

Services & Value Proposition

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Business Development Manager



Co-funded by the
European Union

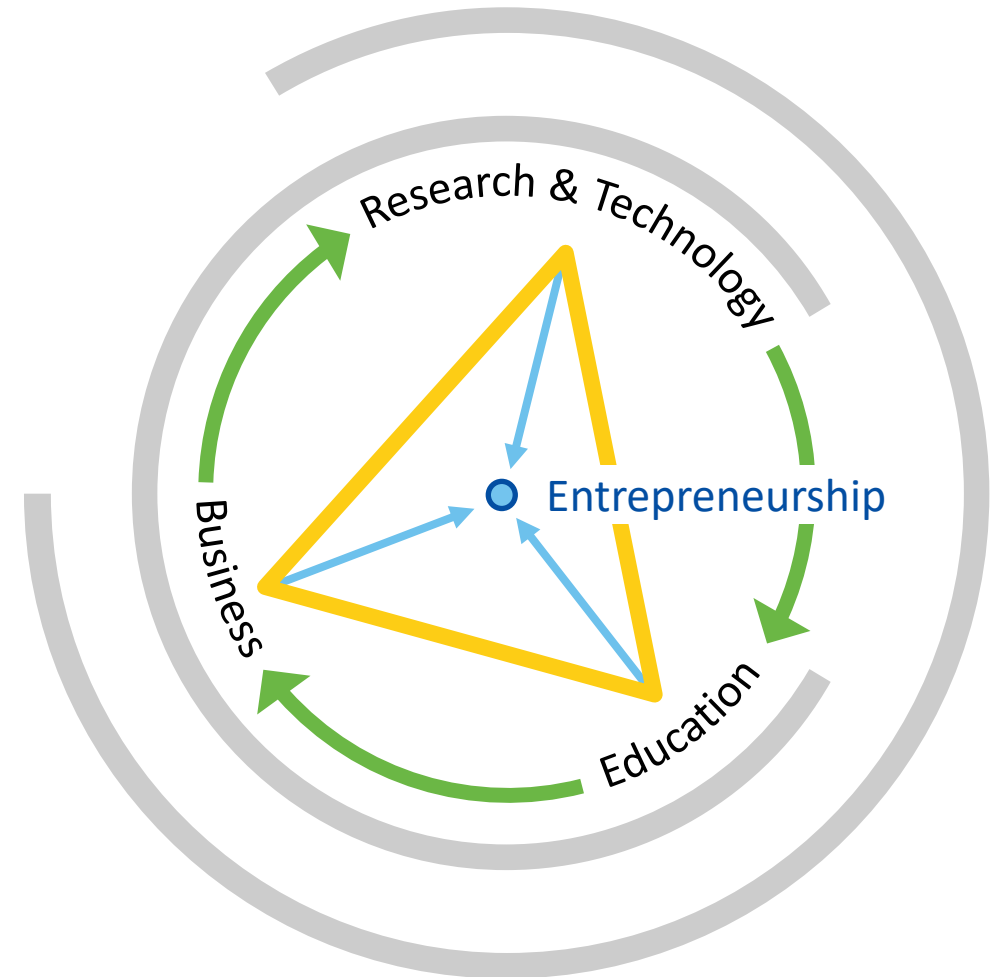
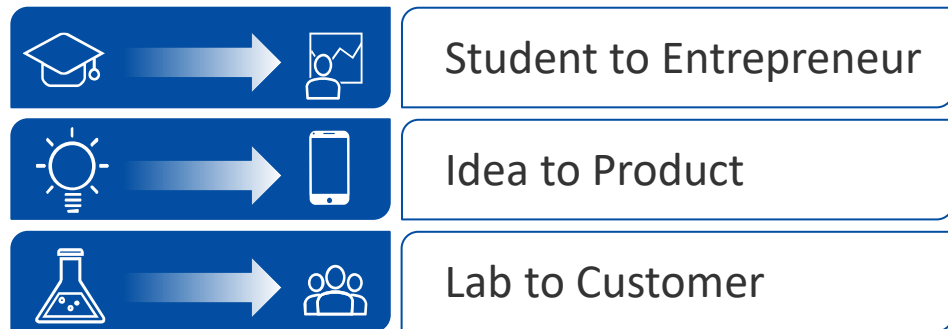


EIT (European Institute of Innovation and Technology)

The EIT is an EU body that enhances Europe's ability to innovate by nurturing young entrepreneurial talent and supporting new ideas through the Innovation Communities.

