EIT RawMaterials

Innovation & Entrepreneurship durch Wissenstransfer im Wissensdreieck

Background
EIT – Innovation Communities

EIT Health
Giving EU citizens greater opportunities to enjoy a healthy life

EIT Food
Leading a global revolution in food innovation and production

EIT Digital
Driving Europe’s digital transformation

EIT InnoEnergy
Achieving a sustainable energy future for Europe

EIT Manufacturing
Leading manufacturing innovation is Made By Europe

EIT RawMaterials
Developing raw materials into a major strength for Europe

EIT Urban Mobility
Mobility for liveable urban spaces

EIT Climate-KIC
Working to accelerate the transition to a zero-carbon economy
EIT RawMaterials – Innovation Themes

- **EXPLORATION**
  AND RAW MATERIALS RESOURCE ASSESSMENT

- **MINING**
  IN CHALLENGING ENVIRONMENTS

- **PROCESSING**
  INCREASED RESOURCE EFFICIENCY IN MINERAL AND METALLURGICAL PROCESSES

- **RECYCLING**
  AND MATERIAL CHAIN OPTIMISATION OF END-OF-LIFE PRODUCTS

- **SUBSTITUTION**
  OF CRITICAL AND TOXIC MATERIALS IN PRODUCTS FOR OPTIMISED PERFORMANCE

- **CIRCULAR ECONOMY**
  DESIGN OF PRODUCTS AND SERVICES FOR THE CIRCULAR ECONOMY
EIT RawMaterials – Business Creation (key numbers 2016-2018)

- **€ 126 M** External investment raised
- **19** Product services launched
- **€ 44 M** Investment pilot infrastructure
- **4 editions BIC/Jumpstater**
  - **93** Idea holders coached
- **Booster + ACP**
  - **108** Start-ups supported
### EIT RawMaterials – Education (key numbers 2016-2018)

<table>
<thead>
<tr>
<th></th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Students in higher education</td>
<td>1550+</td>
</tr>
<tr>
<td>Nationalities represented</td>
<td>40+</td>
</tr>
<tr>
<td>School pupils participated</td>
<td>3653+</td>
</tr>
<tr>
<td>Alumni members</td>
<td>312</td>
</tr>
<tr>
<td>Developed by EIT RawMaterials Academy &amp; partners</td>
<td>8 MOOCs</td>
</tr>
</tbody>
</table>

#### Master and PhD Education

- **7** EIT Labelled Master and PhD programmes
- **234** EIT Labelled PhD and Master students enrolled

#### RM@Schools & Junior Achievement

- **73** Events
- **15** Countries
- **252** Number of schools

#### RM University Days

- **9** Events
- **3000+** Number of participants
EIT RawMaterials – Research & Technology Partners
EIT RawMaterials – University Partners
Theory
EIT RawMaterials – Bridging the valley of death

- Bridging the valley of death
- Market introduction of production and processes
- Educate entrepreneurs
Practise
EIT RawMaterials – Activities

**MATCHMAKING & NETWORKING**
- **Digital platform:** RM InfoCenter
- **Events:** RawMaterials Summit, Expert Forums | Open Innovation
- **Matches:** Alumni Community Internationalisation

**ACCELERATION**
- Up-scaling Innovation Projects
- Start-up Booster
- RM Accelerator

**RM ACADEMY**
- Master Education
- PhD Education
- Lifelong Professional Education
- Wider Society Learning

**LIGHTHOUSES**

**CROSS-KIC ACTIVITIES**

**REGIONAL INNOVATION SCHEME (RIS)**
Upscaling projects are innovation projects based on validated technologies that need additional step(s) for up-scaling, demonstration or implementation. The objective is to bring the technology to market, as a product, service or process.

- The technology must be at Technology Readiness Level (TRL) of at least 5 at the beginning.
- At the end of the project, the technology is expected to have reached a TRL of at least 7.
- Upscaling projects must aim for market introduction and/or a commercial use within 3 years (or less) after the end of project.
- The project consortium must consist of a minimum of 3 KIC Core or Associate Partners, coming from a minimum of 2 different CLCs and a minimum of 2 different countries.
- The project consortium must include KIC partners from at least 2 sides of the knowledge triangle (education, research, industry/business).
- A go-to-market strategy has to be included in the proposal as Work Package 0 (WP0). WP0 will be updated throughout the duration of the project and enable go/no-go decisions following annual reviews.
EIT RawMaterials – Go-to-market WP for Upscaling projects

Project Timeline

- Preliminary GTM discussion during Y1 PRL/Kick-off
- 1st Report (1/1 – 31/3 Y2)
- 2nd Report (1/1 – 31/3 Y3)
- **final GTM Report (≈ March Y4)

