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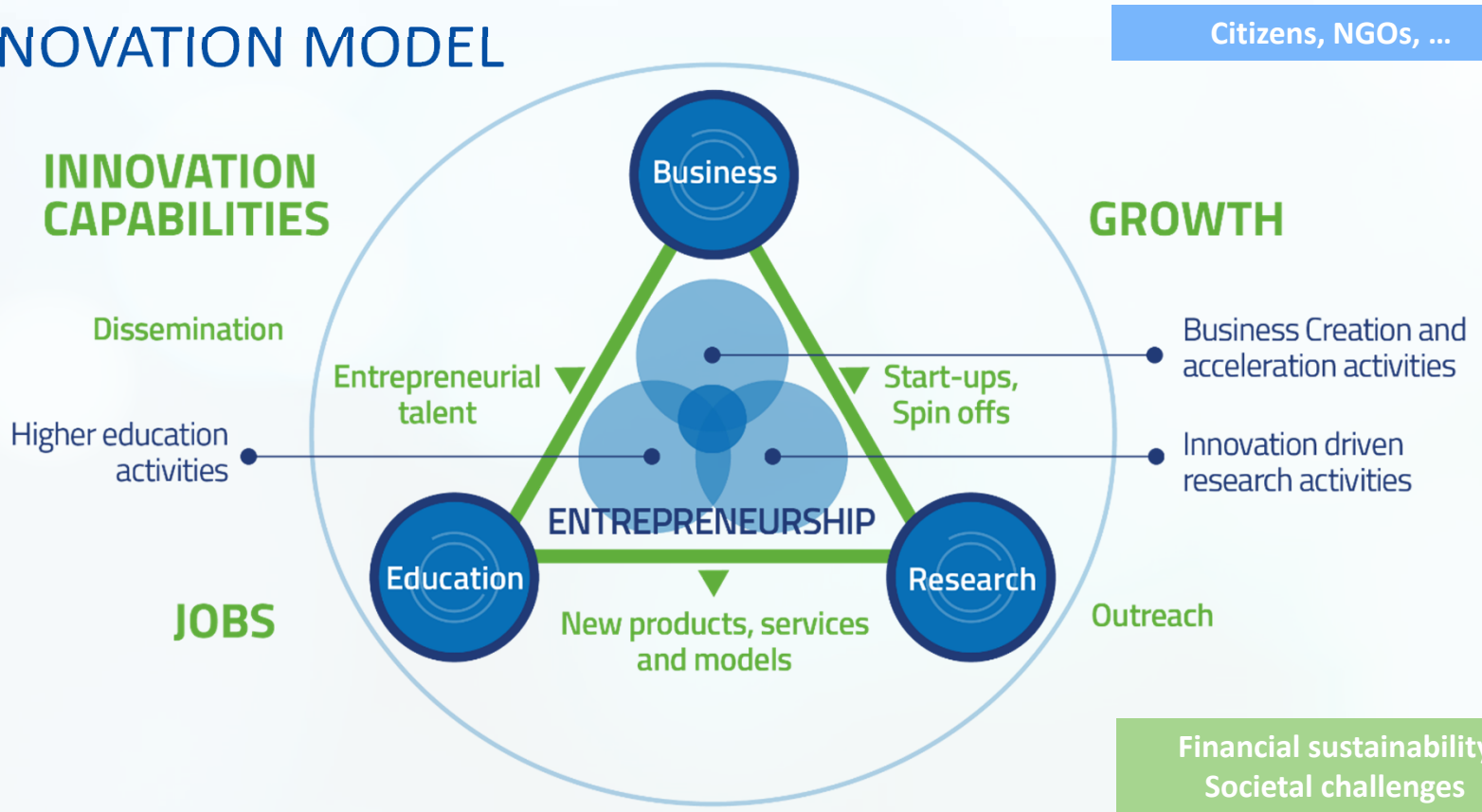


# Making Innovation Happen

Michał Górzynski  
Head of Impact Section,  
EIT

15 November 2019

# EIT INNOVATION MODEL



## WHAT DOES THE EIT COMMUNITY OFFER ENTREPRENEURS?

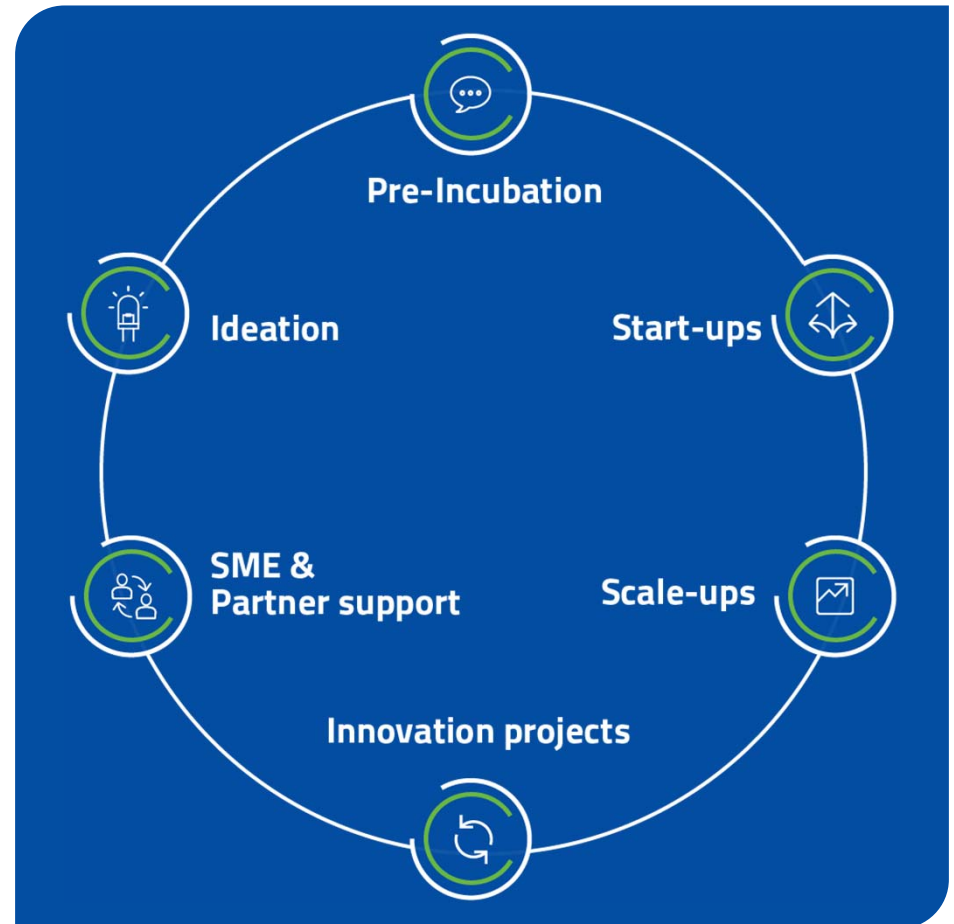
- **Mentoring and business coaching** to prepare and implement business plans
- **Meeting** potential business partners and new customers
- **Raising** company's profile through EIT Community partners
- **Access** to new technologies
- **Exploring** new markets
- **Thematic** specialisation



# BENEFITS OF BUSINESS ENGAGEMENT

## The EIT Community provides:

- Market-orientated support services
- Investors
- Customers
- Experts and scientists
- Potential partners
- Financial support
- Life-long Community learning and opportunities







## ENTREPRENEURSHIP: BUSINESS CREATION & ACCELERATION

### Activities

- Sourcing start-ups and scale-ups
- Acceleration services
- Activities combining Business Creation & Education or Business Creation & Innovation
- Business Creation support from EIT KICs partners

### Benefits

- Market orientation
- Shorter time-to-market
- Bridging the gap between academia and business
- Proximity to finance sources: seed funding, VC, Angels...

### Type of companies being served

Pre-seed start-ups, Seed, Scale-ups, Series-A-B, Spin-offs/Spin-outs



## BUSINESS CREATION & ACCELERATION RESULTS

- **EUR 60 million** invested in Business Creation & Acceleration activities by EIT Community
- **1 250+** ventures supported
- **EUR 1+ billion** of external funding attracted
- **Strong links** to local, regional, national and European level investors
- **Acquisition of EIT Community start-ups and scale-ups** by EIT Community partners and external companies
- EIT Community present on the **Forbes 30 under 30 Europe**
- Successful participation of EIT Community at **European level tech events**
- **Successful international Business Development missions** to Silicon Valley, Israel, Korea, Japan



# EIT BUSINESS CREATION & ACCELERATION

## EIT powered activities:

- **Tailored support for entrepreneurs:** business coaching & mentoring, access to market and customers, access to new technologies and testbeds, access to talent, access to finance...
- **Sourcing start-ups and scale-ups:** venture and ideas competitions, referrals
- **Venture support** within thematic specialisations of each Innovation Community



## Benefits for start-ups & scale-ups:

- Market orientation
- Shorter time-to-market
- Access to Europe's largest innovation network
- Proximity to finance sources





