



ANNUAL REPORT 2018



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FOREWORD

RAYMOND FREYMANN

CHAIRMAN OF THE SUPERVISORY BOARD



A growing ecosystem and partnership, record student graduation and intake in our schools, many market successes for the products and startups created from our innovation activities, a strong performing accelerator with a record exit of over €100 million from one of our alumni scale-ups.

So, in 2018, indeed we have been harvesting the value we are creating in EIT Digital from our ecosystem in the areas of innovation, entrepreneurship and entrepreneurial education. Our ecosystem again witnessed significant growth reaching over 200 partners. We had a very successful EIT Digital conference and partner event in Brussels where we also had our much-appreciated physical General Assembly. Our network of satellites will be further expanded into Scotland and Portugal with the decision to open two new satellites in Edinburgh and Braga in the first half of 2019. With respect to our hub in Silicon Valley we are happy to see the decision to open an official EIT Hub in San Francisco where other KICs will join us in the Bay Area. The EIT Hub in San Francisco builds on the success of the X-KIC EIT House in Brussels. We are increasing our X-KIC collaboration amongst others through joint innovation actions with EIT Health from our Digital Wellbeing area.

When it comes to the EIT Digital Supervisory Board we have seen many new members joining the board during this year. We have now filled all the positions of the independent board members and we have renewed the composition of our SB committees

for Nominations and HR, for Finance, For Strategy and Identity, and finally for integration of Education, Research, and Business.

The committees have been very active with a special focus on strategy through the creation of our new Strategic Innovation Agenda 2020 – 2022, For A Strong Digital Europe. The SIA outlines our strategic innovation areas, our scaleup strategy for Europe and the strategy for the further development of our schools and as such it serves as the basis for the development of our Business Plans for the coming three years. Next to the SIA, EIT Digital is heavily involved in the positioning and ambitions of EIT as well as EIT Digital in the next Horizon Europe program. A continued EIT financial base support for the first generation KICs (Energy, Climate, Digital), after year 15, is an essential element in those discussions, and meanwhile by all parties understood as essential for the future of the EIT.

Next to that, other important topics for the committees have been impact, sustainability, synergy between our education and innovation activities and HR policy. In 2018, our activities continued to generate increasing impact via delivery of products and new ventures from our innovation activities, but also from the growing number of graduates. Our impact is increasingly visible through a strong presence in traditional and social media. We make progress on the execution of our sustainability strategy through increased partner contributions, through return on investments from our innovation activities, and through the scaleup contracts in our Accelerator.

EIT DIGITAL HIGHLIGHTS 2018

However, the generated revenues stayed behind our projections. To further grow the impact of our activities we have launched so-called AAA activities, which are pre-seed activities creating startups with high impact and revenue potential in close collaboration with partners from our ecosystem. Two activities have been launched in the areas of Digital Finance and Digital Cities, and further activities are on the drawing board.

Digital entrepreneurial talent is at the heart of EIT Digital. It motivates our investments in our Master, Doctoral, Summer and Professional Schools. The growing number of students and graduates of our schools demonstrates that EIT Digital is consistently building its reputation as a provider of high quality digital entrepreneurial education programs. An important step in the further development of our Master School this year has been the signing of the master school agreement with our university partners. The agreement lays out the growth and renewal ambitions and at the same time provides the financial framework for the operation of the EIT Digital Master School in the coming years till 2022.

Finally, on a personal note, I want to thank everyone that contributed to EIT Digital. It is always a pleasure to meet the people that drive our successes. When visiting our Co-Locations and meeting our students, entrepreneurs, partners, teachers, startups it time and time makes me proud to be part of this community that has such an important mission to provide the talent and innovations for a strong digital Europe.

PAN-EUROPEAN ECOSYSTEM

EIT Digital has grown its ecosystem to 215 partners. More than 70 new partners joined in 2018, including 53 from industry.



ENTREPRENEURIAL EDUCATION

390 new students enrolled in EIT Digital's master and doctoral programmes. In total more than 1,900 students have enrolled since 2011.

EIT Digital held 10 summer schools with a total of 371 participants.

EIT Digital's massive open online courses on coursera are increasingly popular, attracting over 100,000 learners.



INNOVATION AND ENTREPRENEURSHIP

10 new companies were created as a result of innovation activities and more than 80 products and services were commercially launched.

61 scaleups were supported by the EIT Digital accelerator. More than €100m capital was raised for scaleups.



CEO STATEMENT

WILLEM JONKER

CEO



Harvest for Value - that is certainly what we have been doing in 2018. In all our key domains, ecosystem, innovation and entrepreneurship, and entrepreneurial education, we have seen growth, thus expanding the reach and impact of EIT Digital. Our activities do not only demonstrate the richness of our further growing EIT Digital ecosystem, they also prove our ability as a community to harvest this richness and deliver important value to Europe through our digital innovations and entrepreneurial talents. The direct value being very visible from our products created and launched in the market, our start-ups being build, the growth of our scale-ups, the growing number of participants and graduates in our entrepreneurial education programs.

Our results and impact are increasingly recognized as is demonstrated by the strong growing media attention for our work both in traditional (over 130 articles in tier-1 newspapers and magazines) and social media (close to half a million visitors on our websites).

Other significant indicators were the record number of participants to our very well received annual conference in September in Brussels, featuring keynotes by European thought leaders and expert panelists engaging a European audience of more than 900 in lively debates, as well as the growing

participation in our Innovation Days across all locations in our pan-European ecosystem.

EIT Digital's communications agenda strengthens the recognition of our organisation being a successful executor of our mission for a strong digital Europe, through our innovation and entrepreneurial education activities. Next to that, it supports our growing role as a thought leader and key player when it comes to the digital transformation. This makes us an influencer, facilitating the stakeholder debate across Europe and beyond, on both technological aspects and societal impact of the digital transformation.

ECOSYSTEM

In 2018 we have seen an acceleration in the growth of our ecosystem, bringing the total number of partners to 215 (of which 53 new partners from industry). Our ecosystem forms the foundation of our organization and its rapid growth demonstrates the attractiveness of our pan-European partnership. This growth also illustrates our intensified operations and impact across Europe. We are further expanding our geographic reach by the decision to open two new locations in 2019: an additional location in the UK through a satellite in Edinburgh which allows us to deeply connect to the Scottish digital ecosystem, and a new satellite in Braga to connect to the Portuguese digital ecosystem with an emphasis on the Braga-Porto region. This will bring the number of locations where EIT Digital operates to 18.

The Braga satellite illustrates the growing impact of our ARISE program. We have intensified our collaboration with innovation centers in the Baltics,

Eastern and Southern Europe amongst others through a very successful venture creation program that allowed us to support 15 teams to build their startup out of the 104 teams that applied. In addition, we increasingly benefit from our operations in Silicon Valley through increased collaboration in the education domain, amongst others the cross-Atlantic cybersecurity professional education course we co-created and delivered with UC Berkeley in Munich and San Francisco. Also, from our San Francisco Hub we developed the DeepHack program and piloted it in Berlin and San Francisco. Based on these pilots we will further improve the program and deploy it across our locations. The benefits of being well connected to the strongest innovation cradle in the world are also recognized by the EIT and other KICs, resulting in the decision to be represented in San Francisco as well and to collaborate in Silicon Valley under the umbrella of an EIT Hub. EIT Digital played a decisive role here.

The collaboration with other KICs is strengthened via joint activities in areas of ecosystem, outreach, education and innovation, where we started to lay out a collaboration with EIT Health from our strategic Digital Wellbeing area. Worth to mention is the success and expansion of the EIT House in Brussels, hosting in its first year of operation close to 200 meetings with over 5,000 participants in total. It shows the growth of the EIT and its impact, and secured its position in the future Horizon Europe program.

INNOVATION AND ENTREPRENEURSHIP

Our innovation activities are streamlined around five innovation focus areas: Digital Cities, Digital Finance, Digital Industry, Digital Tech, and Digital Wellbeing. After a pilot year in 2017, Digital Finance has become a full-fledged focus area producing 12 product launches and 2 startups. An impressive total of 10 startups were created from our focus areas and 84 new product launches.

From our Digital Cities focus area, we saw strong delivery from our CEDUS activity with its product City Enabler allowing urban service providers and local governments to actively collaborate in exploiting urban data. In 2018, first Italian cities (Genova, Palermo) used the City Enabler for natural disaster and urban data management, respectively. In South America, a contract was signed with a telco in Montevideo in the area of smart parking and air quality management as well as with La Plata City in Argentina. Around 20 other

cities are being discussed (e.g. Hamburg, Sao Paulo) and a first NDA was signed with a large telco in Europe. A consortium that includes EIT Digital submitted a proposal for the SELECT for Cities Pre-Commercial Procurement, issued by the cities of Antwerp and Helsinki, for which it is now in the final phase.

Digital Industry activity Smart Construction created the start-up Enoba that addresses the error prone gap between the planning and the reality on the construction site, using a variety of wireless sensor nodes and a software platform that gathers and combines all available information at construction sites. The main advantage comes from saving costs by avoiding overshooting the planned budget and schedule. The solution also allows for remote management to control complex construction sites. Already during 2018 Enoba was able to sell its product EnobaSense to the first 2 customers.

The Digital Finance activity Conversational Banking Front-end created startup Xanta designed to help banks to enhance and partially replace human operator or menu driven client interactions in customer service with intelligent, computer assisted, personalized natural language conversation.

The Digital Tech innovation activity Security Operations Centre for Critical Infrastructures delivered a solution designed to protect critical infrastructures against advanced persistent cyber threats through a security operations center. This is the only service offering prevention, protection, detection and response tailored to European critical infrastructures. The product was launched with 4 critical infrastructure providers, deployed in Sweden, Finland, Spain and Hungary.

In our Digital Wellbeing focus area, the activity Digital Prescription Intervention Service to Improve Asthma Control delivered Respiratory Care 2.0, a connected platform to enable pharmacists and physicians to optimize respiratory therapies and disease control with smart inhalers and data intelligence for the provision of personalised medication. The solution allows to achieve better health outcomes at a lower cost, offering a transformative business opportunity for pharmacists to provide maximum patient care. The two products developed were launched for physicians and pharmacists involving 23 customers and 223 patients.

more...



Our EIT Digital Accelerator further expanded its operations by signing up 29 new scaleups bringing the total number of supported scaleups in 2018 to 61. Scaleups are supported mainly in acquiring customer and investments. Close to 2.5 thousand customers leads were provided to the scaleups in our portfolio, of which 84% international, showing the power of our pan-European approach. Scaleups and alumni scaleups from the last 3 years raised an impressive €137 million of investments, of which €18.2 million directly via our Accelerator. The EIT Digital Challenge is the largest deep tech scaleup contest in Europe and acts also as an instrument for sourcing new scaleups from the whole of Europe. More than 200 scaleups from 24 European countries applied to the 2018 EIT Digital Challenge edition, 50% growth with respect to 2017, another sign of our growing brand and reputation.

Finally, we introduced two new innovation and entrepreneurship instruments in 2018. The DeepHack instrument, already mentioned above, aims at mobilizing entrepreneurs around corporate innovation challenges and piloted in Berlin and San Francisco. And the AAA instrument aims at delivering disruptive startups in strategic areas with high impact and financial return potential. Two AAA activities were launched in 2018: Last-Mile-Autonomous-Delivery in Digital Cities and Pay-with-a-Smile in Digital Finance.

ENTERPRENEURIAL EDUCATION

Our EIT Digital Master School has witnessed a strong growth in 2018 and welcomed a record Master School intake of 378 freshmen at the kick-off event in Paris. An increase of 38% with respect to 2017; 54% of the students are from the EU, and 25% are female. The Master School also delivered a record of 250 digital entrepreneurs at the graduation ceremony in Eindhoven. An important step in the further development of our Master School has been the conclusion of the cooperation agreement with our university partners that defines the development for the coming years.

Our EIT Digital Industrial Doctoral School awarded 15 doctorates in Budapest for successful completion of their PhD program that trained them to become Europe's future digital leaders in industry. The Doctoral School is also witnessing a growing involvement of our industry partners and expanded its impact. Recruitment of PhD candidates to fill the positions available in our Doctoral School becomes increasingly challenging, given the overall shortage of digital skills.

We witness a similar challenge when recruiting for our Post-Master positions. There it is not only the overall shortage of digital skills, but also the complexity of labour regulations especially where it comes to applicants from outside the European Union. As a



result, only about 50% of the available positions are filled.

Our professional school delivered its first cross-Atlantic program with UC Berkeley. In 2018, 6 new courses were produced in collaboration with our partners, of which 5 delivered as blended courses.

With close to 400 participants we had a successful 2018 edition of our Summer Schools. Our summer school programs are annually renewed and kept up to date with the most recent developments in our strategic areas as listed above. The evaluation of the summer schools by the participants demonstrates the high quality of our summer schools.

Blended education programs delivered partially through on-line platforms are an essential ingredient of the innovation EIT Digital brings toward digital education programs. Number and quality of on-line material and MOOCs has been improved again in 2018: we had 33 MOOCs counting 600,000 visitors, 120,000 unique learners and over 2,400 course completions (doubling the 2017 completions). For the master schools a first pilot was executed with the blended embedded systems program. Based on this pilot the ambition is to more widely deploy this format through our network and towards other programs. Although modest, we are happy to observe that our MOOCs start delivering a financial return on the investments.

SUSTAINABILITY

The diversification of our income streams is an essential element of our strategy to anticipate the reduced EIT financial support now EIT Digital has become more and more established, recognized and impactful. We are happy to see that we have been able to come close to the realization of our sustainability targets for 2018. Based on the experiences gained we will further refine our strategy in order to sustain our ecosystem and its innovation and entrepreneurial education activities.

Each and every one of you makes our success possible with your passion, dedication and “can do” attitude. This is the foundation that gives us confidence to further step up our results and impact in the coming years. Together we are further building the most impactful digital innovation community in Europe.

I thank all of you for your continued engagement and contributions in 2018 in working on a strong digital Europe.

Willem Jonker
CEO



CHAHAB NASTAR

CHIEF RESEARCH &
INNOVATION OFFICER

INNOVATION AND ENTREPRENEURSHIP

As one of the pillars of the EIT Digital strategy, Innovation and Entrepreneurship is about EIT Digital co-investing in activities that accelerate the market uptake of digital technologies – leveraging a unique European ecosystem.

In order to create pan-European impact and critical mass, EIT Digital investments in Innovation and Entrepreneurship are clustered in five strategic focus areas: Digital Tech (formerly called Digital Infrastructure), Digital Cities, Digital Industry, Digital Wellbeing, and Digital Finance. These areas have been strategically chosen with respect to major digital trends and European leadership potential.





In Innovation and Entrepreneurship, EIT Digital drives two types of entrepreneurial projects (Figure 1):

Innovation activities, sourced at the EIT Digital partnership, are awarded through an annual open and transparent process of call for proposals. These activities are based on agile cooperation between EIT Digital's partners to typically turn research results and technologies into products with a business model. They are at a pre-incubation stage with the objective of hitting the market at the end of the year, attracting customers and investors.

Fast-growing startups (also known as scaleups) admitted to the EIT Digital Accelerator scaleup program are sourced either through the annual pan-European contest, EIT Digital Challenge, or through direct scouting. These companies are more mature – they have already reached product/market fit and are scaling up rapidly. Scaleups are supported by the EIT Digital Accelerator, a pan-European distributed team of business developers and fundraising experts working out of EIT Digital Co-Location Centres. EIT Digital's ambition is for them to become dominant digital champions.

Figure 1:
The integrated Innovation and Entrepreneurship funnel

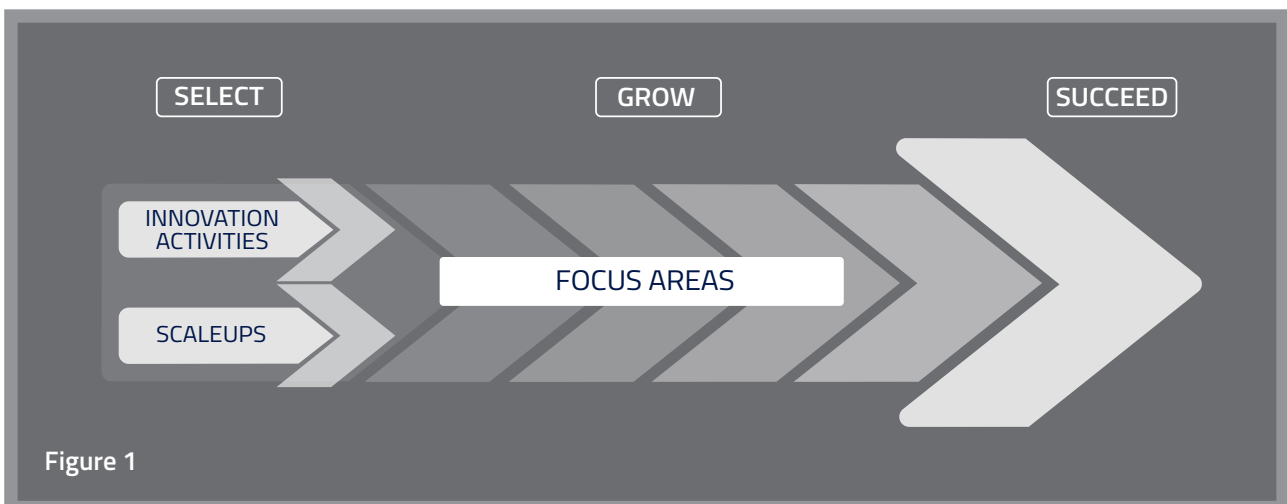


Figure 1

DRIVING INNOVATIONS TO THE MARKET

EIT Digital drives innovations to the market in the following strategic focus areas: Digital Tech (previously called Digital Infrastructure), Digital Cities, Digital Industry, Digital Wellbeing, and Digital Finance.

The Digital Tech focus area is the core enabler of the digital transformation by providing secure, robust, responsive and intelligent communications and computation facilities.

The Digital Cities focus area leverages the digital transformation of the cities through centralised, participative and collaborative interactions between city actors: government, city service providers, industry, citizens.

The Digital Industry focus area covers the seamless process from production to retail and the related supporting functions such as logistics and consumer engagement.

The Digital Wellbeing focus area leverages digital technologies to stay healthy (prevention/early detection) or cope with an existing chronic condition. Both physical and mental wellbeing are considered.

The Digital Finance focus area covers the delivery of innovative financial products and services through digital technology, with the objective of making financial systems more reliable, more transparent, and less dependent on central infrastructures.

Each area contains a portfolio of innovation activities carried out by the pan-European EIT Digital Partners,

and fast-growing technology startups that are ready to scale commercially (also known as scaleups). This section of the Annual Report focuses on the innovation activities.

