



Guide for Applicants

IRP4IMPACT

Investment Readiness Programme for Impact

**Empowering mobility startups to fundraise,
scale and create positive impact**

December 2024

Co-funded by the
European Union



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1. STRATEGIC FOCUS

EIT Urban Mobility (EITUM) is an initiative supported by the European Institute of Innovation and Technology (EIT) acting to accelerate positive change on mobility to make urban spaces more liveable since January 2019. EITUM aims to become the largest European initiative transforming urban mobility and the reference in the market for supporting and funding gender-balanced startups within urban mobility.

IRP4IMPACT

The Investment Readiness Programme for Impact, **IRP4IMPACT programme**, is an EU-funded project executed by [Connectology](#) and [AngelNews](#) in collaboration with EIT Urban Mobility. The aim of the **IRP4IMPACT** is to take early-stage mobility startups (from EU and Horizon Europe associated countries) to the next level and prepare them for fundraising. In a nutshell, the programme will:

- **Enhance the fundraising capabilities** of these companies by providing them with resources, training, and coaching over a period of six months.
- **Create networking opportunities and connect founders** with other entrepreneurs, mentors, corporates, and investors, fostering partnerships and creating new market opportunities.

The selected early-stage startups will:

- Become bulletproof prepared for the fundraising;
- Reduce investment risks to protect founders equity ownership;
- Get networking opportunities with peer entrepreneurs (former participants of the programme and other equity companies of EIT Urban Mobility);
- Receive mentoring by industry experts and experienced serial entrepreneurs;
- Be trained to scale up their business, driving growth and internationalisation;
- Get expert investor pitch coaching and potential contacts with investors and VC funds;
- Be promoted at the [Impact Ventures portfolio webpage](#);
- Access EIT Urban Mobility investment initiatives and funding instruments;
- Get one visitor pass ticket to [Tomorrow.Mobility 2025](#), organised by Fira de Barcelona and co-organised by EIT Urban Mobility. One of the most influential startup events in Europe with a specific focus on the future of mobility within cities.
- Upon successful graduation, startups will receive a 6 months of paid GrowthLab Premium subscription. The GrowthLab is largest community of mobility entrepreneurs, including scouted opportunities for startups (funding, pilots, programmes and advisory services) and exclusive perks for premium members.
- Receive support to obtain a valuation certificate (only for eligible companies).

The **IRP4IMPACT Programme** will support a minimum of **20 mobility startups** with a focus on **preparation for fundraising**. The programme has a cost of 20,000€ that selected startups must cover either by paying in cash or equity via credit compensation to onboard EIT Urban Mobility as a prestigious shareholder connected to the wider EU European mobility ecosystem while attracting other investors from around the world while maintaining a correct company valuation.

Startups will get access to the wider European mobility ecosystem with different stakeholders connected by EIT Urban Mobility.

2. TIMELINE

Stage of the call	Dates*
Call opening	17 December 2024
Main eligibility information deadline	28 February 2025
Call deadline	5 March 2025
1 st phase - Eligibility check	Ongoing during open call period
2 nd phase - Online evaluations	6 March 2025 - 14 March 2025
Announcement of phase 3 shortlist	18 March 2025
3 rd phase – online pitch	19 March 2025 - 21 March 2025
Consensus meeting	24 March 2025
Final list of selected startups	25 March 2025
Formalisation of participation – Participation Agreement	26 March 2025 - 28 March 2025
Starting date of IRP4IMPACT programme	31 March 2025
Demo Day – Graduation	To be confirmed

* Dates are tentative.

3. HOW TO APPLY

IRP4IMPACT Programme has two application stages:

1st application stage – Main eligibility information

Candidates must first submit the main eligibility information for [IRP4IMPACT Programme](#) via the following link: [online form for main eligibility information](#). Conditionally eligible candidates will be invited to submit the full application corresponding to the second stage of the application process.

Details about the application form, sections and required information are included in [ANNEX 1 – IRP4IMPACT programme application form](#).

2nd application stage – Full application

Conditionally eligible candidates invited to submit the full application to [IRP4IMPACT Programme](#) must use the following link: [EIT Urban Mobility - AwardsPlatform](#).¹

Applicants must **register and validate their account** the first time accessing the platform. If the applicant has already created an account, proceed to login and:

1. Start a new application;
2. Select Programme Type – EIT UM Programmes;

¹ Full applications from non-conditionally eligible candidates or non-invited candidates will be automatically disqualified.

3. Select Call – **IRP4IMPACT Programme**;
4. Follow the application form.

During the application all compulsory fields must be filled. Details about the application form, sections and required information are included in [ANNEX 1 – IRP4IMPACT programme application form](#).

4. SELECTION CRITERIA

Applicants must comply with the following **admissibility criteria**:

- The submitted application is in English language;
- Startup team must have at least 2 Full Time Employees (FTEs). Not only a single founder. FTEs are not necessarily connected to monetary compensation. Full time dedication to the startup must be proved;
- **Startup must be incorporated in EU or EU associated countries** according to the official list of countries by the European Union and [third countries associated to Horizon Europe](#). The registration certificate will be required to participate in the programme²;
- **Valuation limits**:
 - o **Minimum valuation of 0,5M€.**
 - o **Maximum valuation of 2M€.**

If applicant chooses to pay the cost of the programme with equity via credit compensation, applicant must provide a verifiable pre-money valuation based on the latest fundraising round or an independent valuation certificate.