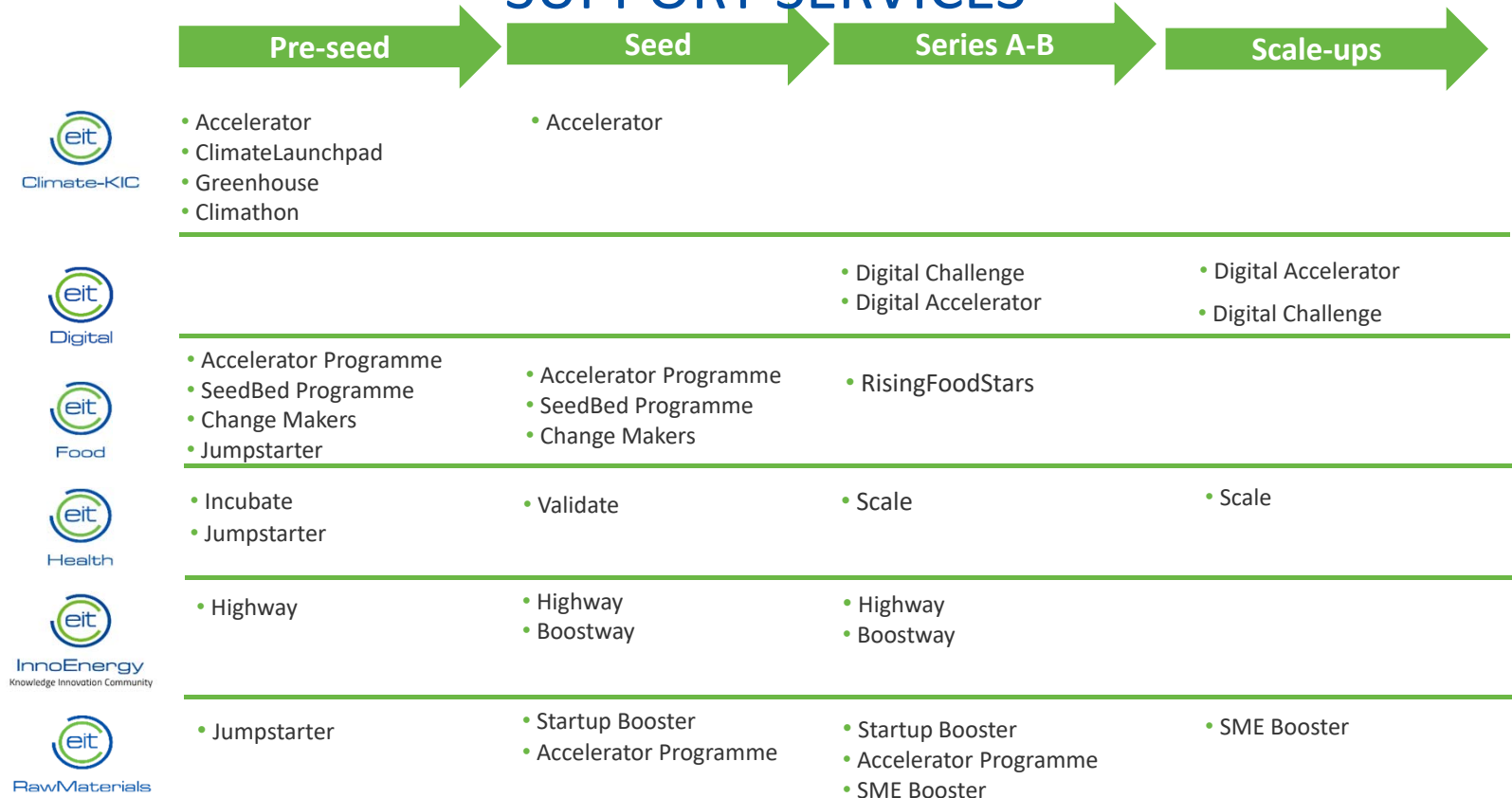
## EIT RIS BUSINESS CREATION: EXAMPLES

- **EIT Climate-KIC RIS Accelerator** provides education, training, networking opportunities and grants to organisations at the forefront of climate change adaptation and mitigation
- **EIT InnoEnergy RIS** pre-accelerator **Primer** targets idea/seed stage ventures to strengthen their business muscle. Start-ups who have successfully graduated from the programme are prepared to enter EIT InnoEnergy's pan-European *Highway* accelerator
- **EIT Digital** launched its **ARISE Venture Programme** to support the establishment of deep-tech-based ventures
- **EIT Food, EIT Health and EIT RawMaterials** jointly run an *EIT Jumpstarter*, a cross-sectoral business creation programme for early stage entrepreneurs





# EIT INNOVATION COMMUNITIES – BUSINESS CREATION / SUPPORT SERVICES



# INNOVATION DRIVEN RESEARCH

- Driving research into commercially viable **products, processes and services**
- **Transdisciplinary and multicultural** teams that bridge the world of science with the world of business
- Obtain **seed funding and structural support** for innovation projects



## IMPLEMENTATION OF INNOVATION ACTIVITIES

- **Innovation Communities** have a large degree of autonomy in defining their internal organisation, composition, agenda and working methods
- Focus on **cooperation between education, research and business**
- Activities are usually selected by Innovation Communities through **internal calls**, in alignment with their **strategy**



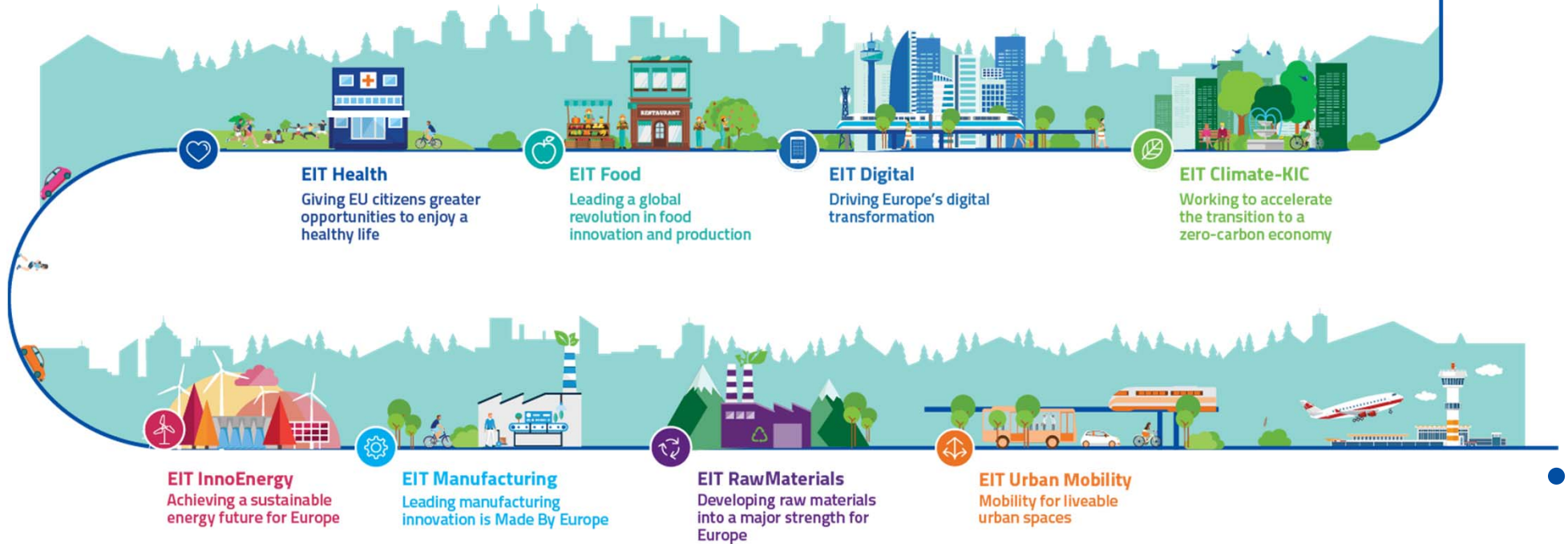
# PRINCIPLES FOR INNOVATION PROJECTS

- **Outputs contributing to the Innovation Communities' strategic objectives** and formal procedure for **post-funding monitoring** of minimum five years of an innovation project should be set
- **Commercialisation strategy** of the project outputs, indicating close cooperation with clients/citizens, potential financial returns and contribution towards achieving the financial sustainability
- **Dissemination and communication plan** following EIT guidance
- **Mandatory co-funding level** for innovation projects should be at least 30%





# EIT INNOVATION COMMUNITIES



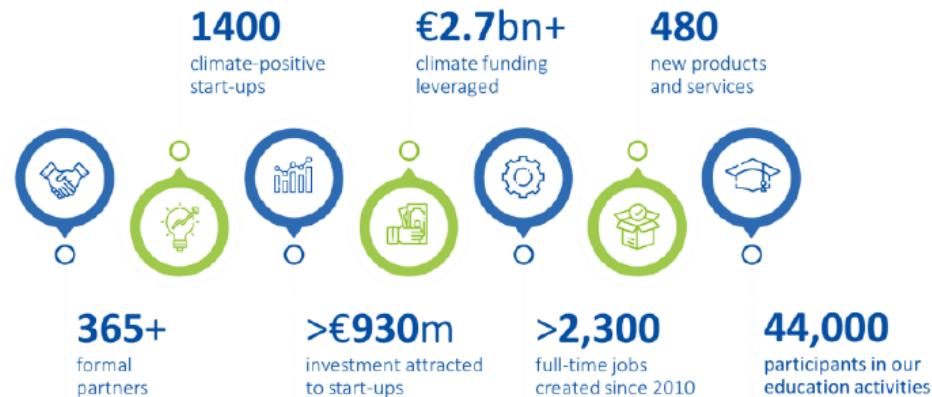
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# EIT CLIMATE-KIC

- The **vision** is for a **prosperous, inclusive, climate resilient society** with a **circular, net-zero emissions economy** by 2050.
- The **mission** is to catalyse systemic change for climate action.
- The **promise** is to transformation, in time, through innovation.



# EIT CLIMATE-KIC – LOCATIONS



## HQ: Amsterdam (NL)

### Innovation Hubs:

Amsterdam (NL)	Paris (FR)
Berlin (DE)	Utrecht (NL)
Bologna (IT)	Valencia (ES)
Copenhagen (DK)	Warsaw (PL)
London (UK/IE)	Zurich (CH)

### EIT RIS Hubs:

Athens (GR)	Riga (LV)
Belgrade (SRB)	Sofia (BG)
Limassol (CY)	Tallinn (EE)
Ljubljana (SL)	Timisoara (RO)
Lisbon (PT)	Vilnius (LT)
Mosta (MT)	Zagreb (HR)

### Satellite Offices:

Birmingham (UK)	Wolkersdorf/Weinviertel (AT)
Brussels (BL)	
Budapest (HU)	



# EIT CLIMATE-KIC – ENTREPRENEURSHIP ACTIVITIES

The EIT Climate-KIC Entrepreneurship programmes have supported more than **2,000 start-ups**, making the EIT Climate-KIC start-up community one of the largest worldwide. In the last three years, almost **20 Climate-KIC backed entrepreneurs** have been honoured in the **Forbes 30 Under 30** Europe list.

## Ideation

### Climathon

A global 24-hour climate change hackathon gathering innovators, students and professionals to solve climate challenges  
59 cities

Over **5000 participants**

Over **2330 ideas** reaching **156 mln people** in 2016

### ClimateLaunchpad

The world's largest green business idea competition

Creates a stage for over **1,000 ideas**

Partners in 35+ countries

**53 countries**

**1800 applications**

**450 start-ups** accepted

## Pre-Incubation

### Greenhouse

A pre-incubation for up to six-month programme aimed at Climate-KIC students and budding entrepreneurs with a climate business idea and the motivation to make it happen

**€2,500 in seed** funding and support services

Hosted in **14 countries** across Europe

## Acceleration

### Accelerator

Programme accelerates development of start-ups to create investable businesses, with products and services delivered to the first client in about 18 months.

**Over 150 start-ups**

supported in Europe

**Over 1000 climate-positive companies** incubated

**Over 2500 jobs** created

**Over €550 million capital** raised



# EIT CLIMATE-KIC – INNOVATION ACTIVITIES

## Innovation projects within four key themes:

### Urban Transitions

- Cities consume 75% of the world's natural resources, produce half the planet's waste and generate 60-80% of global greenhouse gas emissions. EIT Climate-KIC's Urban Transitions experts advise cities and districts on how best to **transform urban environments into decarbonised and climate-resilient beacons**.

### Sustainable Production Systems

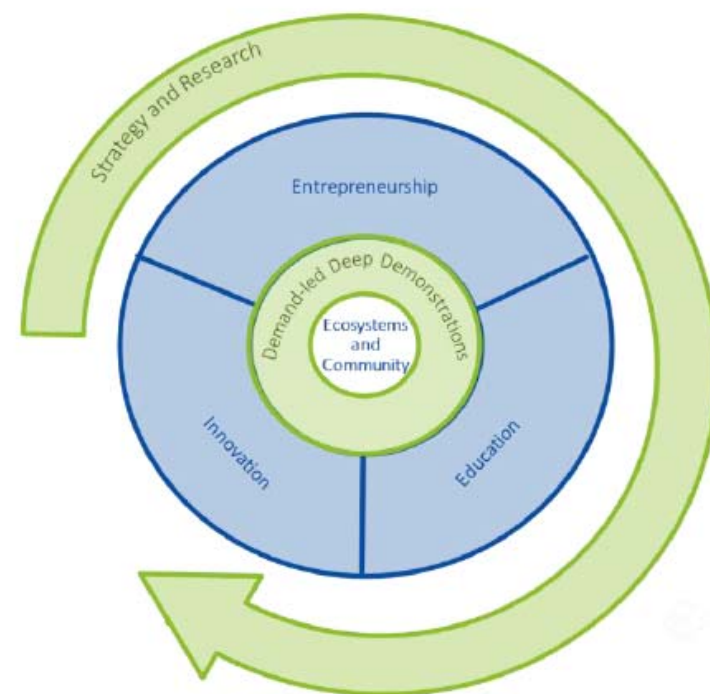
- Industry emissions account for 30% of total global greenhouse gas emissions. The Innovation Community's mission is to achieve zero-carbon emissions from materials and industrial processes, supporting **cities and regions in their transition towards carbon-neutral societies**.

