



EIT Manufacturing

Corporate presentation



Co-funded by the
European Union



eitmanufacturing.eu



Introduction

The manufacturing industry is a global base for prosperity and key to Europe's economic, social and environmental sustainability.

The sector is a main driver of industrial innovation, job creation and growth for the European society.

Global manufacturing innovation led by Europe

2.1M+

enterprises

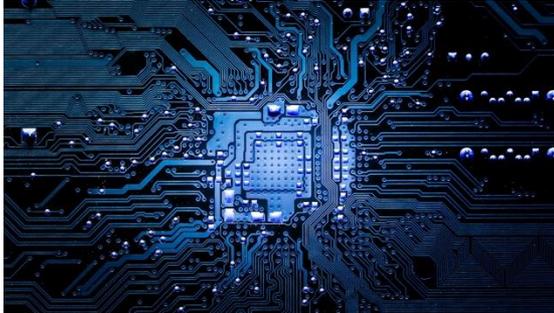
€7.11Tr

in turnover

32M

jobs

Shared challenges across Europe and the world



Digital
transformation



Sustainability



Competition



Our vision

Global manufacturing
innovation is led by Europe.



Our mission

Bring together manufacturing
actors across Europe to integrate
innovation and education for an
entrepreneurial and sustainable
Europe.

From ramp-up
to growth

EIT Manufacturing leads
global manufacturing
innovation

Growth phase

Gain trust through excellence

5 years

Ramp-up phase

Addressing European challenges

2 years

Initial phase

Engaging committed partners

Unique approach: Innovation based on industry needs

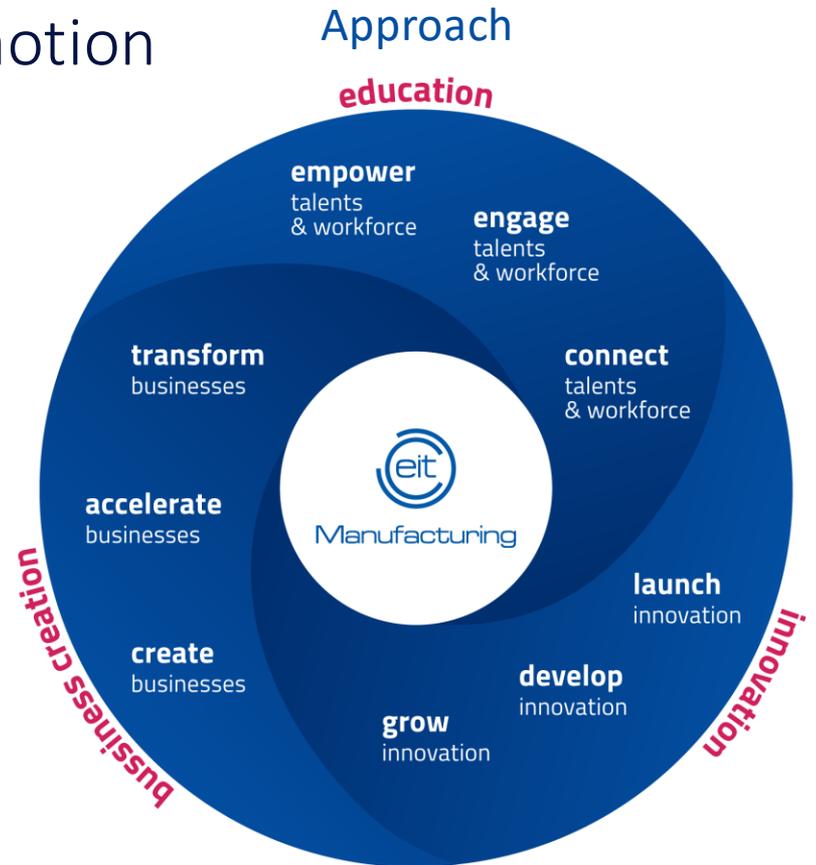
- Public-private partnership
- A holistic, tested method
- Focus on solutions to high-value manufacturing challenges
- 80+ full members, 50+ activity partners: leading companies, universities and research organisations
- €400M budget until 2026