The EIT Digital innovation activities focus on market impact. These activities are awarded through an annual open and transparent call process. Each activity is an entrepreneurial open innovation project between a few partners to typically turn research results into products targeted at a customer segment.

Innovation activities adopt agile development methodologies with a committed agile team working with short, successive development cycles working towards a minimum viable product (MVP).

Each innovation activity runs like a venture with a business champion that provides specifications and commits to go-to-market. Value creation from innovation activities is realised in a variety of ways, such as catalysing new startups, growing mid-size companies and boosting the adoption and the market access of innovations at large corporations. Success is measured with two key performance indicators (KPIs): “number of products launched” and “number of startups created”.

In 2018, EIT Digital supported a total of 52 innovation activities in five focus areas. As an outcome of these activities, EIT Digital launched 84 products and created 10 startups. Some of the concrete examples of these products and startups are showcased in the next pages of the Annual Report 2018, per strategic focus area.



ACCELERATING SCALEUPS

DOLF WITTKÄMPER

HEAD OF EIT DIGITAL ACCELERATOR



The EIT Digital Accelerator supports European digital ventures in scaling up their businesses in Europe and beyond. The goal is to help promising digital technology scaleups intensify their growth, secure target customers and raise capital

After the transition from a free to a fee-based support programme for selected scaleups in 2017, the EIT Digital Accelerator focussed in 2018 on combining all the required activities to grow its portfolio, access to international buyers and access to venture capital – while solidifying its route to sustainability.

By signing up another 29 companies, the EIT Digital Accelerator supported 61 contracted scaleups in 2018. The programme is tailor-made and designed to deliver 12 months of active acceleration, and another 12 months of active follow-up support. It is positive to see that the first companies have started to sign-up for a consecutive period.

The sharper focus on scaleups and a stage-gated selection process led to an increased maturity level within the portfolio. Hence, at the time of joining the Accelerator programme, the average company turnover is now €1.9 million and the average headcount 38 employees.

EIT Digital Accelerator support focusses on two main areas: Access to Market (A2M) and Access to Finance (A2F). Over 30 business developers and fundraising experts with diverse backgrounds (serial entrepreneurs, business consultants and industry

veterans) work from nine different European countries, as well as EIT Digital's Silicon Valley Hub.

The A2M team supports companies with qualified lead generation, through targeted introductions and corporate matchmaking events across Europe. They also help companies develop and define their go-to-market strategies, and move into new territories. Last year, the A2M team facilitated over 2,350 direct introductions to potential customers in 21 EU countries and the USA – a steep increase compared to 2017. This resulted in an average of 10 engaged corporate customers per scaleup and the first deals closed. The A2M service is truly international, with 84% of leads coming from outside the home country.

The A2F team provides scaleups with the fundraising guidance, preparation and investor connections needed to raise Series A or Series B investments (€2 million to €15 million). With strong links to over 300 international financial and corporate venture capital firms, the team can identify the ideal investors for any of the supported scaleups, including corporate venture funds – a growing category of investors that understand the added value that innovative scaleups can bring to their future business.

In 2018, the A2F team delivered good results and hit its targets, raising €17.6 million directly for the companies in the 2018 programme, plus €118.8 million for the companies which had completed the programme up to three years before. EIT Digital can also report that its 2016 Alumnus company SecurityMatters had an impressive exit, valued at €99 million (acquired by ForeScout in November 2018).



The fifth edition of the EIT Digital Challenge – the pan-European contest to identify the best fast-growing digital technology ventures within the EU28 countries – was launched in April. The contest was split into five categories following the EIT Digital focus areas: Digital Industry, Digital Cities, Digital Wellbeing, Digital Tech (previously called Digital Infrastructure) and Digital Finance.

Two hundred innovative companies from 24 European countries took part in the contest. The top five scaleups from each category were invited to pitch their technology onstage at a final event, in front of an international jury of experts.

The winner of each category received a prize package worth €100,000, while the second prize was a package worth €50,000. The five winners and five runners-up of the 2018 contest were more developed than in previous years, with an average team size of 45 people, average revenue of €2.8 million and average funding of €4.5 million. All ten winners joined the EIT Digital Accelerator and will receive international growth support throughout 2018 and 2019.

In the following pages, we showcase two scaleups per focus area, and detail their success stories.

“The EIT Digital Accelerator supports us in expanding our business in Europe. The €500,000 contract closed recently is a great start.”

BORIS DIMITROV
CEO AND CO-FOUNDER OF CHECKPOINT CARDIO





DIGITAL
CITIES



DIGITAL
INDUSTRY



DIGITAL
WELLBEING



DIGITAL
TECH



DIGITAL
FINANCE



STÉPHANE PÉAN

INNOVATION LEADER

DIGITAL CITIES

By 2050, the global urban population will increase by 75% to 6.3 billion (i.e. two-thirds of the world population). The challenge of developing and maintaining attractive, inclusive and safe urban environments needs to be met on multiple fronts. Urban mobility, citizen safety and urban information ecosystems powered by data are key areas that are affected. That's exactly the orientation the Digital Cities focus area has taken to drive its innovation portfolio.

In 2018, the Digital Cities focus area portfolio included nine innovation activities: two related to urban mobility, four in city analytics and three in safety. The outcome was 16 products delivered and one startup created.

Some innovation activities targeted new market segments: three make use of drones to support safety and environment use cases – aerial drones in the case of Drones4Life and Drones112, but also aquadrones with Autonomous Harbour Cleaning.

Mycarlot, an innovation activity proposing a smart parking solution for cities based on predictive analytics and targeting disabled drivers, was the startup.

In terms of visibility, the Digital Cities area and its portfolio of innovation activities were represented

through on-stage sessions at two major events in 2018: the ITS World Congress in Copenhagen and the Smart City Expo World Congress in Barcelona.

Two Summer Schools took place related to Digital Cities in 2018: in Rennes (France) and Tallinn (Estonia) involving around 40 students each. The University of Rennes Summer School focused on the topic of Predictive Analytics, Big Data, Mobility and Open Platforms for an Efficient and Participative City, and the University of Tallinn on Integrating Personalised Mobility Solutions for Digital Cities. Both summer schools were highly appreciated by the participants.



DIGITAL CITIES

INNOVATION ACTIVITY

CEDUS



The City Enabler, created by the CEDUS Innovation Activity, is a FIWARE-based open-source software product allowing public and private urban service providers and local Governments to actively collaborate in exploiting urban data. Collected data is managed and visualised in order to support city managers in decision-making processes. It is also made available to all stakeholders to exploit and combine it, opening up the possibility of the creation of new business models, ventures and innovative map-based urban services.

In 2018, a unique search engine was developed and implemented to collect open data in cities. Moreover, four pilots were successfully implemented in France, Italy and Spain.

The Italian cities of Genova and Palermo were the first to adopt The City Enabler, using it for natural disaster and urban data management respectively. In South America, contracts were signed with ANTEL, a telecommunications company in Montevideo (Uruguay), for smart parking, and La Plata City (Argentina), for air-quality management. Around 20 other cities are already in discussions and a first non-disclosure agreement has been signed with a large telco in Europe.

A consortium including EIT Digital submitted a proposal for the SELECT for Cities Pre-Commercial Procurement (PCP) for the cities of Antwerp, Copenhagen and Helsinki. In 2018, the City Enabler won the final phase of the competition, with the highest score among finalists. This success was announced on stage at Smart City Expo World Congress.

To promote The City Enabler, a marketing roadshow called Enabling the City took place in six major European cities in collaboration with Open & Agile Smart Cities (OASC), CEDUS and EIT Digital. This was an opportunity, not only to contact half a dozen cities, but also to better understand their needs. The City Enabler is now a well-known name in Europe.



DIGITAL CITIES

INNOVATION ACTIVITY

AUTONOMOUS HARBOUR CLEANING



The Autonomous Harbour Cleaning Innovation Activity resulted in an integrated solution for the autonomous cleaning of harbours, lakes and ponds. The solution solves real and concrete issues faced by European cities and regions, relating to aquatic mobility, urban information, safety and cleanliness. It will accelerate the transition to more attractive and safe cities, and better water-cleaning services.

The plug-and-play solution developed by the innovation activity during 2018 is a robotic trash collection system that doesn't disrupt aquatic life or traffic, and supports recycling. The fully autonomous system consists of a waste-collector known as Wasteshark, and a docking station called Sharkpod. It communicates thanks to 4G and moves with the use of a laser-scanner-based anti-collision system and artificial intelligence.

A minimum viable product was designed to satisfy all types of customers in diverse potential markets. The current design of the Sharkpod is low-cost, portable and resilient to waves, currents and seawater. The solution was proven to autonomously harvest substantial amounts of floating garbage (up to 10 cubic decimetres per hour), dump this in a container and be electrically charged for the next round.

The business champion of the Autonomous Harbour Cleaning Innovation Activity is RanMarine Technology, which also owns the product. In 2018, new markets were entered, tradeshows visited and demonstrations given. All resulted in concrete customer interest and the sale of a solution to the city of Dubai, with intent for more.

Early in 2019, RanMarine was invited to attend a high-level event in Berlin – the Digitising Europe Summit 2019 – attracting 400 high-ranking guests.



DIGITAL CITIES

SCALEUP CASE STUDY

ROMBIT



Belgian scaleup Rombit, founded in 2012, helps both governments and the port sector quickly improve workflows, planning-efficiency, health and safety and site security. It delivers hard- and software solutions that closely integrate with buy-or-build internet of things (IoT) devices and with the proprietary Romware™ brand.

The Antwerp-based company has already implemented IoT solutions for smart cities and harbours in several Belgian cities and municipalities. Among Rombit's clients are the city of Antwerp, Euroports and Sea-Invest. The scaleup has previously won the Logistics of the Future Innovators Award and the Fujitsu Startup Award.

Rombit was one of the finalists in the Digital Cities category of the EIT Digital Challenge 2017, and joined the EIT Digital Accelerator shortly after. With the support of the Accelerator's satellite office in San Francisco, the company expanded its worldwide reach through various high-level meetings with potential clients in the US. It was named Most Innovative International Startup 2018 at the Bridge SF conference.

The EIT Digital Accelerator also supported Rombit to scale in Europe, by connecting it with several potential customers in the French, Dutch and Spanish markets. In 2018, Rombit displayed its dashboarding solutions at the Smart City Expo Barcelona and, after being introduced by the EIT Digital Accelerator, to several big French companies.

"We developed very good relationships with EIT Digital's business developers. We see EIT Digital as an organisation that can open doors for us with customers that we want to work with."

EVERT BULCKE
CSO, ROMBIT



DIGITAL CITIES

SCALEUP CASE STUDY

CLEVERCITI



Founded in 2012, Cleverciti has developed a powerful sensor technology for on-street parking detection and management.

The German scaleup brings together all aspects of smart parking management in one integrated system – from overhead sensors to mobile apps, management software and analytics. The company aims to reduce parking-search traffic and carbon dioxide emissions to solve some of the most urgent challenges faced by cities today.

Fast and easy to install, Cleverciti's sensors analyse parking spaces along a city's streets, sending an update every three to 10 seconds to the Cleverciti Cockpit and Circ 360™ display, or another white label application.

The company targets cities, airports, shopping malls and stadiums in Europe and the US. It already has over 40 customers around the world, including Dubai and London.

The scaleup was the winner of the Digital Cities category of the EIT Digital Challenge 2017, and joined the EIT Digital Accelerator shortly after. Throughout 2018, Cleverciti was supported by the EIT Digital Accelerator's team of dedicated business developers, helping it to scale its business in Europe.

With the help of the Accelerator, the company attended various events, such as Startup Europe comes to Silicon Valley, and Mobile World Congress America in Los Angeles, where they were listed in the GSMA 100 – a global innovation discovery initiative designed to identify and advance the next generation of connectivity and digital services. In September 2018, Cleverciti was a featured panelist at the EIT Digital Conference in Brussels.

"To acquire customers and operate businesses in different countries requires many resources. With the support of the EIT Digital Accelerator, we will have the chance to strengthen our international sales efforts and expand in more markets faster."

MAXIMILIAN VENHOFEN

DIRECTOR BUSINESS DEVELOPMENT, CLEVERCITI





PETRI LIUHA

INNOVATION LEADER

DIGITAL INDUSTRY

The Digital Industry focus area covers the seamless process from production to retail, as well as related functions such as logistics and consumer engagement. The mission of the focus area is to improve efficiency in production and retail, to better address customer needs and to help save natural resources in manufacturing and logistics.

The Digital Industry focus area is addressing a vital area for Europe. While there are many European initiatives to speed up digital transformation, the manufacturing industry as a whole has made limited progress in applying new technologies. There is a big opportunity in using large amounts of data to optimise all stages of operations, and in moving to service-product bundles with the help of real-time feedback from products in use. Business model innovations can positively disrupt many current industries as service-product combinations can be more effective and valuable than the product itself.

In 2018, the portfolio included 13 activities – many on the manufacturing side and some also in product life-cycle management, product design and retail. The High Impact Initiative (HII) known as Operate European Digital Industry with Products and Services (OEDIPUS) continued for the second year, bringing to market solutions for data collection from factory floor and industrial cloud services. The portfolio activities delivered 25 new products and two new startups were created: Award and Enoba.

Within the Digital Industry Focus Area, two Summer Schools were arranged: Internet of Things (IoT) Platforms for Industry 4.0 took place in Munich with 34 attendees, and 28 people attended Retail, Markets, and Consumer Engagement in Helsinki. Manufacturing companies need different kinds of competences to other types of organisations, including connectivity, data science, cloud software solutions, cybersecurity and human-computer interaction. The majority of the manufacturers are now looking to acquire these skills within their own workforce rather than rely on external services.



DIGITAL INDUSTRY

INNOVATION ACTIVITY

PQP



The Product Quality Prediction Innovation Activity (PQP) addresses quality inspection in manufacturing lines. Inspection is typically done post-production by taking samples from batches of finished products. This causes interruptions in production and can generate additional costs in the form of wasted materials and scrapped products if faults are detected.

The PQP product was launched to the market by Dutch data science company Bright Cape. PQP accelerates quality inspection in manufacturing lines by predicting the quality of a single product, based on real-time data from the production line. Its key technical innovation is the machine-learning algorithm that uses data from the assembly line combined with environmental and product data to predict the score of every unique product. The system provides alerts when quality starts to diminish and instructs the operator to fix the issue before problems create scrap or unnecessary costs.

A typical PQP installation can result in 50% scrap reduction, a 3% reduction in downtime and a 10% reduction in personnel costs. This can generate a 10% increase in revenue as more products are shipped.

The system can also learn to monitor a mix of variants of the same product on the same production line. A second version of the PQP product extends the solution to meet the needs of production with low volumes and a higher mix of product variants. Both versions have already been sold to customers.



DIGITAL INDUSTRY

INNOVATION ACTIVITY

SMART CONSTRUCTION



Smart Construction addresses the well-known problem of construction projects exceeding their planned budget and time schedule. A key deficiency of current building information modeling (BIM) systems is the “disconnection” between the digital representation and the physical reality at construction sites. This is an error-prone gap and typically the cause of project inefficiency.

The Smart Construction Innovation Activity has created a system called Enoba Sense that uses a network of wireless sensor nodes to be deployed at construction sites. Each sensor node is equipped with a set of sensors tailored to a specific task or workflow. The system gathers location, condition, progress and history data, which is processed and automatically fed into the platform and BIM systems.

The main advantages come from saving costs by avoiding overshooting the planned budget and schedule. In large projects such as road construction, a small percentage saving can accumulate substantial benefits. Further benefits also come from predictive maintenance, task and workflow automation and remote site management – all of which help management teams to monitor and run complex construction sites.

In 2018, a new startup called Enoba (enoba.de) was launched, with road construction as its initial target segment, and the Enoba Sense product was sold to two customers.

At first, the data-driven approach brings direct productivity boosts by providing accurate and real-time operational and business metrics. Going further,

it can engender new business models that can change the operational setup of a company or supply chain.



DIGITAL INDUSTRY

SCALEUP
CASE STUDY

METRON



METRON is a leading provider of artificial intelligence (AI) algorithms to reduce the energy consumption of industrial plants.

The French scaleup monitors, analyses and optimises energy usage in plants in real time. By making factories energy-transparent, the company works at the crossroads of the energy and digital industry 4.0 sectors.

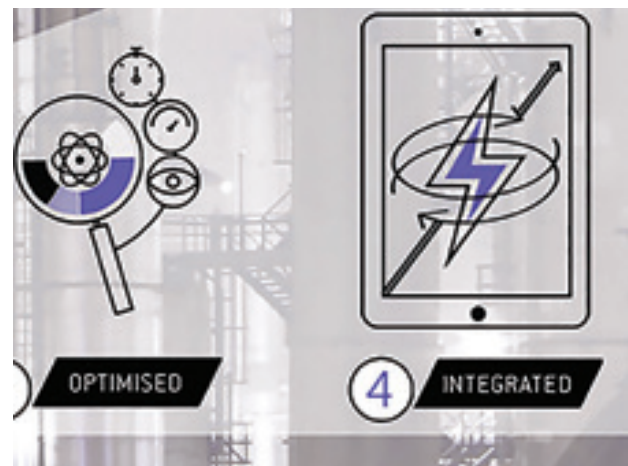
METRON's solution connects seamlessly to every industrial system on the shop floor. Fully interoperable with all industrial protocols, it allows business owners to remove data silos and fully digitalise their factories. Using machine learning models and dedicated knowledge bases, the scaleup also deeply understands complex energy patterns and identifies non-intuitive optimisation opportunities.

The company addresses industries from all sectors such as manufacturing, chemistry, plastics and automotive suppliers. To date, METRON has secured more than 80 clients including Danone, DS Smith, Nemera and Valrhona.

METRON joined the EIT Digital Accelerator in September 2017. Since then, the Accelerator's team of business and financing experts has been supporting the scaleup by initiating and organising its latest Series A funding round of €8 million, increasing the company's total funding to €12 million. This will enable it to further invest in its international growth, as well as research and development. In 2018, METRON doubled its number of employees and expanded its business into Colombia, Brazil and Singapore.

"The EIT Digital Accelerator team has done a great job. They were a real support in reaching out to the wider European investment community and closing the first tranche of our Series A fundraising."

JÉRÉMIE RENDOLET
CFO, METRON



DIGITAL INDUSTRY

SCALEUP CASE STUDY

CLOUDALIZE



Cloudalize provides graphics processing unit (GPU) power on demand to any device, transforming low-end devices into high-end performance machines. This allows professionals to process data in a more flexible, secure and cost-effective way. Solutions offered via partners are Desktop-as-a-Service (DaaS), Application-as-a-Service (AaaS) and – coming soon – Compute-as-a-Service (CaaS).