If applicant chooses to pay the cost of the programme in cash, applicant can choose to provide

- a) a verifiable valuation based on the latest fundraising round or independent valuation certificate
 - b) a valuation calculation based on commonly accepted valuation methods (Discounted Cash Flow, Market Multiples, Berkus, Scorecard) and a justification.
- Startup must be registered at the **Growth Lab** with a Standard (free) or a Premium (paid) subscription.
 - Applicant' **Net Impact Score** must be equal or above the average EIT Urban Mobility equity portfolio Net Impact Score (NIR). The NIR reference for November 2024 and prevalent during 2025 is 46%. EIT Urban Mobility measures impact of their equity portfolio using [Upright Net Impact Model](#).
 - Signature of the **Participation Agreement** (PA). The PA regulates applicants' participation in IRP4IMPACT programme and the form of payment for the cost of the programme (20,000€). Applicants can choose to pay the cost of the programme with:
 - o Equity via credit compensation for a total of 20,000€³
 - o Cash for a total of 20,000€

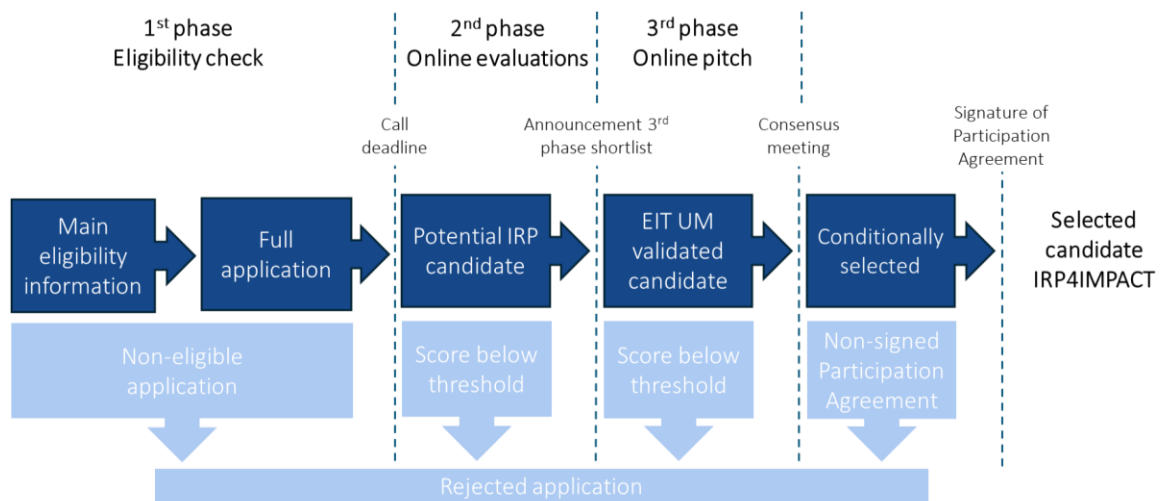
² The certificate must be available at the latest 5 calendar days after the selected startup receives notification of acceptance.

³ Required to provide the latest verifiable company valuation from your latest investment round or an independent valuation certificate.

Applications should comply with the following **award criteria**:

- A **clear, scalable business, product and/or service**;
- **Founders and employees** (e.g. Employee Stock Ownership Plan, ESOP) should still own more than **50% of shares**;
- **Innovative product/service** preferably contributing to at least one of the **EIT Urban Mobility topics and subtopics**:
 - o **Health and mobility**: walking, cycling, behavioural change.
 - o **Mobility data management**: Software and digital applications, Digital infrastructure for mobility.
 - o **Electrification of transport and alternative fuels**: EV charging infrastructure, battery electric vehicles.
 - o **Public transport**: Zero/Low emission public transport.
 - o **Road safety and security**: Infrastructure for road services.
- Operations, products and/ or services contributing positively to at least one of the EIT Urban Mobility's Core Sustainable Development Goals (SDGs); SDG3 (Good Health & Well-Being), SDG7 (Affordable and Clean Energy), SDG8 (Decent Work and Economic Growth), SDG9 (Industry, Innovation and Infrastructure), SDG11 (Sustainable Cities and Communities) and SDG13 (Climate Action).

5. SELECTION PROCESS



1st phase – Admissibility and eligibility check

Startup applications will be first checked following a yes/no criteria (knock-out criteria). Applications meeting all the **formal eligibility requirements** will be selected for phase 2 - online evaluation.

2nd phase – Online evaluation

Startup applications will be reviewed by a **panel composed by at least 2 evaluators** with same weighting of scores:

- A minimum of 1 internal expert evaluator
- A minimum of 1 external expert evaluator

Each evaluator will have to score each STARTUP application based on **four standardised criteria** for a maximum of 20 points: **Excellence / Innovation** (5 points), **Team / structure** (5 points) **Impact** (5 points), **Implementation and overall merit** (5 points). The average of all evaluators scores will give the online evaluation score for a given applicant.

	1. Excellence / Innovation	2. Team / Structure	3. Impact	4. Implementation and overall merit	TOTAL
Evaluation criteria	Innovativeness of the solution and clear business idea . Potential of the product or service to contribute to sustainable mobility. Achievements and pilot experience.	Team/founders (C levels, experience, coachability and hiring plan). Stakeholder relations with investors and other partners.	Averaged Net Impact Ratio converted to impact score based on the products/services selected by applicants (Annex 3).	Overall merit of applicant and application fit to IRP4IMPACT Programme. Competitive and effective Pitch deck including mandatory sections: Problem, Solution, Value Proposition, Business Model, Market, Go To Market Strategy, Competition, Traction, Team.	20
Score	5	5	5	5	

Scoring criteria – 2nd Phase

Each criteria will be assessed according to the following scoring system:

Score	Description
0	None The information requested is missing or incomplete
1	Very poor The information provided is considered irrelevant or inadequate compared to the specific information required for the block and/or call provisions
2	Poor The information provided lacks relevant quality and contains significant weaknesses, compared to the specific block required information and/or call provisions
3	Fair The overall information provided is adequate, however, some aspects are unclearly or insufficiently detailed, compared to the specific block required information and/or call provisions
4	Good The information provided is adequate with sufficiently outlined details, compared to the specific block required information and/or call provisions
5	Excellent The information provided is outstanding in its details, clarity and coherence, compared to the specific block required information and/or call provisions

Once the evaluators have concluded their assessment, the online interviews will take place starting by the top ranked applicants.

