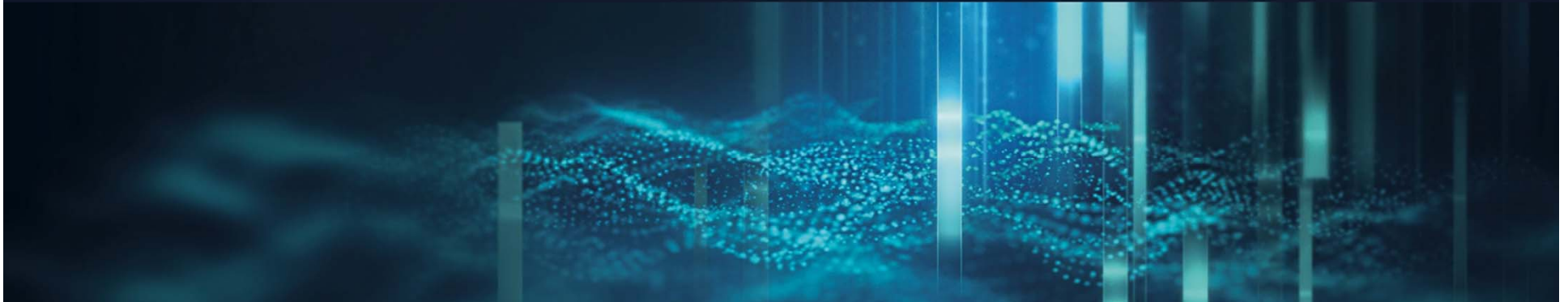




# EIT DIGITAL ACCELERATOR

TAILOR-MADE GROWTH SUPPORT FOR EUROPEAN TECH SCALEUPS



# EXECUTIVE SUMMARY

---



WE HELP ACCELERATE EUROPEAN SCALEUPS' GROWTH, RAISE CAPITAL AND SECURE TARGET CUSTOMERS

WE BREAK GEOGRAPHICAL BOUNDARIES AND PROVIDE SCALEUPS WITH ACCESS TO A UNIQUE PAN-EUROPEAN BUSINESS NETWORK



# EIT DIGITAL: A LEADING EUROPEAN ORGANIZATION



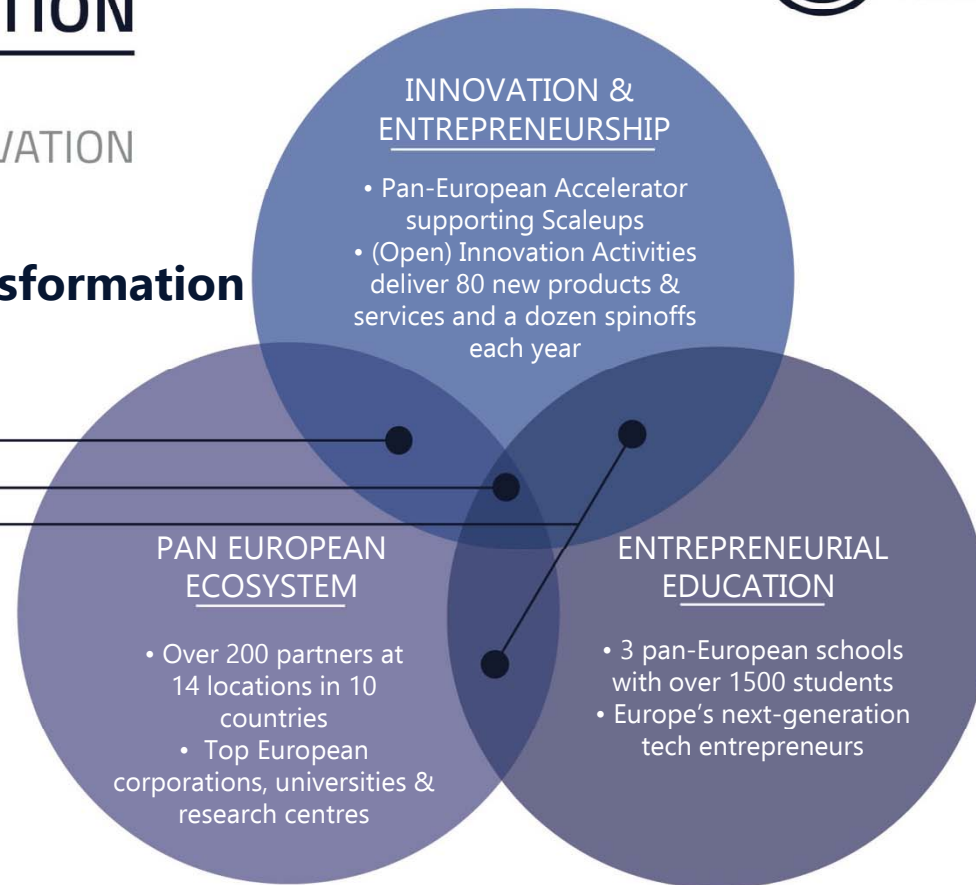
A PAN-EUROPEAN DIGITAL INNOVATION AND EDUCATION ECOSYSTEM

## Driving Europe's Digital Transformation

Open Innovation, Brokerage, M&A,  
Industrial Engagement Program, :::  
Access to Talent, Traineeships, ...



EIT Digital is supported by the EIT,  
a body of the European Union.



# A UNIQUE PARTNER ECOSYSTEM, PAN-EUROPEAN PRESENCE

A SELECTION OF OUR CORPORATE  
PARTNERS:



# INNOVATION & ENTREPRENEURSHIP AT EIT DIGITAL



SELECT



GROW



SUCCEED

INNOVATION ACTIVITIES

INNOVATION ACTION LINES

SCALEUPS

DIGITAL  
INDUSTRY



DIGITAL  
CITIES



DIGITAL  
WELLBEING



DIGITAL  
TECH



DIGITAL  
FINANCE

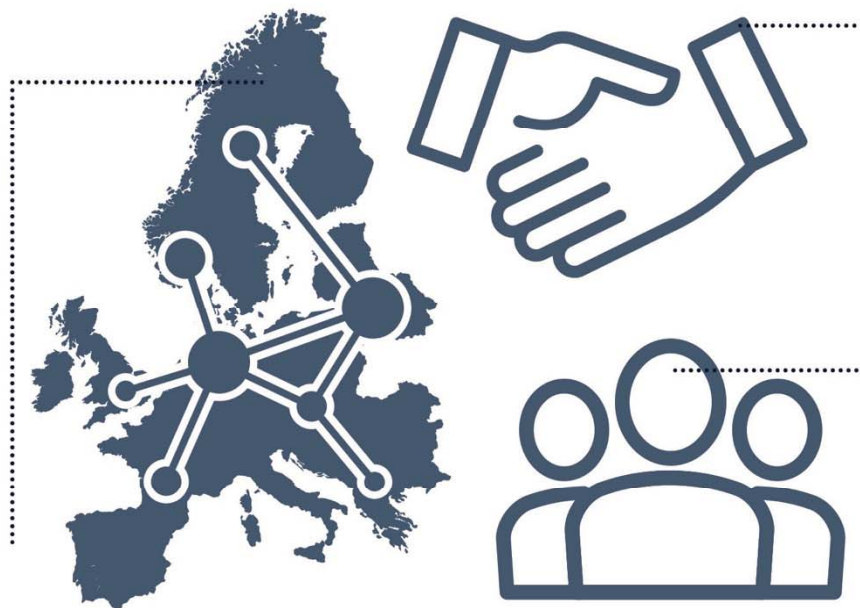


# ACTIVE ALL ACROSS EUROPE



14 offices in 10  