Effort Curve

Y1 → Y2 → Y3 → END → Y4 → Y5 → Y6

*POs to provide feedback before the 1st annual review

GoToMarket Timeline

EIT RM centralised follow up with (KPIs, services, coaching…)

(Up to 3 years after project ends)

Market
EIT RawMaterials – Start-up Support – From Idea to Market

Create
- EIT JumpStarter (Joint Business Idea Competition)
  - TRL 1-3 Idea holders

Capture
- EIT RM Accelerator
- Booster funding
- Collaborative Pitch
  - TRL > 4 Entrepreneurs, startups

Deliver
- Open Co-creation
- Innovation Projects
  - TRL > 5 Project consortium

Realise
- Investment Platform (future)
- RM Summit (2019)
  - IRL > 5

Value

EIT RawMaterials – Connecting matters
EIT RawMaterials – Start-up Support – From Idea to Market

Create

• EIT JumpStarter (Joint Business Idea Competition)
  TRL 1 - 3
  Idea holders

Capture

Deliver

Realise

Value
EIT RawMaterials – (joined) Jumpstarter Program

EIT Jumpstarter

Do you have an innovative idea and want to jumpstart your business?

If you want to bring your idea out of the lab and onto the market, earn fundamental entrepreneurial skills and validate your innovative idea and jump-start your business, apply today to EIT Jumpstarter.

Is it for me?
If you are an innovator in the following domains: healthcare, agri-food sector, raw materials, sustainable energy, urban mobility, manufacturing.

What is in it for me?
Through the program you will receive support from the best-in-class mentors and have a chance to win up to €10,000.

Applications close on: March 15th / 2020 / 17h CET

Apply through:
https://www.leyti.fi/reg/Jumpstarter-2020
Jumpstarter 2018 – Bootcamp Budapest
EIT RawMaterials – Jumpstarter Program Structure

**Joint call**

- **Bootcamps**
  - in April-May, Fridays and Saturdays
  - Focus: pitch deck and identification of the areas for further development

- **Local joint trainings**
  - in September-October
  - Focus: business model canvas, competitive landscape, go-to-market strategy and creation of a roadmap

- **Joint Grand Final**
  - in November
  - Chance to win a money prize
  - Network and take your business on the next level

- **Selection**
  - 90 teams
  - 45 teams
  - 18 teams
EIT RawMaterials – Start-up Support – From Idea to Market

- EIT RM Accelerator
- Booster funding
- Collaborative Pitch

TRL > 4
Entrepreneurs, startups
EIT RawMaterials – Start-up Accelerator Program

Start-up Accelerator
Fast-track your business!

Phase 1: Invent
Bootcamp training on business essentials, 3 months, €15 funding

Phase 2: Build
Customer validation, testing, advanced training, coaching, 3-6 months, €30K funding

Phase 3: Grow
Business development, tailored services, 9 months, €45K funding
Graduation Days, EIT RM Accelerator program Phase 1 in Berlin 2018
EIT RawMaterials – Start-up Booster Funding

START-UP AND SME CALL

The Call 2019 is open throughout the year with the deadlines:

15 MARCH | 14 JUNE | 20 SEPTEMBER
Call main rules

• Financial support of up to a maximum amount of 60,000 €
• Start ups should be incorporated and at minimum TRL 4
• Duration within the calendar year

“Start-up & SME Booster Program” projects targets:
1. **Proof of concept or feasibility study**
2. **Build or expand Intellectual Property**
3. **Customer validation or pilot testing.**
4. **Expand the market and reach global scale**

Backflow models
1. Revenue sharing
2. Equity

Overall services

• Funding
• Coaching
• Member of EIT RM network and startup portfolio
• Access to Matchmaking & Networking events
• Reach out and collaborate with EIT RM Partnership
• Branding, promotion and broad communication of startup
• Access to pan-European start-up ecosystem and tools dedicated to the Raw Materials sector
EIT RawMaterials – Start-up Support – From Idea to Market