3rd phase – Online pitch

Candidates will pitch to a **panel composed by 2 jury members** with same weighting of scores::

- 1 internal expert evaluator – jury member.
- 1 external expert evaluator – jury member.

Each evaluator will have to score each STARTUP application based on **two standardised criteria** for a maximum of 20 points: **Pitch** (10 points), **Overall fit to IRP4IMPACT Programme** (10 points). The average of all evaluators scores will give the total score of phase 3 for a given applicant.

	1. Pitch	2. Overall fit to IRP4IMPACT	TOTAL
Evaluation criteria	Evaluation of pitch deck clarity on: <ul style="list-style-type: none"> - Founding team - Problem – solution fit - Innovativeness - Market validation - Business model, pricing and go-to-market strategy - Partners and traction - Competition and USP - Financial projections (3-5 years) - Funding needs - Impact, SDG and KPIs 	Merits and fit of startup to IRP4IMPACT	20
Score	10	10	

The format of the live pitch will be 3 minutes presentation by the startup and 3 minutes questions from the jury panel.

The total score of phase 2 will be added to the total score of phase 3. This will be the score taken into account for the consensus meeting.

Scoring criteria – 3rd phase

Each criteria will be assessed according to the following scoring system:

Score	Description	
0	None	The information requested is missing or incomplete
2	Very poor	The information provided is considered irrelevant or inadequate compared to the specific information required for the block and/or call provisions
4	Poor	The information provided lacks relevant quality and contains significant weaknesses, compared to the specific block required information and/or call provisions
6	Fair	The overall information provided is adequate, however, some aspects are unclear or insufficiently detailed, compared to the specific block required information and/or call provisions
8	Good	The information provided is adequate with sufficiently outlined details, compared to the specific block required information and/or call provisions
10	Excellent	The information provided is outstanding in its details, clarity and coherence, compared to the specific block required information and/or call provisions

4th phase – Consensus meeting, final list of selected startups

A consensus meeting between [Connectology](#), [AngelNews](#) and EIT Urban Mobility will be held to approve the final list of selected startups. The consensus meeting will revise startup rank by highest score to lowest score. The consensus meeting will result in a minimum of 20 startups conditionally accepted⁴ to join the IRP4IMPACT Programme. If conditions are met, the startup will be formally accepted to join the programme and benefit from its offering.

Applicants will be notified via e-mail about the outcome of the evaluation.

6. COMMUNICATIONS

Connectology will be leading the communications of the IRP4IMPACT Programme and will communicate the results of the selection process to each candidate. The main communication channel will be the email of the startups representative. *Note: Please, check your junk folder too!*

- Phase 1 results will be communicated with a rejection letter to non-qualified applicants;
- Phase 2 results will be communicated with a rejection letter and a brief evaluation report to non-qualified applicants; and an invitation to the online pitch for the qualified applicants;
- Phase 3 results will be communicated with a rejection letter and a final evaluation report to non-qualified applicants; and an announcement letter and a final evaluation report to selected start-ups.

The start-up point of contact of any application deemed inadmissible/ineligible who disputes the ineligibility decision, may appeal. This appeal must be sent to Vladyslav Saviak at projects@connectology.eu within 5 calendar days from the official notification of ineligibility, by identifying and describing the factual errors that according to the applicant invalidate the decision. A final decision on the appeal is taken by the IRP4IMPACT consortium.

7. ACTIVITIES IMPLEMENTATION AND FINANCIAL ASPECTS

Selected startups will have to diligently collaborate to:

- Provide the registration certificate;
- Sign the Participation Agreement;
- Include on the webpage of their organisation a clear reference and logo of EIT UM;
- Actively promote the participation at IRP4IMPACT Programme to reach public audience.

8. SUPPORT AND CONTACT

For any questions regarding the IRP4IMPACT Programme you can contact Vladyslav Saviak at projects@connectology.eu.

For any questions regarding EIT Urban Mobility / Impact Ventures you can contact impact.ventures@eiturbanmobility.eu

⁴ Refer to [ACTIVITIES IMPLEMENTATION AND FINANCIAL ASPECTS](#).

ANNEX 1 – IRP4IMPACT programme application form

Here is a detail on the different sections and compulsory information requested to all applicants.

Main eligibility information – online form

Item	Description
Company	Enter the registered name for the company.
Contact Person (name and surname)	Enter the name and surname of the startup representative as main point of contact.
Contact person e-mail	Enter startup representative email contact for official communications.
Company website	Provide the main website address for your company.
Incorporation country	Applicants are required to be incorporated in one of the EU Member States or HE Associated countries. List of EU Member States: https://europa.eu/european-union/about-eu/countries_en List of countries associated to the Horizon Europe: https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation_horizon-euratom_en.pdf ELIGIBILITY CRITERIA: Company incorporated in EU or EU associated countries according to the official list of countries by the European Union and third countries associated to Horizon Europe. The registration certificate will be required to participate in the programme.
FTE (full time equivalent) working for your company including the founders	Please count both FTEs and team members involved in the startup, including part-time commitment (e.g., 0.5 FTE). FTEs are not necessarily connected to monetary compensation.
Valuation of your startup	<i>“YES” if you have determined the valuation of your startup in the past.</i> <i>“NO” if you have not determined the valuation of your startup in the past.</i>
Valuation report	If you answered “YES” in the previous question upload your most recent valuation report. <i>If you answered “NO” in the previous question, ignore this field.</i>

Full application - EIT Urban Mobility - AwardsPlatform

Business - General information	
Item	Description
Company	Enter the registered name for the company.
Contact Person (name and surname)	Enter the name and surname of the startup representative as main point of contact.
Contact person e-mail	Enter startup representative email contact for official communications.
Phone number	Enter the phone number of the contact person.