European countries  
+ Silicon Valley

~200 partner  
organizations looking  
for tech products and  
solutions



1000+ corporate  
customers and investors  
in the network

30+ full-time business  
developers and  
financing specialists

# PROVEN RESULTS WORKING WITH HUNDREDS OF VENTURES



since 2012

**~ 300**

total supported scaleups

**90%**

Alumni in operation



**€550m+**

Total investment raised by the scaleups\*



**17**

Scaleup origin countries



**€100m**

investment facilitated by the Accelerator



\*The value includes M&A activities

# THE INTERNATIONAL SERVICES NEEDED

---



**ACCESS TO MARKET  
(A2M)**

**Secure Customers**



**ACCESS TO FINANCE  
(A2F)**

**Raise Capital**



**ACCESS TO ECOSYSTEM SERVICES**  
**Technology, Talent, Workspace, Visibility**





# SUCCESS STORY

## EIT DIGITAL ACCELERATOR

---

### ACCESS TO MARKET



**ALEKSANDER CISZEK**  
CEO & CO-FOUNDER  
3YOURMIND, GERMANY/USA

"Thanks to EIT Digital Accelerator's introduction to GKN, we are now recognized as a leading partner for Industry 4.0. GKN's implementation of our eCommerce platform has placed our solution at the heart of industrial metal production."