### Decision Metrics and Finance

- This pathway team works with the network of partners to develop the metrics and financial mechanisms to **redirect and mobilise the finance needed to quickly scale up climate action**.

### Sustainable Land Use

- Agriculture, forestry and other land uses represent 24% of global greenhouse gases emissions, second only to the global energy sector. EIT Climate-KIC supports new approaches that **decarbonise agriculture**, making it **more efficient and productive**.



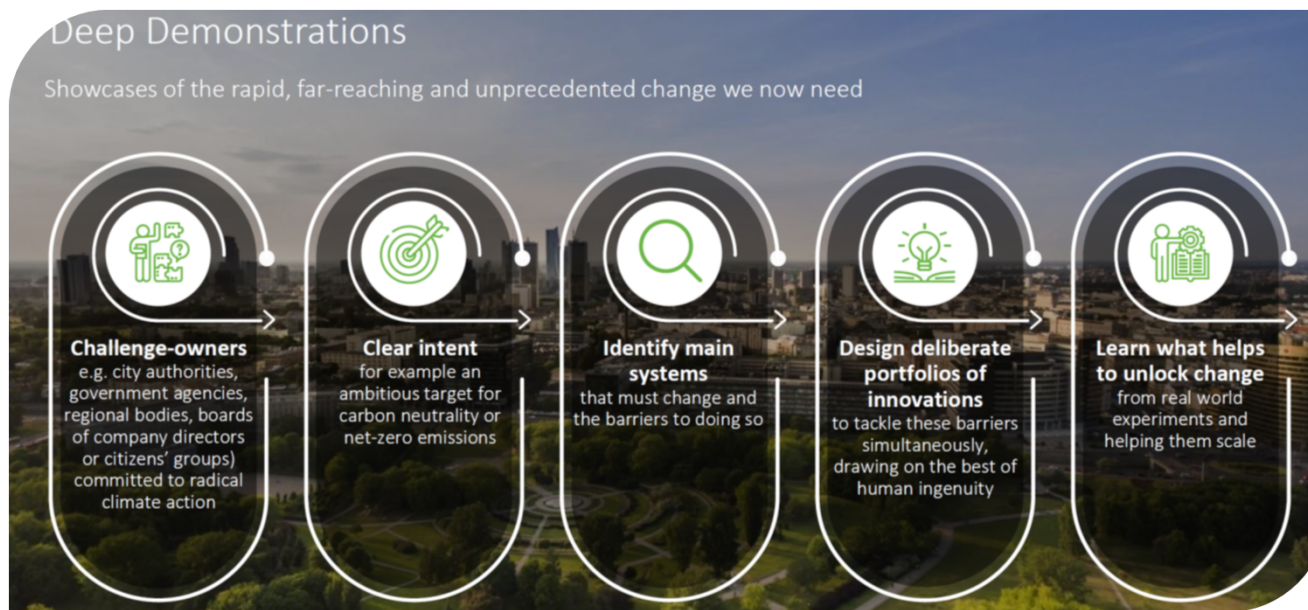


# EIT CLIMATE-KIC – DEEP DEMONSTRATION PROJECTS

Deep Demonstrations are intended to offer a showcase of a **zero-net emissions, resilient future** and highlight the ways that innovation across whole systems can unlock the change.

Through a systems innovation approach, **demand is matched with supply**, bringing the KIC's innovation community to tackle multiple levers of change simultaneously through rapid experiments.

The current set of Deep Demonstrations last between **three to five years**.





# tado°

- **Country:** Germany
- **Description:** Intelligent climate control
- **Aim:** Make homes and workplaces more comfortable, and help save money and energy (30% saving on heating costs)
- **EIT Connection:** EIT Climate-KIC Accelerator
- **Team:** 180
- **Funding raised:** € 89 million





- **Country:** Germany
- **Description:** A zero-emissions electric jet for up to 5 people
- **Aim:** Design the world's first and fastest all-electric long-range air taxi
- **EIT Connection:** EIT Climate-KIC Accelerator
- **Team:** 100
- **Funding raised:** € 87 million
- **Successful first test flight** in May 2019





ODO RIDE

- **Country:** Serbia
- **Description:** the Odo bike is a lightweight, innovative and smart vehicle, which offers environmentally sustainable electric transportation, using solar panels
- **Aim:** overcoming the space shortage, air and noise pollution in future smart cities, through a mobility service for passenger transport
- **EIT Connection:** EIT Climate-KIC RIS Accelerator 2018
- Participated in the eMove360° Award for Electromobility & Autonomous Driving competition 2018



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Climate-KIC

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# EIT DIGITAL

- EIT Digital aims at **global impact** through European innovation fueled by **entrepreneurial talent** and **digital technology**.
- EIT Digital **strengthens Europe's position in the digital world** by delivering breakthrough digital **innovations to the market** and breeding entrepreneurial talent for **economic growth** and improved **quality of life**.
- EIT Digital helps business and entrepreneurs to be at the frontier of digital innovation by providing them with **technology, talent, and growth support**.



*Between 2020 and 2022 EIT Digital will create 120 startups, and launch 255 products commercially.*



# EIT DIGITAL – LOCATIONS



**HQ:** Brussels (BE)

**EIT Community Hub:** Silicon Valley (US)

**Innovation Hubs:**

Berlin (DE)	London (UK)
Brussels (BE)	Madrid (ES)
Budapest (HU)	Paris (FR)
Eindhoven (NL)	Stockholm (SE)
Helsinki (FI)	Trento (IT)

**RIS Hubs:**

Athens (GR)	Lisbon (PT)
Bratislava (SK)	Ljubljana (SL)
Brno (CZ)	Sofia (BG)
Bucharest (RO)	Tallinn (EE)
Krakow (PL)	

**Satellite offices:**

Braga (PT)	Munich (DE)
Edinburgh (UK)	Rennes (FR)
Milano (IT)	Sophia-Antipolis (FR)





# EIT DIGITAL – ENTREPRENEURSHIP ACTIVITIES

## The EIT Digital Accelerator

Provides tailor-made growth support for European tech scale-ups by helping secure international customers and raise capital, recognized as one of the five World Top Public Business Accelerators.

The programme has been recently recognized by **UBI Global** as the **World's Top Public Business Accelerator** with a pan-European reach and **one of the Top 5 Public Business Accelerators worldwide**


Access to Market  
SECURE CUSTOMERS

Access to Finance  
RAISE CAPITAL

Complementary  
Services

### FOCUS AREAS



91%+   
Alumni in  
operation

€ 100M+  
Investment facilitated  
by the Accelerator

 17  
Scaleups  
Countries

2012  
-  
2016  
Total supported: 240 Startups  
Average Team Size: 12,5  
Average Revenue: 0,9M€  
Average Investment size: 1,5M€

 300+  
Total supported  
companies



€ 650M+  
Total investment raised  
by the companies

Total supported\*: 91 Scaleups  
Average Team Size: 38  
Average Revenue: 1,9M€  
Average Investment size: 14,5M€

2017  
-  
2019



# EIT DIGITAL – ENTREPRENEURSHIP ACTIVITIES

## EIT Digital Challenge

EIT Digital Accelerator's pan European contest for promising scale-ups. The winners get a **€100 000 prize** package, as well as the opportunity to participate in their Accelerator programme with comprehensive business support services.

For 2019, there were submissions **from 279 scale-ups** from **33 countries** and the start-ups had an average revenue of **780.000€** (2018) and raised **€2.4 million** on average in funding.

SCALEUP STATISTICS	AVERAGE TEAM SIZE	31
	AVERAGE REVENUE 2018	€780k
	AVERAGE FUNDING RAISED	€2.4M

Submissions	279
Submissions growth YOY	+40%
Countries	33
Country variety	+18%





# EIT DIGITAL – INNOVATION ACTIVITIES

## EIT Digital Innovation Action Lines:

- **Digital Tech (TEC)**

In line with the innovation needs, the Digital Tech area will focus on **secure, robust, responsive and intelligent communications and computation**.

- **Digital Industry (IND)**

The Digital Industry Action Line covers the **seamless process from production to retail** and the related supporting functions such as **logistics and consumer engagement**.

- **Digital Wellbeing (WEL)**

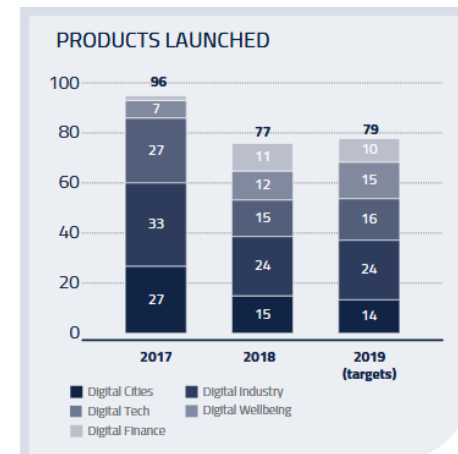
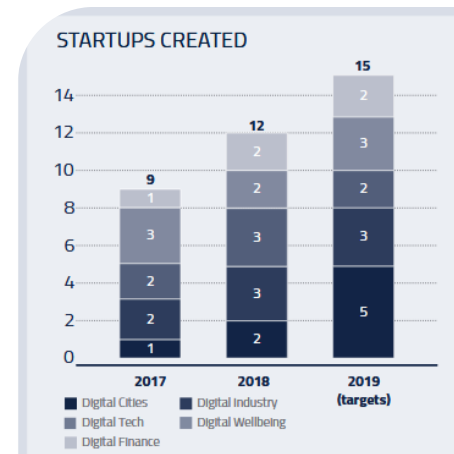
The Digital Wellbeing Action Line leverages **digital technologies to stay healthy** (prevention and early detection) or **cope with an existing chronic condition**. Both **physical and mental wellbeing** are considered.

- **Digital Cities (CTS)**

The Digital Cities Action Line leverages the digital transformation of the cities through **centralised, participative and collaborative interactions between city actors**: government, city service providers, industry, and citizens.

- **Digital Finance (FIN)**

EIT Digital set up the Digital Finance Action Line in 2018 to support the creation of innovative tools and services to help the **finance industry adapt to the challenges it currently faces**.



# EIT DIGITAL – AAA ACTIVITIES

AAA activities are a **few strategically-designed Innovation Activities** on important topics that EIT Digital has identified.

**The AAA model was defined in 2019 as a **breakthrough solution to a concrete market problem:****

- 3-year vision
- Annual stage gated evaluation
- High impact and high sustainability
- Limited number of partners working towards the integrated solution

**Two AAA activities launched:**

- **Last Mile Autonomous Delivery:** in charge of offering a software platform to manage cities' logistic of parcel delivery using self-driving vehicles.
- **Pay-with-a-Smile:** will disrupt payment processes using face identification, letting the user pay without carrying any device or any cash.





- **Country:** Germany
- **Description:** An industrial sensor solution that tracks and analyses the causes of machine breakdowns
- **Aim:** Empower the rail industry to reach a new level of asset performance
- **EIT Connection:** EIT Digital Accelerator
- **Team:** 35
- **Funding raised:** € 87 million



We chose to work together with the EIT because they have a great network in the European innovation scheme. They have a lot of companies that they work together with and they provide access to a lot of unique talent.