VAT number	Provide your company value added tax identification number.
Company Registration Number	Provide your Company Registration Number (CRN) as the unique national identifier (combination of numbers, at times of numbers and letters) to verify the legal existence as an incorporated entity. The CRN can be found on the Certificate of Incorporation, on all official documentation received from the issuing entity or on the excerpts of the register.
<i>PIC ID optional</i>	<i>If your organisation is registered at at the EC Funding & Tenders portal, please provide the 9-digit Participant Identification Code (PIC).</i>
Incorporation date	Indicate the incorporation date of your company.
Incorporation country	Applicants are required to be incorporated in one of the EU Member States or HE Associated countries. List of EU Member States: https://europa.eu/european-union/about-eu/countries_en List of countries associated to the Horizon Europe: https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation_horizon-euratom_en.pdf ELIGIBILITY CRITERIA: Company incorporated in EU or EU associated countries according to the official list of countries by the European Union and third countries associated to Horizon Europe. The registration certificate will be required to participate in the programme.
Company URL	Provide the main website address for your company.
<i>Other relevant company websites/social media channel optional</i>	Provide the company's LinkedIn profile or any other official channel used for marketing and communication.
Valuation (€)	Please provide the latest verifiable company valuation from your latest investment round, an independent valuation certificate, or a valuation calculated commonly accepted valuation methods (- DCF, Market Multiples, Berkus, Scorecard).
What is your current funding/company stage?	In case your company is not fundraising, please provide information on the last closed round indicating the growth stage of the company.
Next funding round target (in €)	Please indicate your next funding round target.
EISMEA support	Has the company received EISMEA support (via EIC programmes or Interregional Innovation Investment Instrument)? Select one option: Yes/No.
Growth Lab https://growthlab.eitum.eu/	Checkbox: I am registered at the Growth Lab. Startup must be registered at the Growth Lab with a Standard (free) or a Premium (paid) subscription.

Innovation / Excellence		
Item	Description	MAX Score
Describe what your company does	Be clear and concise. This is how you catch our attention. (max. 500 characters)	5
Describe your product/service	Address the innovativeness of the solution, the unique selling point, customer groups, end users. (max.	

	1000 characters)	
What differentiates your product/solution from competing solutions?	Address the competition landscape and your competitive advantage. (max. 1000 characters)	
Why are you applying to this programme?	Describe why joining this EIT Urban Mobility programme is an opportunity for your company. (max. 500 characters)	

Team / Structure		
Item	Description	MAX Score
How many FTE (full time equivalent) work for your company including the founders?	Please count both FTEs and team members involved in the startup, including part-time commitment (e.g., 0.5 FTE). FTEs are not necessarily connected to monetary compensation.	5
Team composition (Co-Founders, C-Levels and other relevant leading positions)	Please identify and assign the following competences within the team: tech. / product development, sales / marketing, fundraising / contact with investors. Provide the name, surname, role, gender and linkedin profile of founders and C-Level positions. If relevant for your company, please also include other leading positions such as spokespersons, advisors, business developers...	
Do founders and employees (e.g. ESOP*) own more than 50% of shares?	Do founders and employees own more than 50% of shares? Select one option: Yes/No. <i>*Employee Stock Ownership Plan: Financial compensation tool for employees which are offered stock options of the company they work for.</i>	
Do non-EU shareholders own more than 10% of the company?	Please indicate if there are more than 10% of your shares held by non-EU shareholders.	

Impact		
Item	Description	MAX Score
Which products and/or services does your company offer?	Based on the products/services selected by each applicant, an averaged Net Impact Ratio will be automatically calculated. The aggregated Net Impact Ratio is then automatically converted to a score based on the Scoring Criteria – 2nd Phase . Further information about the impact section approach and scoring system is described at Annex 3 of the Guide for Applicants.	5
<i>If not listed above, indicate your main product or service that your company offers (optional)</i>	Name your main product or service that your company offers in 5 words max.	

Implementation and overall merit		
Item	Description	MAX Score
Pitch Deck	<p>Pitch Decks are expected to cover the following content (only in PDF. Max. 15 slides):</p> <ul style="list-style-type: none"> - The problem you are solving (and for whom). - Your innovative solution (ideally with evidence of product-market-fit), its degree of innovativeness and stage of development (MVP, prototype, product launched). - Your market opportunity: market size, potential and scalability of your solution. - Business model, pricing and go-to-market strategy. - Partners and traction. - Competition and USP (including IP & patents if any). - Financial projections (3-5 years). - Funding received, funding needs and use of funds. - Motivation and fit with the programme. - Impact / SDG / KPIs. Describe how you provide impact (environmental, societal and economic), which areas of the business are associated with the Sustainable Development Goals (List and elaborated description of SDGs: https://ec.europa.eu/international-partnerships/sustainable-development-goals_enSDGs) and which impact KPIs do you take into consideration, if any. - Team. 	5
Verifiable valuation	Please attach the latest verifiable company valuation or an independent valuation certificate.	
Company's logo.	An HR version of the company's logo will be used for marketing and communications purposes only in the event of the successful selection of the applicant to the call.	
<p><i>Any other material (one-pager, videos about team, product or service...)</i></p> <p><i>Optional</i></p>	<p><i>If needed, use this field to attach relevant information and documents to fully evaluate your startup / application.</i></p>	

Final Submission	
Checkbox:	My application is complete. By submitting I acknowledge that the information provided is trustworthy.
Checkbox:	I accept to be contacted at the email and telephone number (when provided) included at my application form.

