Highlights Market Group Smart Mobility

Updated 21.03.2024



















Foreword & Welcome Market Group: Smart Mobility



Yann MarteilGroup President

Goals

The goals of the Group's
Mentors are clear: assist the
12 Company Members over
the next 2 years to develop
their:

- 1. Investments
- 2. Sales & Partnerships
- 3. Leadership
- 4. Visibility & Recognition

Overview

The 12 Company Members start their scaling journey from a solid base:

- •€482 million of investment already raised or an average of €40.2 million per
 Company
- •3 companies out of 12 from Southern or Eastern Europe, showing Europe's geographic diversity





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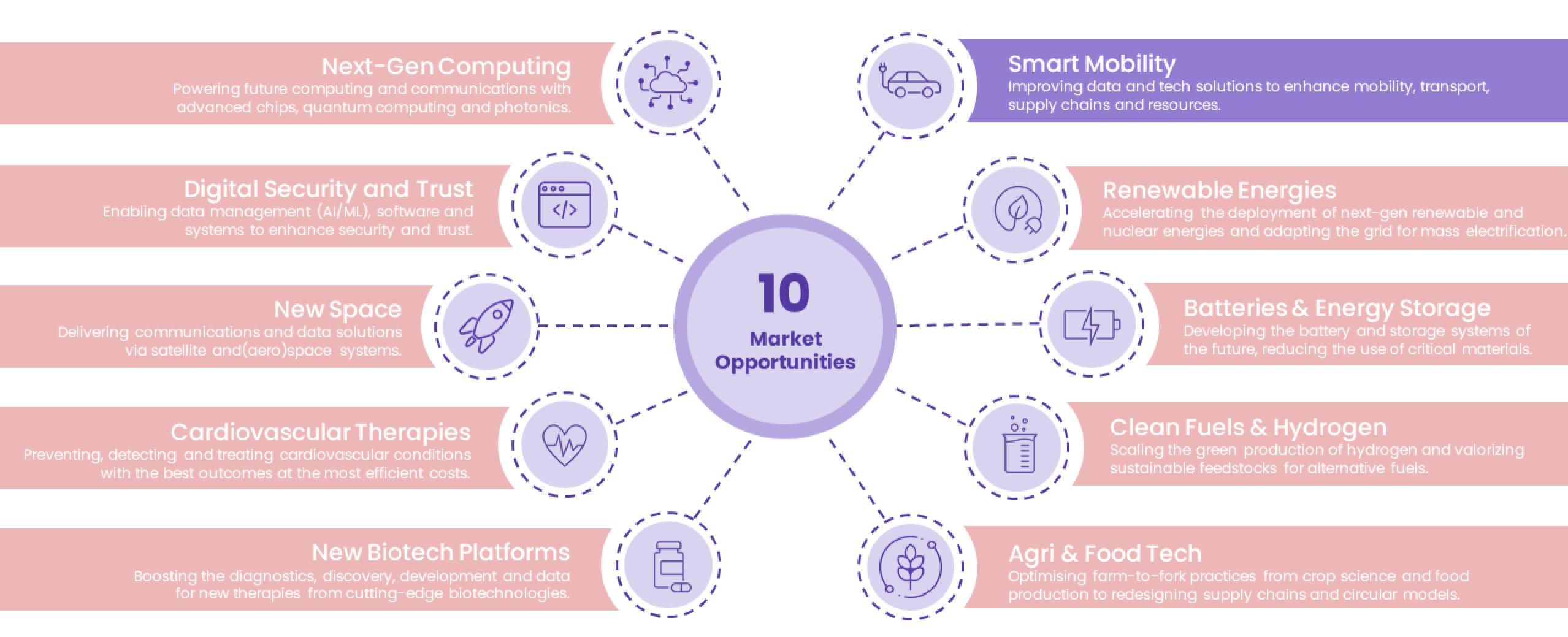
14-21. Scaling Club







1 of 10 Market Groups Market Group: Smart Mobility



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Why it matters

A 90% reduction in transport-related greenhouse gas emissions by 2050 is targeted by the EU, an industry employing over 10 million people and critical to European businesses and global supply chains.*

Main challenges

- Integrating digital and smart solutions in the mobility industry.
- Achieving a more sustainable mobility sector.

