

EIT URBAN MOBILITY

2026 - 2028 Financial support to startups Open Call

FREQUENTLY ASKED QUESTIONS (FAQs)

EIT Urban Mobility - Mobility for More Liveable Urban Spaces

EIT Urban Mobility

eiturbanmobility.eu

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GENERAL QUESTIONS

How does EIT Urban Mobility invest in companies?

EIT Urban Mobility invests in companies that are fundraising and have a lead investor secured. Companies get selected through an open and competitive call ([Startup Investment Open Call](#)).

The investment consists of a cash element and in-kind support, both to be capitalised either through a capital increase event or SAFE instrument.

Is the information submitted in the application treated as confidential?

Yes. All information submitted as part of the application is treated as confidential and is only shared with authorised evaluators and EIT Urban Mobility staff. Evaluators are bound by strict confidentiality, impartiality, and conflict-of-interest obligations.

I'm an investor/ mobility stakeholder; can I make a referral?

Absolutely, please send an email to investments@eiturbanmobility.eu including a pitch deck, key traction data and summary on why you believe this opportunity is a sound investment.

Can we edit our application after submission or add missing documents?

Applicants may work on and save a draft application before submitting it. However, once an application is formally submitted, it can no longer be modified by the applicant.

After submission, EIT Urban Mobility may, at its discretion, request clarifications or additional information during the eligibility check or evaluation process. In such cases, applicants will be informed directly and given specific instructions on what can be provided.

Applicants should therefore ensure that their application is complete and accurate at the time of submission, as there is no guaranteed grace period to add missing documents or make changes after submission.

Is EIT Urban Mobility an accelerator?

No. EIT Urban Mobility is a pan-European network responding to pressing mobility challenges in urban and suburban areas, made of partnerships with key [industry players](#).

Through its investment activities, EIT Urban Mobility provides financial support and value to help its equity portfolio companies scale their work and impact.

However, EIT Urban Mobility also runs startup support programmes, segmenting new companies according to their investment readiness level.

What is EIT Urban Mobility' stance on gender diversity and inclusion?

Since 2020, EIT Urban Mobility has been actively working on gender equality within its core activities. EIT Urban Mobility aligns its investing activities with the challenge to mobilise equitable capital towards women-led startups. To date, EIT Urban Mobility has supported 120 women-led companies, has invested in 54 women co-founded startups and is additionally working on gender equality when it

comes to the investment team, mentors, investment committee members, and training delivery experts. As an organisation, EIT Urban Mobility has a gender ratio of 56% female and 42% male.

INVESTMENT CRITERIA

In which geographies do you invest?

Startups must be established in:

- EU Member States, or
- [Horizon Europe Associated Countries](#)

Startups from the UK and Switzerland are also eligible, subject to specific conditions described in the [Call Manual](#).

The [European Innovation Scoreboard](#) (EIS) shows persistent disparities in the innovation performance of European countries. From an investment's standpoint, EIT URBAN MOBILITY aims to close this innovation divide through the [Regional Innovation Scheme](#) (RIS) by allocating funds to boost the competitiveness of startups fundraising in modest and emerging countries.

At what stage do you typically invest?

EIT Urban Mobility primarily invests in pre-seed and seed-stage startups. Depending on the structure and terms of the fundraising round, Series A startups will be considered.

To ensure an efficient allocation of resources and the ability to provide tailored support across different entrepreneurial ecosystems, the maximum pre-money valuation for eligible applicants is capped at €50 million. This valuation threshold enables EIT Urban Mobility to focus on supporting high-potential ventures while fostering a diverse and thriving urban mobility innovation landscape.

What sectors do you invest in?

EIT Urban Mobility invests in startups developing solutions for the urban mobility market. While particular attention is given to key mobility-related sectors with high impact potential, such as clean and zero-emission mobility, public and shared transport, urban logistics, mobility software, data and AI, and inclusive mobility, the call is not limited to specific sectors.

Startups operating in adjacent or cross-sector areas may also be considered, provided their solution clearly contributes to more sustainable, efficient, and liveable urban mobility systems.

How fast is your decision-making process?

The Startup Investment Open Call follows pre-defined cut-off dates, which are published in the [Call Manual](#).