**Andreas Kunze, CEO, KONUX**



- **Country:** Greece
- **Description:** produces an embedded IoT system for better management and maintenance of power tools for the construction industry
- **Aim:** monitoring the condition and health of each tool to predict the exact time the tool needs service or reparation
- **EIT Connection:** EIT Digital ARISE (Venture) programme winner
- **Team:** 2-10
- Supported by The Technical Chamber of Greece and the Aristotle University of Thessaloniki

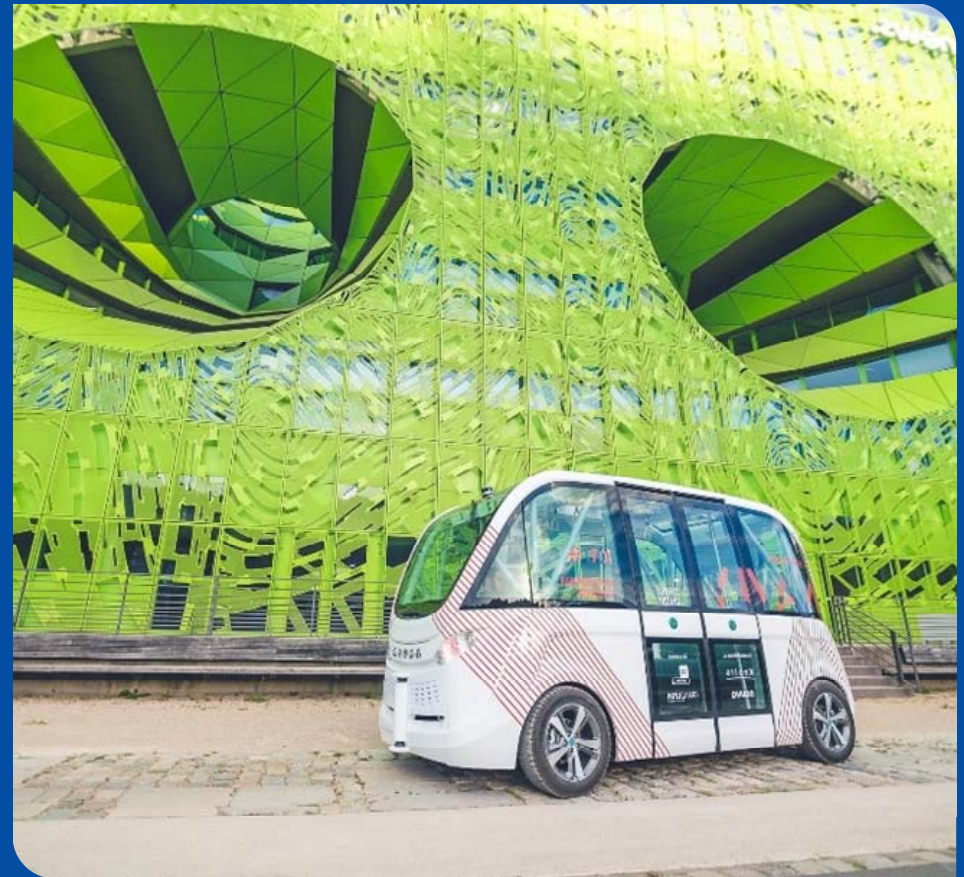


Our participation in the ARISE programme helped us move our venture on the next level, both technologically and business-wise. The Demo Day gave us the opportunity, not only to showcase our prototype but also to receive useful feedback and contacts that will help us towards our journey.

Embiots



- **Country:** France
- **Description:** Innovative and intelligent driverless shuttle transporting up to 15 passengers
- **Aim:** Give humankind a new kind of 'autonomy' by easing road congestion in city centers
- **EIT Connection:** EIT Digital Accelerator
- **Team:** 200
- **Funding raised:** € 114 million
- Listed on **Euronext**

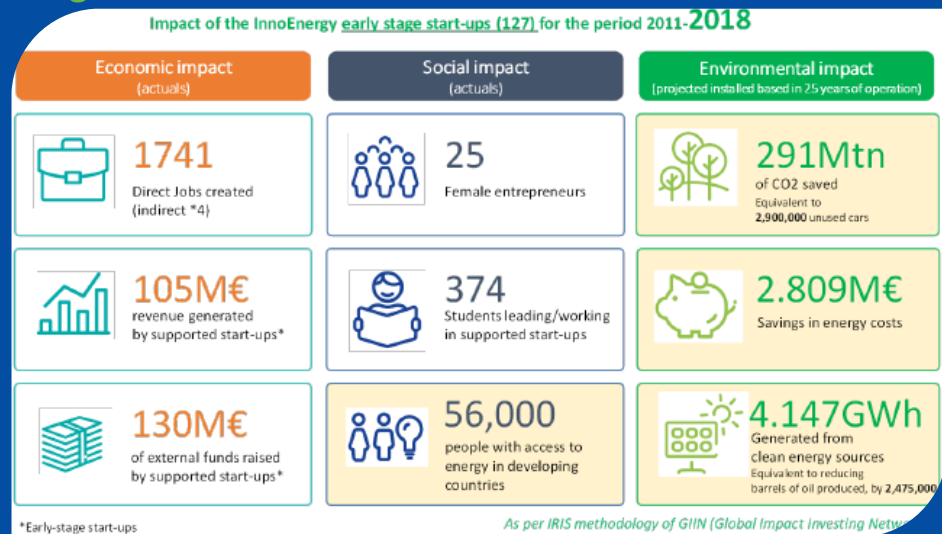




# EIT INNOENERGY

- The **vision** is to become the **leading engine for innovation and entrepreneurship in sustainable energy**.
- The **mission** is to build a **sustainable long-lasting operational framework** among the knowledge triangle in the energy sector and ensure that this integration has a **higher impact on innovation (talent, technology, companies) than standing alone**.

- The **values** are:
  - Pan-European
  - Integrative
  - Entrepreneurial
  - Impact-oriented
  - Excellence-driven
  - Visionary
  - Passionate
  - Sustainable



# EIT INNOENERGY – LOCATIONS



**HQ:** Eindhoven (NL)

**Innovation Hubs:**

Barcelona (ES) Karlsruhe/Stuttgart (DE)  
Eindhoven (NL) Krakow (PL)  
Genk (BE) Stockholm (SE)  
Grenoble (FR)

**EIT RIS Hubs:**

Athens (GR) Ljubljana (SL)  
Belgrade (ER) Riga (LV)  
Bratislava (SK) Sofia (BG)  
Budapest (HU) Tallinn (EE)  
Cluj-Napoca (RO) Vilnius (LT)  
Istanbul (TK) Zagreb (HR)  
Limassol (CY)

**Satellite offices:**

Amsterdam (NL) Lisbon (PT)  
Berlin (DE) Uppsala (SE)  
Brussels (BL)





# EIT INNOENERGY – ENTREPRENEURSHIP ACTIVITIES

The offering is split into two distinct services for start-ups at different stages of maturity:

- The **Highway™**
- The **Boostway™**

## Tailored business support



Product: potential, development, pilot, launch



Market: opportunities, positioning, modelling, planning



People: capabilities, training, support, mentoring



Finance: seed money, VCs, angels, equity



Manufacturing and Sales (for Boostway)

Viable technologies, sustainable businesses, entrepreneurial spirit



311

START-UPS SUPPORTED



277

START-UPS SELLING



€243 M

EXTERNAL FUNDING RAISED



3x

AVERAGE INCREASE  
IN BUSINESS VALUE



5.5 M

TONS OF CO2 SAVED



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# EIT INNOENERGY – ENTREPRENEURSHIP ACTIVITIES

## For Start-ups

The **Highway™** is for entrepreneurs and start-ups at the beginning of their journey. After three years, the **survival rate** of the start-ups is at **97%** and the external funding raised is **€160 million**.

## For Scale-ups

The **Boostway™** is for more firmly established companies looking to consolidate and grow their business (+ manufacturing and sales). In the portfolio, there are **56 scale-ups** which are selling in **30+ countries** and **70% entered new markets** within one year.

# EIT INNOENERGY – INNOVATION ACTIVITIES

## Target fields for Innovation Projects:

### Energy for Circular Economy



- Focuses on conversion processes and complete conversion routes from fossil, biogenic and waste resources to final energy carriers and chemicals. The thematic field includes: resources, conversion processes, transport, storage and utilisation of energy carriers and allocation of chemicals.

### Smart Grid and Storage



- We are encouraging new solutions that enable information, communication and analytics capabilities on a large scale, support enhanced cyber-security and critical infrastructure protection and increase control over intermittent sources of electricity. Energy storage has an important role in future energy systems as it is a vital component in the development of smart grids, smart cities and smart buildings.

### Smart Cities and Buildings



- 40% of the world's energy is consumed in the built environment. Energy efficient buildings and cities are key to sustainable development.

### Renewables

- Renewable energy plays an essential role in reducing dependence on fossil fuels, increasing energy security for Europe, and decreasing greenhouse gas emissions.



### Energy in Transport and Mobility

- The transport and mobility sector is responsible for about 1/3 of Europe's energy consumption and about 1/4 of overall greenhouse gas emissions. As such, this thematic area plays a significant role in the transition of the energy system of the EU. Points of interest are currently: e-mobility, hydrogen, alternative synthetic fuels, smart integration of the energy sectors power and transport.



### Energy Efficiency

- Reducing consumption at home and at work is still the most cost-effective way to reduce carbon emissions and improve energy security and competitiveness. We are encouraging innovation in two areas that together account for more than 50 % of the EU's energy consumption, and at least 33 % of its CO2 emissions



## SKELE+ON TECHNOLOGIES

- **Country:** Estonia
- **Description:** Ultracapacitor power cells with curved graphene technology
- **Aim:** Provide ground-breaking energy storage solutions
- **EIT Connection:** EIT InnoEnergy Innovation Projects
- **Team:** 100
- **Funding raised:** € 46 million +

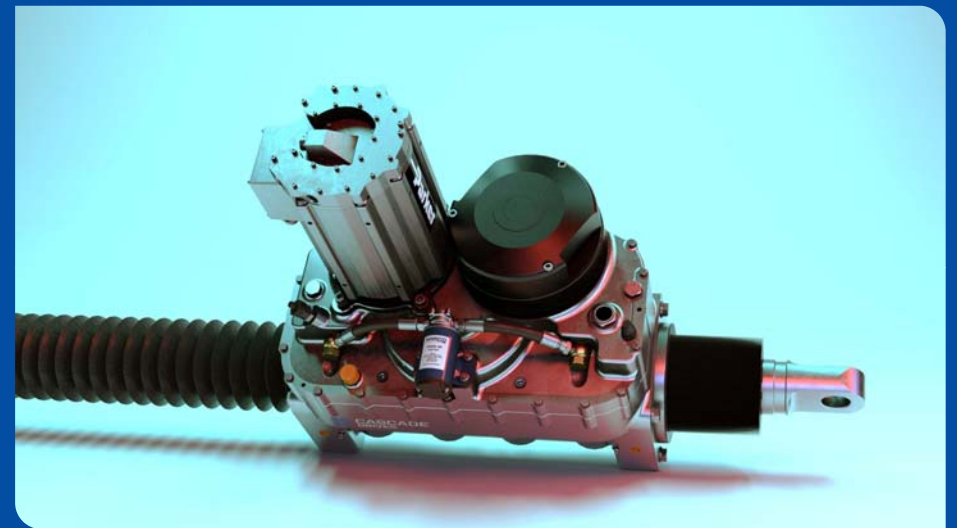


EIT InnoEnergy business networks have led to successful business relationships with leading power and automation companies, railways service providers and transmission system operators.