* Transport and the Green Deal, European Commission

On Group Manager

Market Group: Smart Mobility

Improving data and tech solutions to enhance mobility, transport, supply chains and resources.

Key technologies

- Al & ML Big data
- Internet of Things (IoT)
- Vehicle Telematics
- Application Programming Interfaces (API)
- Autonomous & Electric Vehicles

Market actors

- O.E.M. and automobile manufacturers
- IT and software companies
- Electricity and fuel suppliers
- Transportation service providers







Companies

Market Group: Smart Mobility





























Mentors

Market Group: Smart Mobility



Anne Lebreton-Wolf



Francois Baudu



Laureen Cook



Luisa Munaretto





Mika Rytkonen





Milen Ivanov



Nina Alastruey

in



Patrick Van Egmond









Rubina Singh

in



Sonia Ferreira

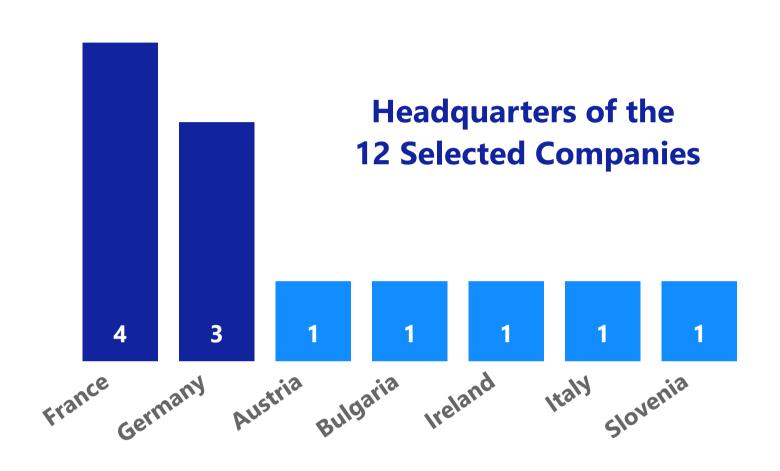




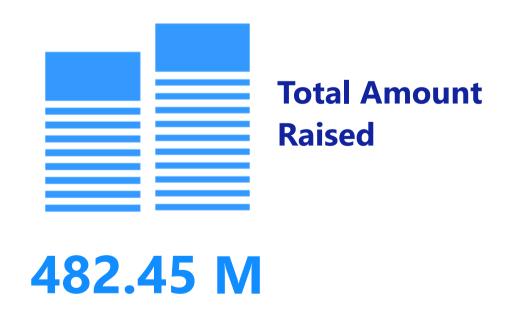


Summary DataMarket Group: **Smart Mobility**













Data as of 21 March 2024

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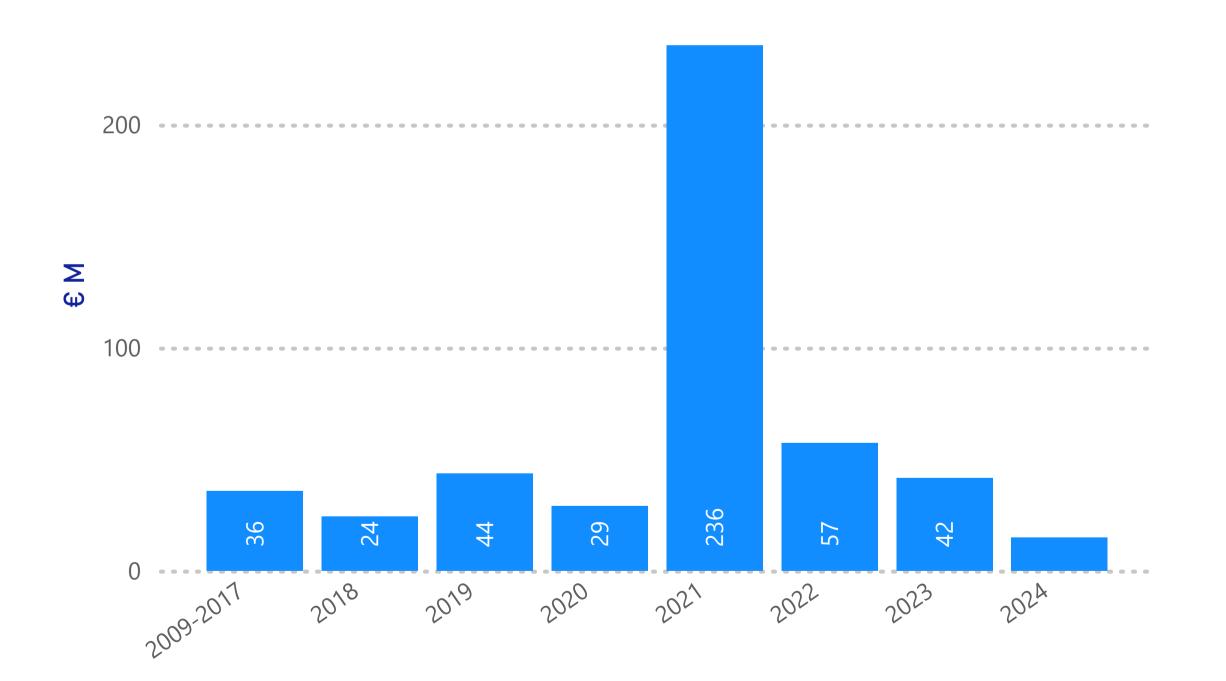




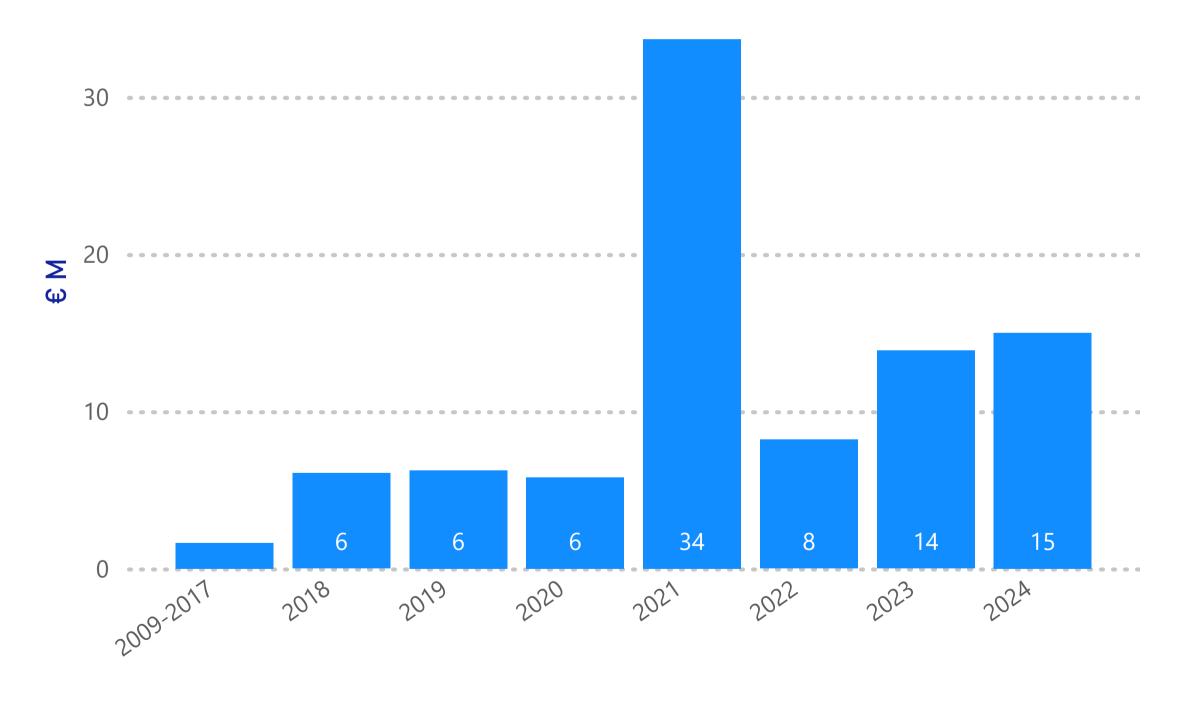
Investments Raised to date

Market Group: Smart Mobility





Average Round (in € M)



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The data provided here originates from Dealroom.