The company's DaaS offering allows architecture, engineering and construction companies to collaborate remotely, securely and efficiently on building information modelling (BIM)-compliant projects. Its AaaS offering enables software vendors, content creators and even entertainment providers to distribute their GPU-accelerated applications and 3D models instantly on any device with a single click.

Founded in 2011, the Belgian scaleup's team is composed of 24 highly skilled engineers and experts and is still expanding rapidly. Cloudalize joined the EIT Digital Accelerator in 2017 to receive support for its international growth.

In 2018, the company secured a Series A €5 million funding round which was supported by the EIT Digital Accelerator. This was led by the Hong Kong-based investor Horizons Ventures and will enable Cloudalize to expand its sales network in the US and Asia and recruit more technology specialists. In total, the company's funding amount increased to €9.5 million.

"The EIT Digital Accelerator, through their Access to Finance programme, has supported us in our fundraising in 2018. Their inputs have been really valuable in getting the right message in front of investors. The breadth and the quality of the investor contacts they had were amazing."

BENNY WILLEN
CEO, CLOUDALIZE





BEGONYA OTAL

INNOVATION LEADER

DIGITAL WELLBEING

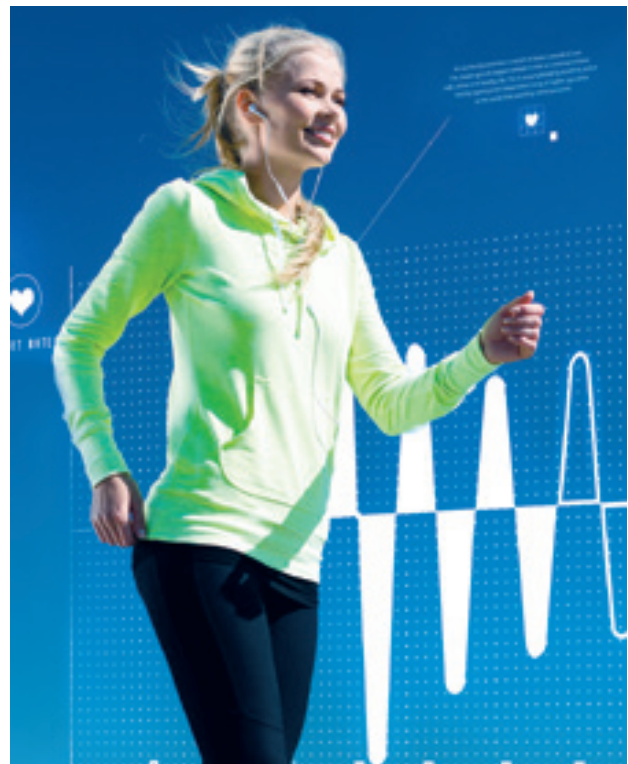
The Digital Wellbeing focus area leverages digital technologies to lower the demand for cure and long-time care while maintaining a good quality of life. The mission of the focus area is to safeguard the health of young people, working professionals and the elderly by analysing sensor data for prevention and early detection, or for coping with existing conditions. Both physical and mental wellbeing are considered.

The Digital Wellbeing focus area deals with key challenges, such as usability, user adoption and sustainable business models that allow for large-scale deployment, while maintaining user-data privacy and security. The solutions are generally based on individually-tailored prevention, early detection of disorders, personalised decision-support and home care monitoring. The digital technologies being used consist of – among others – accurate sensing, remote monitoring and security platforms, as well as domain-specific data analytics based on artificial intelligence algorithms.

The 2018 innovation activity portfolio included 11 activities that found several effective means to lower the demand for cure, medical intervention and long-time care. Most efforts concentrated on changing individual's behaviour in partnership with relevant stakeholders in the health and wellbeing domain,

including employers, health insurance companies, care providers and hospitals, etc. The portfolio activities delivered 16 new products and one new startup (Diverse S.r.l.).

The Digital Wellbeing focus area co-organised two successful Summer Schools within the EIT Digital Master School Programme. Participants explored various hazards to good health and wellbeing at home, at work and in urban settings. The specific topics in 2018 were: Longer Independent Living and Healthy Lifestyle and Behavioural Change. The Longer Independent Living Summer School took place in Lisbon with local RISE partners and 38 participants, while 35 people attended Healthy Lifestyle and Behavioural Change in Eindhoven.



DIGITAL WELLBEING

INNOVATION ACTIVITY

A Digital Prescription Intervention Service to Improve Asthma Control



ACT4Y is an activity with a mission to improve the quality of ongoing healthcare outcomes of patients with asthma. It also lowers associated healthcare expenses, primarily through controlling costly exacerbations that lead to hospitalisations. The technological solution is based on accurate sensing and data analytics offering a personalised service to improve medication adherence.

Behavioural-management support through digital technologies is a key challenge to promote health through personalised changes in lifestyle that are appropriate to each person. The assumption is that, before people can change their lifestyle, they first need to understand the basic facts about a particular health issue, adopt essential attitudes, learn a set of skills and have access to appropriate services to effectively reduce some diseases.

ACT4Y is one example of a successful innovation activity meeting this challenge. The service aims at providing data-driven respiratory care with better health outcomes at a lower cost. This consists of a connected respiratory medicine management platform enabling pharmacists to optimise the use of medicines and support patients in self-care.

Additional key challenges that ACT4Y had to face included: finding a sustainable, large-scale-deployment business model adapted to this fragmented market; and shortening certification processes, while securing users' data privacy in accordance with current legislation.

ACT4Y managed to launch a market-ready solution for asthmatic patients and identified an opportunity to improve medication adherence for effective asthma

care outside the hospital. The partners involved successfully achieved the commercialisation of the world's first digital prescription intervention service, secured the involvement of over 20 customers, and prepared health economic evaluation models to prove the system's value and prepare it for reimbursement. In this way, the sustainability of the business model of their solution can be guaranteed.



DIGITAL WELLBEING

INNOVATION ACTIVITY

CREEP

:C R E E:P

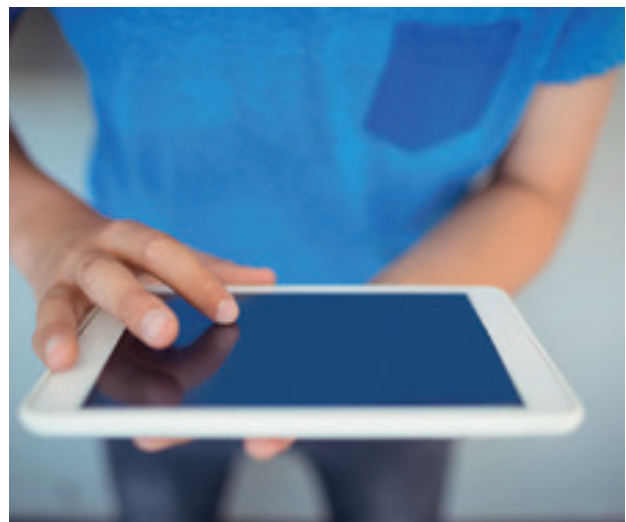
Cyberbullying Effects Prevention (CREEP) is an activity focusing on prevention and coping mechanisms for mental conditions relating to cyberbullying victims. Cyberbullying on social media has become an international public health concern. Around half of teenagers in the EU have been victims.

There is increasing evidence that cyberbullying, via text messages, video and images, can trigger depressive effects, anxiety and loneliness and worsen general mental health among adolescents and young adults. Most of the solutions available on the market place a significant burden on parents' shoulders, for instance, monitoring the online activities of their sons or daughters. This enormous societal issue can be solved cost-effectively through digital solutions, such as psycho-education and coaching by CREEP. Thanks to the combination of CREEP's semantic technology and the virtual coaching system, the final digital product can support the prevention of these conditions, and also offer personalised solutions that help teenagers cope with their personal situations in a better way.

One technological challenge is to train the artificial intelligence algorithms. Most harassment takes place through instant messaging systems or in private conversations. The idea is to circumvent the problem by creating datasets of 'simulated harassment' involving teenagers in a roleplaying game in which they are asked to play the part of a bully, victim or bystander. CREEP collaborated with secondary schools and involved 155 students and teachers in 2018, thus reaching a remarkable goal, i.e., carrying out the activity in a social context.

CREEP launched three products onto the market in 2018, namely: CREEP Semantic Technology, the CREEP

Virtual Coaching System (app) and the professional services related to the CREEP Living Lab. To build up the best reach and coverage, the CREEP team plans to directly cooperate with more schools, public administrations and civil society organisations.



DIGITAL WELLBEING

SCALEUP CASE STUDY

CHECKPOINT CARDIO



Bulgarian scaleup Checkpoint Cardio combines advanced medical devices with software in order to follow a patient's vital signs in real time.

Founded in 2014, the company has developed patented wearables that allow constant streaming of cardiac and other significant biometric data, providing a whole system for online diagnostics, prevention and emergency reaction for cardiovascular diseases. It is one of the most avant-garde telemedicine systems for the transmission and monitoring of reliable medical data in real time.

The scaleup joined the EIT Digital Accelerator scaleup programme in November 2017, aiming to access the key European markets and prepare for a financing round in 2018. Supported by the EIT Digital's Access to Market (A2M) team, the company received €475,000 of product development funding in May 2018. This implementation and development budget will allow Checkpoint Cardio to enhance its core telemedical system through the measurement of additional health parameters.

In 2018, Checkpoint Cardio signed a collaboration agreement with the Bavarian Telemedical Alliance and the scaleup is now negotiating a distributor agreement with them. Just recently, the Bulgarian company started contract negotiations with a telemedical specialisation company from Cologne to deploy Checkpoint Cardio's system in cruise ships, after being introduced to them by the EIT Digital Accelerator.

"We are grateful for the EIT Digital Accelerator teams supporting us in the development of this deal and for the series of introductions already made this year. Without the EIT Digital Accelerator and the personal engagement of the Access to Market and Access to Finance teams, Checkpoint Cardio would never be where we are now."

BORIS DIMITROV
CEO AND CO-FOUNDER OF CHECKPOINT CARDIO



DIGITAL WELLBEING

SCALEUP CASE STUDY

ATLAS BIOMED

atlasbiomed

Founded in 2016, UK-based Atlas Biomed is the first company to offer both DNA and microbiome testing kits for use at home. Both tests feed into an online platform, which allows consumers to take control of their health through actionable, precise and personalised lifestyle recommendations.

Good personal health starts with prevention. More and more people are suffering from diseases like obesity and diabetes. Knowing one's own body and its workings has never been more important. Understanding our bodies from the inside out can help us take control of our health and be clearer on the potential risks, turning attitudes to healthcare from reactive to proactive.

In 2018, Atlas Biomed joined the EIT Digital Accelerator to accelerate its fundraising plans. During the course of the support, the EIT Digital Accelerator team introduced Atlas Biomed to European venture capital and corporate investors. Atlas Biomed participated in EIT Digital's investment matchmaking dinners in Berlin, London and Paris.

Atlas Biomed revenues grew by more than 200% in 2018, driven largely by UK sales growth and by new EU market expansion, in the midst of surging interest for personalised health from consumers and from healthcare, pharmaceuticals, and food companies.

"With the help of the EIT Digital Access to Finance team, we have been meeting the right digital health tech investors and getting ready to take the next big steps in our international growth."

SERGEY MUSIENKO
CEO OF ATLAS BIOMED





DIGITAL TECH

Core digital technologies are the basis of our economy's and society's deep digital transformation. These technologies are not only a necessity to serve vertical segments: they are also driving a massive increase in technology students, addressing the shortage of specialists in digital, and offering major innovations and opportunities for GDP growth.

Accordingly, Digital Tech (formerly Digital Infrastructure) focuses on secure, robust, responsive and intelligent communications and computation. More specifically, its focus areas are networking (the mobile broadband infrastructure — 5G, network softwarisation, the internet of things), computing (cloud computing, big data, and artificial intelligence), and security (cybersecurity, privacy and trust). As a matter of fact, networking, computing and security are intertwined in order to deliver convergent and comprehensive results for market needs, with a strong focus on software, which is at the heart of the digital revolution.

In 2018, the Digital Tech Focus Area supported ten innovation activities. In many of them, artificial intelligence (AI) or big data functionality was embedded within networking or used in security. Cybersecurity-related products were also a strong theme this year, and specific products for intelligent networking and IoT were launched.

Within the Digital Tech Focus Area, these ten activities delivered 14 products, services or processes launched onto the market. In addition, two startups were created. The Private Virtual Network Federator Innovation Activity launched the startup Security Forge and the Multi-Cloud Studio Innovation Activity launched the startup Xscalibur (www.xscalibur.com).

Three Digital Tech Summer Schools were organised in 2018. EIT Digital's Trento Node hosted Cybersecurity and Privacy in July with 33 attendees and the Stockholm Node hosted two schools on Big Data Analytics (42 attendees) and Internet of Things and Business Transformation (45 attendees) in August.



DIGITAL TECH

INNOVATION ACTIVITY

SECURITY OPERATIONS CENTRE FOR CRITICAL INFRASTRUCTURES



Critical infrastructures are frequently exposed to advanced, persistent threats, which can cause severe service interruption, equipment damage, huge financial losses and even casualties. Despite existing security systems, critical infrastructures remain vulnerable and need a solution that can detect attacks at an early stage.

EIT Digital's Security Operations Centre for Critical Infrastructures (SOC4CI) Innovation Activity integrates a wide range of public and private security information sources, and uses a real-time stream processing framework for event correlation and anomaly detection. The advanced technical solution is combined with an expert incident-response team to provide a turnkey, managed, security-monitoring service.

SOC4CI addresses the robustness of industrial networks, especially real-time breach detection and response, and provides cyberthreat intelligence. It guarantees improved anomaly detection capability, thanks to real-time, machine-learning-based data analysis. It makes security sensors more resilient against attacks, for improved protection.

SOC4CI allows utilities to make the most from their security investments, while at the same time it offers real-time situational awareness.

Compared to other security systems, the cloud-based security operations centre (SOC) solution helps to identify a cyber threat before it reaches its target and informs the client within 30 minutes of the attack being detected. The SOC system can be integrated into existing operations and tailored to most European industrial networks. The solution is now being

deployed by Bittium and F-Secure to four customers in Finland, Hungary, Spain and Sweden, and will further expand its market traction.



DIGITAL TECH

INNOVATION ACTIVITY

MULTI-CLOUD STUDIO

MULTI-CLOUD STUDIO

Multi-cloud computing becomes a reality for most companies when they need to reduce vendor lock-ins, lower costs, boost performance, improve outage resiliency, and spread out geo-presence. The benefits of cloud computing are numerous, as delivering computing services over the internet brings an agile, measurable, on-demand self-service that enables broad network access and resource pooling. While providing all these benefits, cloud computing can also bring its challenges, such as vendor lock-in, service outages, a centralised service ecosystem and lack of interoperability.

The EIT Digital Multi-Cloud Studio Innovation Activity will tackle these by providing a unified platform and a single interface for managing and moving swiftly between various multi-cloud providers' computing resources. Multi-Cloud Studio provides a single graphical interface to design, provision, and manage multi-cloud systems.

Multi-Cloud Studio has the potential to have the same effect on cloud computing services competition as mobile number portability did on mobile operator competition a decade ago.

By using several cloud service platform providers simultaneously, it is possible to avoid vendor lock-in, achieve cost savings, become outage resilient and distribute an ecosystem's geo-presence. However, using multiple cloud computing service providers, one is likely to face a number of issues. These include a lack of heterogeneity, interoperability, portability and management between the various cloud services being used.

Multi-Cloud Studio launched the startup Xscalibur (www.xscalibur.com), which will provide the service to customer companies.



DIGITAL TECH

SCALEUP CASE STUDY

CYBERTRAP

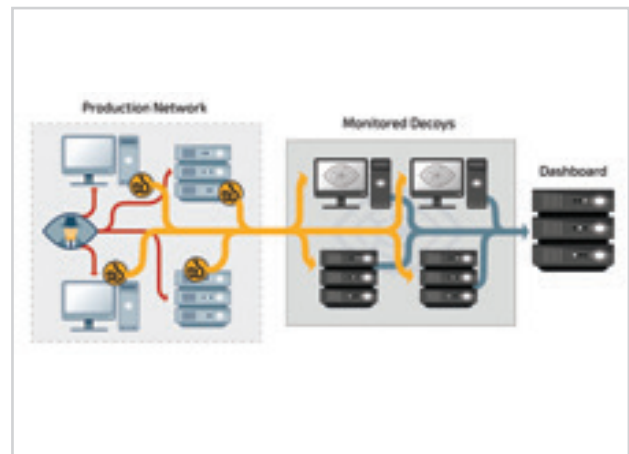
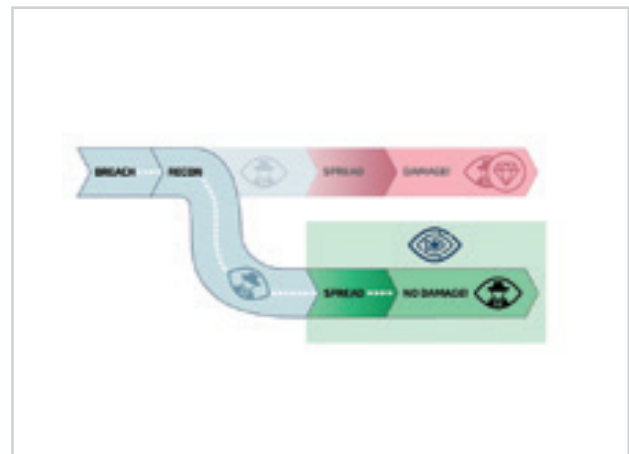


CYBERTRAP

CyberTrap is a cybersecurity company headquartered in Vienna, Austria, specialising in deception technology for large and midsize European companies as well as public authorities. CyberTrap's highly interactive deception technology leads attackers without their knowledge into a contained, monitored environment and tracks them inside this network to gather intelligence about the threat they pose.

Once installed and operational, CyberTrap watches critical infrastructure for targeted attacks and informs security personnel of any successful break-ins. The moment the attackers step into the trap, they are extensively monitored to gain vital threat intelligence about their methods, tools and motivation. This leads to a dramatic increase in the overall efficiency and resilience of existing cybersecurity infrastructure.

In 2018, CyberTrap joined the EIT Digital Accelerator to speed up its expansion across Europe. With the help of EIT Digital, CyberTrap was exposed to and expanded into multiple new markets and new partnerships. By the end of 2018, the CyberTrap team had grown to 30 full-time employees, and the annual revenue crossed the €1 million mark.



"Our collaboration with EIT Digital gives us the opportunity to tap into the experience and know-how of their large team of international business developers. They have already been able to open doors within their network of top European partners, SMEs and research institutes, to shorten our sales cycle and help us scale the business much more quickly. Perfect for opening up new countries to us."