In practice: Putting the wheels in motion

Strategic objectives

1. Competitive manufacturing skills and social sustainability
2. Powerful manufacturing innovation ecosystems
3. Globally competitive and resilient manufacturing
4. Environmentally sustainable manufacturing
5. Manufacturing fit for the digital age



Locations: Linking key manufacturing hubs

Legal Entity **France**

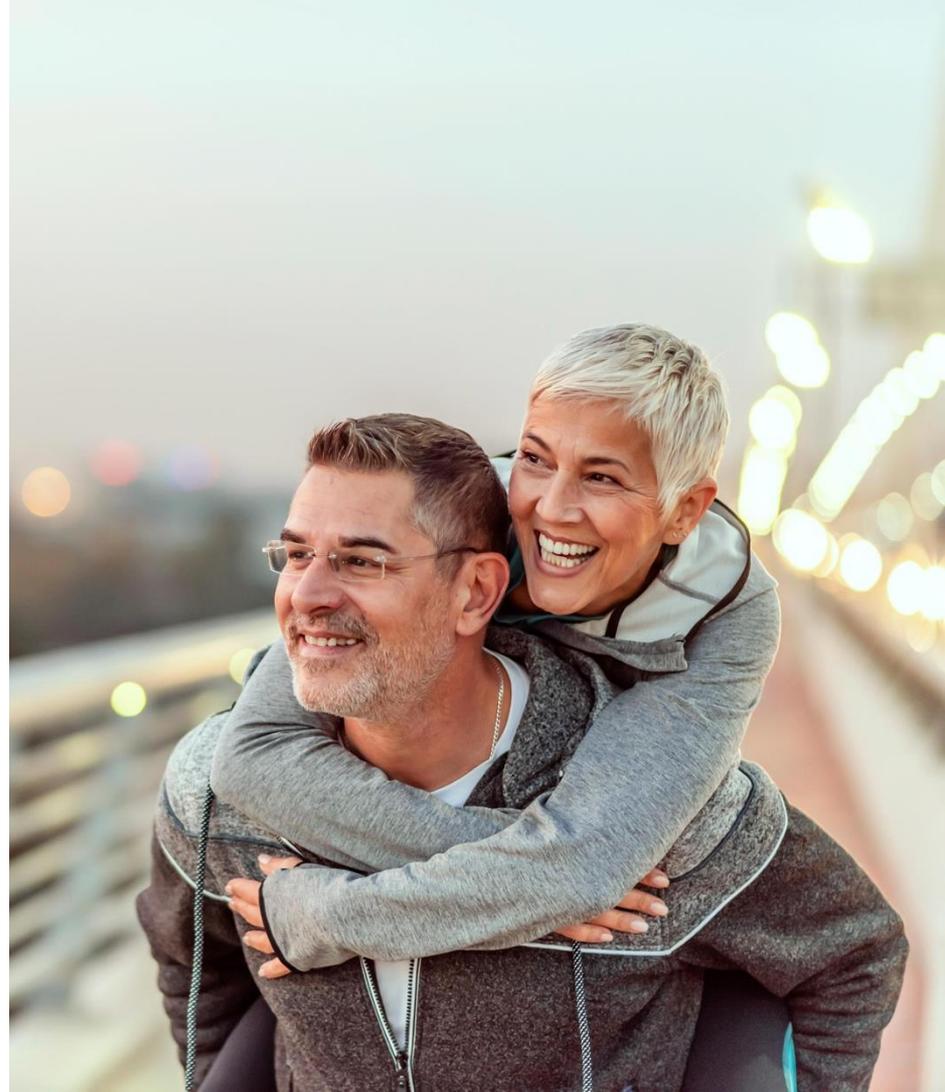
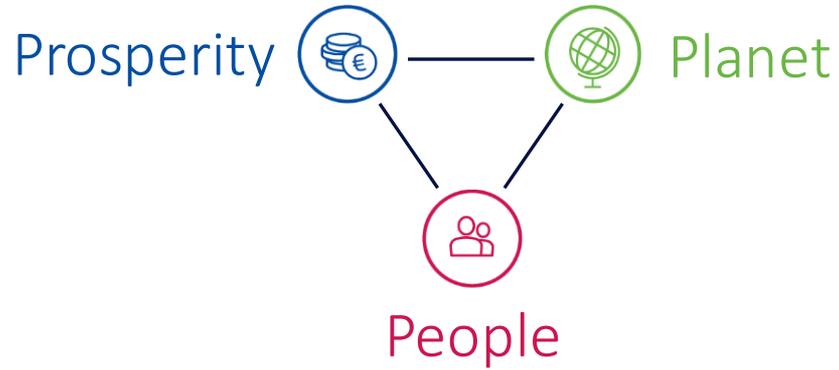
Headquarters **Paris**