Stakeholder Members Market Group: Smart Mobility







Disclaimer:

Stakeholders seen on this slide have given consent for use of their logos. For the full list of Stakeholders kindly contact your Group Manager





Selection ProcessMarket Group: **Smart Mobility**

Minimum Criteria

- 1. Total Previous Funding: Min € 7.5 million or Min € 5.0 million in Horizon Europe widening countries and Associated Countries equivalent of R&I performance
- 2. Latest round of Funding after 1st
 Jan 2019
- **3. Headquartered** EU27 + Horizon Europe Associated countries
- **4. Within** the **Scope** of 1 of 10 Market Opportunities

Review Criteria

- 1. Management Experience
- 2. Product / **Technology** Merit
- 3. Go to **Market**/Strategy
- 4. **Competitive** Position
- 5. **Investment** potential
- 6. **Presentation** Quality

Important to consider

7. Women in Management



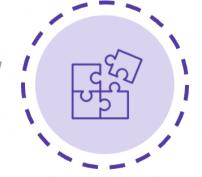
Selection

Steps

A. Reviews by investor and corporate
Stakeholder Members on Criteria
B. Collective call to review the ranking
by all Group Stakeholder Members

Composition Group of 12

- •Min. 50% EIC companies
- •Min. 2 companies from CEE
- •Min. 2 companies from SE

