



EIT Manufacturing Innovation call for proposals

Q&A session

Financial sustainability mechanism

eitmanufacturing.eu

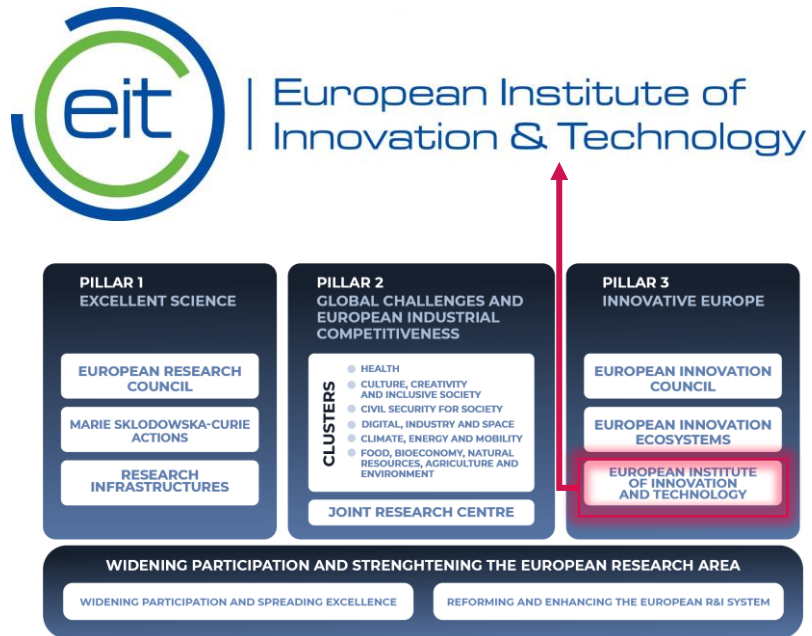


Co-funded by the
European Union

EIT Manufacturing is an instrument of Pillar 3 of Horizon Europe

Mandate: Bring new innovations to the market while addressing global societal challenges

Stakeholders can contribute to EITM's mission and create impact by



1. Optimizing production processes and increasing resources efficiency through digital solutions
2. Advancing Socially sustainable and human-centric manufacturing
3. Advancing Environmentally sustainable manufacturing through circular business models and new technologies

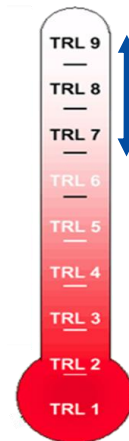


EITM acts as an active investor in funded innovation activities

How EITM gets involved

- Supporting activities committed to commercialise within 1-2 years, **taking part in the financial risk** through the grant
- Providing **services to business owners** to support their success on the market such as Access to potential customers & Coaching
- Being retributed in case of market success with a variable amount via revenue sharing mechanism

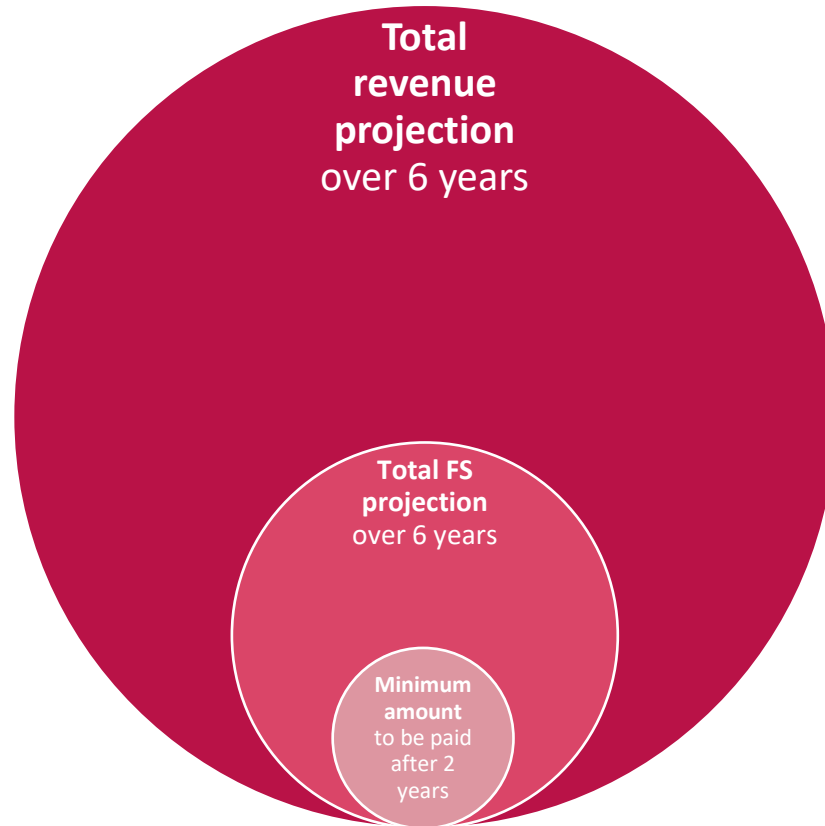
Key elements for a winning proposal



- **Late stage** technological development and **commercialisation** efforts
- Maximum market impact by validating use cases in multiple industrial environments
- First sales are anticipated already in the year following the end of the project