JACK WAGNER
CEO, CYBERTRAP

DIGITAL TECH

SCALEUP CASE STUDY

PIWIK PRO



Founded in 2013 in Poland, Piwik PRO is a GDPR-compliant enterprise analytics and marketing platform that enables effective combination of behavioural and first-party user data. It allows marketers, product managers and data analysts to understand customer behaviour, improve user experience and conversion rates of digital products, and optimise online marketing activities.

In 2017, Piwik PRO raised \$2 million in Series A funding to fuel its international growth and expand its product offering. In 2018 Piwik PRO joined the EIT Digital Accelerator with the goal of accessing corporations in Germany, Netherlands and the United Kingdom, as well as other European countries and the US.

Over the course of the collaboration, the EIT Digital Access to Market team generated over 100 qualified leads in six different European countries and the US to support Piwik PRO's growth. By the end of 2018, Piwik PRO reached €3 million in annual revenue, grew the team to over 110 employees and strengthened its position in European markets and the US.

"Our decision to devote significant effort and additional resources to enter France, Spain and the UK during 2018 was mainly based on the great support provided by EIT Digital's team. Their senior-level advice, professionalism and energy were essential in helping us expand our activities."

PIOTR KORZENIOWSKI
CFO, PIWIK PRO





**ANTONIO
GARCIA HORTAL**
INNOVATION LEADER

DIGITAL FINANCE

Finance is, in all aspects, a digital business. It used to be mostly seen as a conservative industry, but the rise of agile and fast fintech startups, ready to disrupt the traditional players, has made banks and insurers aware of the need for digital transformation. Innovation is a keyword in the industry now.

After being treated as an exploration area in 2017, Digital Finance became a strategic area for EIT Digital in 2018, aligning the organisation with the disruptive innovation trend within the thriving fintech sector.

Eight innovation activities were carried over into 2018 to create innovative solutions for the financial services industry. Three main segments were the focus for the year: the Future of Retail Banking, Wealth/Asset Management and Modernised Corporate Banking.

The Future of Retail Banking segment focussed on: new approaches and technologies for customer service, such as artificial intelligence and chatbots; leveraging advanced technologies to obtain deeper consumer insights; and how to use cutting-edge approaches such as blockchain and biometrics for identity management, balancing deep customer knowledge with privacy and security.

The Wealth Management activity looked for breakthrough improvements in asset management methods, using new algorithms and cutting-edge

technologies – such as big data and machine learning – to provide better advice to investors and structure financial products more efficiently.

The Modernised Corporate Banking activities aimed to support SMEs with their finances. This included creating new services in the cloud to simplify financial tasks and designing innovative models – some of them supported on decentralised ledgers or blockchains – to mitigate risk and provide easier financing to the segment.

As a result of the Digital Finance portfolio of activities, 12 new products were launched, and two new startups created to bring promising solutions to the market.

A Summer School on Machine Learning for Digital Finance was held in Budapest in July and August 2018. In total, 40 participants from more than 20 countries attended the course and worked on actual use cases from EIT Digital's ecosystem of partners. This provided the opportunity to blend scientific and technical knowledge with a business and entrepreneurial mindset.



DIGITAL FINANCE

INNOVATION ACTIVITY

IOX



IDENTITY
ONBOARDING

Verifying the online identity of a potential new banking customer is a major technological and legal challenge because of the mandatory procedures around Know Your Customer (KYC) and Anti Money Laundering (AML) regulations. Traditionally, prospective customers had to go to a bank branch to confirm their identity as part of the onboarding process, even for an online account. The digital life of banking customers started with a physical presence activity.

The EIT Digital Innovation Activity IOX provides compliant identity checking for the customer onboarding process, using a standardised service built on a Software as a Service (SaaS) system. With this solution, new customers can complete their application fully online, without having to go to a physical branch. The product supports the European electronic identification and trust services (eIDAS) standard that allows European electronic identity documents to cross the borders of EU countries – one of the key enablers for the Digital Single Market in Europe.

The solution uses biometric facial recognition technology to confirm the customer's identity. It does this by comparing the picture in their European ID document with the image transmitted remotely through their smartphone camera or webcam during the online onboarding process.

A new startup, IOX Ltd, has been established to develop the business and push the solution to the market. It will start with the banking industry in Hungary, before expanding its scope to other countries and industries where trusted online customer identification is a key requirement.

The product has already been adopted by one bank. The new startup's business plan is to attract some additional local customers in 2019, set up a distribution channel in 2020, and make inroads into big SaaS marketplaces in 2021 and beyond.



DIGITAL FINANCE

INNOVATION ACTIVITY

XANTA



CONVERSATIONAL
AI POWERED NATURAL LANGUAGE
TRANSACTION ASSISTANT

Banking customers are becoming more demanding every day about their interactions with financial institutions, pushing industry to provide an experience on a par with that of other native digital players.

However, at the same time, economic pressures are squeezing margins and forcing banks to keep overall transaction costs as low as possible. This deters them from adding additional resources to their already huge contact centres. Advanced technologies can provide some solutions to solve this conundrum, offering a human-like service for many customer service transactions.

In addition, virtual assistants such as Alexa and Google Home are encouraging take-up of voice interaction, including for complete transactions – beyond those with a simple informational purpose.

The EIT Digital innovation activity Conversational Banking Frontend (CBF) uses natural language processing (NLP) and a specific banking industry semantic layer powered by artificial intelligence to manage interactive conversations with customers, just like a human agent would.

The product, called XANTA, is designed to help banks enhance their service while partially replacing human operators and menu-driven customer service interactions. It does this with intelligent, computer-assisted, personalised, natural-language conversation, both in text and voice.

A new startup, XANTA Ltd, has been created to develop the business, based on the product built within the innovation activity.

The solution has already been adopted by one bank. The new company's business plan is to extend the cases supported and add additional languages for other European markets by 2020 and beyond.



DIGITAL FINANCE

SCALEUP CASE STUDY

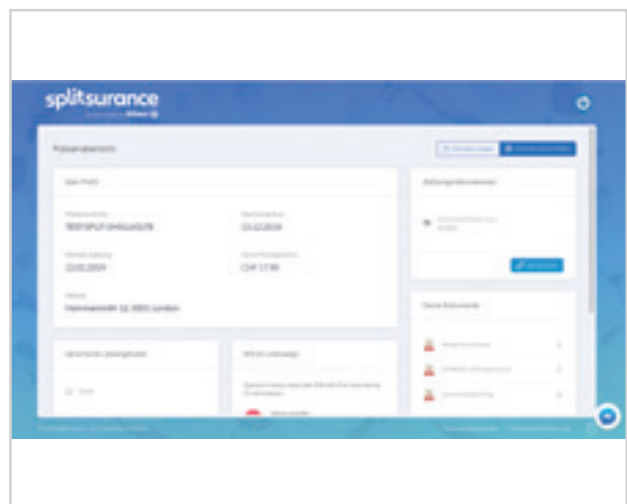
KASKO



London-based scaleup KASKO has built an API-powered agile insurance product and distribution platform. The company provides insurers with the means of digitising their businesses to quickly bring to market new on-demand insurance products. KASKO's end-to-end insurance platform allows insurers to design, run and continuously optimise insurance products within their own or third-party channels.

Founded in 2015, the company is active in five countries with over 30 products, 15 insurance partners, and 700 distribution partners. So far, its clients include Allianz, AXA, Baloise, Swiss Re and Zurich. The scaleup was co-winner of the Swiss Insurance Innovation Awards in both 2017 and 2018 and is listed in the InsurTech 100 as one of the world's most innovative insurtech companies.

KASKO joined the EIT Digital Accelerator scaleup programme in November 2018, after being awarded second place in the Digital Finance category of the EIT Digital Challenge. With the support of the EIT Digital Accelerator's Access to Market (A2M) team, KASKO plans on scaling its business across Europe, especially in France, Germany, Italy, Spain and the UK. The company's target customers include insurance companies, banks, telcos and retailers.



"EIT Digital has been very supportive in opening up national ecosystems for us and supporting us in our business development efforts."

NIKOLAUS SUEHR
CEO, KASKO

DIGITAL FINANCE

SCALEUP
CASE STUDY

LEVERIS



Founded in 2016, Irish scaleup Leveris develops a next-generation, modular, end-to-end banking platform that facilitates lending, deposit taking, card issuance and digital channel design. The open architecture of Leveris' platform enables seamless integration with third parties through a combination of functionalities, creating unique solutions for clients.

The scaleup allows financial institutions like traditional banks and lenders, as well as fintech startups such as digital-only or challenger banks, to run their services effectively. Last year, Leveris agreed on a strategic partnership with Link Asset Services, which includes a significant equity investment.

The scaleup is headquartered in Dublin and maintains research and development centres in Prague (Czech Republic) and Minsk (Belarus).

The company won first prize in the Digital Finance category of the EIT Digital Challenge 2018 and joined the EIT Digital Accelerator shortly after. In 2019, Leveris plans on scaling across Europe with the support of the EIT Digital Accelerator's team of international business development experts. EIT Digital's ecosystem will provide access to potential international customers for the company throughout 2019.



"The support of the EIT Digital Accelerator represents an extraordinary growth opportunity for us. Its European ecosystem and team of business experts will provide us with international access to potential customers much faster."

CONOR MCALEAVEY
HEAD OF INNOVATION, LEVERIS

COLLABORATIONS WITH EUROPEAN PROGRAMMES AND INITIATIVES

EIT Digital actively engages with European programmes and initiatives. In 2018, it was active in three areas: the Factory of the Future Public Private Partnership (PPP) and ICT Innovation for Manufacturing (I4MS) programmes; the Future Internet Research and Experimentation+ (FIRE+) programme (now within DG Connect's Future Connectivity Systems Unit); and the Big Data Value Public-Private Partnership (BDV-cPPP). In addition, EIT Digital has been participating in a Pre-commercial Procurement (PcP) effort, aimed at creating solutions for smart cities.

Common elements to all these cooperation efforts are: a clear added value to EIT Digital's Strategic Innovation Agenda, synergies with focus areas and involvement and extension of the EIT Digital ecosystem.

FACTORY OF THE FUTURE PPP AND I4MS

This collaboration started in 2017 through the Manufacturing Industry Digital Innovation Hubs (MIDIH) project, coordinated by EIT Digital.

MIDIH aims to establish a network of manufacturing industry digital innovation hubs. These one-stop shops offer manufacturers access to the most advanced digital solutions in cyber-physical production systems (CPPS) and industrial internet of things (IIoT), pools of human and industrial competencies and access to market and finance.

Leveraging existing competence centres and digital innovation hubs, MIDIH attracts, mentors and nurtures manufacturing innovators. A common platform of knowledge, methodology and collaboration tools will be shared across the network to allow cross-border fertilisation, continuous improvement and open innovation.

In 2018, EIT Digital continued its engagement with the I4MS initiative by participating in a successful proposal called QU4LITY, addressing zero-defect manufacturing. This project started in January 2019.

THE BIG DATA VALUE PUBLIC-PRIVATE PARTNERSHIP (BDV-CPPP)

BDV-cPPP is a European programme aiming at strengthening the data value chain, in order to allow Europe to play a major role in big data in the global market.

In June 2015, EIT Digital signed a Memorandum of Understanding (MoU) with the Big Data Value Association (BDVA), the private counterpart to the European Commission in the BDV-PPP. The first element of the MoU was the successful submission of a proposal for a coordination activity to prepare for the deployment of the results of the cPPP. The project, called BDVe, started in January 2017. EIT Digital contributes to framing the conditions for skill-building for big data specialists and for the establishment of innovation ecosystems around the cPPP.



FUTURE INTERNET RESEARCH AND EXPERIMENTATION+ (FIRE+)

The availability of testbeds for experiments and validation purposes is a crucial enabling factor for the deployment of products, services and applications for the Future Internet.

Within EIT Digital's collaboration with the FIRE+ programme (now within the Future Connectivity Systems of DG Connect), EIT Digital coordinated a project aimed at bringing together network functions virtualisation (NFV) and software-defined network (SDN) testbeds provided by major European players and making them available to developers and innovators. The project, called SoftFire (www.softfire.eu), started in 2016 and ended in May 2018.

SELECT4CITIES

Select4Cities is a PcP project launched by two cities (Antwerp and Helsinki), aimed at creating a platform for European cities to enable large-scale co-creation, testing and validation of urban internet of everything (IoE) applications and services. It features two use cases:

ANTWERP: managing city traffic congestion with mobility real-time information.

HELSINKI: IoE service provisioning to diabetes patients in smart homes.

EIT Digital is part of a consortium led by the Engineering Group. In May 2017, the consortium was selected for the first phase of the PcP. It then successfully completed both the first and second phases and was selected for the final one, which started in November 2018 and ends in 2019.

The consortium is exploiting the city platform CEDUS, developed within EIT Digital's innovation activity of the same name.

NEW ACTIVITIES

In 2018, EIT Digital successfully participated in calls for proposals within the European Cyber-Security cPPP and the New Generation Internet programme. The projects, CONCORDIA and AI4EU, started in January 2019.





ROBERTO PRIETO

CHIEF EDUCATION OFFICER

ENTREPRENEURIAL EDUCATION

Talking about the future of Europe without talking about education is meaningless. The cost of investing in education is sometimes mentioned, but the cost of not having it would undoubtedly be greater.

The evolution of professions, the need for specific profiles and skills, the rise of new technologies and the digital transformation of different industrial and societal sectors all mean that the needs in education are increasingly important. Constant evolution requires greater agility to adapt to new demands – and education is not excluded from this change.

Europe must work together to respond to the different challenges that appear for any innovative activity. Education is not an exception, and the joint creation of educational projects in which different higher education institutions work together to offer and create high-quality educational programmes, allows us to provide knowledge that otherwise would not be possible. The educational ecosystem of the EIT Digital Academy allows educational projects to be approached in a collaborative way.

2018 has been the year in which the EIT Digital Academy established itself as one of the best options to receive an innovative, high quality education in Europe. The educational elements oriented to entrepreneurship and innovation, together with the technical training to promote digital transformation, are the hallmarks of the EIT Digital Academy.

In 2018, the EIT Digital Master School recovered the positive trend regarding the number of students. With almost 400 new students enrolled, the Master School is consolidating itself as a key provider of digital technology training in Europe. The redesign of the EIT Digital Master School portfolio, orienting the programmes to more desired content, is behind the increasing number of students.

Additionally, work is being done to transform the programmes into blended education. A successful pilot of the Embedded Systems programme has been carried out, and the online contents necessary for its complete delivery have been added. Online contents for the Data Science programme were also almost fully completed in 2018.



The EIT Digital Industrial Doctoral School has been totally transformed to provide industrial programmes that help companies solve real-life challenges that lead to innovative products. The School is also transforming its organisational structure to be more efficient and more agile when it comes to finding students who do their doctorate in the topics identified by EIT Digital’s industrial partners. The EIT Digital Industrial Doctoral School is a key element of the EIT Digital Academy’s aim to provide Education-Research-Business (ERB) integration. The work done in 2018 will significantly increase the number of new students who will begin their doctoral theses in 2019.

The EIT Digital Professional School is the instrument of the Academy that is providing high-quality professional education to service the demand for updated training in digital technologies. Using the experience of EIT Digital’s partners, the courses are blended, which allows professionals to access this training in an agile and user-friendly way.

In 2018, the EIT Digital Professional School defined new courses for its portfolio on highly-demanded technologies, such as: Blockchain, Citizen Participation, Digital Twins, and Security and Privacy for Big Data, among others. In addition, the school successfully ran a course on Cybersecurity 360 in 2018, with the collaboration of UC Berkeley thanks to EIT Digital’s presence in Silicon Valley through its San Francisco Node. The EIT Digital Professional School is expanding; in 2018, eight new courses were approved for development and delivery in 2019. The school’s sustainability model allows EIT Digital partners to

invest with us to benefit from the exploitation of the courses, through a scheme in which we share costs and benefits.

The EIT Digital Summer Schools are undoubtedly an example of success among the different summer schools in Europe. In addition to providing education to all EIT Digital Master School students, they are expanding to receive more external participants. During 2018, EIT Digital arranged 10 Summer Schools in different European locations. Each of these schools offers a real experience of business development through the real cases proposed by EIT Digital’s industry partners. Over two weeks, participants in the schools work collaboratively to find the solution to the proposed challenges. All students are guided by EIT Digital teachers and advisors, offering a great experience in entrepreneurship and innovation training. The great success of the 2018 Summer Schools motivated EIT Digital to start the design of 12 new Summer Schools for 2019, in order to receive more external participants and contribute to the Academy’s financial sustainability.

In summary, 2018 was a year in which the EIT Digital Academy continued to grow in terms of the number of students, external participants and partners participating in the different educational activities. The EIT Digital Academy brand is consolidating every year because of its commitment to quality and high satisfaction ratings. The results obtained in 2018 will allow the EIT Digital Academy to continue designing its programmes to enrol more students and participants.

MASTER SCHOOL

ARTURO VARONA

HEAD OF MASTER SCHOOL



The EIT Digital Master School aims to be Europe's answer to the digital skills gap by educating innovators with an entrepreneurial mindset. These T-shape-educated engineers will be co-creators of ventures or drive digital innovation in intrapreneurial settings. The emphasis of the Master School is on delivering an attractive, cutting-edge programme portfolio that is well aligned with EIT Digital's focus areas and addresses Europe's digital skills shortage. This includes EIT Digital's signature Innovation & Entrepreneurship (I&E) education, as well as innovative learning models like the new Blended Master.

MASTER SCHOOL PROGRAMMES

The EIT Digital Master Programmes are dual degree programmes (two years and 120 European Credit Transfer System credits), and include geographical and organisational mobility requirements. This means that students are required to study in two different countries and undertake internships in a non-academic setting. The objective of this mobility is to help students develop a pan-European and market-oriented perspective of digital innovation.

EIT Digital Master School partner universities include 17 of the most prominent technical universities in Europe. Upon fulfilment of all degree requirements, students receive two degrees: one from their entry university and a second from their exit university. Students also receive an EIT Label Certificate endorsed

by the European Institute of Innovation and Technology (EIT) and issued by EIT Digital.

During 2018, EIT Digital consolidated the development of a blended delivery model for the Embedded Systems and Data Science programmes, with the first semester delivered online and the remaining courses delivered on campus. By the end of 2018, EIT Digital had 33 active courses on Coursera, with over 100,000 enrolled learners. The blended master model is a key activity for the EIT Digital Master School to reach its strategic goals of scalability, visibility and positioning as a leading organisation in digital education.