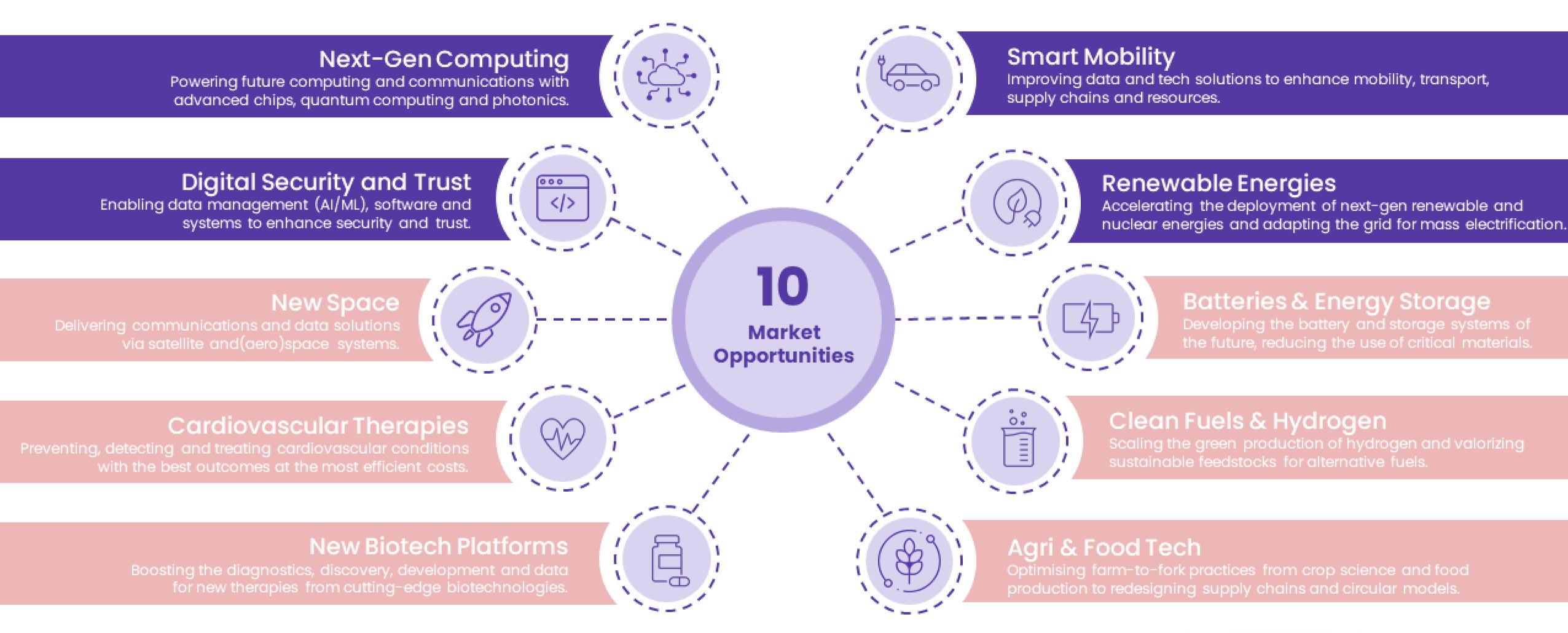




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4 out of 10 Market Groups



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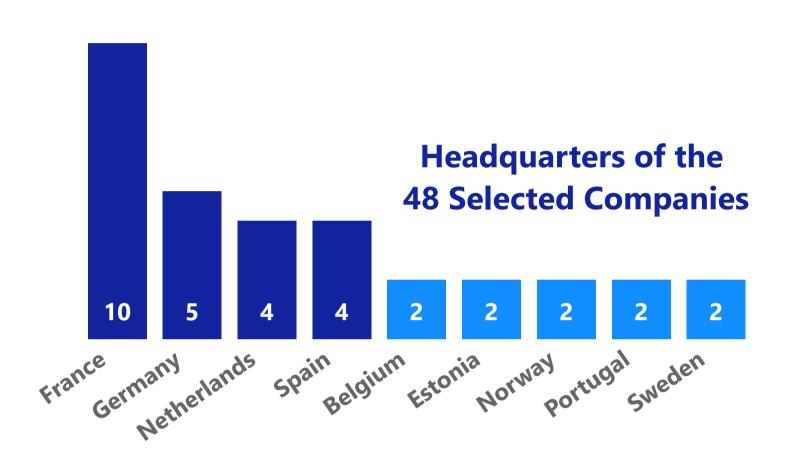




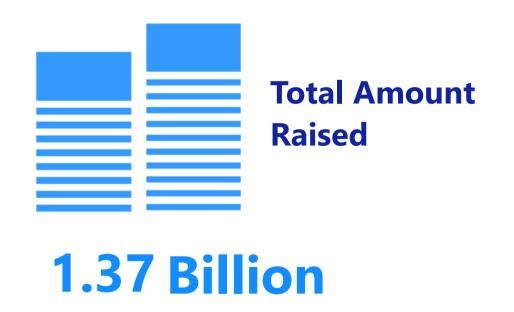
Summary Data

4 Market Groups = 48 Member Companies













Average Raised per Round

6.1 M

Data as of 21 March 2024

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About the EIC Scaling Club

European deep tech scale-ups have the potential to make a massive positive impact on the world.

United, we can turn that into a reality.



















We are on a mission to boost and showcase Europe's deep tech excellence



" Building word-class businesses with deep solutions for global challenges "



Market Groups



Powering future computing and communications with advanced chips, quantum computing and photonics.



Smart Mobility

Improving data and tech solutions to enhance mobility, transport, supply chains and resources.

Digital Security and Trust

Enabling data management (AI/ML), software and systems to enhance security and trust.



Renewable Energies

Accelerating the deployment of next-gen renewable and nuclear energies and adapting the grid for mass electrification.

New Space

Delivering communications and data solutions via satellite and(aero)space systems.



Market

Opportunities

Batteries & Energy Storage

Developing the battery and storage systems of the future, reducing the use of critical materials.

Cardiovascular Therapies

Preventing, detecting and treating cardiovascular conditions with the best outcomes at the most efficient costs.



Clean Fuels & Hydrogen

Scaling the green production of hydrogen and valorizing sustainable feedstocks for alternative fuels.

