• Knowledge and Innovation Community (KIC)
• 350 M€ funding for education / business creation / innovation projects
A European Initiative

- Worlds largest community in the raw materials sector
- Over 110 partners across 22 countries

- Six Co-location Centers across Europe, Headquarter in Berlin
BECOMING A MEMBER

http://eitrawmaterials.eu/about-us/partners/

Core Partners
Can participate to an unlimited number of projects and activities without funding limitations
Core Partners membership fees are 100K€ in cash + 900k€ of in-kind contribution (KCA)

Associate Partners
Can participate to collaborative projects with funding limitations (300k€/year)
Associate partners membership fees are 30k€ in cash + 300k€ of in-kind contribution (KCA)

Task Partners
Contribute to actions/tasks. No membership fees and funding capped to 60k€/year
BENEFIT TO PARTNERS

- Enhance network between reference entities
- Boost collaborative projects in the field of raw materials
- Start new businesses in an international environment
- Obtain additional funds to develop strategic cooperative projects
- Have a continuous assessment about other methods and procedures to manage innovation with the aim of improving the partners’ internal knowledge triangle
- Achieve educational excellence for employees
- Introduce an entrepreneurial mindset for students
- Improve visibility as a leader in innovation
- Understand who is who in the raw materials sector – in Europe and beyond
STRATEGIC OBJECTIVES OF THE KIC

1. Securing raw materials supply
Support mining activities in challenging environments, develop robotics and automation, to manage decreasing quality of resources and rising supply costs

2. Designing solutions
Promote substitution of materials, solve material efficiency, to face an increasingly diverse demand for critical and strategic materials with volatile prices

3. Closing material loops
Develop processes for recycling of residues and End-of-Life products, motivate smart design across value chains
TOWARDS A CIRCULAR ECONOMY FOR CRITICAL AND STRATEGIC MATERIALS

... because our economy and life-style strongly depend on Critical Raw Materials with limited accessibility for Europeans
THE SMARTPHONE CASE

- Touch-screen
- Shock-resistant glass
- High-res. display
- High-efficiency
- Flexibility
- Wiring and contacts
- Micro-capacitors
- Microphone
- Speakers
- Chips Semiconductors
- Soldering
- Flame retardants
- Anti-interference
SCOPE OF ACTIVITIES & MARKETS

• **EXPLORATION**
  Mining exploration and raw materials resource assessment

• **MINING**
  Mining in challenging environments (city, deep sea, etc.)

• **PROCESS EFFICIENCY**
  Increase efficiency in mineral and metallurgical processes

• **SUBSTITUTION**
  Substitution of materials in products and for optimized performances

• **RECYCLING**
  Recycling and materials chain optimization of end-of-life products

• **CIRCULAR ECONOMY**
  Design of products and services for the circular economy
MATCHMAKING & NETWORKING

On a request from KIC members or spontaneously ...

EIT RawMaterials organizes conferences, workshop, and events

http://eitrawmaterials.eu/events/

COMPETITIVENESS IN LITHIUM INDUSTRY
11-13 October 2017 in Würzburg, Germany

Register until 22 September 2017
www.eitrawmaterials.eu/events/competitiveness-in-lithium-industry/
VALIDATION & ACCELERATION (CALL 2018)

Up-scaling projects, networks of infrastructure, internationalization, and regional and information scheme projects follow the same timeline...

- **Call for projects opens/Partner conference & brokerage event**: September 2017
- **Project submission deadline/closing call**: February 2018
- **Evaluation by panel of external experts**: March-May 2018
- **Short list and strategic review by the EIT RM Management team**: May 2018
- **Selection for funding/Approval for funding by the EIT RM Executive Board**: June 2018
- **Project submission to the EIT/Business Plan submission**: September 2018
- **Decision and final approval of funding by the EIT**: November 2018

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GRADE - Acceleration of R&D projects in the field of Raw Materials
EIT RAW MATERIALS TIMELINE

