

Commercialisation & Financial Sustainability

Innovation call for proposals

RIS call for proposals

eitmanufacturing.eu

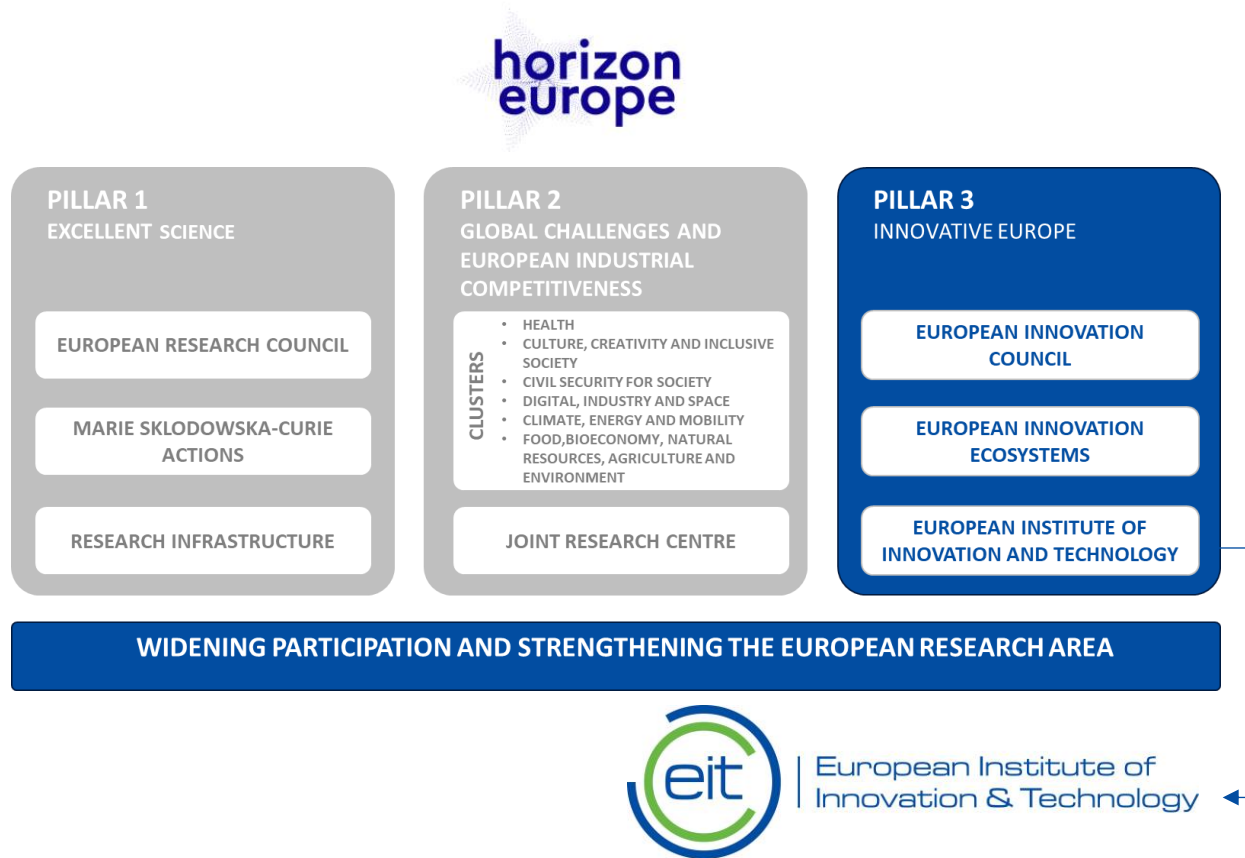


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EIT Manufacturing is an instrument of Pillar 3 of Horizon Europe

Bring new innovations to the market while addressing global societal challenges

Through EIT Manufacturing's Call for Proposals, you can **CREATE IMPACT** by



- Optimizing production processes and increasing resources efficiency through digital solutions
- Advancing Socially sustainable and human-centric manufacturing
- Advancing environmentally sustainable manufacturing through circular business models and new technologies



EITM supports commercialisation of innovations along the way

HOW EITM GETS INVOLVED

- **Supporting financially** selected activities committed to commercialise within 12-18 months, **taking part of the development risk**
- **Providing support to consortia** during the implementation of their activities to reach first sales
- **Providing services to business owners** after the end of the funding period to support their success on the market