**Taavi Madiberk, CEO, Skeleton Technologies**



- **Country:** Sweden
- **Description:** Cascade Drives has developed the next generation of electromechanical linear drives for mobile and industrial applications with high load capacity combined with high speed
- **Aim:** monitoring the condition and health of each tool to predict the exact time the tool needs service or reparation
- **EIT Connection:** EIT InnoEnergy







- **Country:** Slovakia
- **Description:** developing a graphene temperature sensor, available as ultra-thin film, applied to any non-metallic substrate
- **Aim:** significantly improve the final features of the industrial end-to-end product and technology
- **EIT Connection:** EIT InnoEnergy PowerUp! 2019 Grand Final Winner
- **Team:** 7
- awarded by the European Commission with the European Union Seal of Excellence for graphene temperature sensor for batteries



# EIT HEALTH

- The **vision** is to connect the right people and the right topics across European borders, so that innovation can happen at the **intersection of research, education and business** – everything EIT Health does aims to improve the health of European citizens.
- The **mission** is to deliver solutions to enable European citizens to **live longer, healthier lives**, by **collaborating across borders**.
- The **goals** are:



## STRENGTHEN HEALTHCARE SYSTEMS IN EUROPE

By overcoming fragmentation, addressing broad challenges, increasing efficiency and breaking down barriers.



## PROMOTE BETTER HEALTH OF CITIZENS

Through our products, shared research, and educational activities, we seek to promote healthy living and active ageing.



## CONTRIBUTING TO A SUSTAINABLE HEALTH ECONOMY IN EUROPE

By bringing innovative ideas to market, we help create new jobs, benefiting the health economy and citizens.



**Investment attracted by start-ups**  
**€90m+**  
2016: €12.8m  
2017: €28m  
2018: €49.9m



**35+** products and services to market



**400+** start-ups supported



**11,000+** professionals trained



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# EIT HEALTH – LOCATIONS

**HQ:** Munich (DE)



**Innovation Hubs:**

Barcelona (ES)	Paris (FR)
London (UK)	Rotterdam (NL)
Mannheim/Heidelberg (DE)	Stockholm (SE)
Munich (DE)	

**EIT RIS Hubs:**

Athens (GR)	Ljubljana (SL)
Budapest (HU)	Palermo (IT)
Cluj-Napoca (RO)	Pecs (HU)
Evora (PT)	Porto (PT)
Gdansk (PL)	Riga (LV)
Kaunas (LT)	Tallinn (EE)
Kosice (SK)	Zagreb (HR)
Liberec (CZ)	



# EIT HEALTH – ENTREPRENEURSHIP ACTIVITIES

The **EIT Health Accelerator** provides support to healthcare entrepreneurs within three Activity Lines:

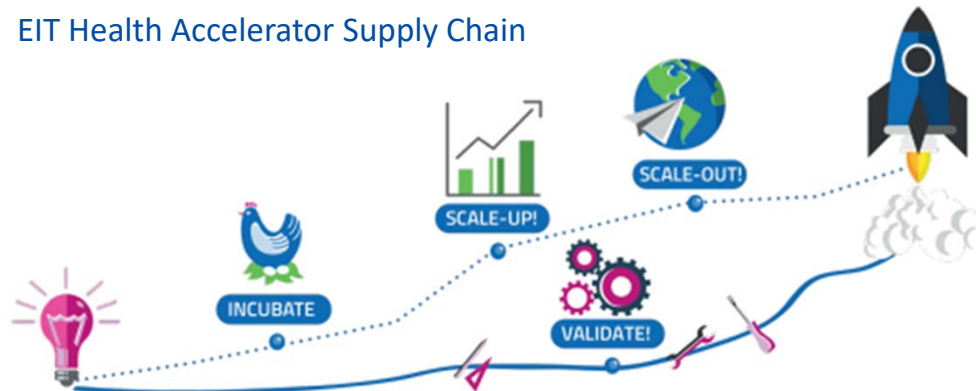
**INCUBATE!**

**VALIDATE!**

**SCALE! (SCALE-UP! + SCALE-OUT!)**

The programme has been recently awarded recognition in the "**Most Promising – Young Programme**" category of **UBI Global's** prestigious ranking of incubators and accelerators worldwide.

EIT Health Accelerator Supply Chain



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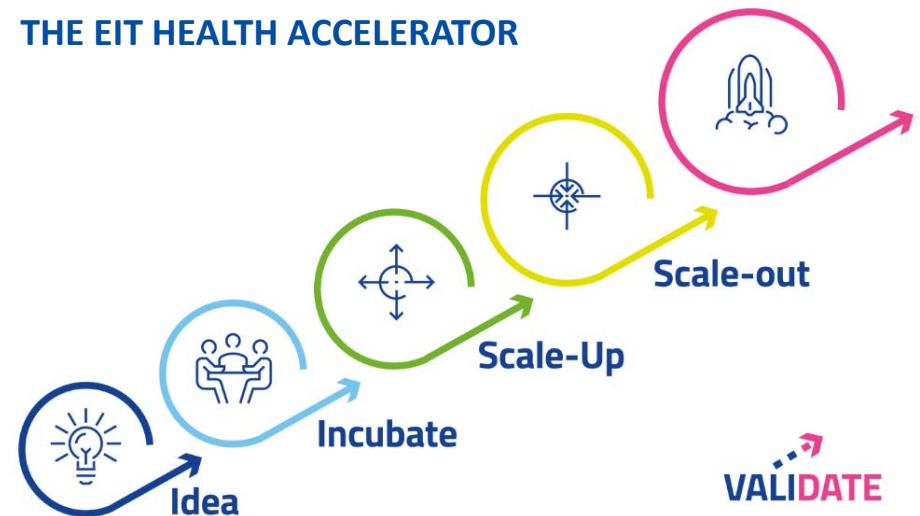
## INCUBATE!, VALIDATE! And SCALE! (SCALE-UP! + SCALE-OUT!)

The programme has been recently awarded recognition in the "**Most Promising – Young Programme**" category of UBI Global's prestigious ranking of incubators and accelerators worldwide.

The **INCUBATE!** offers support for aspiring entrepreneurs that want to turn their an idea into a start-up:

- **CaixaImpulse**, an intensive 18-month acceleration programme, which helps research and transfer teams valorise their assets and facilitates their access to market. CaixaImpulse offers a grant of at least **€70 000**.
- The **Bootcamp** programme provides an intensive two-to-three month programme for European teams whose members have the ambition to become entrepreneurs and to explore the opportunities of their health-tech idea.

## THE EIT HEALTH ACCELERATOR





# EIT HEALTH – ENTREPRENEURSHIP ACTIVITIES

**VALIDATE!** helps entrepreneurs to test their innovations, validate that their concept, business model and general approach are commercially viable. This stage includes a [mentoring and coaching network](#) and the [Population Intelligence Lab](#), as well as:

- The EIT Health's **Living Labs and Test Beds** programme gives access to test beds and market experts.
- The **Population Intelligence Lab (Pointlab)** is a programme, which aims to collect, develop and implement tools and procedures needed to promote interactions between SMEs and biobanks to enhance both their societal and economic impact.
- The EIT Health **Digital Sandbox Programme** gives SMEs as much as **€35 000** in funding to help them leverage the possibilities of the "health data business" by developing new products and services that take advantage of biobanks, sample holders and quality registers in Europe.
- The EIT Health **Headstart Funding Programme** consists in funding for early stage companies and SMEs to develop new products and services.
- The EIT Health **Bridgehead Programme** is an internationalisation programme for start-ups interested in being hosted by one or more top-notch accelerators/incubators/clusters from the EIT Health European network. Participating teams receive vouchers of up to **€30 000** to spend in the programme.

**SCALE!** provides mature start-ups and SMEs with access to finance and drives expansion once SMEs and start-ups have developed their idea and begun to market it

- **The European Health Catapult** is a business plan competition that sources and accelerates start-ups, awards funding and provides pitch trainings.
- **GoGlobal programmes** are aimed at start-ups, scale-ups or SMEs supporting in entering to new markets. The commercial value of these programmes is an estimated **€10 000**.
- **GoldTrack** is a highly individualised mentorship programme that delivers tailored strategic guidance to help massively scalable life science companies succeed in the global marketplace;
- **Investor Network, Venture Center of Excellence and Crowdfunding platform**

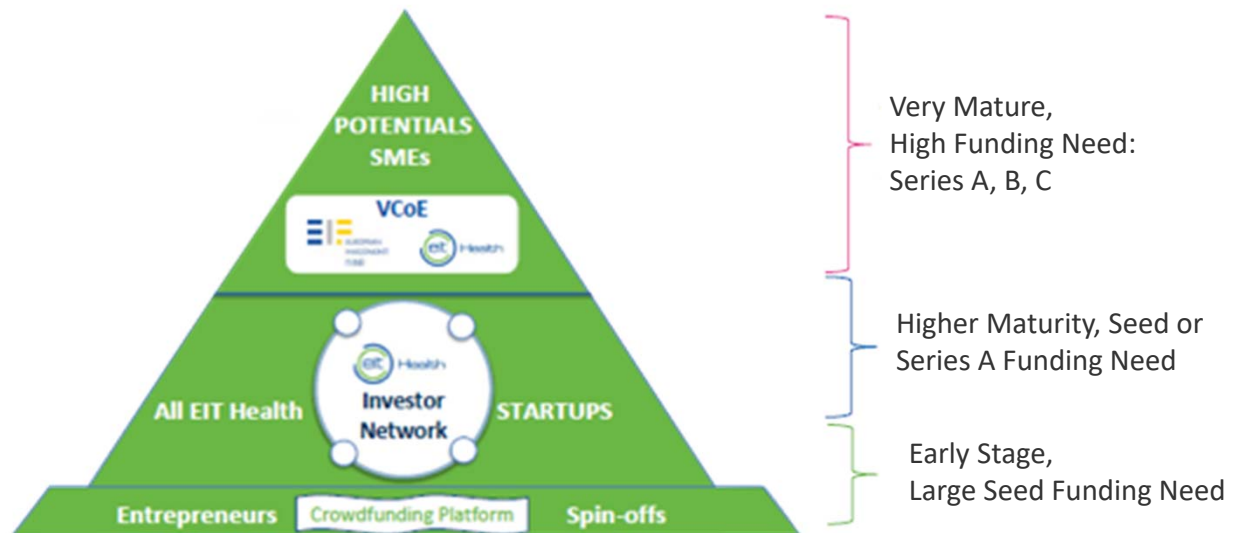


# EIT HEALTH – ENTREPRENEURSHIP ACTIVITIES

## Initiatives to support start-ups with access to co-investment

EIT Health offers investment opportunities for start-ups at any maturity level:

- ✓ **Crowdfunding** for early-stage start-ups
- ✓ **Investors Network** for more mature start-ups
- ✓ **Venture Centre of Excellence** for High Potentials and SMEs



[Memorandum of Understanding](#) signed between EIT Health and the European Investment Fund (EIF) on 13 September 2019 to attract additional funding to the health and life science sector across Europe by cooperating to establish a [Venture Centre of Excellence \(VCoE\)](#).