6 Co-location Centers (CLCs)

- **West** San Sebastian, Spain
- **North** Gothenburg, Sweden
- **Central** Darmstadt, Germany
- **South** Milan, Italy
- **East** Vienna, Austria
- **South-East** Athens, Greece



Focus: Shared industrial needs



Focus: Shared industrial needs

Prosperity

Raising competitiveness
Meeting new customer demands
Leveraging new tech
Boosting startups

People

Upskilling workforce
Ensuring access to the right talent
High retention
Diversity

Planet

Reducing resource use
Lowering emissions
Improved sustainability

Four focus areas: The Flagships



Flexible production systems
for competitive manufacturing



Low environmental footprint
systems & circular economy
for green manufacturing



Digital & collaborative solutions
for innovative manufacturing
ecosystems



Human-machine co-working
for socially sustainable
manufacturing

Powerful partnership: 80+ partners from 20+ countries



As of March 2022

Partnership model

Members

- Formal accession process
- Annual membership fee*
- Voting rights in the general assembly of the EIT Manufacturing association

Large enterprises, RTOs and Universities; Mid-sized Companies; SMEs; and Young Companies.

Activity partners

- Participation on activity basis
- Reduced membership fee; no financial obligations at the end of the activity
- No voting right in the general assembly

Project participants

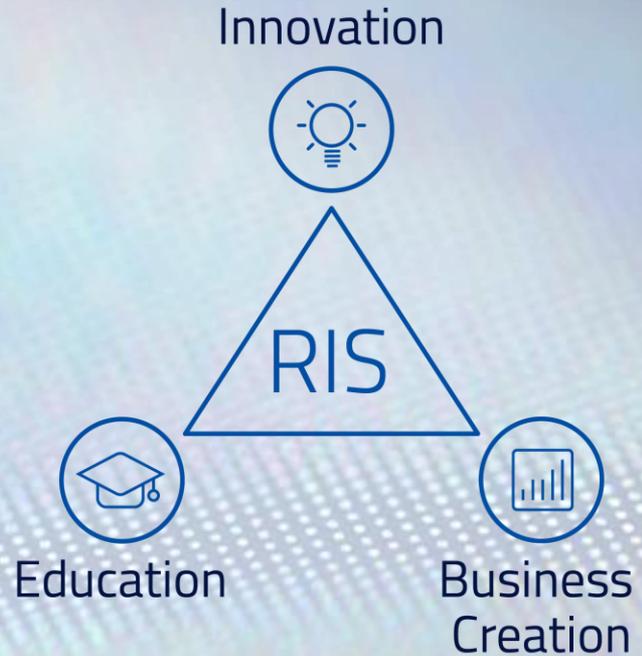
Network partners

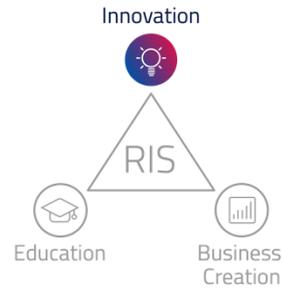
- Discussion partner for further development
- Representation in EIT Manufacturing advisory councils
- No formal member of EIT Manufacturing association