The fast pace in digital technologies requires that EIT Digital continuously improves and renews its programmes to keep them state-of-the-art and aligned with its focus areas. In 2018, 77 new students were welcomed into the new Autonomous Systems programme. Also in 2018, the Internet Technology and Architecture, and Cloud Computing and Services programmes were merged into a new programme called Cloud and Network Infrastructures. This new programme addresses current and future trends in computing, in which networks are becoming increasingly cloudified. Graduates from this programme will be able to drive innovation in key areas like the internet of things, blockchain, edge computing and many others. New students will enrol in this programme in the Autumn Semester of 2019.

MASTER SCHOOL STUDENTS

Figure 2 shows the steadily increasing student intake of the EIT Digital Master School in recent years. For the period 2020-2022, EIT Digital's strategy for



the Master School is to further scale student intake (reaching 800 by 2022) and bring individual entry and exit points to critical mass. This trend successfully started in 2018, with a notable increase in enrolled students, reaching 378 – the largest intake to date. New students were welcomed at the annual two-and-a-half-day Master School Kick Off event in Paris in October. As an introduction to their I&E education, they were required to complete a business challenge. In total, 394 students took part, some of whom were bachelor students potentially interested in applying to the Master School.

In this new cohort, almost one quarter of the enrolled students are female, a higher proportion than the industry average and one step closer to EIT Digital's goal of gender equality in tech. Furthermore, 55% of newly-enrolled students are EU citizens, again bringing the Master School closer to EIT Digital's goal of a 60/40 EU/non-EU student ratio. This ratio is an important strategic goal for EIT Digital, since it represents its unique blend of European focus and international outlook.

In November, 251 students attended their graduation ceremony in Eindhoven. The career prospects of our Master School students are strong. A survey from our alumni association conducted for Cohort 2016 shows full employment, with 76% of graduates in full-time employment and 24% undertaking PhD programmes. Eighty-nine per cent work in Europe and 38% state that they want to start their own business within three years of graduation. Twelve per cent have started their own company already.

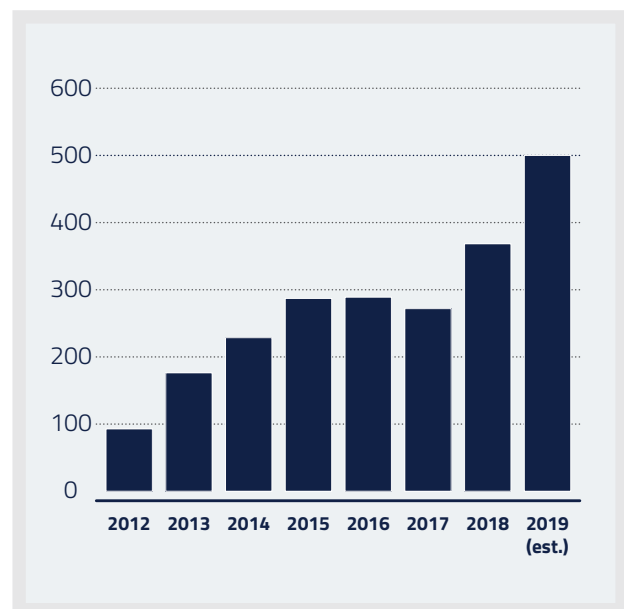


Figure 2: development of Master School student intake per year



MASTER SCHOOL

CASE STUDY

ISABELLE WILHELM
VIBHOR SHARMA



Isabelle, 24, is half German and half Vietnamese. She did a tri-national bachelor's degree in France, Germany and Switzerland, and joined the EIT Digital Master School in 2018 in the Embedded Systems programme. She took her first year at KTH Stockholm and is currently conducting her second at TU Berlin.

"I always wanted to expand my technical knowledge and combine it with my interest in innovation, entrepreneurship, different cultures and networking with students all over the world," she says. "The EIT Digital Master School offered me exactly what I had been looking for!

"The business knowledge I have gained during my masters is priceless. If we work hard, the Innovation & Entrepreneurship courses can open the door to a new future."

Currently, Isabelle is working with other EIT Digital students on an idea they had during an Innovation & Entrepreneurship class. Their goal is to develop smart market research for future businesses. "Whether we succeed or not, we will see. In any case, one day, I would like to point at something in the world and say: I made this change possible!"

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"EIT Digital is a place to be creative and innovative and find friends that are just like you."

ISABELLE WILHELM

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Vibhor, 23, is from India. He completed his bachelor's degree in China and joined the EIT Digital Master School in 2018 in the Data Science programme. His entry university was TU Eindhoven and he is currently conducting his exit year at KTH Stockholm.

"I feel I am equipped to take on varied roles in industry, from business development manager to data science roles," says Vibhor. "I have learnt a great deal about how to validate business ideas and I have got better at pitching my ideas to potential investors.

"I'm passionate about bringing about social change through digital technologies. Eventually I see myself as an entrepreneur who is spearheading the digital revolution. But how will that will happen? Well, I'm still figuring that out. Hopefully it will become clear soon.

"In the meantime, I would like to continue my association with EIT Digital by actively participating in alumni activities to make sure that I am part of the digital revolution."

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"EIT Digital has made me more 'industry-ready' than ever before."

VIBHOR SHARMA

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MASTER SCHOOL

CASE STUDY

DORA PALFI



While studying at EIT Digital Master School, at age 26, Dora co-founded ImagiLabs, a startup that aims to increase the number of women in science, technology, engineering and mathematics (STEM), and the student organisation women@eit.

Dora conducted her bachelor's degree in Dubai and is now living in Sweden. She joined the EIT Digital Master School in the Human-Computer Interaction and Design programme in 2016. She did her first year at KTH Stockholm and her second at TU Berlin.

Encouraging women to get into technology is Dora's aim, driven by her desire for equality. "Technology, especially digital technology, is shaping the future. Half of the population is female, yet women today are underrepresented in tech. They do not have an equal chance to shape the future."

In 2016, during her first year at the EIT Digital Master School, her entrepreneurial drive was kindled when she discovered she could actually act upon her heartfelt purpose. "Before this school, I had no plans to start a company. As an engineer, it is hard to grasp the practicalities of entrepreneurship. Thanks to the entrepreneurship classes, I found the courage to think that maybe I could do something with my passion. In my studies, I learned how that could work."

Between 2017 and 2018, Dora, along with co-founder and friend Beatrice Ionascu, developed a device that teaches girls aged 12 to 18 years how to code. They successfully tested the prototype at different competitions. At the 2018 Slush conference in Finland, they both learned that they had been named in the Nordic 100 list of the most impactful people and

startups in the Nordic countries. In February 2019, they joined Sting, a Stockholm-based incubator.

In May 2019, imagiLabs will launch a keychain that can be programmed via an app that also offers tutorials, games and exercises to teach coding. "Keychains are valuable accessories for teenagers," explains Dora. "Girls can programme funny things on their digital buddy. It lowers the barrier to start coding and shows that it's fun."

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"There is a bit of hype around starting a company. It is hugely romanticised. In fact, it is way harder than you imagine. You have to be aware of and admit to your limitations – in resources for example and in what you can achieve. And making decisions is hard, but having a purpose and caring about it helps a lot."

DORA PALFI



DOCTORAL SCHOOL



DAVID OLIVA URIBE
HEAD OF DOCTORAL SCHOOL

EIT Digital's Doctoral School (DSL) mission is to educate tomorrow's leaders and innovators in digital technologies, by combining excellent technical programmes with deeply embedded Innovation and Entrepreneurship (I&E) education.

The EIT Digital Industrial Doctorate Programme (IDSL) is an innovative applied-research PhD programme. IDSL focusses on product and market-driven technology research to boost I&E in digital technologies. It aims to develop T-shaped educated talent with innovation and entrepreneurship skills, offering them the potential to become the European leaders of digital transformation.

EIT Digital industrial and academic partners collaborate within IDSL to propose thesis topics with clear innovation added-value, and excellence in academic standards. Doctoral students participating in IDSL have the opportunity from the very beginning of their PhD studies to combine technical and I&E education, provided in partner universities, companies and EIT Digital Doctoral Training Centres (DTCs). After graduation, these research-innovator doctors will be commercially-savvy digital leaders who understand current and future challenges, as well as the opportunities they present to industry.

DTCs are located at EIT Digital Co-Location Centres (CLC) providing doctoral students with a multi-disciplinary environment. Each DTC carefully manages industrial partners' thesis supervision and mentoring, as well as the delivery of industry-relevant, high-

quality I&E education. They also promote cross-geographical and organisational mobility.

The Doctoral School consolidated its operations in 2018. The net student enrolments reached 165, including 14 new doctors who graduated with an EIT-labelled doctoral degree following a six-month industrial experience or Business Development Experience (BDExp). A total of 22 industrial thesis topics, offered by both major companies and SMEs as industrial partners, were approved in 2018.

In 2019, EIT Digital expects the IDSL programme to enrol an additional 50 students, while 18 PhD candidates will graduate. To achieve the goal of becoming a Europe-wide, innovative role-model doctoral programme, six new DTCs are planned: Berlin, Edinburgh, Eindhoven, London, Munich and Stockholm. In this way, from 2019, IDSL will be available in all EIT Digital CLCs.



DOCTORAL SCHOOL

CASE
STUDYDÁVID SZABÓ
PÉTER MEGYESI

Two young students — Péter Megyesi and Dávid Szabó — from the Budapest University of Technology and Economics in Hungary, both completed their PhD in Computer Science while enrolled at the EIT Digital Doctoral School at Budapest. The story of their startup LeanNet clearly illustrates the highlights of this programme.

At the beginning of their doctoral studies in 2012, both of them researched telecommunication networks, from different angles. It was in 2014 when Szabó was in Dresden, and Megyesi in Naples as part of the EIT Digital Doctoral School's six month geographical mobility programme, that they started to develop their interest in each other's topics.

Upon returning to Hungary they worked together to realise an idea that they named LeanNet. The Doctoral School not only helped them acquire the necessary knowledge and skills to establish a tech company, but also enabled them to put it into practice.

As the last module of the Doctoral School, they completed the six-month Business Development Experience together, where they actively worked on initialising the idea that they had laid the foundations for in the previous semester. The final report of this module described the launch of the LeanNet startup taking place in 2018—the same year both of them graduated from the Doctoral School.

The original idea of LeanNet was to enable rapid service provisioning, modern network monitoring,

extreme performance and scaling, together with drastically reduced TCO for every enterprise in Software Defined Networks. Tailored to the needs of the market, the idea went through a number of iterations before it got its current shape: focussing mostly on a software solution that helps optimise data flow management in public clouds, which in turn helps the IT service providers achieve next level performance and monitoring.

After a period of searching for investors — and turning down an offer from Hiventures — LeanNet is now working for the biggest telecom operator in Hungary, Magyar Telekom, among others, renewing their data centre networking architecture. At the same time, Megyesi and Szabó are concentrating on creating the optimal circumstances for the growth of their company.

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"We believe that next generation networking should aim to fully assist Cloud Native Computing. That's why our company is determined to deliver the best networking solutions for the Cloud Native Era by connecting the cutting edge of networking to the cutting edge of IT DevOps."

PÉTER MEGYESI AND DÁVID SZABÓ
PHDs, FOUNDERS OF LEANNET

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PROFESSIONAL SCHOOL

FABIAN GARCIA PASTOR
HEAD OF PROFESSIONAL SCHOOL



The pace of technological change and its impact on society has created new training needs for professionals. Their knowledge cannot remain static; it has to adapt quickly to the demands of their organisations and the market. Only then can companies grow in competitive environments and professionals advance their careers within and between companies.

The EIT Digital Professional School keeps European professionals at the forefront of today's fast-paced digital technologies using an innovative portfolio of blended learning courses. The blended learning format meets the need for efficient learning and training for busy, time-poor professionals. The offering is well aligned to EIT Digital's Focus Areas. The mission is to raise the digital skill and competence level of Europe's professionals.

During 2018, the EIT Digital Professional School's focus was on-the-job learning, as well as emphasising the importance of learning also when in between jobs. The Professional School continued to develop the course portfolio by including new courses and updating existing ones. Emphasis was also placed on facilitating the learning process by introducing the concept of lean education through nanoMOOCs — short, high-quality, online courses — specially designed for professionals with little available time.

The work of the EIT Digital Professional School creates value for the entire European professional training

ecosystem. It gives knowledge providers a new channel for their content while the consumers of that content — professionals from European companies and organisations — receive greater diversity, richness and quality from their professional education.



PROFESSIONAL SCHOOL

CASE STUDY

CYBERSECURITY 360

A good example of what EIT Digital Professional School can offer is the Cybersecurity 360 for Professionals course. For this highly relevant topic, EIT Digital partnered with one of the most prestigious universities in the world, UC Berkeley. Cybersecurity 360 for Professionals is an international in-person programme, with one module offered at Berkeley and one in Europe (Munich), delivered jointly by world-class US and European experts. Participants can choose to attend one or both modules.

The programme targets decision-makers and managers in all industries and public organisations, as cybersecurity now affects virtually every organisation.

Attendees learn about different kinds of cyberattacks and the risks they pose to their organisations. They also learn fundamental cybersecurity principles, and their application to key technical systems in order to manage security challenges and data privacy. As an added benefit of having the programme taking place in Munich and the San Francisco Bay Area, participants are able to make site visits to local companies, which include specific show-and-tell demonstrations of cybersecurity best practices from each region's industry leaders.

"The EU Commission recognises the need for a strong capability in cybersecurity and actively promotes resilience to cyberattacks in the EU. Today's executives need to be aware of the cybersecurity risks for their organisations and sufficiently competent to take responsibility for a viable cyber-resilience strategy. This is why such transatlantic programmes can be of added value."

ROBERTO VIOLA

DIRECTOR-GENERAL, DG CONNECT, EUROPEAN COMMISSION



SUMMER SCHOOL

TIMO NYBERG
HEAD OF SUMMER SCHOOLS



The EIT Digital Academy Summer Schools are two-week programmes with a mix of thematic contents: lectures and lab visits, business development projects, meetings with entrepreneurs and start-ups, and social activities. Each summer school focuses on a societally-relevant thematic area, proposed and supported by one of the EIT Digital focus areas.

The Summer Schools are a focal point for Education-Research-Business (ERB) integration and an opportunity for attendees to experience hands-on business development projects. Attendees are immersed in real business cases, which are aligned to the Focus Areas. EIT Digital Master School students participate in a Summer School during the summer period between their entry and exit years.

In 2018 there were 288 Master School students and 83 external attendees at the Summer Schools, including employees seconded from industry, research centres and EIT Digital partner organisations. There were 32 attendees from ARISE – EIT Digital’s Regional Innovation Scheme (RIS) – countries.

Each of the 10 Summer Schools was themed around a particular area of digital transformation. These were: Predictive Analytics for Participative Cities; Integrating Personalised Mobility Solutions; Internet of Things and Business Transformation; IoT Platforms for Industry 4.0; Retail Markets and Consumer Engagement; Longer Independent Living; Healthy

Lifestyle and Behavioural Change; Cybersecurity and Privacy; Big Data Analytics; and Machine Learning for Financial Data. The cities hosting the Summer Schools were Budapest, Eindhoven, Helsinki, Lisbon, Munich, Rennes, Stockholm, Tallinn and Trento.

Attendees’ overall satisfaction was very high, with attendees awarding an average score of 4.36 (out of 5) in their exit surveys. Attendee comments included: “This has been the best summer school experience I’ve ever had, with a great balance of work, leisure and social activities.”

Further evolution of the EIT Digital Summer School programme in 2019 will focus on greater local and global impact and sustainability through increasing the number of attendees and local engagement.



CASE STUDY

MAURO BANZE



As a human-computer interaction and design student, Mauro Banze was a little sceptical about how the EIT Digital Summer School for Business Development in Cybersecurity and Privacy in Trento would contribute to his skillset. He was surprised to find that he could learn a lot about this field even though he previously felt disconnected from it.

Not only was he able to learn about business development, but he was also able to apply his own user-centred design knowledge to the project he worked on. His team tackled a problem related to privacy through the use of smart speakers. They came up with a piece of technology that blocks the speaker's microphone from listening all the time – to improve its security. His own user-experience background informed how his team approached the solution. "It was important to ensure that the new device did not detract too much from the original user experience," said Mauro.

The Summer School programme provided Mauro with a chance to learn about cybersecurity, build a new product with other participants and receive direct business coaching from motivational mentors. This diverse combination of activities and knowledge helped Mauro and his team win the business challenge.

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"Something I will remember and carry forward with me were the team-building activities. It was interesting for me to come up with an idea and pretend to be a founder. I had to then recruit and convince people to join my team. In the end, I was able to create a balanced team from various backgrounds which is ideal for any innovation to happen."

MAURO BANZE

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INNOVATION IN EDUCATION

FRÉDÉRIC RENOUARD

INNOVATION AND ENTREPRENEURSHIP
EDUCATION COORDINATOR



EIT Digital believes in the digital transformation of education and therefore offers both on-campus and online courses, combining the best of both worlds. Online education makes it possible to break down time, place, and scalability barriers, whilst also promoting greater diversity in teaching methods.

Blended learning at EIT Digital is delivered through two strategies: Blended Masters (an innovative education delivery model combining on-campus and online courses), and Blended Innovation & Entrepreneurship (I&E) education (integrating EIT Digital online I&E contents in on-campus I&E courses).

The two students who had successfully passed the online programme in 2017 enrolled in February 2018. Having successfully completed their first year at TU Eindhoven, they are now in their second year of study.

In 2018, EIT Digital continued working on a new blended Master's programme in Data Science, producing 10 new massive open online courses (MOOCs) offered on the Coursera online-learning platform. This will be a unique opportunity to attract and recruit the best students from all over the world.

In 2018, a cumulative total of over 100,000 unique learners followed one or more EIT Digital MOOCs on Coursera. The majority came from Europe, the United States and India. More than 2,000 learners in total paid for a certificate. The EIT Digital courses were again rated more than four stars on a scale of five. The number of unique online learners is expected to rise

significantly once the online programmes have been fully developed.

EIT Digital blended I&E Education is developed by the EIT Digital I&E education teachers' community of practice, which co-designs, co-develops, co-delivers and continuously improves I&E pedagogical assets for all EIT Digital Schools.

This blending is instrumental in raising the quality of the I&E courses by sharing the best expertise available in the EIT Digital universities network – while fostering the EIT Digital signature in I&E education.

EIT Digital's blended I&E education was successfully delivered through our 18 I&E minor implementations in all EIT Digital Master School universities, through ten Master Summer Schools, eight Doctoral Schools I&E seminars and the EIT Digital Master School Kick Off event.

EIT Digital continued the development of its blended I&E education towards an 'I&E Education for the Digital Transformation Era', aiming at educating innovation and digital transformation agents and leaders.