The EIT is the first EU initiative bringing together the three sides of the 'knowledge triangle': Business (companies and SMEs), Higher Education Institutions and Research Centres.

The EIT aims to increase the cooperation and integration between education, business and research to facilitate the transition from:

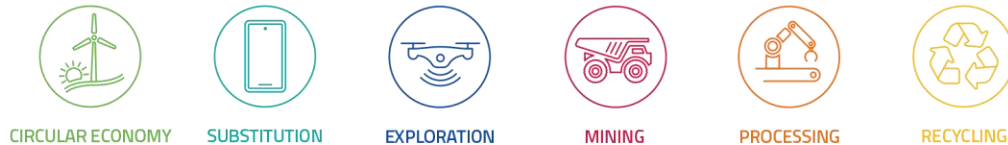


EIT RawMaterials at a Glance

World's Leading Raw Materials Knowledge and Innovation Community

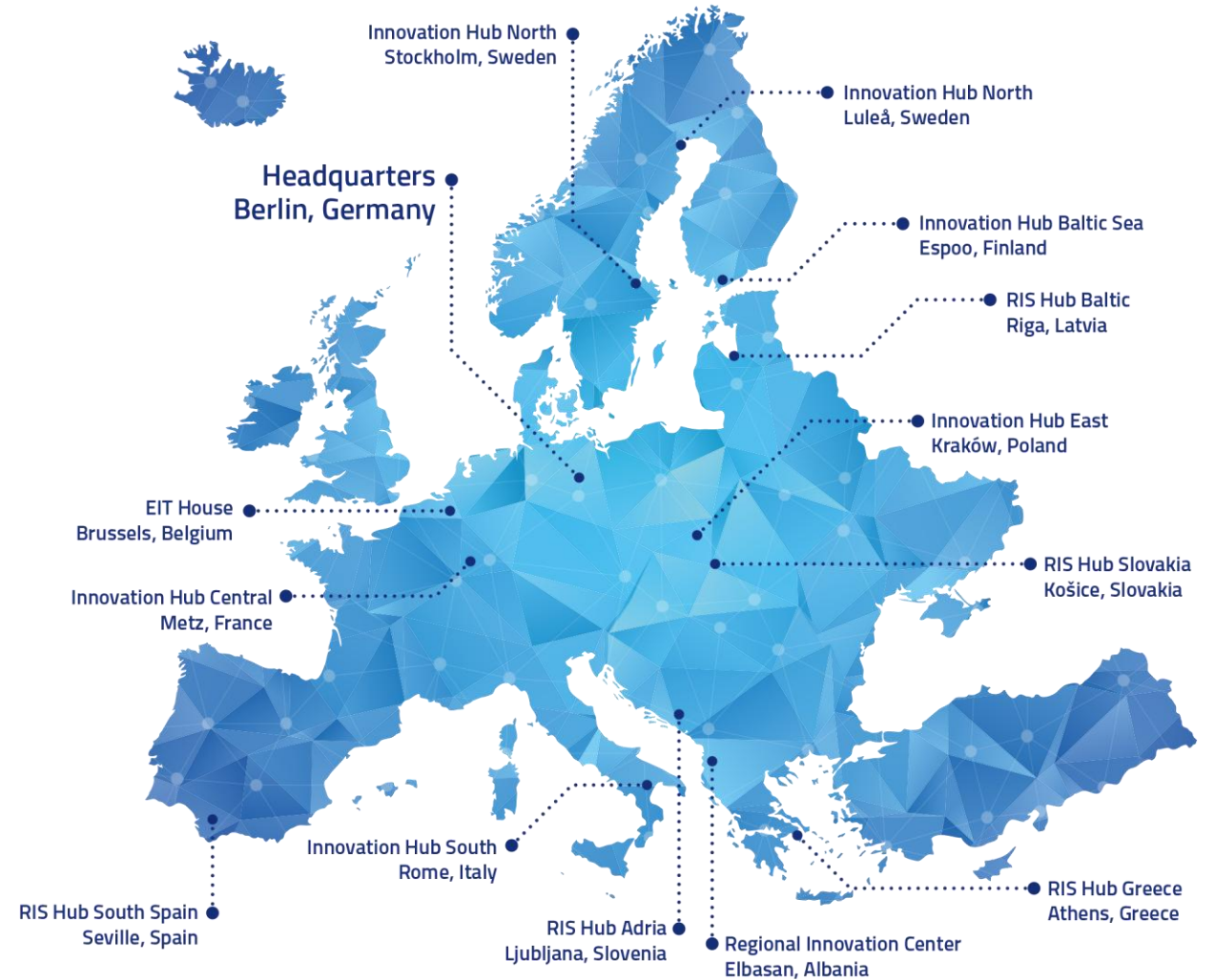
300 MEMBERS 800 START-UPS 250 UNIVERSITIES 790+ ERMA MEMBERS