Associations and incubators

The strength of EIT Manufacturing

To ensure that innovations reach the market, industry has the right talent and entrepreneurs can thrive, EIT Manufacturing connects and integrates the areas of education, innovation and business creation and the Regional Innovation Scheme (RIS).





Innovation: Creating value and impact

Supporting European manufacturing community of companies & tech organisations to industrialise innovative projects.

Innovation: Creating value and impact

- **Ensure adoption** of innovations for manufacturers as end-users.
- **Increase market traction** and robustness of solutions-to-scale.
- **Ensure market reach** and exploitation.
- **Explore and test go-to-market strategy** to hit the right targets.

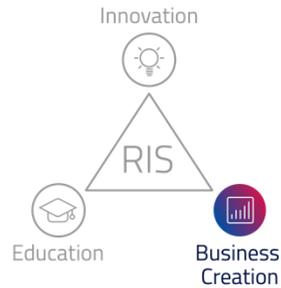


Innovation: What can we do for you?

Decreasing risks in projects to provide higher business growth potential

Give innovative edge through access to technologies and business implementation

Foster engagement with the right partner



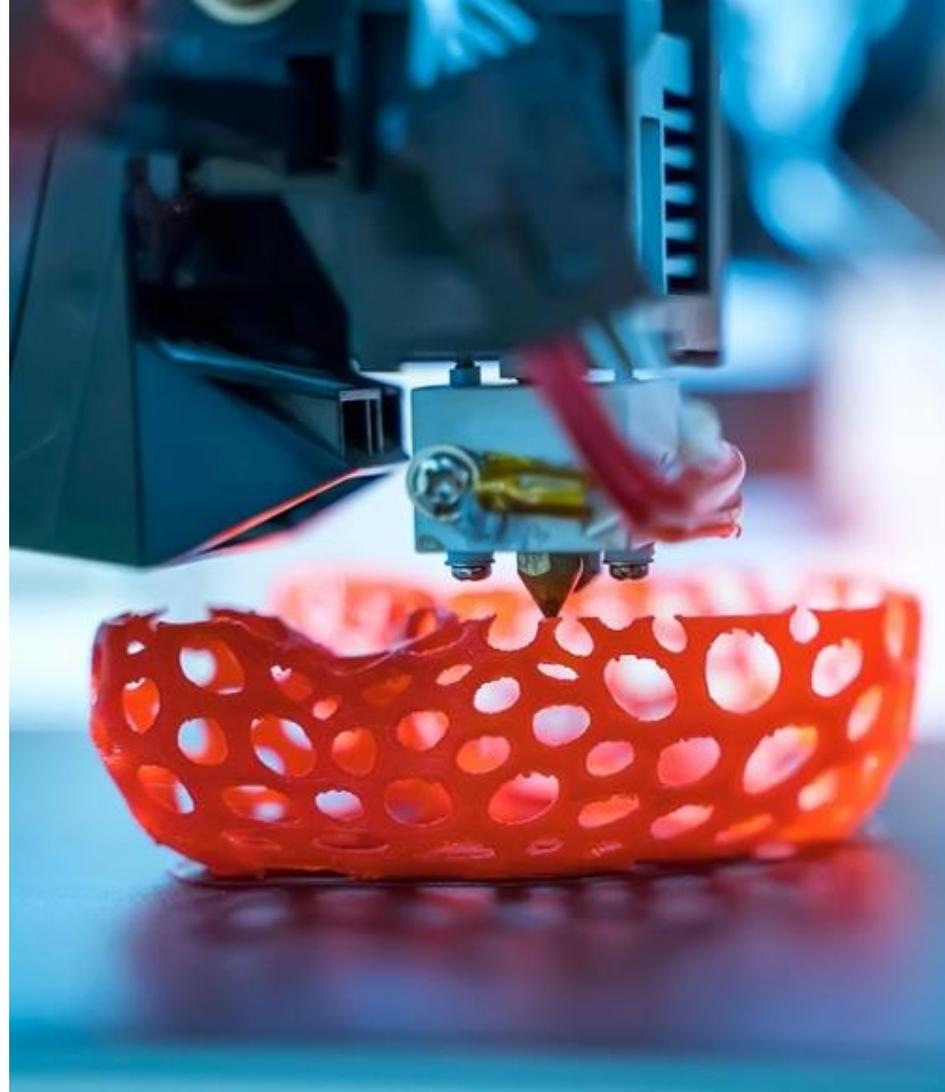
Business Creation

Bringing together European startups, SMEs and corporates in the manufacturing sector and supporting them to realise their ambitions.

Investing in new businesses to fuel growth and achieve sustainable economic and societal impact.

Services for entrepreneurs

- Access to new clients and new markets
- Fundraising support and potential financial investment up to € 300k
- Specialised expertise around IP-management and pitch training



Services for corporates & SMEs

- Access to innovative technologies from across Europe
- Open innovation services tailored to industrial challenges
- Assistance in consortia building and co-funding for innovation projects
- Demystification & market insights around new technologies
- Co-investment opportunities in Industry 5.0 startups
- New business opportunities for system integrators



Business Creation programmes

Programme	For whom?	What do we offer?
	Early-stage startups	<ul style="list-style-type: none">• Access to market: new clients, new countries, commercialization strategy• Access to finance: partner VCs, corporate ventures, EU institutions