EIT Digital's blended approach to I&E education creates different reusable assets, valorised in the EIT Digital Academy and, potentially, beyond. This includes: the EIT Digital I&E teachers' community – a methodology to foster deep pedagogical cooperation and educational change; online I&E contents – modular, customisable and reusable across schools; and a platform for challenge-based education, where students work on real companies' innovation and business challenges, achieving ERB (Education-Research-Business) integration.

INNOVATION IN EDUCATION

CASE
STUDY

The EIT Digital I&E education teachers' community at work
(Madrid, June 2018)



The EIT Digital methodology for deep pedagogical cooperation and educational change with a network of European universities was the subject of a publication at the International Conference on e-Learning (ICEL) 2018 ('Change management: blended learning adoption in a large network of European universities', G Dion, JM Dalle, F Renouard & al).

The publication described EIT Digital's unique approach — combining community of practice with strong coordination from EIT Digital, to achieve real educational change.

EIT Digital Blended Innovation and Entrepreneurship (I&E) education was the subject of a publication at the EDULEARN 2018 conference ('Towards blended learning implementation of Innovation & Entrepreneurship (I&E) education within EIT Digital', G Pisoni, F Renouard & al) where EIT Digital shared its experience of best practice in the dissemination and online use of content, in experiential I&E education in a European universities network.

EIT Digital's challenge-based education module allowed EIT Digital Master School second year students to tackle 53 'business challenges', offered by EIT Digital partner companies and innovation activities, resulting in real and immediate value to EIT Digital's ecosystem. The students worked on these challenges in teams of four, for a total of 300 hours per team, from September to December 2018.

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Do you have a business challenge to crack? Take on-board EIT Digital Master School students to boost your business. The EIT Digital Master School offers you master students skilled in digital technologies, with operational competences in innovation and entrepreneurship — to crack one or more of your business challenges with a fresh view.

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ALUMNI

2018 was a memorable year for the EIT Digital Alumni Foundation. Not only has the Foundation continued its growth — both in terms of members and initiatives — but it has also significantly strengthened its whole network, by better defining its structure from the bottom-up.

The EIT Digital Alumni Foundation delivered an unforgettable second Annual Meeting and amplified its visibility and recognition within EIT Digital's entire ecosystem. Several Alumni from the previous cohorts are finding ways to contribute and “love what the community is turning into”, which goes beyond any outstanding KPI, success story or achievement of these last, exciting 365 days.

Looking at the numbers alone, the Alumni Foundation was close to hitting 1,500 members at the end of 2018, which means an increase of almost 60%. This is thanks to a proactive attitude and presence at the major annual events (such as the EIT Digital Annual Conference, EIT Digital Academy kick-offs, and graduation ceremonies), which helped the Foundation to reach impressively high conversion rates (95% of last year's Master School's cohort).

The EIT Digital Alumni Foundation continued implementing its early-onboarding strategy of inviting current students and employees to register immediately on the Alumni Foundation website as an alumni-to-be. In this way, The EIT Digital Alumni Foundation has doubled the number of Associate members and doctoral Alumni. Moreover,

the Foundation has welcomed over 40 Friends, i.e. course professors, focus area leaders, ARISE Venture Programme founders, CEOs of accelerated startups, etc.

The Alumni Foundation has always kept its members well-informed of what was happening within the EIT community through extensive use of social media channels and an updated and improved website, also with dedicated news and blog sections. The Foundation's website saw the addition of GDPR-compliant processes and new features deployed, such as an enhanced (mobile) user interface, increased security measures, new filters on the Alumni Directory and a revamped job portal, which now allows every member to add their vacancies.

2018 was also a year of massive expansion in the number of members actively involved in managing the Foundation and its Local Communities. Two more (unofficial) members started helping the Board with the increased workload, and several Local Representatives are forming teams all over Europe to have stronger hubs and more frequent meetups.

During 2018, almost all the cities where an EIT Digital Node is present hosted at least one meetup. The events ranged from community-building activities and enriching technical workshops to entrepreneurial talks and social gatherings.

While at the moment the EIT Digital Alumni Foundation Local Communities are mostly coordinated by the Board and the Local Representatives, co-creation of events by incorporating proposals from all members



and their active participation is encouraged. The goal is to empower each and every member to organise an event in the name of the Foundation. Thus, the Alumni Foundation has released some “ground rules” to support them with planning and promotion, together with some examples of successful events it has featured and funded in the past.

Moreover, a number of bottom-up initiatives launched by Alumni are scaling: next to the well-known Women@EIT, which has become a fully cross-KIC initiative, EIT Digital Alumni Foundation has now a Mentorship programme with over 50 mentors and a new-born Mastermind group.

EIT Digital Alumni Foundation plans to keep strengthening the relationships with the EIT (Digital) network and its partner companies, by offering career-long deals and opportunities to the Foundation members, as it did in 2018 with a 20% discount on all Summer School and Professional School courses. The Alumni Foundation also aims at further engaging with the startup communities, by promoting the talent of its members and collecting more vacancies for its job portal.

2018 will be remembered for the numerous presentations of our Foundation, both at internal and external events: to be precise, 33 in 12 countries — reaching an audience of over 4,000 people. But last year will be especially cherished for the Annual Meeting in the Italian Alps, which was the shining star of a year featuring 40+ initiatives, which involved over 1,200 participants in two continents.

Finance-wise, the EIT Digital Alumni Foundation not only utilised the entire budget allocated for 2018 but also received several sponsorships from companies attending its Annual Meeting. The Foundation is now looking forward to the 2019 edition taking place from May 2-5 in the beautiful, warm, sunny city of Porto, where the EIT Digital Alumni Foundation will also announce the 2019 Elections for the next EIT Digital Alumni Board.

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Have you been involved with EIT Digital in some way? Are you working in any of the Nodes? Have you worked for one of EIT Digital's partners on an innovation or education activity? Are you teaching EIT Digital's students? The Alumni Foundation is there for you: register at alumni.eitdigital.eu and access benefits such as the Alumni directory, job opportunities (alumni.eitdigital.eu/jobs), and networking events.

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BENELUX

PATRICK ESSERS
NODE DIRECTOR BENELUX

EIT Digital in the Benelux and its partners made 2018 a great year for digital innovation, confirming EIT Digital’s impact in delivering concrete transformation for Europe.

ECOSYSTEM

The participation of the Benelux Node ecosystem in innovation activities resulted in 21 projects that involved Belgian or Dutch members. With the growth of six new members, whereof four are from industry, the Node witnessed a strengthening of the network. Six contracts with European scaleups were signed supported by the EIT Digital Accelerator business developers and access-to-finance specialists, The Benelux Node is quite successful on the Human Capital Agenda; six out of seven EIT Master programmes are run by three Dutch universities with 93 Master School students enrolled. All in all, the Eindhoven Node has become an attractive centre for education and innovation activities.

By the end of the year, the Benelux Node had 30 partners in the Benelux region; four universities, four research centres, two ecosystems, 10 industrial organisations and 10 SMEs. Most were highly engaged in our entrepreneurial, innovation and education activities. Their commitment was further confirmed by their strong participation and industrial leadership in bids for future innovation and education activities, in the form of Calls for Proposals for 2019.

INNOVATION & ENTREPRENEURSHIP

On the innovation front, 2018 saw the launch of 21 innovation activities with involvement and deep engagement from 16 of the Eindhoven Node Belgian and Dutch partners. In 11 of these activities the Benelux Node partners took the lead. These efforts show the real value provided by EIT Digital in the Benelux countries for collaboration, engagement and inspiration.

EDUCATION

The Eindhoven Node continued to educate the next generation of digital entrepreneurs and industry leaders with 93 Master School students enrolled in Delft, Eindhoven and Enschede.

With a strong emphasis on online education (blended learning and MOOCs), the Benelux Node is taking a proactive role in helping to tackle the technical skills gap. The business case studies and internships our industrial partners provided proved invaluable to the EIT Digital Master School students, showing that the now established ERB (Education-Research-Business) integration model is working.

The November Master School Graduation Ceremony 2018 in Eindhoven was a highlight, with 246 students graduated.

CONCLUSIONS AND PERSPECTIVES

Another year of financial support from the Dutch Ministry of Economic Affairs for the EIT Digital activities in Silicon Valley meant the Benelux Node also continued to contribute to EIT Digital’s global activities.

The Benelux Node will continue to work towards a stronger presence in the Benelux countries and cross-KIC (Knowledge Information Community) collaboration in the area of digital wellbeing.

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“Harvest for Value” has been our motto for 2018. We witnessed good growth of our pan-European ecosystem with the addition of six new members, four of which are from industry.”
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FINLAND



MARKO TURPEINEN

NODE DIRECTOR FINLAND

EIT Digital Finland and its partner network continued their steady growth in 2018. The Finland Node partner network was strengthened with five new partners, making a total of 21: six academic, one research institute, two public sector and 12 industry partners. The partnership also expanded geographically when Tallinn University of Technology joined EIT Digital as the first member from Estonia.

EVENTS

In August, the Helsinki Co-Location Centre hosted the teams of World Challenge Finland, an event that saw EIT Digital join forces with the United Nations, NASA and the European Space Agency.

A series of highly successful events — EIT Digital Lunch Talks, AI Monday and Digitally Circular — drew more than 1,500 visitors to EIT Digital. Digital Cities was the key theme of the Innovation Day 2018. Deputy Mayor Anni Sinnemäki from the city of Helsinki and MaaS Global CEO Sampo Hietanen were keynote speakers and 20 EIT Digital activities demonstrated their results at the event.

CONNECTING INNOVATION AND EDUCATION

The Finnish partners were active in 10 innovation activities and eight education activities. The Finnish Node team has put a particular emphasis on connecting education activities with innovation and entrepreneurship activities.

The amount of Master School students has grown and student satisfaction is high. Several events were held to connect students with the local ecosystem through matchmaking for internships and recruitment.

There is a strong presence of deep tech startups in EIT Digital premises in Finland and many of the startups participated in the education activities and reached out to EIT Digital students when seeking much-needed talent. The newly-initiated Post Master Professionals programme directly contributed to supporting startup creation in innovation activities.

ACCELERATING SCALEUPS

The EIT Digital Accelerator supported three scaleups from Finland and two scaleups from Estonia in 2018. Digital Wellbeing scaleup Firstbeat got successful access-to-market support and coaching on its growth strategies for the EU and US. Espoo Marketing (i.e. the city of Espoo) led the Startup to Scaleup Launchpad Europe activity that focused on connecting Finnish and French ecosystems and promoting the scaleups to international investors, especially connected with the Slush 2018 event in Helsinki.

OUTLOOK

The overall presence of EIT is expanding in Finland with Finnish partners in seven out of eight EIT Communities. The year 2019 promises to offer an excellent awareness-raising opportunity for EIT Digital, together with other EIT Communities, as Finland will have the presidency of the Council of the EU in July-December.

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“The Finland Node attracted five new partners — including the first from the Baltic states. The amount of Master School students is rapidly growing and the recent graduates are in high demand in Finnish industry.”

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FRANCE



GUILLAUME TOUBLANC
NODE DIRECTOR FRANCE

EIT Digital and its French partners made 2018 a great year for digital innovation, confirming EIT Digital’s impact in delivering concrete transformation for Europe.

ECOSYSTEM

EIT Digital continued to enhance the attractiveness of its offering in France. It welcomed seven new industrial partners – including major companies like Engie and Veolia, and innovative SMEs like Wallix – bringing the total number to 36. These partners appreciate the innovation activities of EIT Digital’s European ecosystem, the business collaboration between European scaleups and major companies and the access to talent.

In 2018, EIT Digital France brought European value to the French innovation ecosystem. The Node ecosystem created one deep tech startup in France. The France Node orchestrated the collaboration of SMEs, research institutes and corporates around innovation activities. One example was Alfstore, a connected product analytics solution for brands, developed with Groupe SEB, Politecnico di Milano and TIM (Telecom Italia Mobile).

EIT Digital’s French partners demonstrated, once again, their strong commitment by participating in 14 impactful innovation activities with an emphasis on Digital Cities, Digital Industry and Digital Tech.

In 2018, the EIT Digital Accelerator in France supported 21 scaleups to achieve European growth. One of the highlights was that the French accelerated scaleups raised €23 million in 2018, €9 million of which was raised by currently accelerated companies. 2018 was also the year of the first Initial Public Offering of an alumnus scaleup, with NAVYA raising €200 million.

EDUCATION

The real challenge for startups is finding the right people. One hundred and five digital students were trained to become entrepreneurs thanks to the EIT Digital Master and Doctoral Schools, in combination with EIT Digital’s French education partners. A Digital Cities Summer School was organised at EIT Digital’s Rennes satellite, gathering 38 international students and professionals.

EVENTS

The Paris Co-Location Centre (CLC) took advantage of France’s exceptional digital dynamics to reinforce EIT Digital’s role in Europe. The CLC benefits from its location in the heart of the city, close to the biggest European startup incubator, the digital talent of Institut Mines-Télécom, Sorbonne Université, the researchers of INRIA and major businesses.

In 2018, EIT Digital’s France Node hosted 210 events involving more than 3,000 business people, entrepreneurs, venture capitalists, researchers, students and individuals from public organisations. The France Node strengthened EIT Digital’s role in the Digital Cities ecosystem, organising its Innovation Day in December, with 150 participants.

All these successes will be instrumental in the near future in positioning Europe as an innovation leader.

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“The French accelerated scaleups raised €23 million in 2018, €9 million of which was raised by currently accelerated companies.”
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GERMANY



CHRISTIAN SCKERL

NODE DIRECTOR GERMANY

The Germany Node was pleased to experience growing interest from new partners wishing to join its entrepreneurial education and innovation network. Apptension and LIS GmbH joined in the second quarter of 2018, and in 2019 several new potential partners are already lined up. The Germany Node is also happy to see that more SMEs are gravitating towards it, as it can provide them the possibility of shared know-how in an expert ecosystem.

Seventeen of the German Node partners participated in EIT Digital innovation activities. Ten partners had a leading role in one of the 32 innovation activities in which they participated. These innovation activities lead to 16 products and one startup creation.

The Berlin Co-Location Centre (CLC) expansionary office space at the Franklinstrasse hosts the EIT Digital Challenge team, business developers and Master School students as well as other Knowledge Information Community partners and events such as the Berlin Hackathon held in December 2018.

EVENTS

Almost 100 events took place at the CLC, rounded off by the first EIT Digital Hackathon and the German Innovation Day 2018. The Hackathon titled "DeepHack – Hack the mass customisation" was organised in cooperation with EIT Digital Accelerator scaleup trinckle and the Finnish startup company Ultrahack. Some 20 participants took part in the round-the-clock hackathon over the course of the weekend at the CLC's expansion facilities.

EDUCATION

As in past years, Berlin continues to be very popular with participants in the EIT Digital Master School. In

the current 2018/2019 academic year, a total of 95 students are enrolled in the various technical majors offered by the EIT Digital Master School at TU Berlin. Of those 95 students, 60 are part of the first year cohort.

The most popular technical major is Autonomous Systems with 25 registered students. Of the 35 second year students, 12 are enrolled in the Embedded Systems technical major, making it the most popular course of them all. Many of these students are a regular crowd at the CLC, using amenities and rooms for studying as well as seeking individual advice and support in matters of study organisation, university administration and the development of their entrepreneurial activities.

CONCLUSIONS AND PERSPECTIVES

EIT Digital is an open ecosystem of partners, which will see more SMEs joining forces in the relevant areas of development. Germany has much to offer in terms of research facilities, test labs and innovation hubs. The German Node will further increase the cooperation with these bodies to generate the highest return to society and the European economy

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"Germany continues to deliver on innovation and research activities. Berlin is a city in high demand, with many innovation hubs, a strong startup scene and high-tech products being developed on every corner. The Berlin CLC is right in the middle of this development, partnering with industry and universities. The Master programme attracts about 100 students annually who are seeking to become part of this growth."

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HUNGARY

LÁSZLÓ GULYÁS
NODE DIRECTOR HUNGARY

2018 was a busy year of growth for the EIT Digital Hungary Node: the ecosystem has grown from 11 to 17 partners, now consisting of six large industry partners, four medium enterprises, three universities, one research organisation and three small innovators.

EIT Digital is proud of attracting partners like Tungsram, a flagship Hungarian innovator company, or Robert Bosch Kft, a local innovation stronghold. Since Budapest is the only EIT Digital Node in Central and Eastern Europe, it has also integrated four partners from outside Hungary: two from Slovenia and one each from Bulgaria and Croatia.

ECOSYSTEM

After welcoming the new partners into our ecosystem, the Hungary Node helped their participation in ongoing EIT Digital activities. The partners participated in six EIT Digital innovation activities in 2018 (four in Digital Finance and one each in Digital Industry and Digital Tech), as well as one early-bird activity -Business Plan 2019, starting in the fall of 2018. Hungary Node partners are also active in creating the AAA activity in Digital Finance.

The EIT Digital Hungary Node has continued to expand its participation in the EIT Digital ARISE Programme, EIT Digital's implementation of the Regional Innovation Scheme (RIS). In 2018, Hungary was responsible for education in the entire RIS region, as well as for innovation and scaleup activities in parts of Central and Eastern Europe. Our colleagues ran a series of roadshows in eight countries and coordinated hugely successful Master Summer School sessions in two outside venues.

EDUCATION

Budapest has been traditionally very active in the education pillar. Two Hungarian universities were

among the founders of the EIT Digital Master School. In 2018, they added two new programmes to their offering: Data Science and Autonomous Systems. Budapest also ran a successful Summer School in Digital Finance.

The EIT Digital Hungary Node has been among the leading Nodes for EIT Digital's Doctoral School for years. By the end of 2018, the Budapest Doctoral Training Centre had become the largest in the new Industrial Doctoral School, currently having 22 industrial doctoral students. The large number of students working with us contributes to the vivid and active atmosphere of the Budapest Co-Location Centre, implementing ERB (Education-Research-Business) integration in practice.

EVENTS

EIT Digital also organised a series of events in Budapest. The two highlights were the Digital Industry Network Event in Logistics and Supply chain (a pilot of a series of 26 European events in Europe around the five Focus Areas planned by EIT Digital in 2019) and the EIT Digital Budapest Innovation Day. In total, the Budapest Node had 33 public events that hosted 1,178 external participants.

In 2019, EIT Digital seeks to implement collaboration with strong innovative players from the region, in Hungary and beyond.

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"2018 was a busy year of growth for the EIT Digital Budapest Node: our ecosystem has grown from 11 to 17 partners. Our partners participated in six EIT Digital innovation activities in 2018."
.....



ITALY



GIAN MARIO MAGGIO

NODE DIRECTOR ITALY

2018 was a successful year for the EIT Digital Italy Node and its partners, with the inauguration of a new Milan Satellite location, the launch onto the market of innovative products and services, the scaling up of ventures and the ongoing education of the next generation of digital talent, all contributing to digital transformation and job creation, which were also the themes of this year's national event.