Create  
Capture  
Deliver  
Realise

- Open Co-creation  
- Innovation Projects

TRL > 5
Project consortium

Value
# EIT RawMaterials – Start-ups involved in Innovation Projects

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<thead>
<tr>
<th>Project name</th>
<th>CLC Lead</th>
<th>Startup name</th>
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<tbody>
<tr>
<td>Bioleach</td>
<td>East</td>
<td>ekolive s.r.o. (East)</td>
</tr>
<tr>
<td>RIS-CuRE</td>
<td>East</td>
<td>ekolive s.r.o. (East)</td>
</tr>
<tr>
<td>UNDROMEDA</td>
<td>East</td>
<td>Inkonova AB (North)</td>
</tr>
<tr>
<td>HoloMine</td>
<td>East</td>
<td>RoboticEyes GmbH (East)</td>
</tr>
<tr>
<td>FARMIN</td>
<td>North</td>
<td>RoboticEyes GmbH (East)</td>
</tr>
<tr>
<td>SmartHub</td>
<td>West</td>
<td>Talpasolutions GmbH (East)</td>
</tr>
<tr>
<td>Recover</td>
<td>West</td>
<td>ResourceFul BVBA (West)</td>
</tr>
<tr>
<td>Flame</td>
<td>West</td>
<td>Value Ash NV (West)</td>
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EIT Raw Materials Innovation Day at BASF
September 2018, Ludwigshafen
TOPIC DEFINITION
Define goals and problem topics to be solved
0.5 day
EIT RM + Partner

CALL FOR INTERESTS
Internal calls/Open calls for teams to send Expression of Interest (or slide with profiles)
2-4 weeks

SHORTLISTING + FULL PROPOSALS
Panel of EIT RM + Partner to select best profiles
2-3 weeks

PITCHING
After the co-creation workshop, teams can continue off-site work and join for pitching
0.5 day

CO-CREATION
3-5 Teams are invited to ideation workshop coached by industry/business experts during 1-2 days

FURTHER DEVELOPMENT
The best team(s) is (are) chosen to further collaborate with the Partner

Templates and evaluation forms will be provided by EIT RawMaterials. It is best to choose teams with different profiles according to the problems to be solved.
EIT RawMaterials – Start-up Support – From Idea to Market

- Investment Platform (future)
- RM Summit (2019)

Create → Capture → Deliver → Realise

IRL > 5
• **Innovation and new technologies** covering the entire raw materials value chain

• **Future EU innovation** programmes and **impact on the raw materials industry** and sector

• **Start-up and venture forum**: showcase of the start-ups and pitching sessions dedicated to investors

• **Education**: showcasing innovative programmes in Education and the EIT Alumni
EIT RawMaterials – Investor Outreach @ RawMaterials Summit 2019

RAW MATERIALS
SUMMIT 2019

CONNECTING INNOVATION
IN THE RAW MATERIALS SECTOR

20-22 MAY 2019, BERLIN

#RMSummit2019 #ConnectingMatters
mecorad GmbH offers customers producing hot-rolled steel and metals higher quality of products at lower production costs by using a radar-based plant digitalization solution.

**Achievements**

Negotiations with Fraunhofer Institute for Machine Tools and Forming Technology & Fraunhofer Venture to license software for process improvements in the metal forming industries.

**Growth expectation**

- Prime growing plant digitalization partner for harsh industrial environments
- By 2023 55 hardware systems and 119 software applications installed at 19 customer sites
- Turnover of 6.35 Mil. €, EBIT 3.2 Mil. €

**Contact:**

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e-mail: marc.banaszak@mecorad.com  
internet: www.mecorad.com  
social: www.linkedin.com/company/mecorad

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**Team**

Dr. Marc Banaszak, CEO  
10 years experience in coaching startups & Science-to-Business projects

Cagdas Ünlüer, M.Sc.  
5 years industrial experience in planning and developing complex software systems

Andreas Heutz, M.Sc.  
5 years industrial experience in developing embedded systems and prototyping

**Pilot Customers/Partners**

Fraunhofer IWU

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**About**

Incorporated Company founded in 2018. Based in Cologne/Germany  
Employees: 3

First Pilot applications running at pilot customers

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**Status**

Incorporated Company founded in 2018. Based in Cologne/Germany  
Employees: 3

First Pilot applications running at pilot customers
ekolive offers an ecological biotechnology for refining locally available, but non-valuable mineral into high-quality raw materials as an on-site service.

**About**

**Status**

New business registration in 2019
Based in Košice/Slovakia
#Employees: 3
Pilot plant established in Slovenia in summer 2019

**USP**

Full replacement of dangerous and expensive chemical leaching by ecological and economical bioleaching. Non-hazardous processing by natural technology.
Zero waste economy, minimal chemicals consumption and reduced overall costs of processing.

**Growth expectation**

Potential of 100 sand pits with 6 million tons of treatable raw material per annum in whole Europe; same for other treatable minerals. Potential of up to 100 million € p.a.

**Contact:**

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internet: www.ekolive.eu
social: www.linkedin.com/company/ekolive

**Team**

Darina Štyriaková, CEO
PhD in Mineral biotechnologies; 10 years experience in Bioleaching

Marta Prekopová, COO
PhD in sedimentology; 15 years experience in Deposit evaluation

**Pilot Customers/Partners**

NAJPI

ASPANGER

TERMIT

STÖLZLE GLASS GROUP

EIT Raw Materials is supported by the EIT, a body of the European Union