**MARKUS JOSTEN**  
GLOBAL SALES DIRECTOR DISRUPTIVE  
TECHNOLOGIES AND MARKETS  
GKN, UK

"Having a powerful software solution to manage our inflow and optimize our production cycles will help us to become the worldwide leader in high-performance metal additive manufacturing."

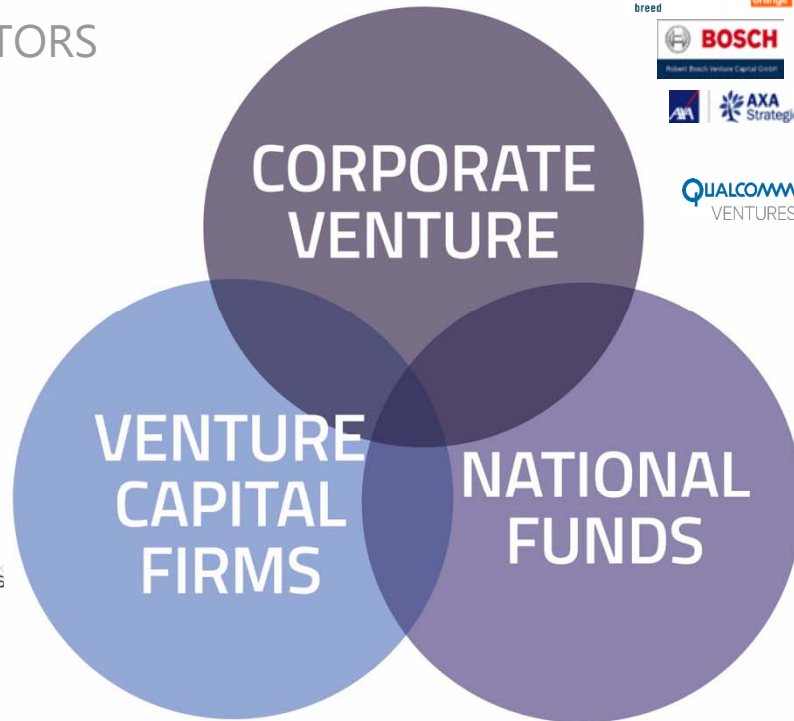
**DEAL VOLUME**  
€150,000

**DEAL TYPE**  
Software  
Platform  
implementation,  
Cross-border  
(GER-UK-USA)

**INDUSTRY**  
3D Printing,  
Manufacturing

# AN UNRIVALLED NETWORK OF INVESTORS ACROSS EUROPE ...

ACCESS TO > 300 INVESTORS



... and beyond



# SUCCESS STORY EIT DIGITAL ACCELERATOR ACCESS TO FINANCE



**SANDRO ETALLE**  
CO-FOUNDER, OWNER AND CHAIRMAN  
SECURITYMATTERS, NETHERLANDS

"The people at EIT Digital did a tremendous job opening dozens of doors for us."



**DANIEL MICHEL**  
HEAD OF ACCESS TO FINANCE  
EIT DIGITAL, FRANCE

"SecurityMatters concluded a splendid pan-European fundraising, which will support this company achieve its global ambitions."

**INVESTMENT SIZE**  
Confidential,  
above \$5m

**INVESTORS**  
Emerald Technology Ventures,  
Robert Bosch VC,  
Phoenix Contact Innovation Ventures,  
KPN Ventures

**INDUSTRY**  
Cyber Security

# VENTURE

- **187 applications** from 19 countries to 4 regional editions
- **28 selected** start up teams from 12 countries
- **27 Final Prize WINNERS**

## *Early Stage and Yet Successful!*

- ✓ On Investors' radar: **Worig** (Croatia), **Parqist** (Portugal) and Ruupi (Lithuania)
- ✓ Pilots: **Hotspoter** (Serbia) with Eurobank (Serbia)
- ✓ First customer: **SOS** (Slovenia) won Qlandia Shopping Center (Slovenia)
- ✓ International competitions: **Recovery** (Spain), **Companion**, **Worig** and **Subjective Guide**



## SUMMARY HIGHLIGHTS

---

WE SUPPORTED 300+ COMPANIES TO GROW INTERNATIONALLY OR RAISE FUNDS



### Lessons learned

---

Fast growing companies - scaleups need **internationalization support** outside of national borders

---

Joining European networks and partnerships, such as EIT Digital, offers **immediate trust and confidence** to customers and investors on international level

---

Scaleups need **customised support schemes,**  
batches do not work



**JASMINA POPOVSKA**  
**ARISE Country Lead - CEE**  
**region**  
**EIT DIGITAL**  
[jasmina.popovska@eitdigital.eu](mailto:jasmina.popovska@eitdigital.eu)

