

EIT URBAN MOBILITY

STARTUP INVESTMENTS 2021 | FAQ

WHAT COMPANIES DO YOU INVEST IN?

We make investments at three different stages: pre-seed, seed and growth. We look for European companies disrupting the urban mobility landscape, operating in areas characterized by rapid growth rate, and preferably within B2B and B2B2C. Companies should demonstrate market traction, international vision and be scalable in the business model and technology.

WHAT ARE YOUR STRATEGIC CHALLENGES?

1. Active Mobility
2. Sustainable City Logistics
3. Creating Public Realm
4. Future Mobility
5. Mobility and Energy

EIT UM seeks double-return investments and thus the operations, products and/ or services of the applicant companies must contribute positively to at least one of the [EIT Urban Mobility's Core Sustainable Development Goals \(SDGs\)](#); SDG3, SDG7, SDG8, SDG9, SDG11 and SDG13.

WHAT IS YOUR TYPICAL INVESTMENT?

50.000€ - 100.000€. We do not do follow-up investments.

IS IT MANDATORY TO HAVE OTHER INVESTORS?

Yes. Your company must be currently fundraising or preferably already in an ongoing funding round with capital committed from other investors. Failure to comply with this requirement will result in ineligibility for selection.

WHAT ARE THE STEPS OF THE INVESTMENT PROCESS?

In addition to investment, EIT UM seeks companies with a mutual match of interest. The process starts by uncovering mutual interests and the strategic fit. We then make further analysis of the business case, agree upon the formal conditions for the partnership and start the due diligence. If your company has passed due diligence you will be invited to pitch to our Investment Committee. The positive decision of the CEO of EIT UM leads to the final agreement. The whole process usually takes from 2 to 3 months.

The investment will be done in exchange for equity to the latest verifiable valuation. EIT UM will adhere to the existing terms and conditions agreed upon by other investors in the current funding round. These terms shall be reflected both in the term-sheet and shareholders' agreement.

DO YOU SYNDICATE WITH OTHER BUSINESS ANGELS/ VCS?

EIT UM aims to syndicate/ co-invest with European and international investors, as it provides advantages both to the company and to the investors.

For investors, it improves the overall marketability, providing an additional source of capital to make larger investments without incurring any additional fees.

For companies, it significantly reduces its refinancing risk by raising larger funding rounds, builds a broader investor list to lift upcoming funding events, and consolidates a more robust structure of the economic and legal terms.

HOW DO YOU ADD VALUE TO YOUR PORTFOLIO COMPANIES?

EIT UM has an extensive network of investors, corporate partners and municipalities to support our portfolio companies not only with capital, but with fast-track access to our stakeholders. Through close relationships and regular dialogue, we enable our companies to create accelerated and seamless core business value.