

EIT Digital

*for a **strong** digital Europe. Inclusive. Fair. Sustainable.*

Workshop on Phasing out strategies, 25/09/2025

Federico Menna, CEO



Digital



Co-funded by the
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*We drive towards a competitive digital Europe that is **inclusive, fair** and **sustainable**.*

We are looking for likeminded partners and collaborators in everything we do.



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- 350 partners and 23 locations
- 4,000 students
- 500 start-ups created and supported
- Further development as pan-EU organization
- New partners attracted by the value created

2010

2011

2012

2013

2014

2015

2016

2017

2018

► 2019

► 2020

► 2021

► 2022

► 2023

► 2024

EIT Digital in 2025

Started in 2010 – constantly growing ecosystem

4,000+ talent pool

1,000+ investors

€300M+ funding

60 universities

350+ partners

23 offices

500k MOOC learners

500+ startups

Hub in Silicon Valley

EIT Digital **positioning**

EU's unique multi-stakeholder collaboration platform

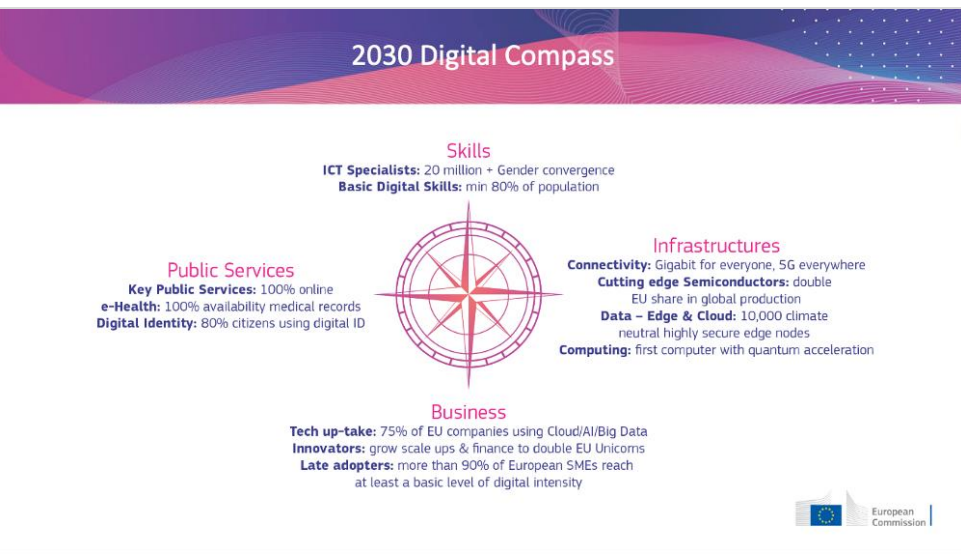
EIT Digital is the leading EU multi-stakeholder collaboration platform for digital technologies mobilising and deploying private and public funding to address the top priorities on innovation and skills of the European Union.



A NEW EUROPEAN INNOVATION AGENDA

- 1 improve access to finance for European start-ups and scale-ups, for example, by mobilising untapped sources of private capital and simplifying listing rules
- 2 improve the rules to allow innovators to experiment with new ideas
- 3 help create “regional innovation valleys” that will strengthen and better connect our innovation players through Europe, including in regions lagging behind
- 4 attract and retain talent in Europe, for example by training 1 million deep tech talents, increasing support for women innovators and innovating with start-up employees’ stock options;
- 5 improve innovation policy-making through clearer terminology, indicators and data sets, as well as policy support to Member States

#EUIInnovationAgenda #HorizonEU



2030 Digital Compass

Skills
ICT Specialists: 20 million + Gender convergence
Basic Digital Skills: min 80% of population