Entire Raw Materials Value Chain Coverage



International Strategic Partnerships

📍 Africa 📍 Americas 📍 Asia 📍 Australia

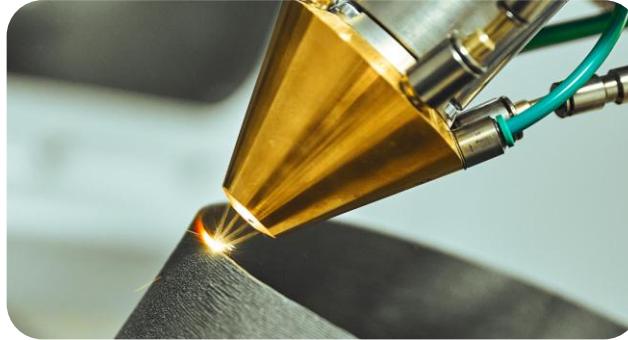


Strategic Objectives



SECURING RAW MATERIALS SUPPLY

- Support EU Exploration Activities
- Grow European Mining Sector
- Comply with ESG Standards



DESIGNING MATERIALS SOLUTIONS

- Develop Advanced Materials
- Support Circular Product Design
- Develop Material Efficiency and Lightweighting Solutions

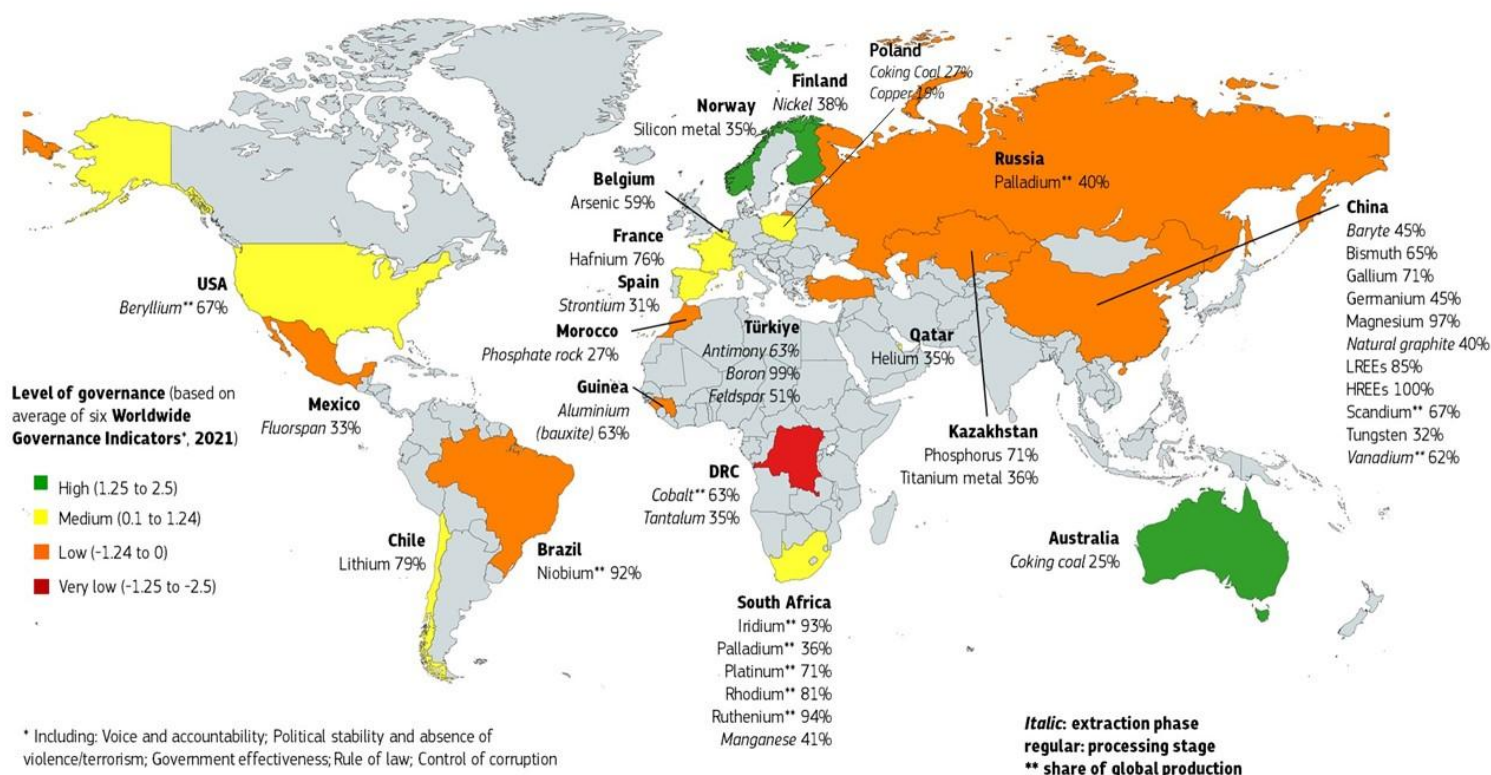
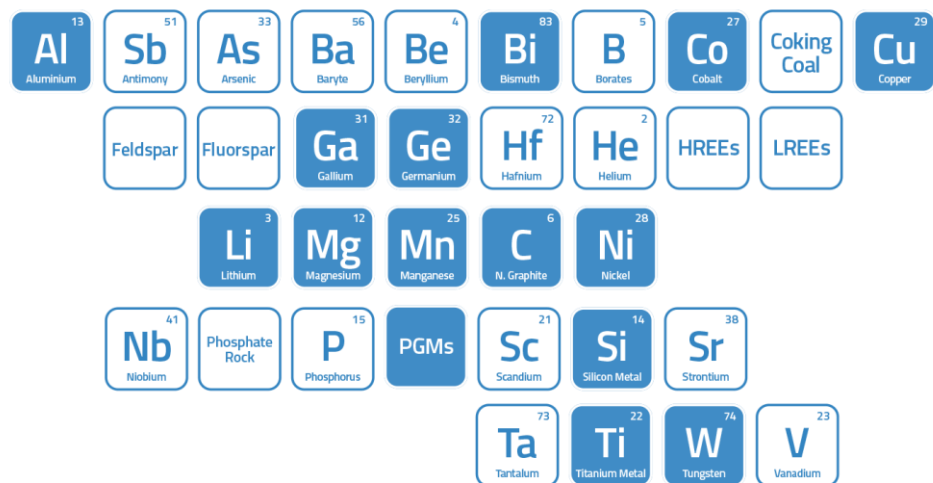


CLOSING MATERIALS LOOPS

- Recovery of Critical Raw Materials
- Increase Recyclability
- Waste Utilisation