	Scaleups	<ul style="list-style-type: none">• Equity financing up to 300k €• Training on investor pitch readiness• Visibility through events support
	SMEs	<ul style="list-style-type: none">• Technology scouting• Open innovation services• Coaching & mentoring
	Corporates & scaleups	<ul style="list-style-type: none">• For scaleups: Access to market• For corporates: Access to open innovation• Pilot facilitation and financial support



Education: Connecting people with competences

Empowering Europe with people that are capable and inspired to shape the future of manufacturing.

Education: Connecting people with competences



Goals by 2027

- 30,000 individuals educated, upskilled and reskilled
- 10,000 women empowered towards a career in manufacturing
- 2,000 EIT-labelled Master and PhD graduates

Achievements

- Pan-European networks of 21 teaching & learning factories
- Manufacturing digital learning
- 500+ digital learning units
- 4 EIT-labelled Master and 1 PhD programme

Education: Developing skills for future



Empower programme

- EIT-labelled Masters programmes
- EIT-labelled PhD programme
- Flexible personalised empowering programmes



Transform programme

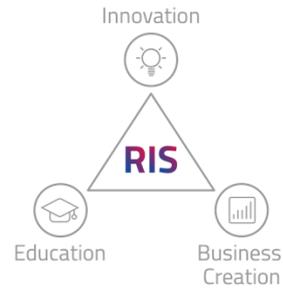
- Transform organisations through education & training
- Upskilling and re-skilling programmes for corporates



Engage programme

- Attract young talent through networking, workshops and events
- Engage women, engage pupils
- Cross-industry, societal engagement

Enhanced by **Skills.Move**: Digital learning platform with nuggets, learning paths & journeys integrated with virtual and augmented reality (VR and AR) — Teaching and learning factories — innovation & entrepreneurship modules.



RIS: Bridging strong connections

EIT Regional Innovation Scheme (RIS) contributes to boosting innovation in EIT RIS countries by strengthening links between key innovation actors.

RIS: Bridging strong connections

Objectives

- **Widen** participation in the EIT Innovation Communities' activities by engaging players from countries that have lower participation.
- **Share** good practice, experience and know-how emerging from EIT Communities' activities with local innovation ecosystems.
- **Offer** tailor-made services to address identified innovation gaps.