• **Opening date of the call:** 25th of September 2017 (Brokerage Event)
• **Proposal registration:** 12th of January 2018
• **Proposal submission:** 28th of February 2018
• **Evaluation period:** March – May 2018
• **Results:** Early June 2018
• **Earliest starting date** for approved projects: 1st of January 2019
• **Latest starting date** for approved projects: 1st of July 2019
• **Pre-financing payment:** 55% of the project funding Q2 2019
• **Payment of balance:** 45% Q1 2020

• **SeedBook** for submitting the proposal  
  [https://seedbook.eitrawmaterials.eu](https://seedbook.eitrawmaterials.eu)
• **BlueBook** for reporting and budget adjustments  
  [https://bluebook.eitrawmaterials.eu](https://bluebook.eitrawmaterials.eu)
• **Proposal registration and submission platform goes “online”:** late November
THE KCA / KAVA / CO-FUNDING STORY

KIC contribution

Co-funding

Proof that prior budget was spent (since Dec. 9th, 2014)

• **KAVA** (KIC Added Value Activity)
  - upscaling: 25% KAVA / 75% KCA
  - education: 50% KAVA / 50% KCA
  - = requested budget for the project

• **KAVA co-funding:**
  - = 10-15% mandatory for up-scaling projects
  - = Optional but encouraged for Education, RIS, and Internationalisation projects

• **KCA** (KIC Complementary Activity)
  - = R&D already done to bring the technology at least up to TRL5
UPSCALING PROJECTS

• **Duration:** between 1 and 4 years

• **High TRL:** from at least 5 to 7-9

• **Consortium:** at least 3 Core / Associate partners
  from 2 different CLCs and 2 different countries
  Core / Associate partners from at least 2 sides of the knowledge triangle
  single partner cannot be WP leader for all WPs

• **Budget:** 25% KAVA / 75% KCA
  KAVA = 100% of direct cost + 25% indirect costs
  additional overhead cannot be claimed as co-funding

• **Co-funding:** 10-15% of KAVA required

• **Go-to-market strategy** (GO vs NO-GO) & **Backflow** to the KIC proposed
  • Educational component encouraged
• **Global budget:** 50M€ *(budget requested at Business Plan 2017)*

- 50-70% for upscaling projects:  
  - 35-45% Exploration / Mining  
  - 15-25% Processing  
  - 35-45% Substitution / Recycling / Circular economy

  - 2-3 Large size projects *(2-5 M€)*  
  - 3-4 Medium size projects *(1-2 M€)*  
  - 5-10 Small size projects *(< 1 M€)*
SOME RUNNING UP-SCALING PROJECTS

Note. Your CLC-Central is focused on the following thematics:

- substitution - recycling - circular economy

• Go-4-0 (Eramet, ArcelorMittal, CRM)
  From Fe- and Mn-oxides wastes to valuable metal alloys using novel carbon sources materials

• RACE TP (Arkema, IRT-M2P, Mondragon)
  Lightweight recyclable automotive thermoplastic composite parts for large series production

• SIRIUS (Nanomakers, CEA, Varta)
  Silicon nanoparticles based composites upscaling for high-efficiency batteries

• SUPERSMART (Arkema, ArjoWiggins, CEA, Fraunhofer, VTT)
  Printed electronics on advanced, fully-recyclable papers
EDUCATION (Activities)

• Master
• PhD Education
• Lifelong Learning
• Wider Society

Under the umbrella of the RawMaterials Academy:

• Raw Materials University Days

• Lifelong learning as a tool for tech transfer

• EIT labelled programmes
  -> Support to partner application
  -> Call process management
  -> Benefits:
    - dedicated marketing & communication service
    - additional scholarships (AVSA grants)
EDUCATION PROJECTS

- **Duration:** between 1 and 4 years

- **Consortium:** at least 3 Core / Associate partners from 2 different CLCs and 2 different countries. Core / Associate partners from at least 2 sides of the knowledge triangle single partner cannot be WP leader for all WPs

- **Budget:** 50% KAVA / 50% KCA
  KAVA = 100% of direct cost + 25% indirect costs additional overhead cannot be claimed as co-funding