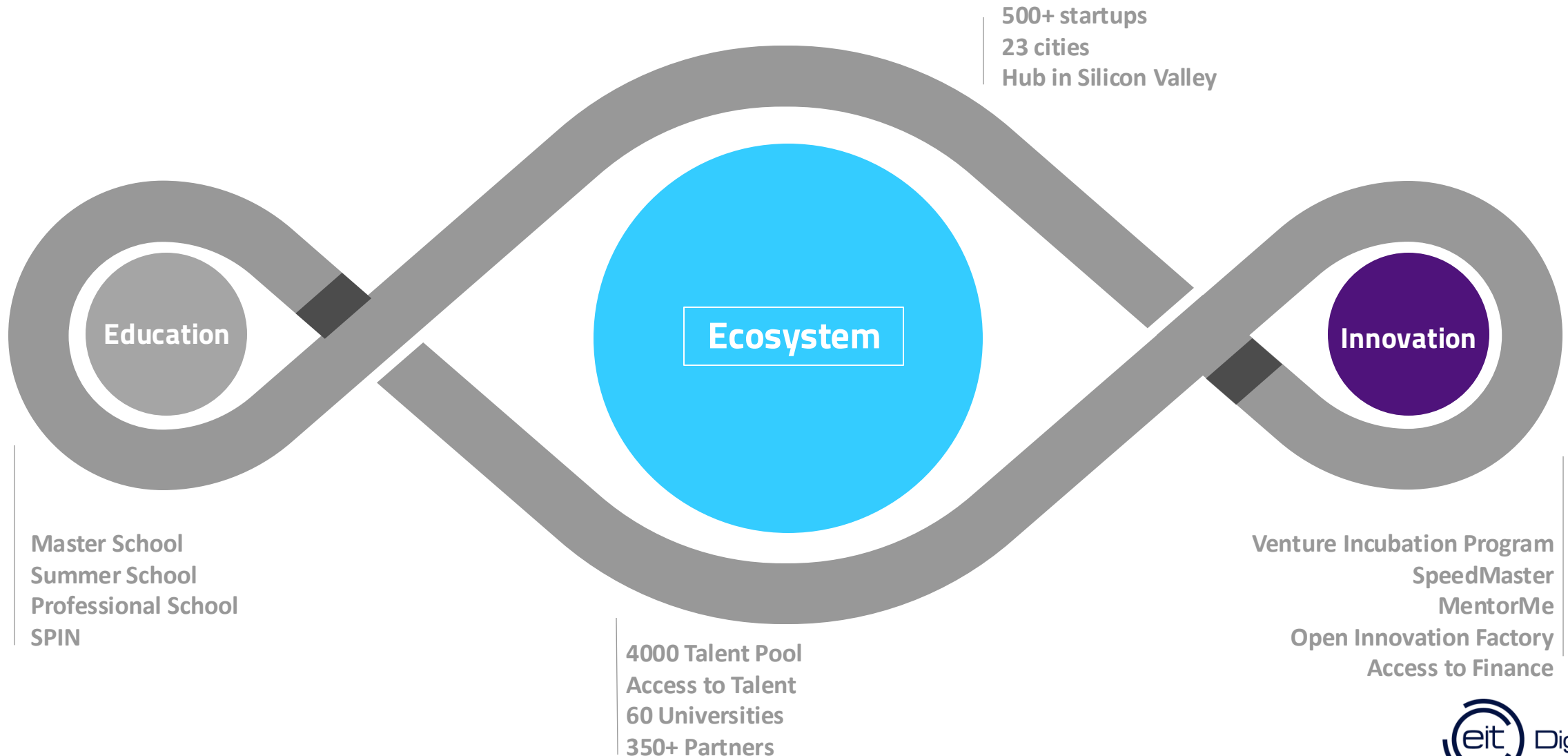
Public Services
Key Public Services: 100% online
e-Health: 100% availability medical records
Digital Identity: 80% citizens using digital ID

Infrastructures
Connectivity: Gigabit for everyone, 5G everywhere
Cutting edge Semiconductors: double EU share in global production
Data – Edge & Cloud: 10,000 climate neutral highly secure edge nodes
Computing: first computer with quantum acceleration

Business
Tech up-take: 75% of EU companies using Cloud/AI/Big Data
Innovators: grow scale ups & finance to double EU Unicorns
Late adopters: more than 90% of European SMEs reach at least a basic level of digital intensity

European Commission

Sustainable Knowledge Triangle

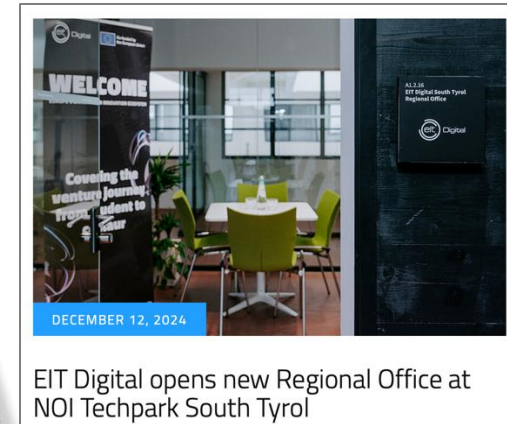


Boots on the ground with 20+ offices


Silicon Valley Hub


EIT Digital Office


in progress



Strategic partnerships



IPMA»