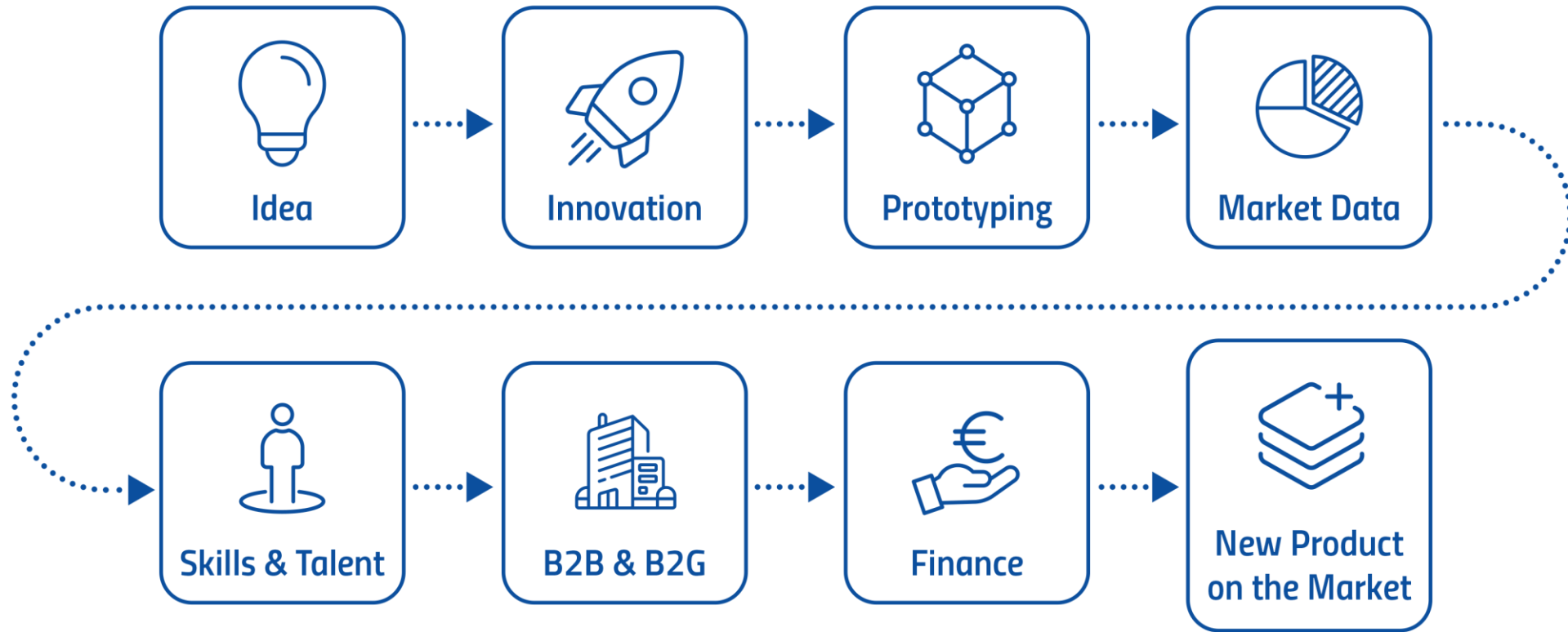
Securing CRM resilience for Europe

In 2023, the EU designated 34 Raw Materials as Critical, 16 of which are of strategic importance for the Digital and Green Transition



Source: [RMIS - More on Critical Raw Materials](#)

EIT RawMaterials Aims to Support the Pathway to Impact Creation



EIT RawMaterials' Value Proposition to Support Impact Creation



ACCESS TO KNOWLEDGE & INNOVATION

- Open Innovation (OIC) for Industrial Challenges
- Access to Startups
- Business Intelligence platform
- High Impact SIGNs



ACCESS TO FUNDING & FINANCE

- Funding Calls for Scaleups, Startups
- Access to Finance - External grants, and equity financing
- New Calls - Learning Content for Raw & Advanced Materials Academies
- Strategic Advisory



ACCESS TO NETWORK & EVENTS

- World's largest community in the raw materials sector
- Matchmaking & B2B, International Partnerships - CRM Facility
- Leading sector events in Europe: EIT RawMaterials Summit, SIGNs – Expert Forums, Partner Day



ACCESS TO EDUCATION & SKILLS

- Active Alumni Network with 700+ Raw Materials Alumni all over Europe
- Graduates from leading Masters Programs and PhD Schools in Europe
- Upskilling and reskilling through professional training & customized courses
- Talents through OIC



Open Innovation Challenges

EIT RawMaterials has successfully run Open Innovation Challenges across Europe over the last five years. The OIC model effectively connects companies with skilled talent through real-world challenges, generating innovative solutions while helping companies recruit top candidates.