Checkbox: I accept to share the information included at the application form with EIT UM and consortium partners responsible for the programme for the sole purpose of evaluating my candidacy to the present call.				
Checkbox: If my startup is conditionally selected to join the IRP4IMPACT, I will fill in and sign the Participation Agreement (PA). I acknowledge this is a condition to formalize my participation at the programme if selected.				
Checkbox: The information about the programme provided at the webpage, guide for applicants and info days is:				
5 – Very clear and complete	4	3	2	1 - Vague and insufficient
Feedback: The application process is:				
5 - Simple to follow and information is well contextualised	4	3	2	1 - Tedious and ambiguous
Feedback: How did you know about this programme?				
<ul style="list-style-type: none"> - Personal contact - Mailing / Newsletter - Social media post - Event, exhibition or fair - Previous applicant of EIT Urban Mobility programmes - RIS (Regional Innovation Scheme) contact - Other 				
Is there anything else you want to tell us?				

ANNEX 2 – Impact section and evaluation criteria

EIT UM has defined a process to objectivise the assessment of impact at the online evaluation stage (phase 2) for companies applying to the following programmes:

- IRP4IMPACT Programme
- Market Readiness Accelerators:
 - Smart Mobility – DMS Consortium Accelerator;
 - Future Mobility – Accelerate2MOVE;
 - Inclusive Mobility – Better Mobility Accelerator;
- Scaling Startups Programme.

The process is based on [Upright Project](#) approach to quantify the **net impact** of companies’ core business. Each product/service has a Net Impact Ratio defined by four dimensions (society, knowledge, health and environment) and a total of 19 subcategories following [Upright net impact framework](#).

EIT UM retrieved a list of 208 products/services directly or indirectly related to mobility, with Net Impact Ratios ranging from -156% to +78%. Data was retrieved on November 2024 and will remain static for the whole selection process of the present call.

Based on the products/services selected by each applicant, an averaged Net Impact Ratio will be automatically calculated. If the main product/service from the company is not listed, applicants will write down the product/service and a Net Impact Score will be calculated following the same approach.

The averaged Net Impact Ratio is then automatically converted to a score based on the Scoring Criteria – 2nd Phase. Averaged Net Impact Ratios are linearly and directly converted to Impact scores as detailed in the following table:

Averaged Net Impact Ratio (%)	Impact Score – 2nd Phase online evaluations
averaged NIR <= 0	0
0 < averaged NIR <= +15	1
+15 < averaged NIR <= +30	2
+30 < averaged NIR <= +45	3
+45 < averaged NIR <= +60	4
+60 < averaged NIR	5

Online evaluators (phase 2) will receive the following data:

- Products/services selected by each applicant;
- Averaged Net Impact Ratio (automatically calculated);
- Impact Score (automatically calculated).

There will be at least one training for online evaluators which will deep dive into EIT UM process to objectivise the assessment of impact at the online evaluation stage.

The full list of 208 products/services directly or indirectly related to mobility are listed below:

0	No fit of product/service on the provided list
1	Electric bicycle charging point software
2	Waste data analytics and optimisation software

3	Open access waste data analytics and optimisation software
4	Bicycle-sharing services engineering
5	Battery upcycling services
6	Electric vehicle charging point software
7	Refurbished electric bicycles
8	Autonomous electric ferries
9	Autonomy software for autonomous electric ferries
10	Manned electric ferries
11	Trash sensors
12	Truck fleet usage optimisation software
13	Electric vehicle smart charging software
14	Mobility monitoring and analysis software for bicycles
15	Electric vehicle fleet charging optimisation software
16	Electric scooter charging point software
17	Electric bicycle charging equipment
18	Bicycle repair and maintenance
19	Electric bicycle charging services
20	Electric vehicle charging infrastructure engineering
21	Real time information software for bicycle-sharing services
22	Application programming interface for electric vehicle fleet management software
23	Route optimization software for micromobility sharing services
24	Route optimization software for last mile freight delivery services using electric vehicles
25	Transport planning software
26	Slow AC charging stations for electric vehicles
27	Fast AC charging stations for electric vehicles
28	Traffic management software
29	Carbon footprint calculation applications
30	Long-haul train booking sites and applications
31	Leasing of electric vehicle charging equipment
32	Electric vehicle charging equipment
33	Public transportation optimisation software
34	City planning software
35	Car-sharing services engineering
36	Electric cargo bicycle rental
37	Electric scooter charging equipment
38	GHG emissions monitoring software for the waste management industry
39	Bicycle leasing
40	Traffic system planning software for bicycle-sharing services
41	Transport planning software for student transportation
42	Digital marketplace for installation of electric vehicle charging stations
43	Smart electricity grid software
44	Scooter-sharing services engineering
45	Last mile freight delivery services using electric bicycles