- **Co-funding:** 10% of KAVA encouraged but required
SOME RUNNING EDUCATION PROJECTS

• **LightRight - Lifelong learning** (Fraunhofer, Uni Milano, Zanari Fonderies etc)
  *Curricula for professional training courses in materials for lightweight design, based on industrial needs*

• **SusCritMat – PhD but wider** (ESM, TU Delft, Granta Design etc)
  *Understand the impact and role of critical raw materials in a whole value chain view and by this have an added value for the companies by which they are or will be working*

• **AMIS - Master** (INP Grenoble, TU Darmstadt, Uni Liège, Aalto University, ArcelorMittal etc)
  *Acquire an understanding of the full raw materials value chain, and a mind-set for innovation & entrepreneurship focusing on substitution.*

• **IDS-FunMat-Inno - PhD** (Uni Bordeaux, Uni Nova Lisboa, Tecnalia, KU Leuven, Arkema etc)
  *Acquire I&E skill but also technical including processing, recycling and substitution of critical raw materials*
INTERNATIONALISATION & RIS ELIGIBILITY

• Internationalisation
projects that are building on the results and experiences of earlier projects

• Regional & Information Scheme
case-by-case basis projects; may include for example mobility programmes for students and professors, study visits, scientific and technical valorisation of the results, technology transfer, support of local start-ups, joint communication and networking events

<table>
<thead>
<tr>
<th>Targeted regions</th>
<th>Internationalisation</th>
<th>RIS</th>
</tr>
</thead>
<tbody>
<tr>
<td>EUNC: Neighbouring Countries of the EU</td>
<td>The East &amp; South-East Europe (ESEE) region</td>
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<tr>
<td>RDVP: Resource-rich developing economies (DR Congo, Bolivia, Peru, Liberia...)</td>
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<tr>
<td>RREM: Resource-rich emerging economies with strong activities in the RM sector (Brazil, Chile, South Africa, India, China...)</td>
<td>The Baltic countries</td>
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<tr>
<td>TECH: Developed economies leading in the RM sector (Australia, Canada, USA, South Korea, Japan...)</td>
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</tbody>
</table>
INTERNATIONALISATION & RIS PROJECTS

• **Consortium:** at least 3 Core / Associate partners
  from 2 different CLCs and 2 different countries
  Core / Associate partners from at least 2 sides of the knowledge triangle

• **Budget:** KAVA = 100% of direct cost
  co-funding encouraged, budget smaller than 200k€

• **Size and number of projects to be granted:**
  5 internationalisation projects
  5-10 Research & Information Scheme Projects
BUSINESS CREATION & SUPPORT

- Yearly Business Idea Competition
- Yearly Start-up and SME Booster

EIT RawMaterials Support

<table>
<thead>
<tr>
<th>IDEA</th>
<th>CONCEPT</th>
<th>PROJECT</th>
<th>START-UP</th>
<th>VENTURE</th>
<th>SME SCALE UP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business idea</td>
<td>Described business concept</td>
<td>Feasible defined concept</td>
<td>Validated key areas, start-up formed</td>
<td>Company with proven business</td>
<td>SME ready for expansion</td>
</tr>
</tbody>
</table>

Outcomes
BUSINESS IDEA COMPETITION (BIC)

- **General:** yearly activity in 2 rounds

- **Scope:** new solutions and approaches can be proposed on elemental, material, process, product, system and service level

- Winners receive a prize and are involved in various events organized by EIT RawMaterials, and have opportunity to network with the world largest community in the raw materials sector

- **Closing date:** 31st of May, 2017
BIC PHASES

1. Going beyond discoveries and intelligent mines
2. Optimisation of processes, recycling, and circular economy
3. Substitution of critical/toxic materials and for optimized performance

Launch Call
Submission of ideas
May 31st, 2017

Phase 1

Boot Camp
Idea laureates coaching
June – September 2017

Phase 2

Business Plan Competition
October 6, 2017

Phase 3

Final Ceremony
Pitching and nominations
November 2017

Phase 4

45 coached
(15 per category)