VALUE OF SUPPORT PROVIDED

Grant money

- ✓ Up to €600k for 12 months support
- ✓ Up to €900k for 18 months support

Service package included in new Service

Agreement to be signed by all supported activities

- ✓ €150k for 12 months activities
- ✓ €175k for 18 months activities

Service Agreements support innovation initiatives of today and reinforce EITM's ability to pursue this in the long term

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



Financial Sustainability in EITM – How it works

- ✓ Through the new Service Agreement
- ✓ Over a period of maximum 2 years after the end of the funding period
- ✓ **3 possible payment mechanisms** depending on business owner profile

Established Business Owner

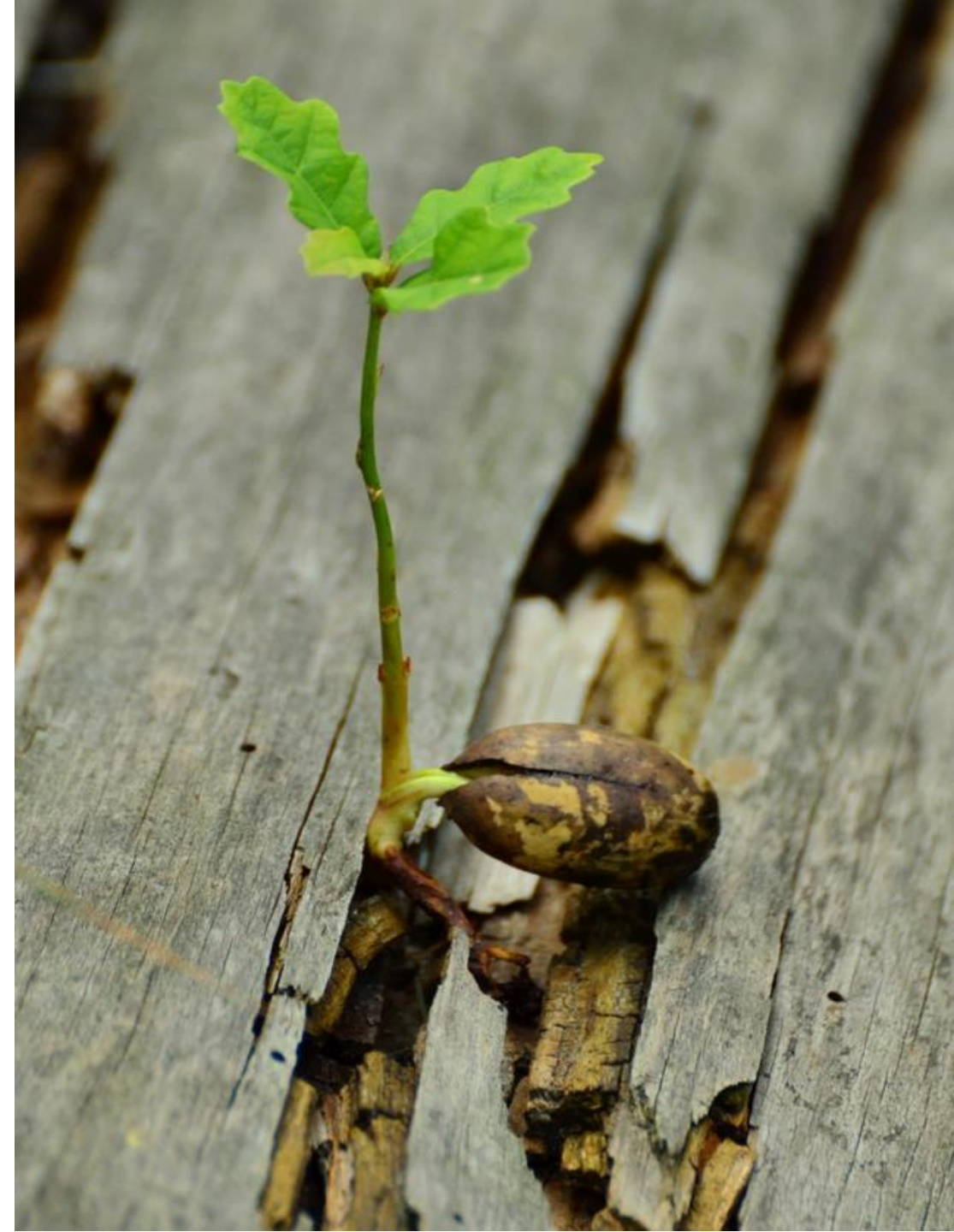
Fixed service fee paid in three installments