After each cut-off date, the evaluation process takes place as follows:

- Eligibility check – Applicants are informed whether their application meets the eligibility requirements.
- Expert evaluation – Independent experts assess eligible applications based on quality, feasibility, and impact. A limited number of startups are shortlisted and invited to pitch.

- Investment Committee pitch – Shortlisted startups present to the Investment Committee, which evaluates the opportunity and strategic fit.
- Final decision – Final investment decisions are taken by EIT Urban Mobility’s senior management based on the Investment Committee’s recommendations.

When expedited, the full process typically takes around 12–16 weeks from the cut-off date to final decision and fund disbursement.

What forms of investment does EIT Urban Mobility use?

The investment component is tailored based on the assessed investment scenario and may take different forms. It may consist of priced rounds (purchasing equity, covering pre-seed stage up to Series A equity rounds) and/ or simple agreements for future equity (like SAFEs). EIT Urban Mobility expects to invest on a pari passu basis.

Does EIT Urban Mobility lead rounds?

EIT Urban Mobility operates as a co-investor alongside other accredited investors on a pari-passu basis. Nevertheless, it has the flexibility to act as the initial non-local investor, particularly in [Regional Innovation Scheme](#) (RIS) ecosystems, focusing on pre-seed and seed-stage startups.

What does “actively fundraising” mean?

To be eligible, startups must be engaged in an active fundraising round at the time of application (pre-seed, seed, or Series A). This means that the fundraising process has started, and the startup is actively engaging with investors. The fundraising round does not need to be fully closed at the time of application.

EIT Urban Mobility’s intent is to co-invest alongside other investors. This may take place as part of an ongoing fundraising round, including a second or subsequent close, or by joining an active round that is still in progress.

How is the ticket size decided?

The investment ticket size is not fixed and is decided on a case-by-case basis. It depends on the structure and size of the funding round, the startup’s stage, the presence and role of other investors (including a lead investor), the targeted ownership stake, and EIT Urban Mobility’s overall investment strategy.

Should I reapply if my application gets rejected?

Yes. Startups may apply to a maximum of two consecutive cut-off dates. After submitting applications to two consecutive cut-offs, startups must skip at least the following cut-off before applying again.

Applications to three consecutive cut-offs are not permitted.

Who evaluates the proposals, and do companies receive the evaluation results?

Applications are evaluated by independent external experts with relevant technical, market, and investment expertise (e.g. mobility industry professionals, investors, and senior executives).

Evaluators may request additional information from applicants and, where relevant, consult external sources to support their assessment. All evaluators are bound by confidentiality, impartiality, and conflict-of-interest rules.

All the applicants receive Summary Evaluation Reports (SERs), detailed to the stages the company was qualified. The Summary Evaluation Reports are shared once the whole process is concluded. .

PORTFOLIO SUPPORT

What does EIT Urban Mobility provide beyond financial support?

While access to capital is important, the ability to effectively turn funding into sustainable growth is equally critical. EIT Urban Mobility's approach goes beyond financial investment by providing hands-on support focused on people, leadership, and inclusive growth. Portfolio companies benefit from dedicated mentoring and guidance from EIT Urban Mobility's Investment and Portfolio Managers (IPMs), as well as access to knowledge, tools, and processes designed to support scaling and long-term impact.

Portfolio startups benefit from EIT Urban Mobility's extensive stakeholder network, enabling warm introductions, ecosystem collaboration, and access to relevant partners across Europe. In addition, portfolio startups gain access to Mobility Innovators, EIT Urban Mobility's dedicated platform offering a curated group of mobility stakeholders and hand-picked opportunities tailored to portfolio companies.

How does mentorship work for equity portfolio companies?

The regional IPM (Investment and Portfolio Manager) at EIT urban mobility provides dedicated support to entrepreneurs, contributing to their sustainable growth by identifying and capitalizing on sales and funding opportunities.

Moreover, entrepreneurs benefit from access to a robust pan-European network, participation in international events, market-access programs, and customized training opportunities tailored to their specific needs. This comprehensive ecosystem of resources and expertise aims to empower entrepreneurs and their startups to thrive in the competitive urban mobility landscape.

Does EIT Urban Mobility assist startups with fundraising?