Find Talent

Access a pool of skilled candidates with expertise in raw materials



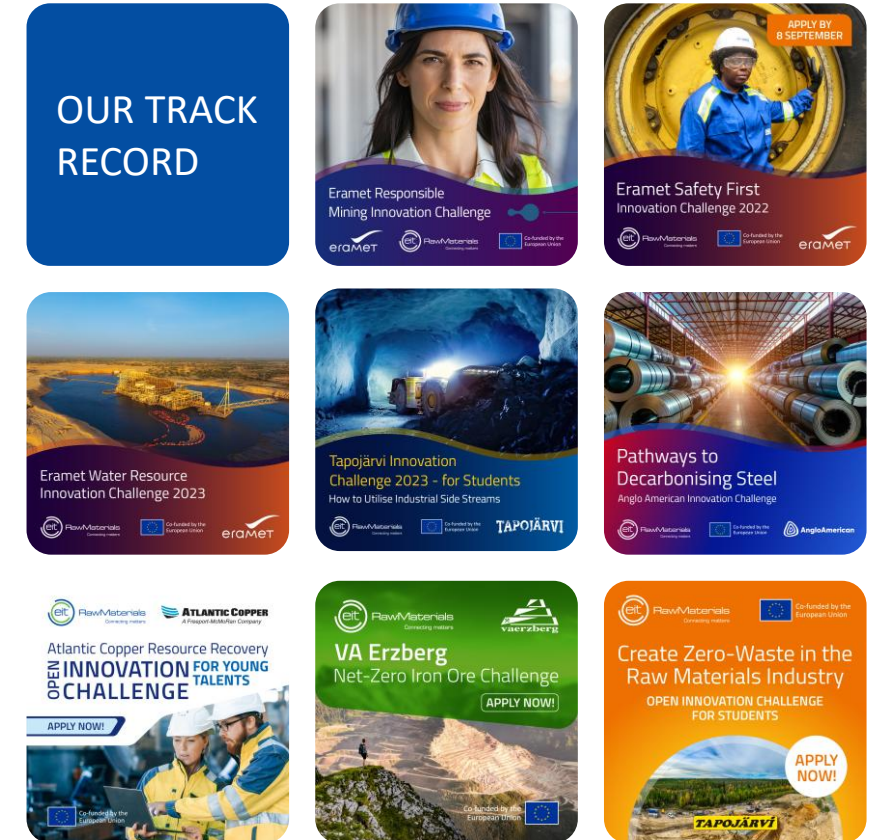
Unlock Innovation

Gain fresh perspectives to solve your industry challenges and stay ahead



Boost Your Brand

Strengthen your reputation as an employer of choice in the industry



Why choosing EIT RawMaterials for Open Innovation ?

STARTUP POWERHOUSE

EU Wide & Focused on the
Raw Materials Value Chain



600+ START-UPS

*supported through our Booster /
Accelerator programs*

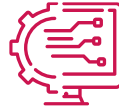
High maturity solutions ready for
implementation in the RM sector

Shaping future market: sustainability,
electrification, digitalisation, traceability...

Matching strategic partners: pilot customers,
suppliers, investors, experts...

SECTOR KNOW-HOW

Combined expertise
tech trends & business creation



DEDICATED TEAM

*of Business Developers and
Thematic experts*

Accumulated sector specific expertise,

Coverage of the entire value chain,
scouting & coaching expertise, technical watch,
conference attendance, expert forum,

Skilled in running large portfolio of innovation
projects towards commercialisation

ECOSYSTEM

Ability to mobilize, outreach to
relevant solution providers



300+ PARTNERS

*of Leading Businesses, Universities and Research
& Technology Organisations throughout EU*

Large network of innovation ecosystems and investors

+1000 Alumni members,
rapid growing community coming from labelled Masters,
cross value chain, trained on latest developments, used
to work on real industrial challenges



EIT-Labelled Master Programmes



AMIS | Master of science in advanced materials for innovation and sustainability



AMIR | Master of science In advanced materials: Innovative recycling



TIMREX | Master of science in mineral exploration



SINReM | Master of science in sustainable and innovative natural resource management



EMERALD | Master of science in resources engineering



MEITIM | Master of science in entrepreneurship, innovation and technology integration in mining