Business Owner = Startup

Service fee paid in equity with nominal value as an alternative to fixed fee

Business Owner created during project

Service fee paid to EITM through 15% of capital at startup creation



Example for a 12-month activity



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All business owners – Service delivery

12-month activity

Support to the consortium

- ✓ Dedicated Innovation Manager
- ✓ Matchmaking with relevant stakeholders for the activity
- ✓ Participation to dissemination or business events
- ✓ Support to drive the innovation to success and grow the business

Project Kick-Off
Jun 2024

Project End
May 2025

May 2026

May 2027

Support to the Business Owner

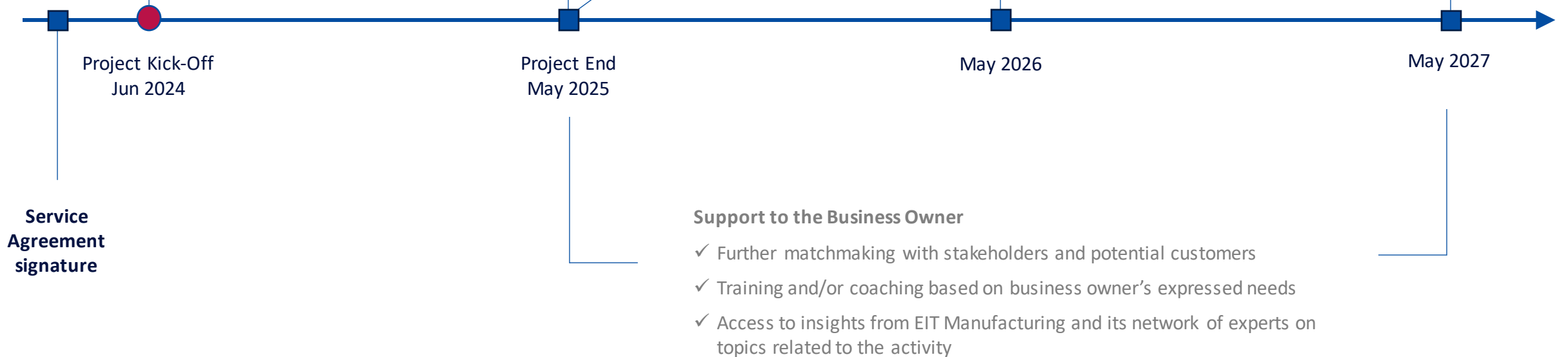
- ✓ Further matchmaking with stakeholders and potential customers
- ✓ Training and/or coaching based on business owner's expressed needs
- ✓ Access to insights from EIT Manufacturing and its network of experts on topics related to the activity

Established business owner – Payment scheme (Option 1)

12-month activity

Support to the consortium

- ✓ Dedicated Innovation Manager
- ✓ Matchmaking with relevant stakeholders for the activity
- ✓ Participation to dissemination or business events
- ✓ Support to drive the innovation to success and grow the business