46	Electric motors for conventional bicycles
47	Traffic accident analysis software
48	Traffic analysis software for urban planning
49	Mobility-as-a-service software for electric bicycle rentals
50	Electric passenger car leasing
51	Electric bicycle rentals
52	Long-haul bus booking sites and applications
53	Construction quality assurance software
54	Conductive rail charging equipment for electric vehicles
55	Real time information software for car-sharing services
56	Digital marketplace for installation of solar panels
57	Electric bicycle leasing
58	Route optimization software for student transportation
59	GHG emissions monitoring software for cities
60	Digital marketplace for electric vehicle charging equipment
61	Electric scooter charging services
62	Delivery services engineering
63	Parking area design engineering
64	Multispectral cameras for autonomous electric trucks
65	Supply chain optimisation software for the construction industry
66	Package delivery services by electric vehicles
67	Traffic system planning software for car-sharing services
68	Application programming interface for mobility-as-a-service software
69	Electric vehicle charging platforms
70	Parcel locker operation services
71	Mobility-as-a-service software for bicycle rentals
72	Traffic management software for electric scooters
73	Audio augmented reality navigation software
74	Multispectral cameras for autonomous electric passenger cars
75	Real time information software for scooter-sharing services
76	Real time information software for urban electric train transport
77	Electric scooters for last mile freight delivery
78	Leasing of electric light commercial vehicles
79	IoT management software
80	Power management software for electric vehicle charging
81	Rental marketplaces for offices
82	Digital marketplace for solar panels
83	Car-sharing services
84	Electric skateboards
85	City air quality monitoring equipment
86	Mobility-as-a-service software for electric passenger car rentals
87	Walking Challenge Applications
88	Fine particle measurement sensors

89	Temperature measurement equipment for road traffic
90	Wind measurement equipment for road traffic
91	Fleet monitoring software for electric vehicles
92	Carbon footprint calculation applications for urban transport services
93	Mobility-as-a-service software for electric motorcycle rentals
94	Task management software for urban transport services
95	GHG emissions monitoring software for the construction industry
96	Location based real estate assessment software
97	Map and location software for bicycle parking
98	Route optimization software
99	Real time information software for urban bus transport
100	Solar panels for pedestrian walkways
101	Traffic system planning software for scooter-sharing services
102	Mobility-as-a-service software for electric scooter rentals
103	Humidity measurement equipment for road traffic
104	Precipitation measurement equipment for road traffic
105	3d modelling software for city planning
106	Rental marketplaces for restaurants
107	Image recognition software for process resource efficiency engineering
108	Mobility monitoring and analysis software for mobility platforms
109	Ride sharing for student transportation
110	Document management software
111	Mobility monitoring and analysis software for sustainability services
112	Parcel locker management software
113	3d modelling software for city modelling
114	3d modelling software for geospatial analysis
115	Training data sets for autonomous vehicle testing
116	Map and location software
117	Route optimization software
118	Mobility monitoring and analysis software
119	Video content analysis software for process resource efficiency engineering
120	3d vision sensors for electric scooters
121	Real time information software for taxi services
122	GHG emissions monitoring software for the transportation industry
123	Digital marketplace for electric light commercial vehicles
124	Road freight management software
125	Real time information software for ride-hailing services
126	Mobility-as-a-service software for electric scooters renting
127	Carbon dioxide sensors for city emissions monitoring
128	Software testing tools for advanced driver assistance software
129	Bicycle parking services
130	Computer vision traffic management software
131	3d modelling software for property condition assessment

132	Methane sensors for city emissions monitoring
133	Mobility monitoring and analysis software for the insurance industry
134	Dual fuel retrofit systems for locomotives
135	3d modelling software for building modelling
136	No-code platform for connected mobility applications
137	Electric vehicle retrofitting services
138	Logistics management software for the construction industry
139	Carbon dioxide sensors for marine emissions monitoring
140	Computer vision software for city planning
141	Radar sensors for autonomous vehicle testing
142	Road condition analysis software
143	Driving simulation software for agricultural tractors
144	Digital marketplace for electric passenger cars
145	360-degree cameras for city modelling
146	Image recognition software for product quality testing
147	Mobile wallets for urban transport services
148	Electric scooter fleet management software for cities
149	Computer vision software for road traffic controlling
150	Methane sensors for marine emissions monitoring
151	Traffic management software for autonomous road vehicles
152	Carbon dioxide sensors for industrial emissions monitoring
153	Road freight management software for the construction industry
154	Video content analysis software for product quality testing
155	Online retail of bicycle parts
156	Mobility-as-a-service software for taxi services
157	360-degree cameras for geospatial analysis
158	360-degree cameras for city planning
159	Logistics management software
160	Retail space rental platform
161	3d modelling software for construction of buildings
162	Mobility-as-a-service software
163	Warehouse management software
164	Safety engineering for road transport
165	Route optimization software for last mile freight delivery services
166	Driving simulation software for autonomous road vehicles
167	Methane sensors for industrial emissions monitoring
168	360-degree cameras for building modelling
169	Air traffic control software
170	Driving simulation software for warehouse robots
171	GHG emissions monitoring software for the forestry industry
172	Business trip management software
173	Map and location software for last mile freight delivery services
174	Solar panels for urban roads

175	Logistics management software for last mile freight delivery services
176	Air freight management software
177	Bluetooth positioning software for road vehicle active safety systems
178	Wi-fi positioning software for road vehicle active safety systems
179	Lidar systems for autonomous vehicles
180	Route optimization software for truck freight transport services
181	Application programming interface for vehicle tracking devices
182	Inventory management software for urban transport services
183	360-degree cameras for infrastructure inspection
184	Radio frequency detectors for road vehicle active safety systems
185	Multispectral cameras for civilian drones
186	Vehicle tracking devices for electric vehicles
187	Radar sensors for advanced driver assistance software
188	Road vehicle speed limiting software
189	Lidar systems for industrial robots
190	No-code platform for applications used in road vehicles
191	Multispectral cameras for industrial automation control systems
192	Peer-to-peer boat-ride-sharing services
193	Traffic system planning software for motorcycle-sharing services
194	Drones for 3d modelling of buildings
195	Intelligent transportation system software
196	Mobility-as-a-service software for boat taxi services
197	Mobile device charging equipment
198	Online retail of synthetic fibre sports coats
199	Modular steel-structure buildings for bicycle parking
200	Thermographic cameras for autonomous vehicle testing
201	Electric scooter parking services
202	Thermographic cameras for advanced driver assistance software
203	Parking management software
204	Modular steel-structure buildings for car parking
205	Driving simulation software for mining machinery
206	Parking space finding and reservation software
207	Driving simulation software for military vehicles
208	Motorcycle-sharing services

ANNEX 3 – Participation Agreement template

IRP4IMPACT PROGRAM 2024 PARTICIPATION AGREEMENT

In Barcelona, on [●], 2025

BETWEEN

On the one side,

EIT KIC Urban Mobility, S.L.U., a company incorporate under the laws of Spain with its registered office at Barcelona, Diagonal 211, Torre Glòries (08018), Spain. With Tax Identification number B-67513630 and registered in the Commercial Registry of Barcelona, Volume 47.116, Sheet 94, Page B 541668, duly represented by Ms. Maria Tsavachidis, in her capacity as CEO (the “**EIT UM**”).