Advanced technological and business maturity is key

Description of the FS mechanism



- ✓ Defined at application stage
 - ✓ Is the basis for the FS mechanism
- Needs to be realistic and validated by business owner**

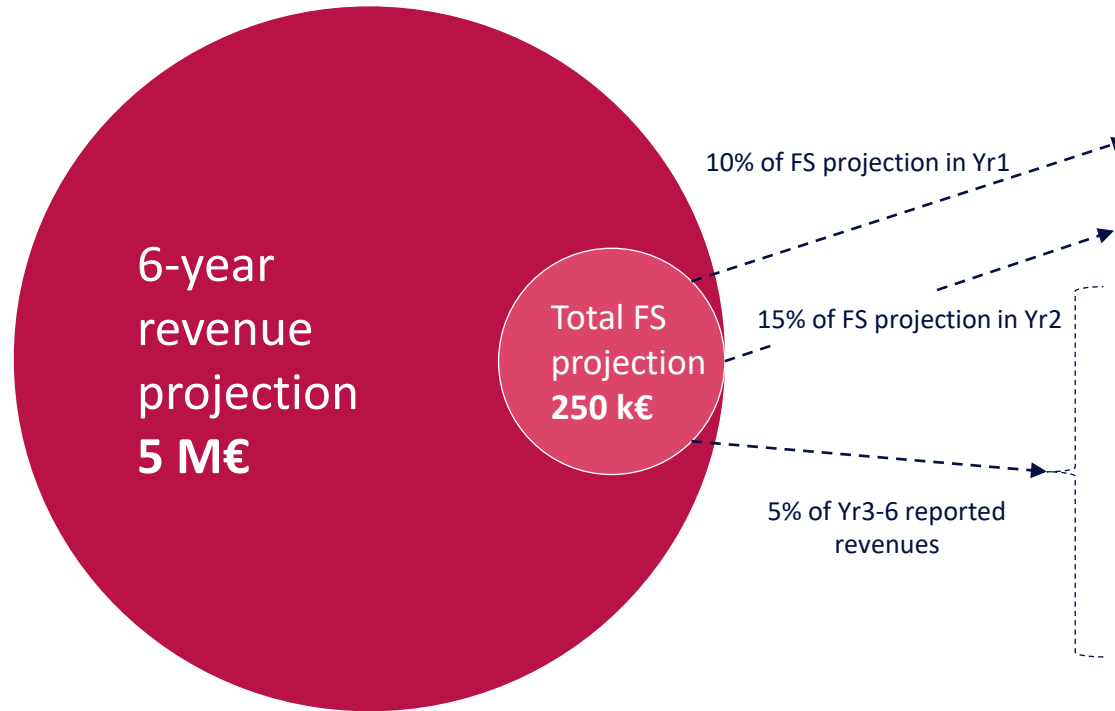
- ✓ Calculated as a percentage of revenues
- Expected revenue share: 5%** (guidelines update)

- ✓ At least 10% of total FS projection in Year 1
 - ✓ At least 15% of total FS projection in Year 2
- Payment in cash or in equity** (guidelines update)

Example 1: sales are taking off slowly

In the first 2 years, 25% of the total FS projection has to be paid by the consortium