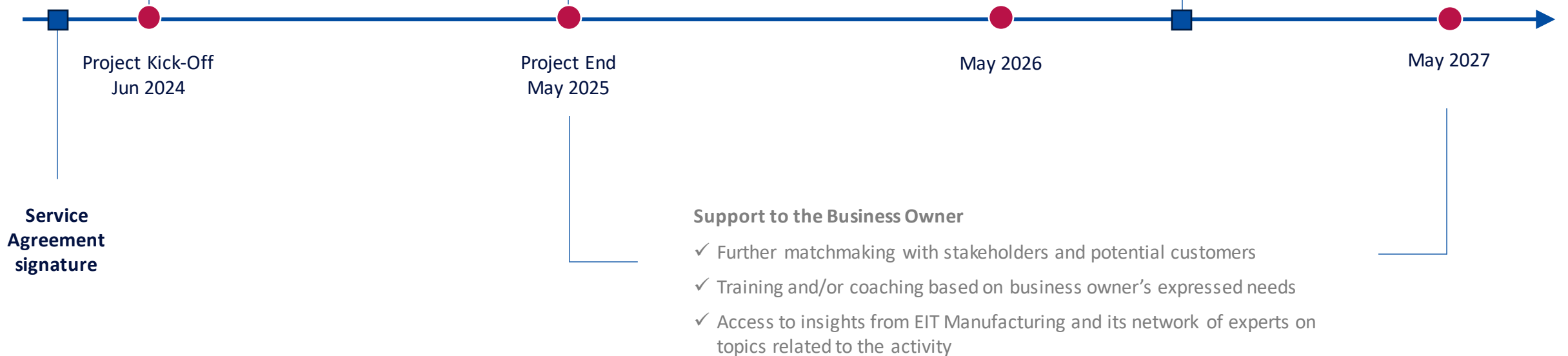


Startup – Preferred payment scheme (Option 2)

12-month activity

Support to the consortium

- ✓ Dedicated Innovation Manager
- ✓ Matchmaking with relevant stakeholders for the activity
- ✓ Participation to dissemination or business events
- ✓ Support to drive the innovation to success and grow the business

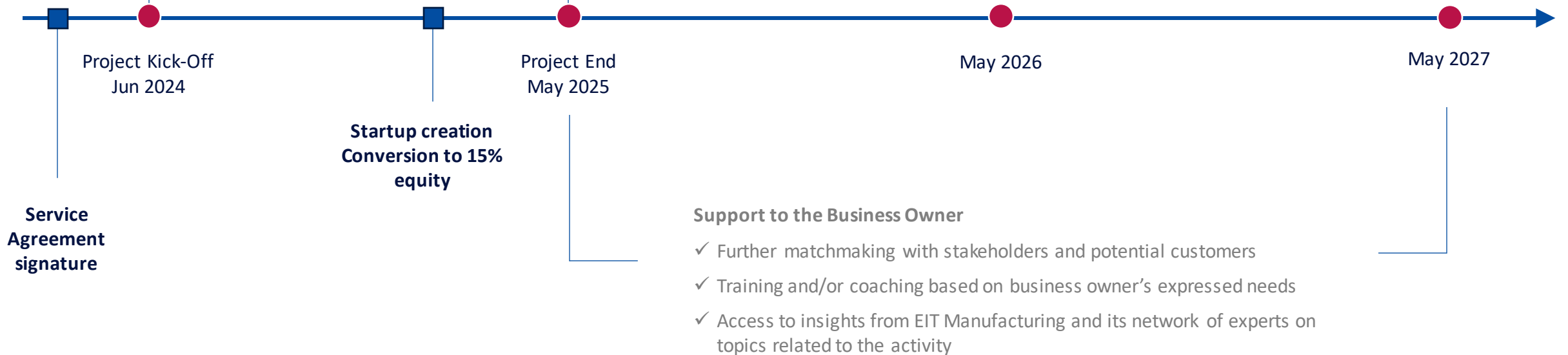


Business owner created during activity – Payment scheme (Option 3)

12-month activity

Support to the consortium

- ✓ Dedicated Innovation Manager
- ✓ Matchmaking with relevant stakeholders for the activity
- ✓ Participation to dissemination or business events
- ✓ Support to drive the innovation to success and grow the business
- ✓ Support for startup creation



Case of a RIS activity



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EITM supports commercialisation of innovations along the way

Regional Innovation Scheme

HOW EITM GETS INVOLVED

- **Supporting financially** selected activities committed to
 - ✓ Establish and support RIS Startups with high potential (topic 1), or
 - ✓ Commercialise within 6 months after the end of the activity (topic 2)
- **Providing support to consortia** during the implementation of their activities to reach first sales
- **Providing services to business owners** after the end of the funding period to support their success on the market

VALUE OF SUPPORT PROVIDED

Grant money

- ✓ Up to €350k for up to 18-month support

3 possible payment mechanisms

1. Fixed service fee paid in three installments of a total amount of €90k
2. Service fee of €90k paid in equity with nominal value as an alternative to fixed fee
3. Service fee paid to EITM through 15% of capital at startup creation

Time for Q&A



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