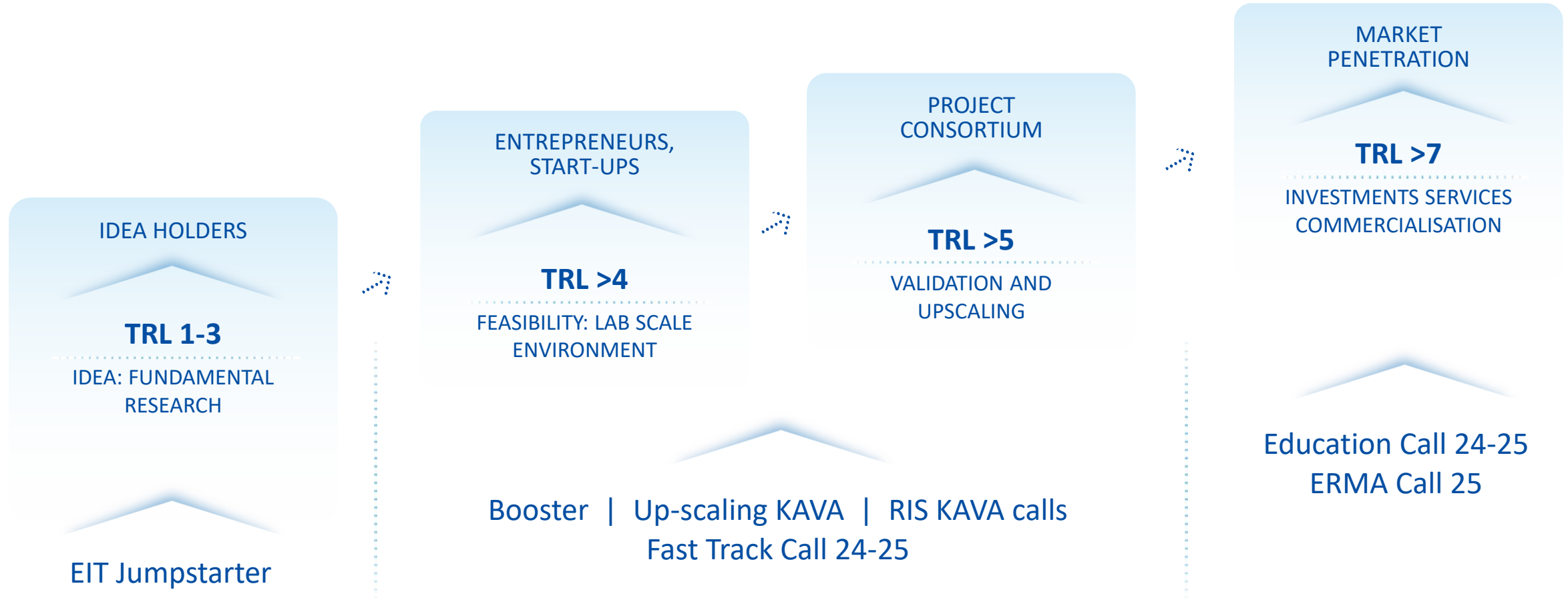


RaVeN | Master of science in mining engineering



SUMA | Master of science in sustainable materials

EIT RawMaterials Calls Across the Innovation Cycle



TRL - Technology Readiness Level

EIT RawMaterials Contribution to the Strategic Projects

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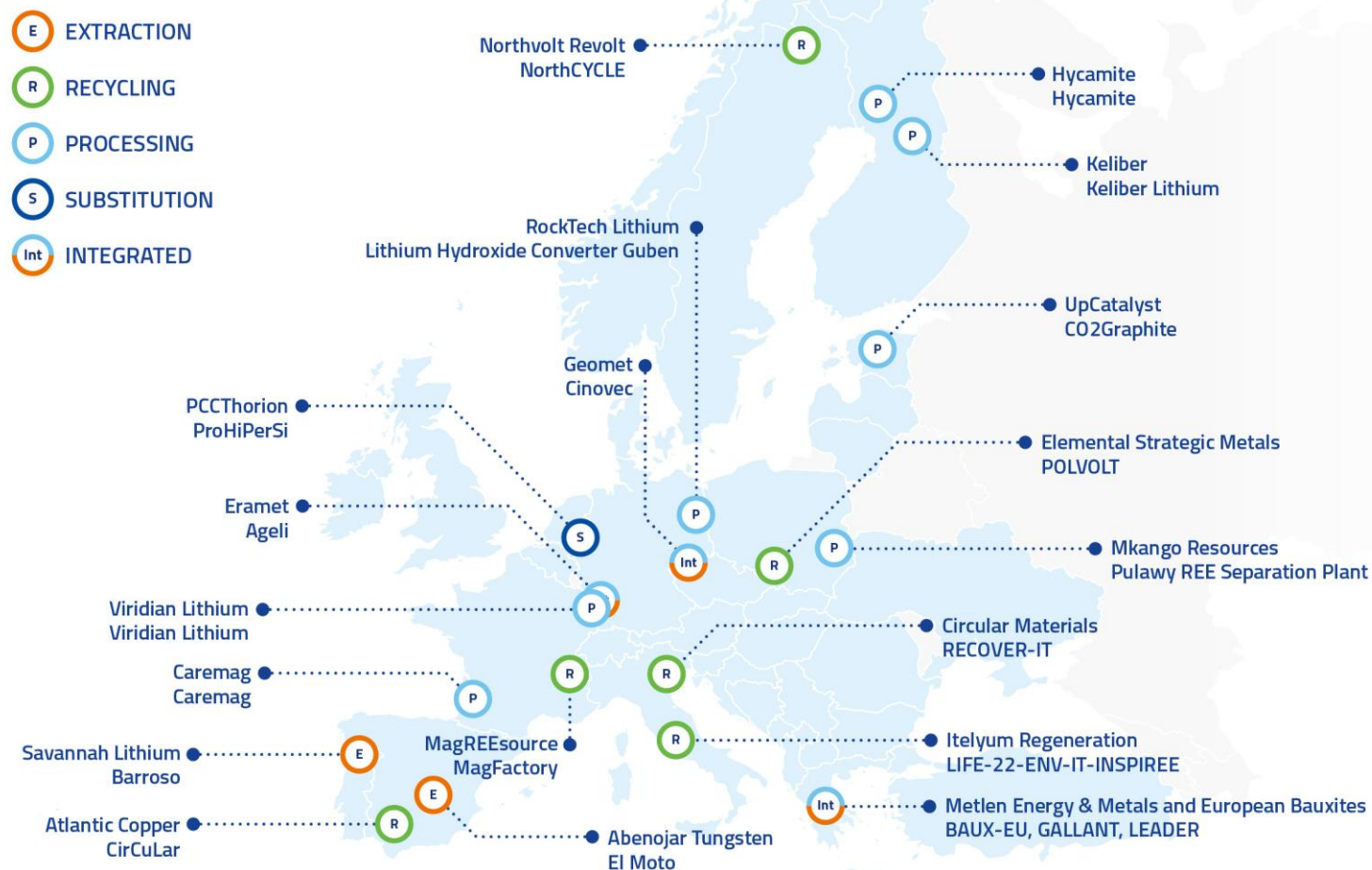
of EU Strategic Projects received
funding through EIT RawMaterials

>35m EUR

funding deployed to 20 projects

>65%

of EU Strategic Projects led by
EIT RawMaterials and ERMA partners



Achievements

INVESTMENTS

~€700mn

DIRECT INVESTMENTS
2024*

~€8.3bn

INDIRECT INVESTMENT
ATTRACTED **

~€300mn

NEW DIRECT INVESTMENT
BP 2026-28

KPIs

>330

NEW PRODUCTS
TO MARKET

>860

START-UPS
SUPPORTED

>70

NEW SPIN-OFFS

PORTFOLIO

>€26bn

STRATEGIC INVESTMENT
PIPELINE

>40

START-UP EQUITY
INVESTMENTS

>100,000

STUDENTS AND
PROFESSIONALS TRAINED

IMPACT

up to 100%

DEMAND COVERAGE
OF SELECTED CRMs

>1,400

PROTOTYPES,
PILOTS AND DEMOS

~10,000

JOBS CREATED

* Including EIT funding and Co-funding 2015-to end-2024.

** Including investments into start-ups and ERMA cases 2015-to end-2024.

World's Leading Raw Materials Knowledge and Innovation Community