On the other side,

[●], a company dully incorporated under the laws of [●] with its registered office at [●], with Tax Identification number [●] duly represented by [●], in his/her capacity as legal representative (the “**Company**”).

EIT UM and the Company shall collectively be referred to as the “**Parties**” and each one of them individually as a “**Party**”.

WHEREAS

- I. The Company has been selected to participate in EIT UM’s Investment Readiness Programme IRP4IMPACT programme, an acceleration program targeting innovative European companies in urban mobility areas that are in the process of raising funds or expect to do so by the end of 2024/2025 (the “**IRP4IMPACT**”).
- II. As a participant in the IRP4IMPACT, the Company is eligible to enroll in the program. This enrollment allows the Company to access and benefit from the resources offered by the IRP4IMPACT (the “**IRP4IMPACT Subscription**”).
- III. Now, this participation agreement (the “**Agreement**”) outlines the key terms and conditions under which the Company will participate in the IRP4IMPACT.

Therefore, the Parties, mutually recognizing each other’s legal capacity and authority, execute this

Agreement, pursuant to the following,

ARTICLES

Article 1: Participation in IRP4IMPACT

The Company will participate in the IRP4IMPACT from [start date] to [end date] (the “Program Period”) and will have access to the services and content detailed in Exhibit I of this Agreement.

Article 2: IRP4IMPACT Subscription and Form of Payment

To benefit from the IR Program, the Company must subscribe to the IR Program for the Program Period, at a total cost of €20,000 (the “IRP4IMPACT Fee”).

The Company may choose to settle the IRP4IMPACT Fee either in cash or in kind by the time they apply to the IR Program.

- In cash payment: In the event that the Company opts to satisfy the IRP4IMPACT Fee in cash, the payment shall be settled upon receipt of the IRP4IMPACT invoice.
- In kind payment: In the event the Company opts to satisfy the IRP4IMPACT Fee in kind, it must do so in full by allocating Shares (as defined below) to EIT UM (as defined below), no later than the Longstop Date (as defined below), under the conditions outlined and agreed herein.

THE AGREED CONDITIONS FOR IN KIND PAYMENT

Share Allocation to EIT UM:	<ul style="list-style-type: none"> • A number of shares, either treasury shares or newly issued shares, equivalent to €20,000 of the Company’s equity (the “Shares”), based on a verifiable valuation of the Company.
Longstop Date:	<ul style="list-style-type: none"> • The deadline for completing the share allocation is 24 months from the signing date of this Agreement, subject to extension at EIT UM’s discretion (the “Longstop Date”).
Shareholders Agreement:	<ul style="list-style-type: none"> • Upon reaching the Longstop Date, EIT UM at its sole discretion will adhere to the Company’s shareholders agreement, either by signing an addendum or, if no such agreement exists, by forming a new agreement that includes specified Associated Rights (as described below).

Associated Rights to the Shares (the “Associated Rights”):	<ul style="list-style-type: none"> • <u>Put Option</u>: EIT UM will have a put option to sell its shares to the founding shareholders for a total of EUR 1 (the “Put Option”). This option can be exercised at any time, obligating the founding shareholders to buy back all shares within 30 days from the exercise date. • <u>Tag-Along</u>: If a majority of the Company’s shares are being sold, EIT UM (as a remaining party) will have the right to sell its shares on no less favorable price and terms as received by the selling parties.
Penalty for Early Withdrawal:	<ul style="list-style-type: none"> • Should the Company decide to withdraw from the IRP4IMPACT before completing the program (“Graduation”), it agrees to pay a penalty fee of EUR 10,000 to EIT UM. This fee serves as compensation for the resources allocated and the opportunity provided to the Company, ensuring commitment to the full duration of the program.
EIT UM Foundation Assignment:	<ul style="list-style-type: none"> • EIT UM is entitled, at any time before or at the Longstop Date, to unilaterally assign its rights and obligations under this Agreement to the Spanish non-profit organization EIT URBAN MOBILITY FOUNDATION based in Barcelona, Spain at Avinguda Diagonal, 211, 24 (Torre Glòries), 08018, registered with the Registry of Foundations of the Generalitat de Catalunya (the “EIT UM Foundation”).

Article 3: Miscellaneous

A. Intellectual Property

By signing this Agreement, the Company agrees to comply with EIT UM IP Policy as detailed in the document available on EIT UM's website ([IP-Policy-2021_-EIT-UM-branded_FINAL.pdf \(eiturbanmobility.eu\)](#)).

The Company hereby grants EIT UM the right to use its registered logos and trademarks for non-commercial purposes. This authorization is specifically for use on EIT UM official website ([www.eiturbanmobility.eu](#)) and solely for dissemination activities. Conversely, the Company is permitted to use EIT UM's logo for the purpose of indicating participation in the IRP4IMPACT.

The right to use EIT UM's logo and the Company's logos and trademarks by each party is granted for the duration of the Program Period. All uses beyond this period require express written consent from the owning party.

