

## EIT URBAN MOBILITY START-UP INVESTMENTS 2021 Q3 | 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 FOCUS AREAS?

1. Urban Air Mobility
2. Waterway Transportation & Logistics
3. Connected Vehicles
4. Mobility & Energy
5. Autonomous Vehicles and Systems
6. Mapping and Navigation
7. Sensors and Training Data
8. Mobility Services
9. Vehicle Marketplaces and Aftermarket
10. Smart Cities & Smart Parking
11. Last-mile Delivery & Green Logistics

EIT Urban Mobility 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€ - 150.000€.

### 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 Urban Mobility 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.

Selected Applicants are required to contribute to EIT Urban Mobility's Financial Sustainability Mechanism (FSM). The Applicant will give out company's shares in exchange of the investment received, based on the company's valuation<sup>1</sup> and investment amount agreed by EIT Urban Mobility and the Applicant. This means EIT Urban Mobility will benefit from the success of your business.

The positive decision of the CEO of EIT Urban Mobility leads to the final agreement. The whole process usually takes 2 months.

## DO YOU SYNDICATE WITH OTHER BUSINESS ANGELS/ VCS?

EIT Urban Mobility 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 Urban Mobility 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.

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<sup>1</sup> The investment will be done in exchange for equity to the latest verifiable valuation.