# EIT HEALTH – INNOVATION ACTIVITIES

## Innovation projects programme:

### Innovation by Ideas Projects

- New, solution-driven ideas that the creators believe will benefit society by improving healthcare.

### Innovation by Design Projects

- Needs-driven projects that are created to address a recognised market need or societal problem, to deliver tangible results for citizens.

### Wild Card Projects

- Innovative, high-risk and ground-breaking ideas that address healthcare challenges and have the potential to transform an area within European healthcare.



# EIT HEALTH – WILD CARD

Wild Card Projects are **high-risk, innovative projects with transformative potential**, identifying and supporting **truly ground-breaking ideas and projects**.

## Consists of three distinct parts:

- The challenge
- The team
- The network of incubators

## Three processes:

- Challenge identification and selection
- Team selection
- Project initiation and support

## Current projects:

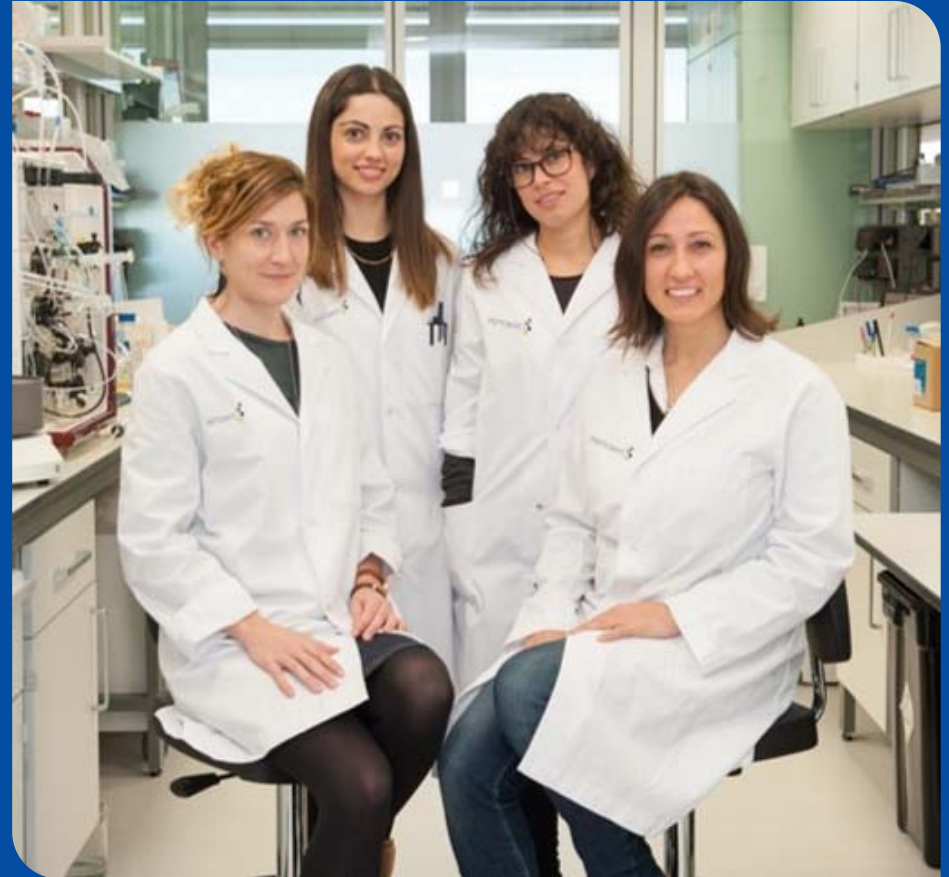
- **Abtrace** uses artificial intelligence to provide doctors with the information they need to pick the **correct antibiotic for every patient**.
- **Smart4Diagnostics** surveils the **quality of human blood samples** before laboratory testing.





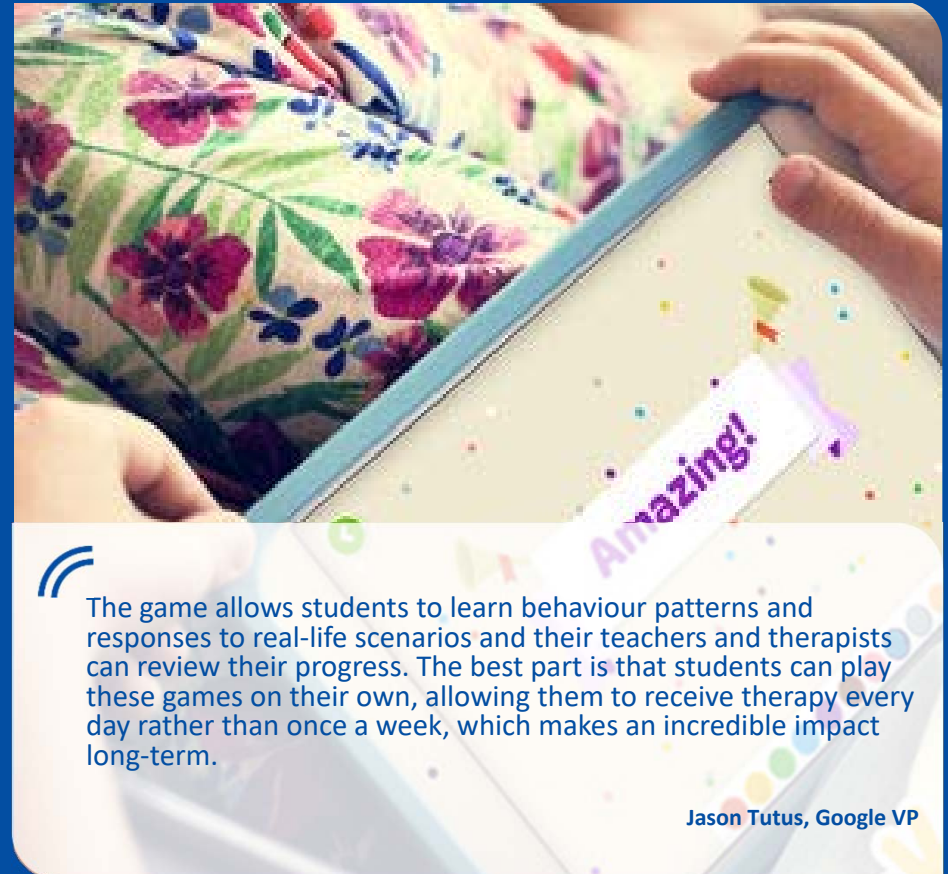


- **Country:** Spain
- **Description:** A new generation of cell penetrating peptides (CPPs) targeting the Myc oncoprotein for cancer treatment.
- **Aim:** Develop a cancer therapy that is effective against several types of tumours.
- **EIT Connection:** EIT Health Accelerator / European Health Catapult
- **Team:** 5
- **Founding:** € 6.3 million +



# Dr@mnibus

- **Country:** Poland
- **Description:** combines behavioral science and new technologies to build a digital therapeutics platform dedicated to neurocognitive and developmental disorders
- **Aim:** to ensure that every child has a chance for independence in adulthood regardless of any disabilities
- **EIT Connection:** EIT Health Headstart programme 2017 and European Health Catapult 2018
- **Funding raised:** € 45 million +
- First start-up from Poland in the Google Launchpad Accelerator



The game allows students to learn behaviour patterns and responses to real-life scenarios and their teachers and therapists can review their progress. The best part is that students can play these games on their own, allowing them to receive therapy every day rather than once a week, which makes an incredible impact long-term.

Jason Tutus, Google VP

# EIT RAWMATERIALS

- EIT Digital aims at **global impact** through European innovation fueled by **entrepreneurial talent** and **digital technology**.
- EIT Digital **strengthens Europe's position in the digital world** by delivering breakthrough digital **innovations to the market** and breeding entrepreneurial talent for **economic growth** and improved **quality of life**.
- EIT Digital helps business and entrepreneurs to be at the frontier of digital innovation by providing them with **technology, talent, and growth support**.



# EIT RAWMATERIALS – LOCATIONS



**HQ:** Berlin (DE)

**Innovation Hubs:**

Berlin (DE)  
Espoo (FI)  
Leuven (BE)  
Lulea (SE)

Metz (FR)  
Rome (IT)  
Wroclaw (PL)

**EIT RIS Hubs:**

Athens (GR)  
Kosice (SK)

Ljubljana (SL)  
Zagreb (HR)

**Satellite offices:**

Freiberg (DE)  
Leoben (AT)





# EIT RAWMATERIALS – ENTREPRENEURSHIP ACTIVITIES

The activities are composed of three segments:



Entrepreneurship Support Services



Start-up and SME Growth Boosters



Funding Instruments

In 2016 – 2019 EIT RawMaterials supported:

- supported the co-creation and further development of about **170 new business ideas**;
- launched **35+ new products** on the markets;
- created new jobs and attracting more than **130 million euros**.

Objective:

support the creation of **64 start-ups** and **SMEs** and the incubation of **300 new** business ideas by 2022.



# EIT RAWMATERIALS – ENTREPRENEURSHIP ACTIVITIES

## Ideation

### EIT Jumpstarter

Supports and develops idea holders and research teams turning ideas into business models. The Jumpstarter can assist idea holders that are just getting their ideas off the ground. It offers participants help to produce a business plan, pitch training, prizes and the opportunity to join their community.

## Pre-Incubation

### Start-ups and SME Booster

Supports promising Start-ups and SMEs at regional Innovation Hubs (Co-Location Centres) to validate their business models and connects with the networks of partners

**108 early stage start-ups** were supported, an estimated **€126 million in external investment** raised and **19 products and services launched**

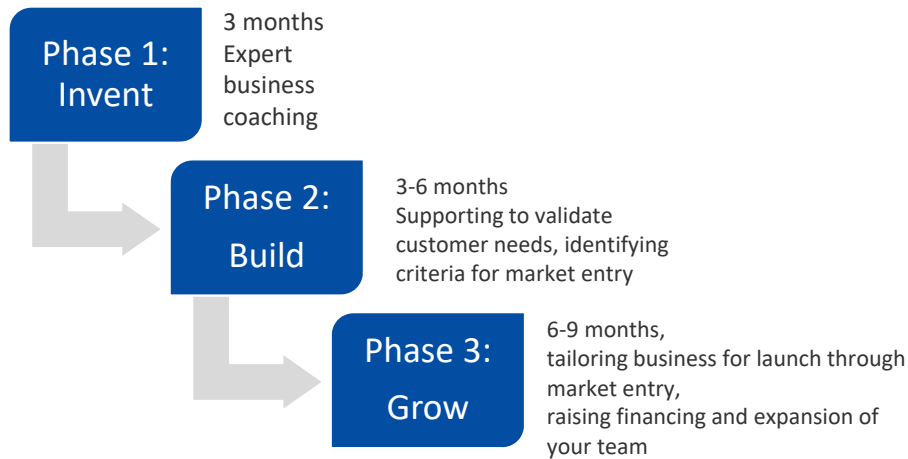
## Acceleration

### Accelerator

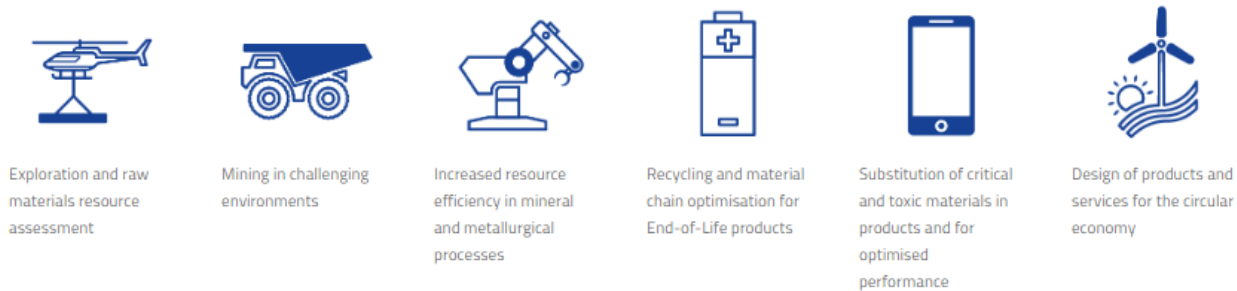
Programme accelerates development of start-ups that already have an innovative offering (at TRL4-6) and see the opportunity in rapidly developing this offering to the exploration, mining, mineral processing, metal, mineral and steel making and recycling industries as well as their suppliers of equipment and tools.



