 17Oct. 2017

#grants: ~400

Success: ~11%

Time in

Europe: 50%

Work ratio:50%

~Feb. 2018

~300

~14%

50%

40%

31 Aug. 2017

~200

~14%

50%

30%

European Research Council grants

ERC offers independence, recognition & visibility

- fund research on **any topic: completely "bottom-up"**
- **financial autonomy** for 5 years
- ability to negotiate with the host institution the **best conditions** of work
- to attract **top team members and collaborators**
- **portability**

ERC proposals

PART A – online forms

- A1** Proposal and PI info
- A2** Host Institution info
- A3** Budget

Annexes – pdf upload

- HI support letter (template!)
- copy of PhD (StG, CoG);
- document for extension of eligibility window (StG, CoG)

PART B – Word template; pdf upload

B1

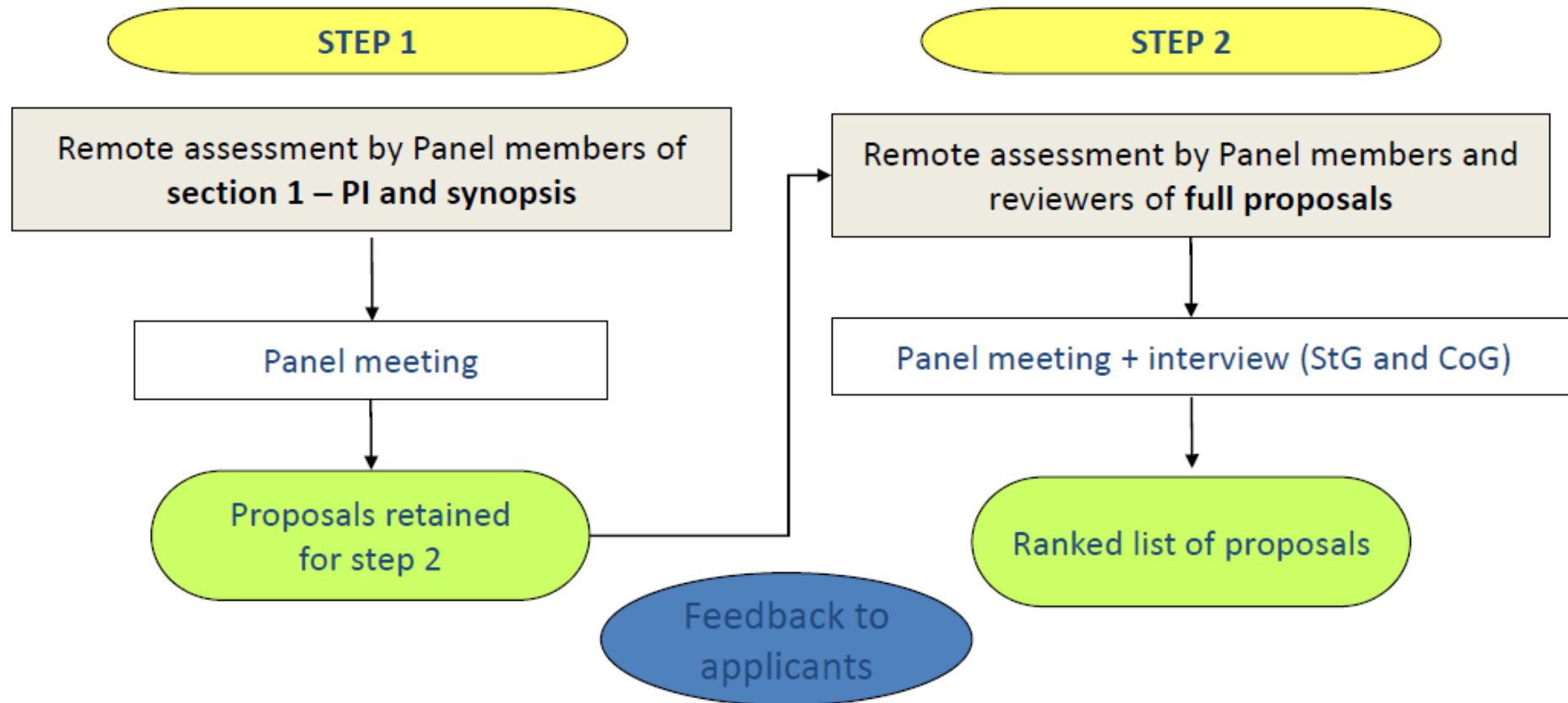
- Extended Synopsis 5 p.
- CV 2 p.
- Early Achievements (StG and CoG) or 10-year Track Record (AdG) 2P

B2

- Scientific Proposal 15p
 - Methodology
 - Planning and Budget
 - ...

Excellence of the proposal = sole criterion

ERC: evaluation of proposals



3 domains: Life Sciences, Social Sciences & Humanities,
Physical Sciences & Engineering
25 panels, 10-16 panel members + chair

MSCA IF and ITN: Key points to succeed

- (all) Begin early with the preparations: prepare your own project, check deadlines, look for hosting...
- Be proactive, contact people in and out of your network
- (IF & ERC only) Prepare the proposal thoroughly & get feedback from multiple sources
- Get support: National Contact Points of your future host country and your host institution will help you

You can do it!

Individual Fellowships: Proposal part A

Section 1 – General Information requests information about the proposal, including an abstract of the action proposal.

Section 2 – Administrative data of participating organisations

- requests information about the main supervisor and the supervisor's host institution (the beneficiary); and
- requests information about the supervisor in the TC and the partner organisation (for Global Fellowships).

Section 3 – Budget requests information on the duration (person-months) to calculate the total requested EU contribution.

Section 4 – Ethics identifies any ethical aspects of the proposed work. Even if there are no issues, you must simply confirm that none of the ethical issues apply to the proposal.

Section 5 – Call specific questions request declarations related to eligibility and personal data, together with questions on any secondment in Europe.

Individual Fellowships: Proposal part B

DOCUMENT 1 (13-PAGE LIMIT APPLIED)

START PAGE (1 page)

LIST OF PARTICIPATING ORGANISATIONS

START PAGE COUNT (MAX 10 PAGES SECTIONS 1-3)

1. **EXCELLENCE**
2. **IMPACT**
3. **QUALITY AND EFFICIENCY OF THE IMPLEMENTATION**

STOP PAGE COUNT (MAX 10 PAGES SECTIONS 1-3)

DOCUMENT 2 (NO OVERALL PAGE LIMIT APPLIED)

4. **CV OF THE EXPERIENCED RESEARCHER**
5. **CAPACITIES OF THE PARTICIPATING ORGANISATIONS**
6. **ETHICAL ASPECTS**
7. **LETTER OF COMMITMENT OF PARTNER ORGANISATION (GF ONLY)**

Individual Fellowships: Evaluation criteria

- 3 award criteria:

- Excellence
- Impact
- Implementation

- Overall threshold: 70%

Example:

5 Pages

1.5 Pages

3.5 Pages

| | | |
|--|--------|----------------|
| Excellence | Impact | Implementation |
| 50% | 30% | 20% |
| Weighting | | |
| 1 | 2 | 3 |
| Priority in case of <i>ex aequo</i> | | |
| NB: An overall threshold of 70% will be applied to the total weighted score. | | |

For each criterion:
grade from 0 to 5 (e.g. 4.5/5/4.7)

$$\rightarrow \frac{4.5 \times 50\%}{5} + \frac{5 \times 30\%}{5} + \frac{4.7 \times 20\%}{5} \equiv 94$$