ECOSYSTEM

During 2018, EIT Digital further consolidated its presence in Italy, comprising a Co-Location Centre (CLC) in Trento and a satellite centre in Milan, and defined the Focus Areas for each. The main focus for Trento is Digital Cities. Milan, situated in Italy's high-tech manufacturing region, focuses on Digital Industry.

During 2018, EIT Digital attracted five new industrial partners: Demetrix, Electrolux, Experientia, SIA and TeamDev. By involving the new partners from the start in innovation activities, the EIT Digital Italy Node was able to rapidly cement the new relationships.

By the end of the year, the Italy Node had 34 partners in Italy: seven universities, two research institutes, fifteen industrial organisations, eight SMEs (small-medium enterprises) and two ecosystems. Most EIT Digital partners are highly engaged in innovation and entrepreneurial education activities.

INNOVATION & ENTREPRENEURSHIP

EIT Digital helped to accelerate innovation in Italy through 37 innovation activities in 2018, including two High Impact Initiatives. As a result, two startups were created and 25 new products or services were launched onto the market.

The Italian EIT Digital Accelerator scaleup programme supported five innovative companies: Creactives, Enerbrain, RebelRoam, Stamplay and T.net.

EDUCATION

The EIT Digital Italy Node continued to educate the next generation of digital entrepreneurs and industry leaders with a total of 72 Master School students enrolled in Trento and Milan, plus 23 Doctoral students in Trento. Furthermore, during 2018, the Doctoral School was launched in Milan as well. The successful Summer School on Cybersecurity & Privacy in Trento attracted 33 participants worldwide.

EVENTS

The Italy Node organised 61 events in 2018 attracting more than 1,850 participants from within and beyond the EIT Digital community.

The theme of the 2018 Italy Node Innovation Day was Digital Transformation and the Future of Jobs. The event, held at the Trento Co-Location Centre, brought together over 250 industry leaders, entrepreneurs, researchers, public authorities and stakeholders from the digital innovation ecosystem. Central to the event was an exhibition showcasing some 30 demos of innovative products and services as tangible results of innovation.

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"The Italy Node is continuing to drive digital transformation with an even stronger industrial footprint, including innovative SMEs. During 2018 the number of Master School students recruited in Trento doubled and a new industrial Doctoral School was launched in Milan.."

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SPAIN

JESUS CONTRERAS
NODE DIRECTOR SPAIN

In 2018, EIT Digital’s Spain Node consolidated its foundational journey by reinforcing its activities in developing the local digital innovation ecosystem on all three sides of the innovation triangle. During the year, the Node almost doubled the ecosystem in terms of partnership, including new partners from Basque Country and Portugal.

ECOSYSTEM

The Madrid Node roster of partners already includes large corporates, such as Telefonica, Indra, Atos, Nokia and Ferrovial - including its subsidiaries Agroman and CI3.

UPM, the largest technical university in Madrid, was joined by ISCTE-IUL, a technical university in Lisbon, Portugal. The research partnership, already consisting of IMDEA Software Institute and FGUPM, was extended to organisations such as Tecnalia and Innovalia from the Basque Country. Also, GFT IT, a new industry partner operating in the Digital Finance area, joined the Node.

EDUCATION

Educational activities are concentrated around our academic partner Universidad Politécnica de Madrid, with three programmes in the EIT Digital Master School Programme: Data Science (DS), Human Computer Interaction and Design (HCID) and Internet Technology and Architecture (ITA). Nowadays the Madrid Co-Location Centre (CLC) hosts Innovation & Entrepreneurship lessons for all the programmes with about 80 students attending weekly, many of whom use the CLC as an operations base for daily work. The doctoral programme has 10 students enrolled.

INNOVATION & ENTREPRENEURSHIP

The Madrid Node business team contacted and established collaboration agreements with relevant venture capital firms and investing bodies. Several scaleups applied to our coaching programme, as well as players in the field of digital transformation, including corporations, technology transfer agencies and public administrators. The most valuable contribution to scaleups in the EIT Digital Accelerator programme were the several hundred introductions and leads from our business developers.

The Spain Node held its first Innovation Day at the end of the year, showing the impact of the innovation activities our partners took part in. The event gave the Madrid Node an opportunity to introduce its coached scaleups Coowry, Open Cloud Factory, Apifon, Piwik PRO, Creactive and redborder to the whole ecosystem and showcase examples of EIT Digital students performing key roles in corporate digital transformation strategies.

Press coverage of the Spain Node activities has been outstanding throughout the year, including nearly 20 pieces of coverage in top tier media.

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“The year saw a great increase in the Spain Node’s activities and impact, as well as its support for business acceleration. The Node consolidated its Access to Finance services, coached four new companies and fully rolled out EIT Digital Master School programmes.”
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SWEDEN



GÖRAN OLOFSSON

NODE DIRECTOR SWEDEN

In 2018, the EIT Digital Sweden Node reached out to more regions of the country, attracting companies like Zenuity to apply for membership and scaleups like Minut and Baffin Bay Networks to join the Accelerator.

ECOSYSTEM

The Sweden Node strengthened its partnership network with Stockholm University and the national research organisation Research Institutes of Sweden (RISE). In total, 14 partners joined during the year. The EIT Digital Accelerator scaleup programme was re-established in Sweden during 2018 and supported three Swedish scaleups: Lexplore, Minut and Baffin Bay Networks.

In order to engage the local partners, the Sweden Node organised 22 deep tech seminars and co-organised 18 events including Friday seminars with KTH Royal Institute of Technology.

The Node brought the Activ8 platform from the High Impact Initiative (HII) ACTIVE to Stockholm's co-creation testbed Urban ICT Arena. Activ8's IoT middleware enabled the development of sustainable urban IoT and ICT applications in the open innovation context. The Sweden Node arranged a networking workshop for Digital Industry and multiple matchmakings between partners and students.

At the well-attended Sweden Node Innovation Day, which had about 220 participants, the Node emphasised the importance of internationalisation for Swedish entrepreneurs and the opportunities it offers to support such ambitions. The speakers included the CEO of RISE, Pia Sandvik, and the new Director General of Vinnova, Darja Isaksson.

INTEGRATING EDUCATION AND INNOVATION

Education and innovation were further integrated around the Kista Co-Location Centre (CLC). The Stockholm Node inspired students to engage in the local innovation ecosystem and related entrepreneurial activities.

The Swedish partners were active in 11 innovation activities and offered internships to many students. In the autumn, more than 190 Master School students joined all the tracks apart from Cybersecurity in Stockholm. About half of these students also stayed on for internships.

Several events were held to connect the students with the local ecosystem by providing matchmaking for internships and recruitment. Partner companies participated in the education activities and reached out to EIT Digital students when seeking much-needed talent. At the two Summer Schools, industry partners offered inspiring business challenges to the participants. Furthermore, a Post-Master Professional contributed substantially to the partners' engagement with entrepreneurial guidance and technology support for the HII ACTIVE. Student startups and partner spinoffs were hosted in the CLC. Student satisfaction was high.

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"We firmly established the Sweden Node within the Swedish data-driven innovation ecosystem and widened both its academic and industry footprint there. In parallel, we brought forth many Master School graduates to meet the high need for advanced digital talent in Sweden."

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UNITED KINGDOM



MORGAN GILLIS

NODE DIRECTOR UNITED KINGDOM

EIT Digital's United Kingdom Node participates in the UK's large and highly advanced digital economy which is valued at in excess of €330 billion per annum and accounts for more than 12% of national GDP – the highest proportion of GDP across all national and regional economies globally. London also houses a major digital investment sector which has pan-European reach and is valued at €42 billion per annum.

ECOSYSTEM

Four UK companies – Amey plc, Emu Analytics, Unit9 and Viewport Studio – joined the membership of EIT Digital as new industry partners and all participated successfully in the EIT Digital Innovation Call 2019 programme through collaboration with other members from across the EU.

Coventry University also joined the membership of EIT Digital in 2018 as a new academic partner with a strategic intention to leverage its deep industrial ties into EIT Digital's innovation programme, and to launch a new doctoral programme called Connect Autonomous Vehicles at EIT Digital's Co-Location Centre in London.

In August 2018, the Supervisory Board of EIT Digital warmly endorsed a letter of intent from six major Scottish public sector stakeholders as follows to support the establishment of a new Satellite Office in Edinburgh: the Scottish Funding Council, Scottish Enterprise, Highlands and Islands Enterprise, FinTech Scotland, Edinburgh Innovations, and the University of Edinburgh.

With regional funding from the Scottish Funding Council and Scottish Enterprise, the new Satellite Office will focus on the fintech sector and other areas of national strategic importance which will be

identified in due course. It will leverage and enhance Scotland's existing national capabilities by forging close engagement with EIT Digital's programmes and establishing a new Doctoral Training Centre for up to 50 talented PhD students drawn to Scotland from across the globe. The new Satellite Office, which will be housed in the flagship Bayes Centre in Edinburgh, is being officially launched in April 2019 with ministerial participation from the Scottish Government.

Five highly promising scaleups were also added to the Accelerator portfolio within the UK and Ireland region in 2018: Stamplay Atlas Biomed Group, Warwick Analytics, Eiratech robotics, Leveris and KASKO. The London Node also provided support to 11 non-UK scaleups seeking structured access-to-market enablement for the UK market.

The United Kingdom Node devised and delivered a rich ongoing programme of events which engaged stakeholders from all parts of the EIT Digital ecosystem and the wider international digital economy.

OUTLOOK

Looking ahead to 2019, the London Node will be closely involved in the successful establishment of the new Satellite Office and Doctoral Training Centre in Edinburgh and introduction of the new Doctoral Training Centre at EIT Digital's Co-Location Centre located at the heart of the Knowledge Quarter in Central London.

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"EIT Digital's United Kingdom Node drove good engagement with the UK digital economy during 2018 by focussing closely on two areas of national importance: the acute digital skills gap at higher education level, and the initial commercialisation of the most promising new digital innovation."



SILICON VALLEY HUB

ERIC THELEN
HUB DIRECTOR SILICON VALLEY

In 2018, the EIT Digital Silicon Valley Hub hosted a number of high-level visitors from Europe and promoted Europe and EIT Digital during a number of events. On the score side of our 'connect and score' strategy, more work is left to be done as we continue our journey towards improved financial sustainability.

ECOSYSTEM

During 2018, the Silicon Valley Hub organised or co-organised 23 events with a total of around 850 participants. The highlight was the visit of Jyrki Katainen, Vice President of the European Commission, during which the Hub brought together a group of Silicon Valley experts for a roundtable discussion on artificial intelligence.

Other prominent visitors included the leaders of the Science and Technology Options Assessment group of the European Parliament and the Portuguese Minister of Economy. The Silicon Valley Hub continued to facilitate the EuropeSV group of Europeans in Silicon Valley with seven breakfast meetings in 2018 as well as organising its first Industry Partner lunch.

Under the umbrella of the Year of German-American Friendship, the EIT Digital Silicon Valley Hub organised a programme focused on Industrie 4.0 with meetings and conferences in Silicon Valley and Chicago. It also led a cross-KIC (Knowledge Information Community) team towards the preparation of the launch of the new EIT Community Hub in Silicon Valley with a view to creating a stronger EIT presence in the San Francisco Bay Area together.

INNOVATION & ENTREPRENEURSHIP

The Silicon Valley part of the EIT Digital Accelerator supported 12 scaleup companies and contributed to the recruiting of new scaleups. EIT Digital's Silicon

Valley Readiness Assessment has been consistently applied to new companies interested in acceleration services in the US. Led by the Silicon Valley Hub, EIT Digital enabled the EIT Digital Industry Engagement Programme to launch its DeepHack hackathon programme in 2018, with the first two successful DeepHacks taking place in Berlin and San Jose.

EDUCATION

The US-to-EU internship programme has continued and received excellent feedback from students as well as participating companies.

EIT Digital education programmes such as the Master and Summer Schools have been promoted via our relationships with top California universities, including Stanford University, UC Berkeley, UCLA, UC Irvine, Santa Clara University and Cal Poly San Luis Obispo.

In partnership with UC Berkeley Executive Education, the Silicon Valley Hub carried out EIT Digital's first comprehensive transatlantic professional education programme on cybersecurity for the EIT Digital Professional School. Teachers of the Berkeley module included Silicon Valley experts such as former Chief Information Officers of very well-known IT companies.

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"At the EIT Digital Silicon Valley Hub in San Francisco, we focused in 2018 on our 'connect and score' strategy. On the connect side, we further consolidated our local network as a key asset of our presence in the San Francisco Bay Area and we started a number of new initiatives, especially in education and industry engagement."



ARISE PROGRAMME

FABIO PIANESI
HEAD OF EXTERNAL COLLABORATION

ARISE – EIT Digital’s Regional Innovation Scheme (RIS) – supports growth in countries where EIT Digital is not present through one of its Nodes, by connecting local innovation and education ecosystems to EIT Digital and its core functions.

ECOSYSTEM

In 2018, the ARISE Programme sharpened its approach to local ecosystems by introducing the EIT Digital Hub concept. An EIT Digital Hub is an EIT Digital legal entity established where the achieved footprint justifies a significant investment increase.

An EIT Digital Hub relies on committed and diversified local partnerships and on the (financial) support of the national or regional government. In time, the Hub takes on the full responsibility of integrating its country into EIT Digital’s network. In 2018, EIT Digital managed to satisfy all the above conditions in Portugal, paving the way to the establishment of an EIT Digital Hub in Braga.

The construction of the ARISE footprint continued with more than 45 co-branded events that engaged 127 startup founders, 459 representatives from government and business, 216 students and more than 1,600 members of the public.

Importantly, the opportunities provided by EIT Digital motivated several organisations to step up their commitment by becoming members of EIT Digital. These were Tallinn Technical University, ISCTE-IUL, University of Ljubljana and ABC Accelerator.

INNOVATION & ENTREPRENEURSHIP

In 2018, together with EIT Digital’s local partners, the ARISE Programme successfully staged the first EIT

Digital Venture Programme, a two-stage competition helping innovators from RIS countries to finalise their minimum viable product (MVP) and establish their deep tech venture. The Venture Programme addressed the West and the East Balkans, receiving more than 100 applications, admitting 15 and managing to help 13 to produce their MVP and incorporate their venture.

Thanks to a streamlined scouting and selection process, the ARISE Programme identified and contacted 143 scaleups (compared to 128 in 2017). Eighty of these were handed over to the EIT Digital Accelerator after initial due diligence (61 in 2017) and four signed the Scaleup Support Agreement (SSA) with the Accelerator, bringing the total number of ARISE scaleups in 2018 to eight.

EDUCATION

The integration of RIS countries in EIT Digital Academy activities continued in 2018. Thirty-two students received financial support to participate in one of EIT Digital’s Summer Schools. The EIT Digital Academy organised two Summer Schools, in Portugal and Estonia (compared to one in 2017). The dissemination of information about the Master School resulted in 110 applications from RIS countries (56 in 2017), of which 62 were admitted.

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“In 2018, together with local partners, the ARISE Programme successfully staged the first EIT Digital Venture Programme, a two-stage competition helping innovators from RIS countries to finalise their minimum viable product and establish their deep tech venture.”
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AUSTRIA
BULGARIA
CROATIA
CYPRUS
CZECH REPUBLIC
ESTONIA
GREECE
LATVIA
LITHUANIA
MALTA
POLAND
PORTUGAL
ROMANIA
SLOVAKIA
SLOVENIA

COMMUNICATIONS

VANESSA PEREZ

HEAD OF COMMUNICATIONS



2018 was a turning point for EIT Digital's communications strategy, with the establishment of a fully-integrated approach to position EIT Digital as the leading European digital innovation and entrepreneurial education organisation, driving Europe's digital transformation.

A cohesive brand-style and tone of voice that emphasise EIT Digital's role as an innovator and thought leader was developed across all brand touchpoints, to build an even stronger engagement from key audiences.

Communications focussing on the societal impact of digital transformation and people-oriented stories have been widely shared to demonstrate EIT Digital's answers to key digital challenges of our time. Strong partnerships have been initiated with key European media and compelling social media campaigns run throughout the year to enhance stakeholder engagement with all EIT Digital pillars.

In practice, this high-impact integrated communications strategy means:

- An impactful visibility in traditional media, social media and at events using a thought leadership approach and promoting key values for a strong digital Europe.
- The rejuvenation of EIT Digital branding online, offline and through a series of publications and events.

- The reinforcement of relationships with key European journalists, and the development of media partnerships.
- An inbound communications approach to engage new target audiences and extend EIT Digital's outreach.

Close coordination of corporate communications, marketing and sales helped to reinforce all channels and the consistent alignment with EIT Digital's core values contributed to a significant increase in EIT Digital's visibility and audience engagement.

Coverage of EIT Digital in Tier 1 media publications in 2018 increased by 30% to 137 articles in Europe, including BNR, Forbes, Le Figaro, Le Monde, la Rai and La Repubblica.

The number of followers on social media increased by 20% to 120,000, while the traffic on EIT Digital's website was up by 40% due to more compelling content. Last but not least, the EIT Digital flagship annual conference attracted more than 900 participants, including representatives from 17 Tier 1 publications.

The aim in 2019 is to go even further in terms of engagement and impact, with the promotion of the new Strategic Innovation Agenda 2020-2022 being a prime focus.

HUMAN RESOURCES

CLARISSE NDJEL-PORCHET

HEAD OF HUMAN RESOURCES



Foster a workplace advocating diversity and Europeanization to support the teams' success in building a strong digital Europe.

This year has been an exciting journey for Human Resources at EIT Digital as we implemented the core HR processes to lead our organisation's transformation enhancing our focus on quality and we launched key Human Resources policies. Some of the most significant accomplishments and achievements are reported below.

One of the most notable accomplishment this year has been the launch of the Performance Appraisal System that cascades strategic objectives with employee's personal work objectives.

EIT Digital's approach to performance management comprises three main steps: defining expectations and setting objectives at the beginning of the year, holding regular feedback conversations throughout and reviewing performance at the end.

We introduced the HR self-service platform that allows employees to manage their own data, and that supports the digitization of personnel files.

Throughout the year, EIT Digital's commitment to attracting and building talent with an intimate understanding of digital technologies has led to a diversified approach to talent acquisition, with a streamlined recruitment process and new initiatives such as the Recruitment Day.

EIT Digital is committed to an inclusive culture that values the diversity of ideas, experience and

background that are essential to building a strong digital Europe. We strive to attract, develop and retain the best people from all cultures, countries, races, ethnicities, genders, sexual orientations, abilities, beliefs, backgrounds and experiences.

EIT Digital has a diverse workforce with 27% female and 17 nationalities represented, fostering an inclusive workplace across the generations.