# EIT RAWMATERIALS – ACCELERATOR AT GLANCE



## Thematic Scope



# EIT RAWMATERIALS – INNOVATION ACTIVITIES

## Innovation themes:

### Exploration and Raw Materials Resource Assessment



- Europe faces difficulties in securing raw materials due to a high reliance on imports, increasing demand and decreasing quality and decreasing availability of resources.

### Mining in challenging environments



- Europe faces great challenges in securing raw materials in a sustainable way due to high reliance on imports, increasing consumption and decreasing quality and availability of resources.

### Increased resource efficiency in mineral and metallurgical processes



- New processes and technologies in processing can potentially reshape the idea of what a resource is and secure supplies of raw materials for the future.

### Substitution of critical and toxic materials in products and substitutions for optimised performance

- Substitution is an intervention into an industrial ecosystem that brings great potential for new businesses and economic growth.



### Recycling and materials chain optimisation of end-of-life products

- Across the globe, primary raw material sources are depleting, while the amounts of industrial waste and end-of-life-products are rapidly increasing. These waste streams contain valuable raw materials that can be extracted to meet the growing demands from global industrial production and consumption.



### Design of products and services for the circular economy

- A sustainable supply of raw materials is vital, but the EU is highly dependent on imports of raw materials that are crucial for both this transition and for Europe's industrial activity.

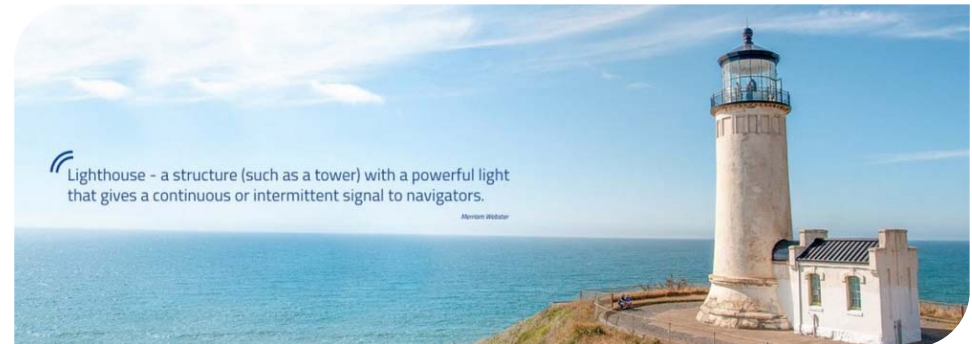


# EIT RAWMATERIALS – LIGHTHOUSES

Large-scale and long-term innovation initiatives that **address critical and specific raw materials challenges for Europe**. They provide guidance for innovation projects that **create smart solutions along the entire raw materials value chain for a sustainable future**.

## Strategic objectives:

- **Securing Raw Materials Supply:** collaborating across the whole industrial value chain
- **Designing Materials Solutions:** for materials innovation, products and processes
- **Closing Materials Loops:** a radical shift from linear to circular thinking







- **Country:** Latvia
- **Description:** Sustainable building products
- **Aim:** Produce clay mineral materials that replace toxic chemicals in building products
- **EIT Connection:** EIT RawMaterials Booster
- **Funding raised:** € 550 000



The EIT Community is an excellent springboard to grow and scale your business

**Solvita Kostjukova CEO, ALINA**



The logo for 'ekolive' is written in a green, lowercase, cursive font. A small green leaf icon is positioned above the letter 'i'.

- **Country:** Slovakia
- **Description:** offers ecological biotechnology for refining locally available mineral resources into high-quality raw materials as an on-site service
- **Aim:** improve the quality of locally available mineral resources in Europe
- **EIT Connection:** EIT RawMaterials Jumpstarter 2018
- **Team:** the team of four is predominantly female
- The first customer contract is expected to be signed by the end of April 2019



“The success of our start-up would never have been possible without first of all getting into the Joint Business Idea programme and all the support we received there right from the beginning, encouraging us to really go for our idea and putting us on track.”

Darina Štyriaková, Founder ekolive

# EIT FOOD

- The **vision** is to build a **unique network** of diverse partners that provide a holistic view of the food value chain, including key industry players, agrifood start-ups, research centres and universities from across Europe, **all working together to deliver an innovative and entrepreneurial food sector.**
- The **mission** is to future proof our food. So EIT Food is on a mission to build an **inclusive and innovative community where the consumer is actively involved.**

## EIT Food in 2018



# EIT FOOD – LOCATIONS



**HQ:** Leuven (BE)

**Innovation Hubs:**

Leuven (BE)  
London (UK)  
Madrid (ES)

Munich (DE)  
Warsaw (PL)

**EIT RIS Hubs:**

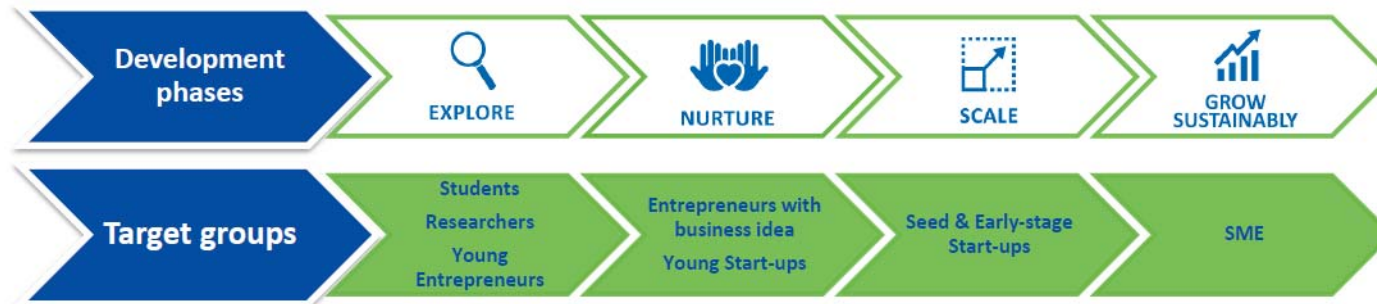
Bari (IT)  
Braila (RO)  
Budapest (HU)  
Istanbul (TK)  
Kaunas (LT)  
Lisbon (PT)  
Ljubljana (SL)

Nitra-Chrenova (SK)  
Osijek (HR)  
Prague (CZ)  
Riga (LV)  
Tartu (EE)  
Tavros (GR)



# EIT FOOD – ENTREPRENEURSHIP ACTIVITIES

- **An unparalleled network:** access to 50+ of Europe’s leading agrifood businesses, universities and research organisations
- **European reach:** we have a presence in every country in Europe (and beyond!), helping your business reach new markets and develop internationally
- **A powerful brand:** as the designated EU body to transform Europe’s food system, you will benefit from our powerful brand making your business more attractive to investors and customers
- **Long term support:** we provide support from the generation of ideas for as long as you need it





# EIT FOOD – ENTREPRENEURSHIP ACTIVITIES

## Launch

Launch activities are designed to springboard ideas into viable market solutions by providing you with the skills, network and funds needed to validate your ideas and business model.

## Accelerate

Accelerate is for entrepreneurs and registered start-ups who are on their way to transforming the food system and would benefit from our high-level support to boost their new business.

### MAKE-IT!

#### MAKE-IT!

**Convening a network** of 'maker spaces', providing collaborative spaces to make, learn, explore and share;  
**Designing and delivering** a series of MAKEathons across Europe;  
**Training professionals** to be able to develop entrepreneurial capabilities across the food value chain in Europe.

### CHANGE MAKERS

#### EIT FOOD CHANGE MAKERS

is a new, collaborative initiative which gives diverse talent the chance to become agrifood-tech innovators or entrepreneurs through a series of events, mentorship and training

### SEEDBED INCUBATOR

**SEEDBED INCUBATOR** is a multi-location pre-accelerator programme for 4 months which trains and supports innovators and entrepreneurs. Selected teams will be provided with the tools, expertise and connections to better understand the needs of their customers and validate their business idea.

### EIT FOOD ACCELERATOR NETWORK

**EIT FOOD ACCELERATOR NETWORK** for early-stage start-ups, lasts around 4 months and consists of four programmes taking place across Europe: Germany, Israel, Switzerland, Spain, and the UK (Finland from 2020).  
3 best start-ups awarded **€60,000** each in equity-free cash prizes.

### INNOVATION PRIZES

**INNOVATION PRIZES** is one of Europe's largest start-up competitions in the agrifood sector. Prizes are awarded to entrepreneurs and early-stage start-ups to support the development of new products and services.  
Possibility to receive up to **€10,000** of equity-free funding

# EIT FOOD – ENTREPRENEURSHIP ACTIVITIES

## SCALE

Scale elevates high-potential agrifood mature start-ups and early scale-ups to the next level in becoming international gamechangers.

### RISINGFOODSTARS

**RISINGFOODSTARS** is EIT Food's start-up club of outstanding agrifood tech start-ups, offering access to knowledge, networks and access EIT Food's activities.

**Easy access to an unparalleled network** of the main European companies, universities and research organisations.

**Enhanced European reach** to reach new markets and develop internationally.

**Backing from a 'trusted network.'**

**Increased visibility** by participating at best-in-class agrifood and start-up events, both in Europe and globally.

**Tailored support** in scaling up, investments and the typical pains of a scale-up during your membership.



# EIT FOOD – INNOVATION ACTIVITIES

## Innovation programmes:

### Inclusive and trusted food system / Overcome low consumer trust

- Building an inclusive and trusted food system by working to increase consumer trust. This involves promoting an appreciation of the value of food, as well as addressing and overcoming concerns regarding authenticity, food contamination and safety by combining co-creation activities with clear consumer engagement.



### Healthier nutrition

- Helping to reduce the prevalence and diet-related risk of developing metabolic diseases through personalised nutrition services, including non-invasive tools, online information services and novel technologies, enabling people to make healthier decisions.



### Connected and Transparent System

- Increasing the connectivity and transparency of the food system to improve the safety, real-time traceability, quality and sustainability of ingredients benefitting both the consumer and industry.



### Circular Bioeconomy / Sustainability and resource stewardship

- Developing multidisciplinary approaches to encourage a circular Bioeconomy mindset, which reuses byproducts and waste, and increases the environmental sustainability of our food system.





fresh strips

- **Country:** Netherlands
- **Description:** low-cost, easy-to-read sticker which is put on the outside of a food packaging, and changes colour if the food is exposed to unsuitable temperature during transportation
- **Aim:** FreshStrips solution provides assurance to consumers, producers and retailers of the safety of heat sensitive good and improves cold chain management.
- **EIT Connection:** EIT Joint Grand Final 2018 winner in the food section
- **Funding raised:** € 44 000+



The most important thing we got during the competition is valuable feedback on various aspects of our business and good connections to industry partners and general advice about how to start our business. EIT is down the right road to bring us up to par with innovation capitals like San Francisco.