RIS Programme & activities

Activities up to 2022

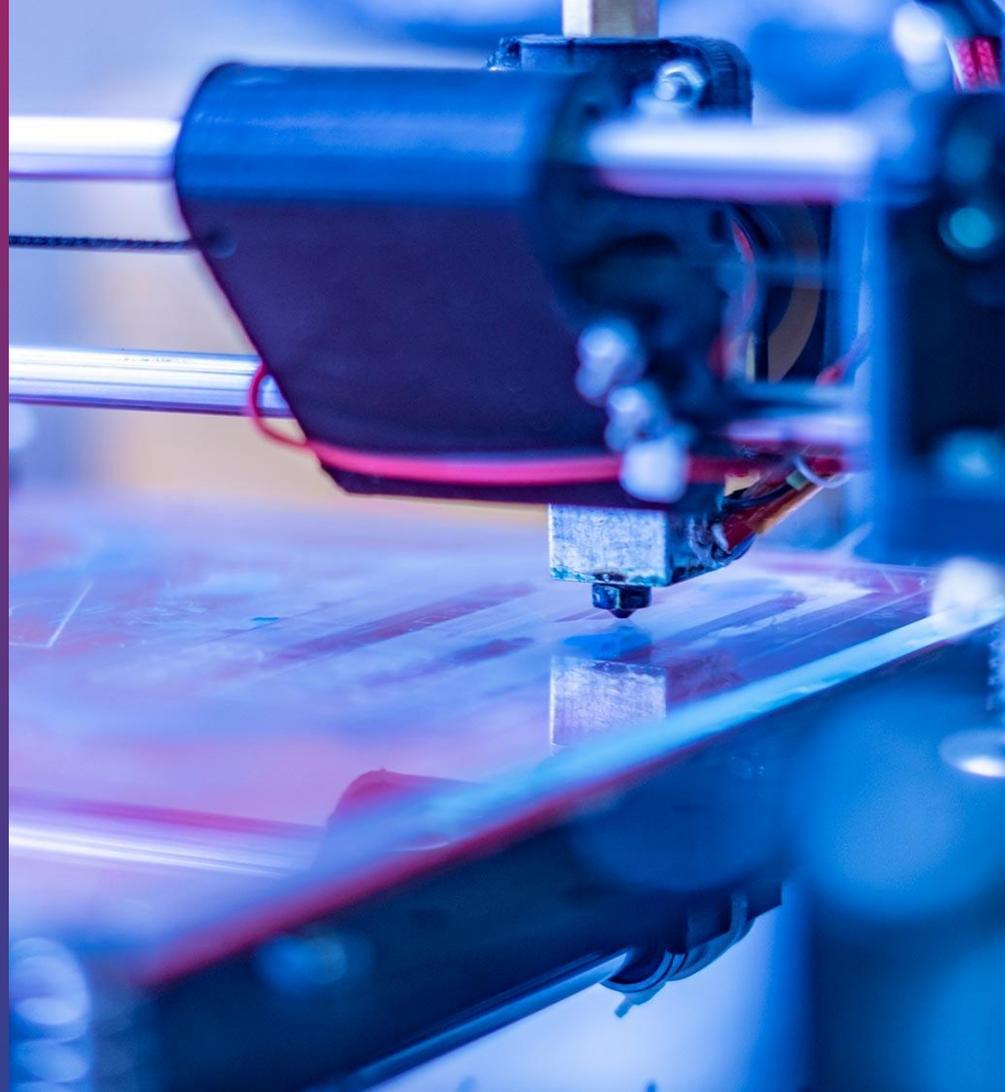
- EIT Manufacturing RIS hubs network
- Best practice classes for national authorities
- Women Innovators in Manufacturing at EIT RIS
- EIT Jumpstarter
- RIS Evolution of Research Results
- Intrapreneurship Challenge
- Teaching & Learning Factories
- Programs to engage Society and Pupils
- Innovating for a Circular Economy
- Artificial Intelligence at EIT RIS
- Green and digital 'twin' transition for SMEs

12 RIS HUBS
Realising a
powerful, pan-
European
innovation
ecosystem for
manufacturing





Real cases from across the value chain



Building tomorrow's green and digital manufacturing ecosystem



Case: BoostUP!