IPMA and EIT Digital Deepen Strategic Collaboration to Advance Project Management, Digital Skills, and Sustainability



SEPTEMBER 8, 2025

EIT Digital and HCDI sign MoU to empower Greek startups and strengthen European innovation



NOVEMBER 23, 2023

EIT Digital and ADRA forge path to European AI excellence



OCTOBER 2, 2024

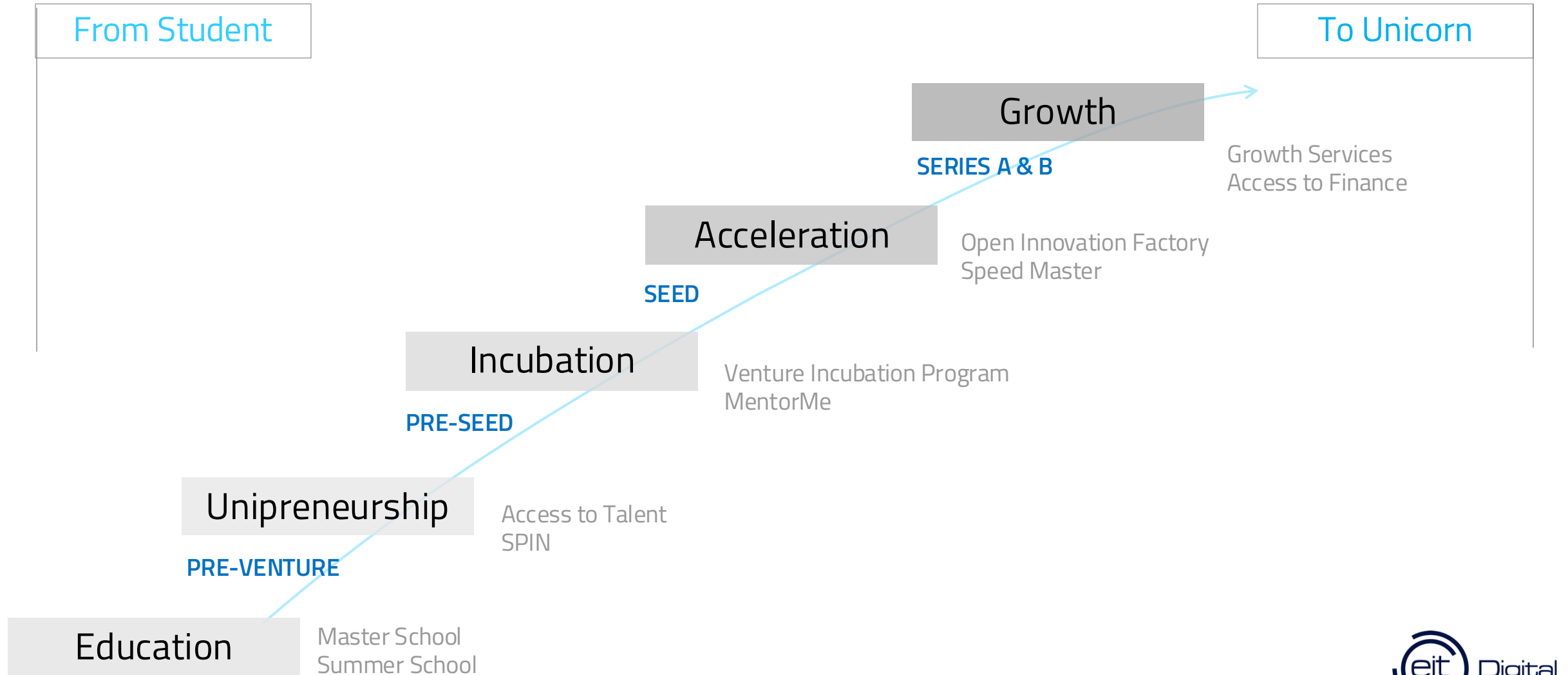
EIT Digital and Hellenic Development Bank sign memorandum of understanding