Marios Chryssolouris, FreshStrips



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Food

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# EIT MANUFACTURING

- The **vision** is that EIT Manufacturing is the **global reference for manufacturing innovation**.
- The **mission** is to bring manufacturing actors of Europe together in innovation ecosystems that add **unique value to European products, processes, services** — and inspire **creation of globally competitive and sustainable manufacturing**.





# EIT MANUFACTURING – LOCATIONS



Headquarters  
Paris-Saclay,  
Nano-INNOV,  
2 Boulevard Thomas Gobert,  
91120 Palaiseau, France



CLC North  
Gothenburg



CLC West  
Donostia/San Sebastian



CLC South  
Milan



CLC Central  
Darmstadt



CLC East  
Vienna



European Institute of  
Innovation & Technology

The EIT is a body of the European Union



# EIT MANUFACTURING – ENTREPRENEURSHIP PROJECTS



## Creation

Maximise the potential of new manufacturing start-ups, by delivering training, coaching and community support to the next generation of European gazelles



## Acceleration

Accelerate and scale up promising European manufacturing technology companies-unlocking growth by developing new solutions and markets.

**Gazelle Accelerator programme** provides existing technology-based companies (notably SMEs and start-ups/scale-ups) with the network and support they need to expand to become the future European Gazelles.

Expectation to upgrade and accelerate **50 promising start-ups/scale-ups or SMEs** in 2020

**Deep-Inc** is a European network of Incubators that will:

- Foster entrepreneurship in advanced manufacturing
- Facilitate the connection with start-ups/scale-ups, highlighting to them the opportunities generated by advanced manufacturing



## Transformation

Drive the transformation of the existing manufacturing tissue in Europe by fostering adoption of new technologies and business models. This programme will bring three key elements to succeed in transforming companies: Programme launch, Financial support and People support

**Open Manufacturing** will lead the transformation of existing manufacturing companies and IT providers in Europe (Gazelles and SMEs) by diversifying or renovating their businesses through innovative technology and business models.

More than **100 companies** will be involved and **50** of them will receive **intensive support**

**VACMT** activity will support transformation of existing automotive manufacturing companies currently supplying internal combustion engine vehicles components, to manufacturing components for electrical vehicles



# EIT MANUFACTURING – ENTREPRENEURSHIP PROJECTS

The programmes will be implemented through **specific activities**:

- **Enable People** activities will provide participants with the expertise and skills to deploy new business models and grow.
- **Enable Innovation** activities are intended to give participants access to new industry sectors and geographies, providing them with knowledge on customer needs and local support to adapt technologies and competencies when capturing new markets.
- **Enable Business** activities will provide the financial leverage to deploy ambitious business plans, allowing them to capitalise on the knowledge and market access they have received through the programme, and embark on a new growth phase.



# EIT MANUFACTURING – INNOVATION ACTIVITIES

## Innovation initiatives:



### Launch programme

- Identify future trends, emerging technologies or disruptive technology combinations that have strong potential, through the Enabling Technologies and Customer Radar, a powerful digital tool for technology foresight and business intelligence that provides solid information to launch innovation hotspots.
- Select and prioritise Innovation Hotspots, through the European Manufacturing (Open) Innovation Platform (EMIP) that ensures all sides of the knowledge triangle are considered.



### Develop programme

- Accelerate potential technologies and business models towards a higher level of readiness.
- Accelerate potential technologies and business models towards a higher level of readiness.
- Accelerate potential technologies and business models towards a higher level of readiness.



### Grow programme

- Drive the transformation of the existing manufacturing tissue in Europe by fostering adoption of new technologies and business models. This programme will bring three key elements to succeed in transforming companies: Programme launch, Financial support and People support.



# EIT MANUFACTURING – FLAGSHIPS

EIT Manufacturing defined four Flagships as prime demonstrations of the community’s ability to solve complex challenges, while delivering high societal and industrial impact.

EIT Manufacturing’s flagships are:



**People and Robots for Sustainable Work**

Industrial robots, capable of collaborating and interacting with humans are key enabling technologies to simultaneously achieve human well-being and manufacturing performance.



**Additive Manufacturing for Full Flexibility**

Additive Manufacturing of multiple material combinations enables personalised products and advanced servitization, meeting economic and environmental challenges.



**Zero-defect Manufacturing and Circular Economy**

Digitisation of zero-defect manufacturing increases the efficiency of industrial processes. Our programs will boost technical advancement and shifts in skills, mindsets and behavior, to innovate and promote responsible production patterns.



**Platforms for Digitalised Value Networks**

Platforms and integrator companies are key enablers to European Manufacturing innovation. It will support manufacturers’ use of digital platforms integrators to create high-value manufacturing in value networks across Europe.



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# EIT URBAN MOBILITY

- The **mission** is to dedicate to accelerating solutions that improve our collective use of urban spaces, while ensuring **accessible, convenient, safe, efficient, sustainable and affordable multimodal mobility**.
- The **objective** is to **rethink urban spaces, overcoming fragmentation** by integrating all urban mobility players – including cities and citizens – and **increasing social inclusion and equality**.



We create systemic solutions that will **move more people around the city more efficiently and free up public space**



We bring **all key players in urban mobility together** to avoid fragmentation and achieve more



**We engage cities and citizens** from the word go, giving them the opportunity to become true agents of change



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# EIT URBAN MOBILITY – LOCATIONS

- Innovation Hub North
- Innovation Hub Central
- Innovation Hub West
- Innovation Hub East
- Innovation Hub South



**HQ:** Barcelona (ES)

**Innovation Hubs:**

Barcelona (ES)  
Copenhagen (DK)  
Helmond (NL)

Munich (DE)  
Prague (CZ)



# EIT URBAN MOBILITY – ENTREPRENEURSHIP PROJECTS



## Accelerator programme

Support for start-ups working on innovative mobility solutions:

- Business coaching, training and mentoring;
- Access to living labs and cities for the creation of new products and services;
- Technology and market validation, product-market fit, access to customers;
- Access to financial investors and funds
- Co-working spaces;
- Use of local ecosystems/infrastructure/accelerators to drive growth and internationalisation.



## Finance2move

Providing financial support for early business creation:

- Matching innovative ideas with different funding options from a pool of local, public funders;
- Facilitating access to private venture capital; Creating an EIT Urban Mobility investment fund.



## GoGlobal

Enabling global outreach and business opportunities:

- Organising travel opportunities for urban mobility start-ups and scale-ups looking to internationalise;
- Welcoming start-ups and scale-ups targeting Europe;
- Facilitating attendance at third-party events such as a Smart City Congress.



## Scale-up Club

Long-term collaboration through its alumni network:

The scale-up package includes:

- Access to end-users of innovation;
- International pilot customer;
- Landing pad for internationalization
- Support in dealing with regulation and country-specific administration.



# EIT URBAN MOBILITY – TARGETS FOR 2026



**180+**

**start-ups supported**

40 start-ups created as a result of innovation projects  
55 start-ups created by students and graduates of EIT Urban Mobility education programmes



**€ 50 million**

**of revenues** generated by start-ups supported by EIT Urban Mobility



**200**

**investments** secured by Finance2Move



# EIT URBAN MOBILITY – INNOVATION ACTIVITIES

## Strategic innovation themes:

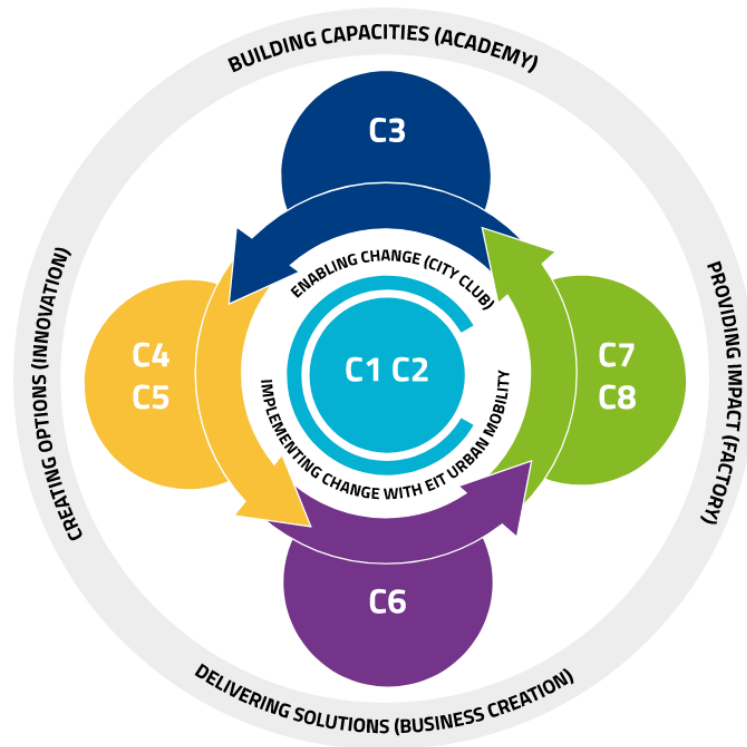
- Accelerate Urban Transformation  

 2020 → 6 projects
- Foster Integrated Mobility  

 2020 → 4 projects
- Fulfil Mobility Needs  

 2020 → 6 projects
- Decarbonize and Automate Mobility  

 2020 → 2 projects



**Challenge 1 (C1)**  
Achieving sustainable urban growth

**Challenge 2 (C2)**  
Decongesting our transport networks

**Challenge 3 (C3)**  
Growing interdisciplinary talent

**Challenge 4 (C4)**  
Eco-efficient and safe transport for people and goods, including waste

**Challenge 5 (C5)**  
Data exploitation

**Challenge 6 (C6)**  
Boosting the competitiveness of the mobility industry

**Challenge 7 (C7)**  
Shaping the framework for regulatory and behavioural change

**Challenge 8 (C8)**  
Urban governance





# EIT RESULTS

Europe's tried, tested and proven innovation engine



**50+**  
Innovation Hubs  
across Europe



**2 000+**  
Ventures  
supported



**1.5B€**  
Investment raised  
by EIT ventures



**6 100+**  
Jobs created



**900+**  
New products  
and services



**2 300+**  
Graduates completing  
programmes

EIT

\*figures September 2019



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**Michael Dittel**  
LeafTech



**Sara Guimarães Gonçalves**  
Trigger.Systems



**Marc Julien**  
Diabeloop



**Matthew Dickson**  
CorPower Ocean



**David Pistoni Perez**  
Zeleros

**EIT Awards winners 2019: Europe's next generation of entrepreneurs, innovators & change-makers**





# INNOVATION MADE IN EUROPE: 2019 EIT AWARDS WINNERS



**Michael Dittel**  
LeafTech

EIT CHANGE Award  
Supported by EIT  
Climate-KIC



**Marc Julien**  
Diabeloop

EIT Innovators Award  
Supported by EIT  
Health



**Sara Guimarães  
Gonçalves**  
Trigger.Systems

EIT Woman Award  
Supported by EIT  
InnoEnergy



**Matthew Dickson**  
CorPower Ocean

EIT Venture Award  
Supported by EIT  
InnoEnergy



**David Pistoni Perez**  
Zeleros

EIT Public Award  
Supported by EIT  
Climate-KIC



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