New Biotech Platforms

Boosting the diagnostics, discovery, development and data for new therapies from cutting-eage biotechnologies





Agri & Food Tech

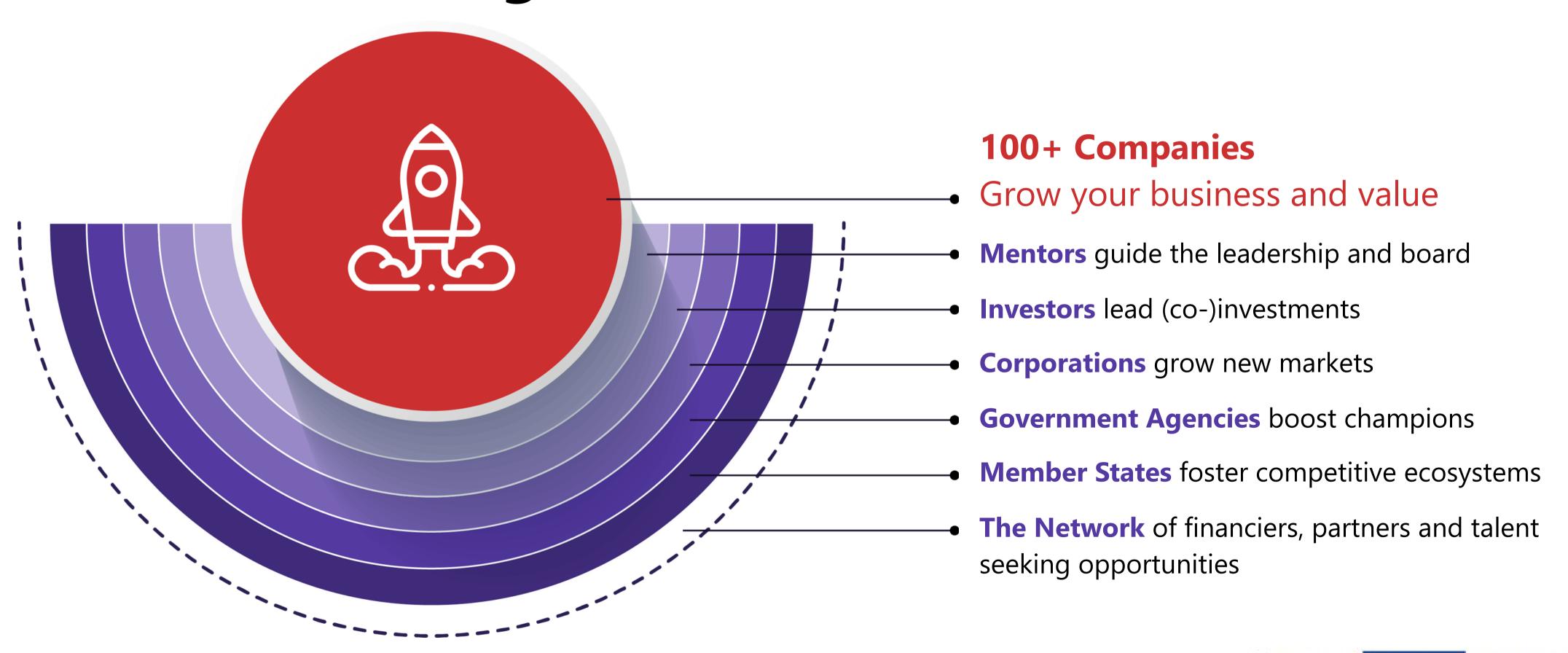
Optimising farm-to-fork practices from crop science and food production to redesigning supply chains and circular models.







Collaborate to grow value







Engage in a 2-year Programme * Company value growth The Club's Grow the value* of 100 select companies Pathway - Facilitate investment Foster in one of 10 Markets - Scale with **Ecosystems'** partnerships relationships - Grow leadership 6 Develop 5 Nurture and contacts & select core networks Optimise stakeholders time, costs and results **Grow visibility** and **recognition** Mentor **strategies**,



actions and contacts

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