FS payments plan



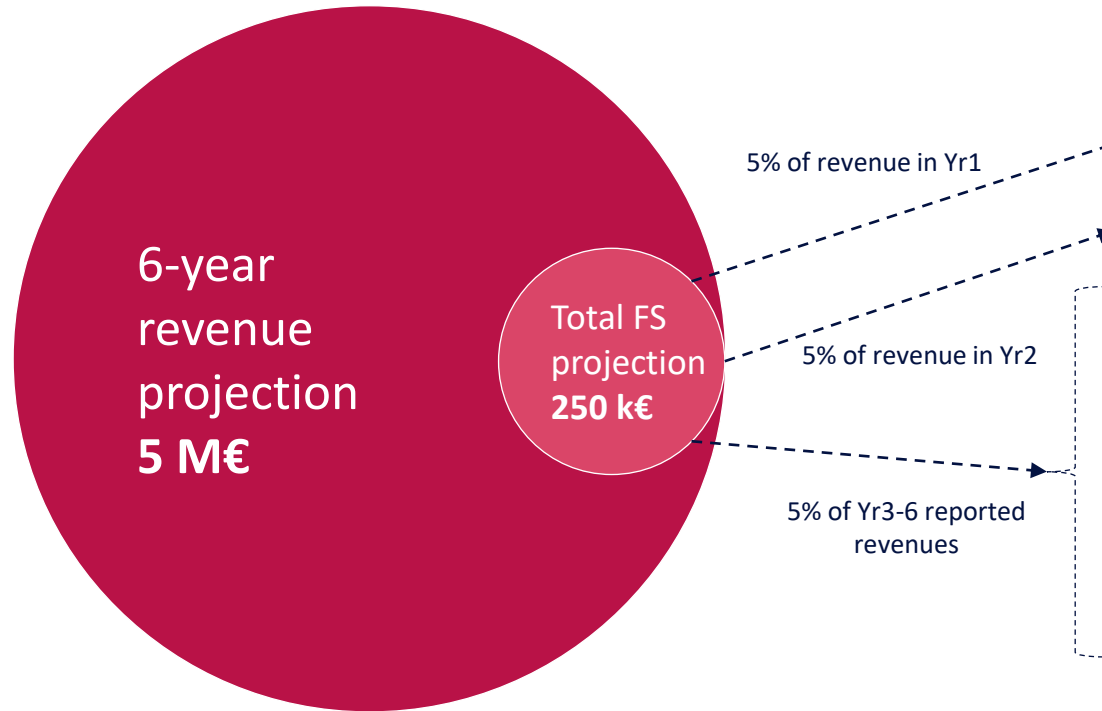
Year	FS Payment (k€)	Sales (k€)
1	25	300
2	37.5	500
3	37.5	750
4	45	900
5	50	1000
6	50	1000

Example numbers as Input

Example 2: sales are starting quickly

In the first 2 years, 25% of the total FS projection has to be paid by the consortium

FS payments plan



Year	FS Payment (k€)	Sales (k€)
1	27.5 (>25)	550
2	45 (>37.5)	900
3	75	1500
4	87.5	1750
5	100	2000
6	100	2000

↑
Example numbers as
Input


The business success of every innovative company supported by EITM, paves the way for the next generation of companies in need of support

A mechanism for continuous innovation in European Manufacturing thanks to the EITM Innovation call for proposals



Success story: impact of EITM funding to launch a new solution and generate value for the business owner

SOFTDREAM
SW to turn any robot into a 3D printer



ADAXIS

Results since the end of the activity

- ADAXIS incorporated in France in 2021
- Introduced a unique product in the market
- Achieved 2022 & 2023 Sales of AdaOne to customers
- > €1 million raised in investment in 2022



ADAXIS

Turn any robot into a flexible 3D printer.

At ADAXIS, we develop a software platform making it easy to use the full power of robotic additive manufacturing.

Success story: impact of EITM funding to launch a new solution and generate value for the business owner

D-HUMMER

Digital Human Model
for Ergonomic workplace



Results since the end of the activity

- Flexstructures introduced a plugin for an existing product introducing new functionality in the market
- Boosted the sales of IPS IMMA

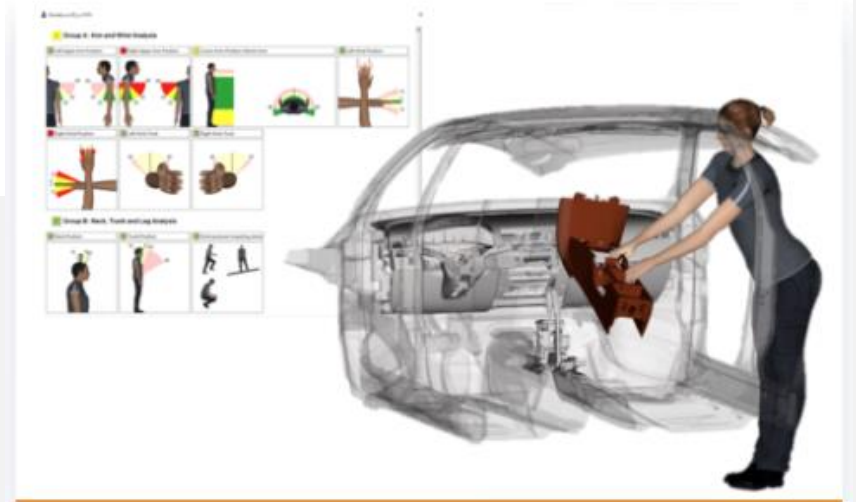
Thanks to EITM we were able to implement inside IPS IMMA the EAWS ergonomic assessment, making IPS IMMA unique into the market

VALERIO CIBRARIO
Director flexstructures Italia

Initial ergonomic evaluation during digital assembly planning

Automatic ergonomic evaluation

- Custom static Reports
- Visual interpretation of values



Thank you!



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