B. Data Protection

The Company must process personal data under this Agreement in compliance with Regulation 2016/679, and other applicable EU, international and national law on data protection. They must ensure that personal data is: (i) processed lawfully, fairly and in a transparent manner in relation to the data subjects (ii) collected for specified, explicit and legitimate purposes and not further processed in a manner that is incompatible with those purposes (iii) adequate, relevant and limited to what is necessary in relation to the purposes for which they are processed (iv) accurate and, where necessary, kept up to date (v) kept in a form which permits identification of data subjects for no longer than is necessary for the purposes for which the data is processed and (vi) processed in a manner that ensures appropriate security of the data. The Company may grant its personnel access to personal data only if it is strictly necessary for implementing, managing and monitoring this Agreement. The Company must ensure that the personnel is under a confidentiality obligation..

By signing this Agreement, the Company states that has read and agrees to the data processes implemented by EIT UM. The detailed description of data processes is available via this link: <https://www.eiturbanmobility.eu/privacy-policy/>.

If requested by EIT UM the Company will adhere to any annexes or documents necessary to comply with applicable data protection laws and/or EIT UM policies. Particularly, if EIT UM must process data on behalf the Company, the Company will enter into the corresponding Data Processing Agreement in accordance with Article 28 of the GDPR.

The Parties inform that the personal data of the signatories included in this Agreement, as well as those relating to any contact persons are mandatory for the conclusion and performance of this Agreement will be process, respectively, in order to manage and fulfill the purpose of this Agreement as to comply with its legal obligations. The legal basis for such processing is, respectively, the performance of this Agreement, and the fulfilment of applicable legal obligations.

In the event that the data provided refers to natural persons other than the signatories of this Agreement, the Parties shall previously inform them of the terms set forth in this section and, if necessary, obtain their consent. The Parties guarantee the accuracy and veracity of the personal data provided, undertaking to keep them duly updated and to communicate any variation that may occur in them, as well as compliance with the legal requirements set forth in the applicable data protection regulations for the communication of such data.

The Parties guarantee that they will only disclose personal data to third parties when necessary to comply with their applicable legal obligations. Being such the case, when the data may leave the European Economic Area, the same protection level shall be maintained based on compliance with the provisions of European data protection regulation. In this regard, international transfers of data shall be carried out (i) to countries with an adequate level of protection declared by the European Commission; (ii) based on the provision of adequate guarantees such as standard contractual clauses or binding corporate standards; or (iii) by virtue of the authorization of the competent authority or control body or under other conditions provided for in the regulation. The personal data shall be kept during the time necessary for the execution of the Agreement and the fulfilment of the respective legal obligations..

In the terms and with the scope established in the applicable regulations, Data Subjects may request access to the data, rectify them, delete, or hold, limit or oppose its processing in certain cases, as well as exercise any other rights stipulated in the applicable legislation, regarding their personal data. For this purpose, the following addresses should be used: Company [address indicated in the header of the Agreement] / EIT UM [info@eiturbanmobility.eu]

If Data Subjects consider that the exercise of their rights has been infringed and/or suspect data protection regulations have been breached, they may lodge a complaint with the Spanish Data Protection Authority (www.aepd.es).

C. Taxes and costs

Each Party shall bear its own costs and taxes arising out of the negotiation, preparation and execution of this Agreement.

D. Inconsistencies and severability

In the event that any part of this Agreement is found to be invalid, illegal, or unenforceable, such condition will not affect the remainder of the Agreement, which will remain in full force and effect. The Parties commit to engage in good faith negotiations to replace any null, invalid, or unenforceable provisions with valid and enforceable ones that aim to achieve the same objectives and honor the original intent of this Agreement.

E. Assignment

Beyond the specific provisions agreed upon in the Agreed Conditions, no Party may assign or transfer any rights or obligations under this Agreement, either wholly or in part, to any third party without the express prior written consent of the other Party.

Additionally, any modifications or additions to this Agreement must be made in writing and duly signed

by both Parties to be valid and enforceable, ensuring mutual agreement and understanding on all changes.

F. Applicable law and Jurisdiction

This Agreement is governed by and be construed in accordance with the laws of Spain.

Should any disputes, controversies or claims arise in relation to this Agreement, including matters of breach, termination or validity, they shall be exclusively resolved in the Courts of the city of Barcelona.

And, in witness of thereof, both Parties sign this Agreement at the place and date indicated in the heading.

EIT KIC Urban Mobility, S.L.U.

Ms. Maria Tsavachidis, CEO



, Legal Representative

EXHIBIT I – IRP4IMPACT SERVICES

B.1. EIT UM IRP4IMPACT

Each participating Company is entitled to have two representatives access the following activities during the “Program Period”:



B.2. OTHER SERVICES | EIT UM ADVISORY ROLE TO THE COMPANY

Recognizing EIT UM's expertise and influence in the urban mobility sector, it may offer the Company additional advisory services and networking opportunities ("**Advisory Services**"). These services are designed to leverage EIT UM's knowledge and experience to boost the Company's growth and success within the urban mobility industry.

In relation to the Advisory Services, the Parties agree to the following terms:

- (i) **Provision of Advisory Services:** the Advisory Services will be provided to the Company and its Shareholders at no extra cost, beyond the shares allocated to EIT UM, provided the Company fulfills its obligations under this Agreement.
- (ii) **Non-involvement in the Company decisions:** while EIT UM offers Advisory Services, it will not participate in the decisions-making processes of the Company. The Company's directors and managers retain full responsibility for all the decisions, investments and agreements made and/or concluded by the Company.
- (iii) **No rights to claims or compensations:** the Company and its Shareholders acknowledge that they are not entitled to any claims or compensation from EIT UM concerning the Advisory Services rendered.