Yes. EIT Urban Mobility's team can support you to raise your next funding round.

While EIT Urban Mobility can provide addition follow-on financial support, based on the growth trajectory of the company and the alignment with the portfolio strategy going forward. Also, EIT Urban Mobility can leverage on its extensive investor network to connect you with potential investors.

EIT Urban Mobility has a proven track record of supporting founders in securing capital in later funding rounds. Over 40% of EIT URBAN MOBILITY's equity portfolio companies have raised - in some cases in multiple rounds over past years - follow-on funding from investors like RATP Capital Innovation, Plug&Play, Techstars, Conexo Ventures, Iris Capital and Katapult, just to name a few.

INVESTMENT MODELS

Social and Environmental Impact

EIT URBAN MOBILITY's investment focus is exclusively on technologies that can generate positive and measurable, social and environmental net impact. Companies showing the potential to significantly reduce GHG emissions in a quantifiable and scalable manner while also responding to the major societal challenges by improving quality of life in cities, are one of the main priorities when taking investment decisions.

The Impact Ventures division provides access to funding and support channels to deliver financial, environmental and social net impact on the urban landscape.

All EIT Urban Mobility's activities serve the purpose of contributing to create impact in three areas, responding to the major societal challenges and following its impact vision:

- Improving quality of life in cities.
- Mitigating and adapting to climate change.
- Creating jobs and strengthening the European urban mobility sector.

Profitable and Scalable

EIT Urban Mobility holds the belief that the driving force behind the transition towards decarbonized urban spaces lies within innovative companies and technologies that work to solve real problems in real cities by transporting people, freight and waste in smarter ways.

Consequently, such companies are poised to achieve high profitability with a scalable growth potential.

How does EIT Urban Mobility assess impact as part of the evaluation?

When reviewing applications, EIT Urban Mobility assesses impact by looking at how a startup's solution contributes to positive change in urban mobility, alongside its business and investment potential.

The evaluation focuses on:

- The problem addressed and its relevance for cities and urban mobility systems
- The expected environmental and social outcomes, such as emission reductions, improved accessibility, safety, or efficiency
- The startup's ability to quantify and demonstrate impact over time, using realistic and relevant indicators
- The potential for the impact to scale with the business and be replicated across different markets and cities

Early-stage startups are not required to have fully developed impact reporting frameworks. However, they should clearly articulate their impact ambition, the pathway to achieving it, and how impact will grow as the company scales.

Co-investors

EIT Urban Mobility places great importance on forging partnerships and addressing global climate challenges collectively. Consequently, EIT Urban Mobility's investment strategy centers on supporting companies capable of securing investment from other partners in the European investment community.

INVESTMENT TERMS

Which legal entity should apply, receive, and spend the investment funds?

EIT Urban Mobility recognises that some startups operate with group structures (e.g. a TopCo and operating subsidiaries). In such cases, the entity that will spend the investment funds must be the applying entity. If a subsidiary is expected to carry out the activities and incur the costs, that subsidiary must submit the application. However, as part of EIT Urban Mobility's financial support mechanism for equity, the equity is provided by the TopCo.

The investment funds must be spent by the applying entity and comply with the investment agreement and Call Manual.

Are there reporting obligations after the investment?

Yes. Portfolio companies are required to:

- Provide periodic reporting on the use of funds
- Demonstrate that expenditures match the approved budget
- Report on progress, milestones, and impact indicators

Clear and consistent reporting is essential to ensure compliance with EIT Urban Mobility and EU funding requirement.

How and when is the investment paid out?

The investment is paid out following the signing of the relevant investment and contractual agreements. Depending on the investment structure, the funding may be disbursed in one or more tranches, potentially linked to agreed milestones or conditions defined in the investment agreement.

Does EIT Urban Mobility take board seats or control rights?

EIT Urban Mobility does not typically take board seats or seek control rights. It invests as a non-controlling, pari-passu co-investor, while allowing for limited governance arrangements on a case-by-case basis, depending on the structure of the investment round.

Can we talk to other equity portfolio companies to get their opinion?

Absolutely. However, for privacy reasons, founders may not be contacted directly. Please reach out to investments@eiturbanmobility.eu to get an introduction to the relevant founders.