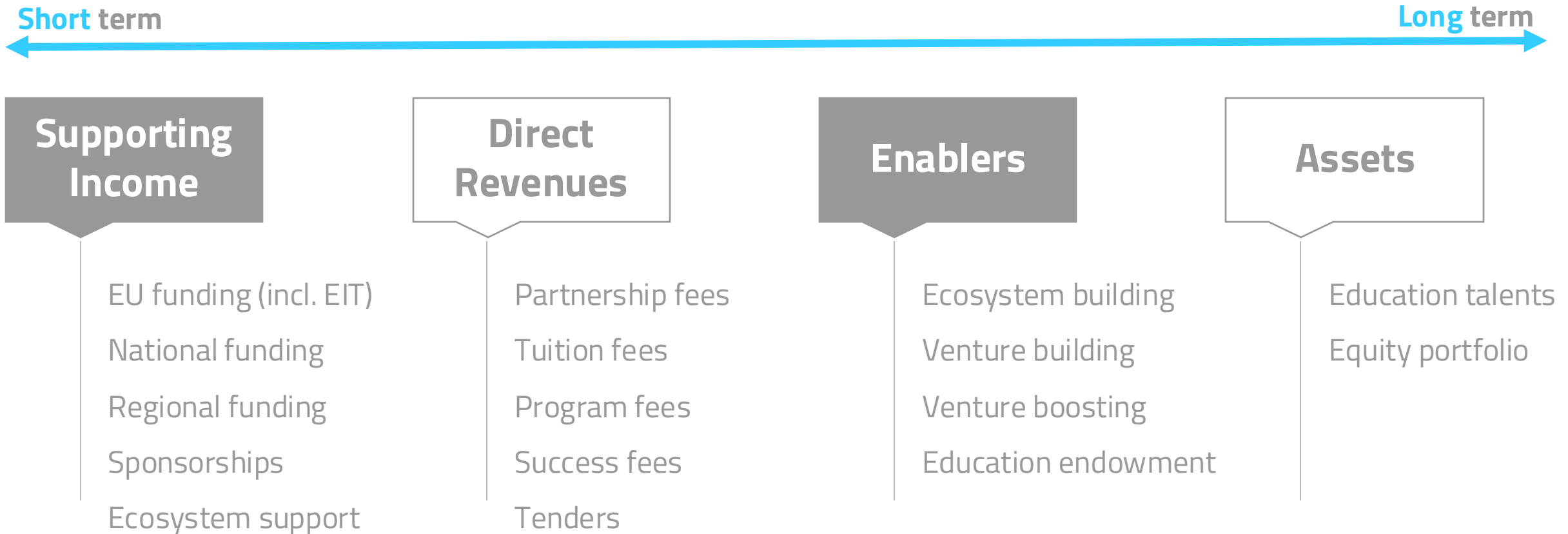
And a network of **1000+** private VCs and investors



Unrivalled pan-European initiative



Financial sustainability



EIT Digital **Equity Portfolio**

- EIT Digital has created 500 startups with **Open Innovation Factory** and **Venture Incubation Program**
- Both equity-based programmes:

€370M
startup valuation



Aryza's Webio Acquisition Marks Milestone for EIT Digital's Deep Tech Investment Strategy

EIT Digital Master School



- 38% EIT Digital Master School Students create a startup within two years of graduation
- 4,000 T-shaped, ethical tech, global network, and entrepreneurial talent minded STEM alumni
- 20% students benefit from a deferred tuition payment backed by EIF and Intesa San Paolo Bank

€2M ↻

Average revenue over the past 3 years (reinvest in scholarships)

€500k

Average net profit for EIT Digital over the past 3 years

€6M

In funding for from DEP for Cybersecurity, Chips, AI and HPC

89%

Of students stay and work in Europe

17

EIT Digital and its partners offer 17 different types of scholarships to students

Conclusions and **recommendations**

- **Partnerships have strong USPs** (KTI, Public-Private engagement, Industrial relevance, ...)
- **Begin with the end in mind:** identify the type of organization the KIC should become as soon as possible
 - There is no “one size fits all” approach
 - Consider governance, partnership, market, for-profit vs non-for-profit, ...
 - Take into account multi-year programmes (e.g. Master School)
- **Diversify** the sources of income as much as possible
- Identify the right partners and develop **key strategic partnerships**
- Invest on **internal capacity and skills**

Thank you!



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