Challenge

To identify and promote entrepreneurs proposing innovative solutions to create tomorrow's green and digital manufacturing. To support established SMEs with their transformation challenges.

Solution

A European business competition for innovative projects, startups, scaleups in the manufacturing sector.

Benefits

- Harnessing the most promising ventures (182 applicants during the competition's first year).
- Supporting the creation of new startups.
- Building a pan-European innovation network.

Connecting industry
to the right
transformational
ideas



Case: Gazelle Accelerator

Challenge

Connect industry needs with the right transformational business ideas to help solve industry challenges.

Solution

Dedicated pan-European business accelerator programme, which provides SMEs and startups with the right business development support, tools and networks to help them thrive.

Benefits

- ~50 startups accelerating industry 4.0 transformation and SMEs
- ~20 practical use cases, covering five critical technology areas identified by the industry
- An open-source, user-friendly educational kit

Using a AI and big data to predict quality defects and save raw materials



Case: Zero Defects 4.0

Challenge

High-levels of energy and raw materials waste due to quality defects.

Solution

A digital tool to predict defects. The tool leverages Artificial Intelligence (AI) and Big Data for consistent quality and predicts quality defects before they occur.

Benefits

- Significant reduction of waste material and energy.
- In pilot plant, an estimated 245 tonnes of wood could be saved annually.

A common standard
for industry 4.0



Case: CanvAAs

Challenge

Fragmented industry landscape – making interoperability (machines speaking the same language) a challenge and slow adoption of industry 4.0. technologies.

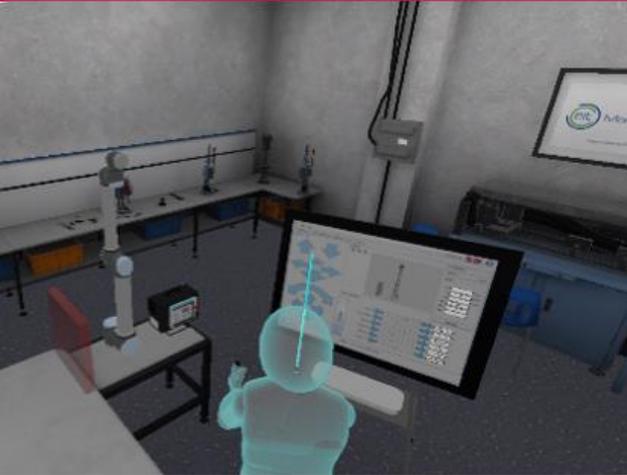
Solution

A user-friendly tool and methodology to plan, test and deploy the AAS interface on manufacturing equipment to ensure machine interoperability.

Benefits

- Promoting one common standard
- A free, open-source, user-friendly toolkit
- Accelerating industry 4.0 transformation

Virtual training in maintenance and repair from anywhere



Case: V-Machina

Challenge

Offer high quality training regardless of position in a company or location

Solution

Cutting-edge virtual manufacturing environment for teaching maintenance and repair, which brings together people and machines in a safe and virtual environment

Benefits

- Safe, quick, easy to access at lower cost
- Reducing inequalities between populations and regions
- Supports the adoption of new technologies

Goals by 2030: Green, innovative & the right skills



30% of material use is circular



60% sustainable production practices



Create **360** new solutions



€325M investment attracted by EIT ventures



50,000 people trained and up- or re-skilled



Create and support **1,000** startups

Global manufacturing led by Europe

Thank you!



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