15 finalists
(5 per category)

9 winners
(3 per category)

1000 € prize

10000 – 5000 – 2000 €

Note. Petrochemical, food/agricultural, and construction raw materials are excluded
SOME BIC 2016 WINNERS

• COSMOS Fenix
  - Velaworks s.r.o (SK) + Univ. of Brescia (IT)
  - Flame retardant for plastic and rubber (replacing brom and antimony) from cleaner incinerator treatment

• Aero CDW
  - Keey Aerogel (FR) + Tecnalia (SP)
  - Super-insulating aerogel from recycled construction and demolition wastes

• GREENGO
  - Linköping University (SW)
  - Graphite from biomass (agricultural or forest wastes) for lithium batteries
For start-ups and SMEs that...
want to test their business ideas
would like to meet key players in the raw materials sector
are looking for financial and/or non-financial support

START-UP AND SME BOOSTER

Application deadline 15 July 2017
START-UP AND SME BOOSTER


- **End of May, 2017**: launching the call
- **15th July, 2017**: applications deadline

- **30th July, 2017**: short list of candidates for 2nd round
- **19–20th September, 2017**: first interviews, detailed discussions
  selection of start-ups to be invited for the pitch
- **2nd October, 2017**: final pitch in Paris
- **16th October, 2017**: announcement of prize winners

- **15–31st October, 2017**: contract negotiations
- **1st November, 2017**: start of activities

... more information upon contact with Business Developers from Central-CLC
START-UPS SUPPORTED (BY CLC-CENTRAL)

https://eitrawmaterials.eu/supported-start-ups/
CONTACT PERSONS AT CLC LEVEL

Key Account Manager

didier.zimmermann@eitrawmaterials.eu

✓ Single contact to partners for all matters relating to partnership
✓ Works closely with HQ in the processing of partnership and membership
✓ Keeps a fluid communication with the partner
✓ Communicates and reminds partners of EIT RM events and other relevant news

Project Officers

julien.frey@eitrawmaterials.eu
serge.monturet@eitrawmaterials.eu

✓ Main contact for the project coordinator and consortium construction
✓ Reviews Bluebook data periodically to ensure consistency and correctness
✓ Guides project coordinator on correct reporting, budgeting in Bluebook
✓ Keeps fluid communication with the project coordinator
✓ Communicates, reminds, and helps project coordinator meet deadlines and processes
CONTRACTUAL DOCUMENTS 1/2

• The Framework Partnership Agreement:
  • Document signed between the EIT in Budapest [headquarters of all EITs] and the EIT RM. The document is valid for 7 years.
  • It describes the rules of the partnership. This document has by-laws and many annexes. The Annex 4 of this document is signed by all the members of the EIT RM.
  • FPA includes the list of Third Parties

• The Specific Grant Agreement (SGA):
  • Document signed between EIT and EIT RM. It is a funding agreement by Europe. This document validates the EIT RM annual budget.
  • SGA gives authorization to EIT RM to discuss amendments without asking partners first
CONTRACTUAL DOCUMENTS 2/2

• The Internal Agreement (IA):
  • Document *signed between the EIT RM and each member of the EIT RM.*
  • The purpose of this Internal Agreement is to specify with respect to the KIC the relationship among the Parties, in particular concerning the organisation of the work between the Parties, the management of the KIC and the rights and obligations of the Parties concerning inter liability, Access Rights and dispute resolution.

• The Project Agreement (PA):
  • document *signed between the EIT Raw Materials and a project’s consortium.*
  • The Project Agreement is an annex of the SGA.
  • The annual budget is indicated in the PA

Documents available on EIT RM’s website
FOCUS ON THE PROJECT AGREEMENT

• Project Agreement:
  • Document signed between the EIT Raw Materials and a project consortium.
  • The Project Agreement is an annex of the SGA.
  • Not possible to change the wording or very few elements.
  • To be signed every year (or an amendment is added every year)
  • Precise information regarding:
    • Reporting
    • IPR, background
    • Duration
    • Budget, payment
    • ...