Age	2018	STEM* Education	Non-STEM
Up to 29 years	7%	70%	30%
30 – 39 years	22%		
40 – 49 years	37%		
Over 49 years	34%		

* STEM = Science, Technology, Engineering, and Mathematics

In September 2018, we celebrated Employee Day with approximately 120 people teaming up, aiming to show our appreciation for the efforts and hard work of all the workforce.

LOOKING AHEAD

2018 has seen many highlights and we will continue into the next year strengthening management and leadership capabilities by developing a set of programmes around trainings, coaching and cross-function exposure, further progress in attracting women with technology skills and capabilities, developing a talent acquisition plan, and using development plans and learning opportunities to build competencies for current and future roles.

We will also be exploring technology options for Human Resources that can help create efficiencies and streamlined processes, resulting in increasingly automated people management processes.

FINANCIAL REVIEW

CONSTANT SMITS

CHIEF FINANCE AND
OPERATIONS OFFICER



The 2018 Business Plan was assigned to 148 partners that have reported costs against 113 Knowledge and Innovation Community (KIC) Activities.

The Grant Agreement 2018 and associated Business Plan were signed on February 15th, 2018 for a total budget (KIC Added Value Activities and KIC Complementary Activities) of €290,404,974. The KAVA budget was estimated at €108,259,458 with a maximum European Institute of Innovation and Technology (EIT) contribution of €87,040,604 or a single reimbursement rate of 80.4%.

This budget was the basis for the Internal Agreements Grant 2018 that were signed with the partners.

In September 2018, the Business Plan Addendum was submitted to EIT to reflect the evolution of the KIC Activities over the first eight months as reported by the partners in their budget change requests. This resulted in Amendment 1 of the Grant Agreement 2018 signed on December 20th 2018. These budgets (against which the reporting has taken place) were €276,762,939 for the total budget, €102,132,890 for the KAVA with a maximum EIT contribution of €79,663,655 or a single reimbursement rate of 78.0%.

During 2018, one amendment to the Internal Agreement Grant 2018 was approved in October. The October Amendment solely contained Activity change requests to reflect the changed budgets from the Business Plan Addendum.

The actuals over 2018 reported by the partners on March 15th, 2018 are €267,202,914 or 97% of the overall budget, €93,042,369 or 91% of the KAVA budget and an EIT Request of €70,280,261 or 88% of the EIT Amended budget with a single reimbursement rate actual of 75.5%.



FOCUS AREAS*	EIT BUDGET	KAVA BUDGET	TOTAL BUDGET	EIT ACTUAL	KAVA ACTUAL	TOTAL ACTUAL
Education	€19,217,090	€23,854,514	€37,927,751	€16,194,899	€20,090,807	€34,434,224
EIT Digital Master School (MSL)	€10,041,354	€12,946,019	€20,750,513	€8,925,183	€11,113,661	€19,688,729
EIT Digital Industrial Doctoral School (DSL)	€2,771,242	€3,496,060	€5,810,435	€1,820,472	€2,327,294	€4,353,140
EIT Digital Professional School (PSL)	€1,808,969	€2,068,852	€4,953,220	€1,185,519	€1,530,398	€4,473,965
EIT Digital Summer School (SSC)	€1,301,775	€1,501,208	€1,501,208	€1,231,083	€1,448,930	€1,448,930
EDS (Education Development Support)	€902,500	€1,010,625	€1,010,625	€772,992	€928,747	€928,747
MOO (MOOC's/MOOPs)	€2,391,250	€2,831,750	€3,901,750	€2,259,650	€2,741,777	€3,540,712
Innovation and Research	€39,687,640	€56,568,840	€214,045,652	€36,211,308	€54,016,174	€210,324,810
Digital Tech**	€7,139,432	€10,598,411	€39,218,008	€6,594,902	€10,217,602	€40,092,223
Digital Industry	€10,437,036	€16,127,175	€67,479,125	€9,336,338	€15,232,204	€64,874,539
Digital Wellbeing	€6,160,936	€8,368,092	€35,851,576	€5,835,858	€8,300,397	€34,958,975
Digital Cities	€6,932,001	€10,128,554	€36,659,590	€6,655,012	€10,012,450	€35,242,135
Digital Finance	€5,213,995	€7,523,368	€31,014,113	€4,858,968	€7,284,958	€32,188,373
Innovation Development Support	€3,804,240	€3,823,240	€3,823,240	€2,930,231	€2,968,564	€2,968,564
Entrepreneurship	€6,052,822	€6,356,593	€8,936,593	€5,120,967	€5,527,958	€8,641,390
Accelerator	€5,156,600	€5,157,850	€5,657,850	€4,307,852	€4,342,252	€5,146,991
Industry Business Development	€896,222	€1,198,743	€3,278,743	€813,115	€1,185,707	€3,494,399
Management and Coordination	€9,771,795	€10,331,745	€10,831,745	€8,647,462	€9,203,149	€9,598,209
KIC Coordination	€3,853,245	€3,853,245	€3,853,245	€3,658,933	€3,718,649	€3,718,649
Nodes and CLCs	€5,918,550	€6,478,500	€6,978,500	€4,988,529	€5,484,500	€5,879,560
Communication, Dissemination and Outreach	€1,605,750	€1,605,750	€1,605,750	€1,549,721	€1,549,721	€1,549,721
Communications, Dissemination and Outreach	€1,605,750	€1,605,750	€1,605,750	€1,549,721	€1,549,721	€1,549,721
EIT RIS	€2,299,408	€2,356,049	€2,356,049	€1,898,222	€1,954,868	€1,954,868
Engaging RIS Players	€1,968,658	€2,025,299	€2,025,299	€1,643,676	€1,700,322	€1,700,322
Mobilising RIS networks	€330,750	€330,750	€330,750	€254,545	€254,545	€254,545
Cross-KIC	€1,029,150	€1,059,400	€1,059,400	€657,683	€699,692	€699,692
Cross KIC Common Outreach and CLC Consol	€65,650	€65,650	€65,650	€41,076	€41,076	€41,076
Cross-KIC EIT RIS	€44,000	€44,000	€44,000	€36,678	€36,678	€36,678
Cross-KIC Human Capital	€273,500	€303,750	€303,750	€228,008	€270,017	€270,017
EIT House	€646,000	€646,000	€646,000	€351,922	€351,922	€351,922
Grand Total	€79,663,655	€102,132,890	€276,762,939	€70,280,261	€93,042,369	€267,202,914

*Previously called Action Lines

**Previously called Digital Infrastructure

OUTLOOK

WILLEM JONKER

CEO



While releasing this annual report, we already execute Business Plan 2019 “Deepen and Scale” at full speed, with a total investment of over €100 million in digital innovations and entrepreneurial education programs. Our partnership will see further growth with the opening of new locations, and we will operate for the first time a public call. Our innovation activities will increase focus on deep tech, business creation, and return on investment. Our schools are set to increase student intake and delivery as well as increase their financial sustainability. So, in many aspects we deepen and scale our operations.

STRATEGY

The execution of Business Plan 2019 completes the operational deployment of our Strategic Innovation Agenda 2017-2019 “Driving Europe’s digital transformation”. During 2018 our strategy process delivered the EIT Digital Strategic Innovation Agenda 2020-2022 “For a strong digital Europe”, the framework for our operations in the years to come. Including our sustainability strategy, driven by impact and value creation, focusing on diversification of financing and revenue generation. It has meanwhile been published and offered to EU Commission Vice-President for the Digital Single Market, Andrus Ansip, and to Member of the EU Parliament, Eva Kaili.

A strong digital Europe faces five core challenges:

- Bring European values to the digital world, by building global European digital businesses and scaling up disruptive digital ventures that have

potential for global success. And, where needed, through regulation.

- Further address fragmentation to support digital enterprises and entrepreneurs. The completion of the Digital Single Market must be accelerated and the whole of Europe turned into a “de facto” domestic market for European entrepreneurs.
- Raise R&D investments in digital technologies with emphasis on software, where currently American and Asian companies are leading the way.
- Strongly increase deep tech innovation and entrepreneurship investments to take mature research results from laboratory to market.
- Adapt the European education system to the digital reality, to equip people with the right digital skills, and to deploy digital technology in order to support education.

EIT Digital is committed to contribute to these challenges, by supporting the most promising European digital innovations to achieve global impact and by attracting and educating the necessary digital talent. By building on our achievements, and deepening and scaling our efforts, we increase the global impact of European actors in the digital world.

ECOSYSTEM

EIT Digital will further expand its ecosystem in 2019 in various ways: through the establishment of two new satellites in Scotland and Portugal, through expansion and deeper integration in the RIS countries, through



the open business plan building process, and through further expansion around our current Co-Location Centres.

The new Edinburgh Satellite will allow EIT Digital to deepen the connections with the Scottish innovation ecosystem and to intensify our relationship with the Scottish Private and Public Sectors. Supported by Scottish Enterprise, Scottish Funding Council, and hosted by the University of Edinburgh's Bayes Centre, the new satellite will contribute to achieving the Scottish Government's goals to deepen relationships between Scotland and the EU, increase innovation and investment in R&D, increase university-industry knowledge exchange, develop skills in Scottish businesses, and promote Scotland's offer to investors and talent.

Portugal has been involved in EIT Digital through our RIS activities. However, the new Braga Satellite connected to our Madrid Co-Location Centre, will allow the Portuguese innovation ecosystem to significantly deepen its involvement in EIT Digital. The EIT Digital Braga Satellite, at premises of the University of Minho and supported by the Portuguese government, will assist the Portuguese economy by building additional world-class capabilities within Portugal; by introducing new educational instruments to strategically manage the digital skills gap; by establishing efficient new international expansion paths for Portuguese businesses; and by laying a foundation for further cooperation between Portugal and EIT Digital's pan-European ecosystem.

Next to expanding our geographic footprint we also strengthen our ecosystem through increased

participation in our innovation and entrepreneurial education activities. For the construction of our Business Plan 2020 we run a public process, EIT Digital 2020, based on our Strategic Innovation Agenda 2020-2022 "For a strong digital Europe". We aim at entrepreneurial minds planning to launch a digital tech startup or product via our Innovation Factory, or to deliver entrepreneurial digital tech education programs in our Entrepreneurship Academy.

Regarding our EIT Digital Silicon Valley hub, we are happy to see that, after EIT Digital landed in Silicon Valley at the end of 2014, the rest of our EIT family is joining us through the opening of the EIT Silicon Valley Hub. The Hub will build on EIT Digital, EIT Climate-KIC, EIT Food, EIT Health, and EIT Raw Materials. It will support European ventures to sell their products and services on the US market, attract US students to EIT's entrepreneurial education programs in Europe, provide a gateway to Europe for US-based organizations, facilitate joint open innovation initiatives and generally stimulate stronger collaboration between the EIT Community and Silicon Valley.

INNOVATION AND ENTREPRENEURSHIP

Our innovation activities will become significantly more impactful through running them in a venture-like manner and by stimulating venture-creation innovation activities. We are going to increase the deployment of AAA activities and at least two will be launched in 2019 next to the Last-Mile-Autonomous-Delivery and Pay-with-a-Smile AAA activities launched in 2018. We will put even more focus on deep tech innovations and strengthen both the Digital Infrastructure (renamed Digital Tech) and Digital Finance focus areas. Moreover, our Innovation Activities will continue to become more



sustainable and more open to students' participation. In terms of cross-KIC efforts, we will have joint innovation activities with the Climate-KIC and with EIT Health.

To give a flavour of the kind of activities that will be executed in 2019. Digital Cities activity DriveTrust provides a data collection device, enabling driving data analytics for insurance or car rental companies. The solution will provide driving skill hints and issue real time traffic warnings to the driver. The activity is a nice example of "no innovation without education", since the idea was launched by a student during an EIT Digital Summer School and further developed within the EIT Digital Master School. Digital Finance activity "Real Estate Assets and Liability Management" addresses fragmented Social Housing where small companies struggle to perform their social mission with economic sustainability. The activity will increase (social) benefit through tools for integrated asset management of properties and loans. Digital Wellbeing activity "Social Robots for Autonomous Medicine Delivery" will ensure that patients receive the right medicines in a timely manner. Based on human-robot interaction and machine learning research, robots will be able to study users' personality and guide towards proper medicine use. A startup created out of the activity will commercialize the solution. Digital Industry activity Hyper CRC is a disruptive digital platform supporting the design of complex interiors such as hotels, retail environments and aircrafts. In addition to cost and time reduction, it will offer global industries the ability to remotely review, modify and compare virtual interiors. This will be made possible through virtual reality sessions with touchable models and simulated customer retail scenarios with 3D volumetrically

portrayed people. Digital Tech activity 5G-Biller will provide a real-time, decentralized billing system essential for 5G networks and services. It collects real-time usage data from various 5G network components and cloud providers to deal with the high distribution of micro and mini services over multiple infrastructures and platforms, in order to bill according to established customer contracts.

In 2019, the EIT Digital Accelerator will support 70 scaleups, carefully-selected with respect to their deep tech quality and global growth potential. To this end, in 2019 we aim to double the raised private investments for the accelerated scaleups; we will also further step up the generation of qualified business leads for the scaleups in 20 different countries. EIT Digital Accelerator will also see a significant increase in revenues, contributing to EIT Digital's sustainability. With this the EIT Digital Accelerator continues to be one of the top European accelerators for digital scaleups.

After two pilot events in 2018, we will deploy several DeepHack events in 2019. A DeepHack event mobilizes actors from the EIT Digital ecosystem around a specific business challenge regarding deep tech. DeepHack sponsors provide the challenge and EIT Digital ecosystem students, researchers and entrepreneurs are mobilized to provide solutions. The 2018 pilots showed that DeepHack is an excellent way of bringing together business, research, and education on concrete challenges.

ENTREPRENEURIAL EDUCATION

In 2019 our education activities will focus on scaling, industry integration, and increased sustainability.



This includes the continued scaling of our Master School, also supported by blended programs across our partner universities. A further push will be given to our Industrial Doctoral School across all nodes, by optimizing collaboration within our network of Doctoral Training Centres. We also aim to significantly increase the portfolio and sales of our Professional School, maintain the engagement level of our MOOCs, provide stronger support for young entrepreneurs, and further drive the sustainability of our education activities.

For our Master School the cooperation agreement with our university partners defines the development for the coming years. This includes a 2019 recruitment target of 500 students, as well as the operation of blended master programs, with one semester of the first year via our Coursera-based MOOC programs and the remaining three semesters on campus. The blended program should also allow to recruit new categories of students.

The Industrial Doctoral School will continue to strengthen its value for industry through industry supported PhD students working on their critical digital challenges. The growth will further be facilitated in 2019 by starting new Doctoral Training Centres in Amsterdam, London, and Edinburgh. The Industrial Doctoral School network of Doctoral Training Centres with 250 PhD candidates is unique in serving Europe with disruptive innovations.

Another increase in interaction between innovation and education is our postmaster program where EIT Digital master graduates continue working in our innovation activities. They bring in new competencies and fresh ideas from their EIT Digital education programs. In

2019, the postmaster program will be streamlined by removing operational obstacles caused by timing challenges and diverse regulation for visa, work permits and employment.

In 2019, the Summer School will operate self-standing to further develop its recognition as provider of state-of-the-art digital entrepreneurial education summer programs. Next to serving EIT Digital master school students, it should attract a wider range of students and young professionals. Self-standing operation will also allow better alignment with our Professional School that focusses on professionals eager to increase their digital skills. Since there is a way to go to make our Professional School a commercial success, marketing and sales efforts will be increased in 2019.

CONCLUSION

EIT Digital, a vibrant and growing community, with a 2019 focus on "Deepen and Scale". Deepen the collaboration between our partners, the impact of our activities, our influence on digital innovation and education in Europe, the impact of our graduates and alumni network. Scale our ecosystem, our partnership, our innovation activities, our education programs and our schools. EIT Digital, an organization that delivers the digital talents and innovations needed for a strong digital Europe.

A strong digital Europe is all about joining forces and teaming up. When meeting many of you during my travels to our nodes and at our events, I always see and feel the drive, commitment, and energy that makes our organization so successful. A big thanks to all of you and see you at one of the many occasions in 2019.

MANAGEMENT COMMITTEE



Top row: **Willem Jonker**, CEO; **Vanessa Perez**, Head of Communications; **Guillaume Toubanc**, Node Director France; **Chahab Nastar**, Chief Research & Innovation Officer; **Eric Thelen**, Hub Director Silicon Valley

Middle row: **Jesus Contreras**, Node Director Spain; **László Gulyás**, Node Director Hungary; **Roberto Prieto**, Chief Education Officer; **Christian Sckerl**, Node Director Germany; **Clarisse Ndjel-Porchet**, of Human Resources; **Patrick Essers**, Node Director Benelux

Bottom row: **Göran Olofsson**, Node Director Sweden; **Gian Mario Maggio**, Node Director Italy; **Marko Turpeinen**, Node Director Finland; **Constant Smits**, Chief Finance and Operations Officer; **Fabio Pianesi**, Head of External Collaboration; **Morgan Gillis**, Node Director United Kingdom

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ABOUT EIT DIGITAL



EIT Digital aims at global impact through European innovation fueled by entrepreneurial talent and digital technology. EIT Digital firmly believes that the future of innovation is ecosystems.

EIT Digital is a leading European digital innovation and entrepreneurial education organisation driving Europe's digital transformation. Its way of working embodies the future of innovation through a pan-European ecosystem of over 200 top European corporations, SMEs, startups, universities and research institutes, where students, researchers, engineers, business developers and entrepreneurs collaborate in an open innovation setting.

EIT Digital supports the members of its pan-European ecosystem to be effective in today's complex open innovation ecosystems in order to address some of their specific innovation needs related to digital innovation and education. Examples include finding the right partners to bring technology to the market, supporting the scale-up of digital technology ventures, attracting talent and developing their digital knowledge and skills.

In order to do so, EIT Digital operates a pan-European network of 18 innovation centres where students, researchers, engineers, business developers and entrepreneurs physically come together to cocreate the digital future. This pan-European ecosystem is located in Amsterdam, Berlin, Braga, Budapest, Brussels, Edinburgh, Eindhoven, Helsinki, London, Madrid, Milano, Munich, Nice, Paris, Rennes, Stockholm, Trento, and in San Francisco, USA.

Since its launch, EIT Digital has equipped more than 1,900 students with the skills to innovate and become entrepreneurs; EIT Digital has supported more than 300 startups and scaleups to grow internationally, created more than 120 new ventures and launched more than 380 products and services commercially. EIT Digital continues to build on these strong achievements and in the coming years will focus on further increasing the global impact of European actors in the digital world. EIT Digital will do so by selecting and growing the most promising European digital technology from its ecosystem and beyond, and by supporting the attraction and education of necessary digital talent. This will be based on a gradual further growth of the ecosystem and the innovation and education activities.

