

Cooperation and Innovation – The key to the success of Europe as an industrial manufacturing location?

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INNOVATIONS- UND WIRTSCHAFTSREGION SÜD

#bettertogether

Cooperation & innovation: Keys to Europe's manufacturing success

Together, we innovate. Together, we succeed:

Why cooperation matters: Leverage Europe-wide networks to share resources, reduce risks, and access new markets.

Power of innovation: Transform ideas into market-ready solutions, boost sustainability, and enhance automation.

Speed to market: Reduce time, cut costs, and outpace the competition by commercialising faster.

Our role: EIT Manufacturing connects challenges with solutions, supports implementation, and drives collaboration.





Introducing EIT Manufacturing

- EIT Manufacturing is an initiative of the European Institute of Innovation and Technology (EIT), a body of the European Union
- We are the leading pan-European community focused on fostering innovation in manufacturing through our unique active ecosystem
- This network brings together 170+ partners including industry leaders, connecting business, startups, academics and research institutions to make innovation happen
- Co-funding of EUR 400 million (2020-26) from the EIT makes this possible

The European manufacturing industry faces five main challenges

Skill gaps

- Urgent need to reskill, upskill and reimagine traditional roles
- Challenge caused by **aging demographic** evolution in Europe, coupled with a **shift in skillset requirements**

Lack of diversity

- Manufacturing is one of the sectors with the **lowest share of women** employees
- A diversified workforce is a key **lever to unlock innovative thinking**
- To attract tomorrow's talents from **across the spectrum of diversity**, manufacturing work environment must improve

Linear production models

- Current production and consumption systems rely on **non-reusable or non-recycled raw materials**
- **Linear models** generate persistent waste and perpetuate the demand for virgin resources
- Shift need towards **circular production to reduce overreliance** on unsustainable materials and **cut waste**

High GHG emissions

- **Regulation is too slow**, despite the European Green Deal and its Net Zero Industry Act or Corporate Sustainability Reporting Directive
- Need to prioritize **sustainable products** and practices to meet climate-neutral goals and unlock opportunity

Insufficient resilience

- Europe **depends** on specific raw materials and critical components
- **Importance of a resilient** European manufacturing shown through COVID-19 pandemic and Ukrainian war
- Europe is **lagging behind in digital platforms** which pose an opportunity to increase competitiveness



For Europe to prosper, manufacturing needs to thrive

Innovation is key

Manufacturing in Europe represents:

16%

GDP

2.1 m

Enterprises

32 m

Jobs

EUR 7.2 tn

Revenue



We achieve it through our unique innovation ecosystem



Our mission

Connect manufacturing players by promoting talent and entrepreneurship to accelerate sustainable innovation in Europe.

Delivered through education and training, innovation and business creation.



Our strategic objectives

1. Put people at the center of manufacturing innovation
 2. Accelerate green manufacturing
 3. Foster sovereignty and competitiveness
-

Key areas of support and service portfolio

01

**Broadening network
and collaboration**

02

Lead generation

03

**Corporate innovation
challenges**

04

**Commercialisation of
Innovation**

05

**Startup services &
investment**

06

**Tech watch & business
intelligence**

07

**Expanding skills and
competences**

08

Funding opportunities

EIT Manufacturing - Strategic agenda

Strategic initiatives

Societal & environmental impact

Put people at the centre of manufacturing innovation



- **Reskilling and upskilling**
- **Manufacturing industry attractiveness**



Skills gap



Attractiveness of manufacturing workspaces

Accelerate green manufacturing



- **Promote circularity** principle with servitisation modelling
- **Accelerate net-zero emissions** principle with a value-chain decarbonisation approach



Resources efficiency



CO2 emission

Fostering sovereignty and competitiveness



- **Use data spaces and AI** as enabler for sovereignty
- **Commercialise & scale up innovations** in strategic manufacturing industries



Revenue growth in manufacturing

Pan-European with local presence

● Headquartered in Paris

Six regional offices covering all European countries:

■ Central Region
Darmstadt

■ East Region
Vienna

■ North Region
Gothenburg

■ South Region
Milan

■ South-East Region
Athens

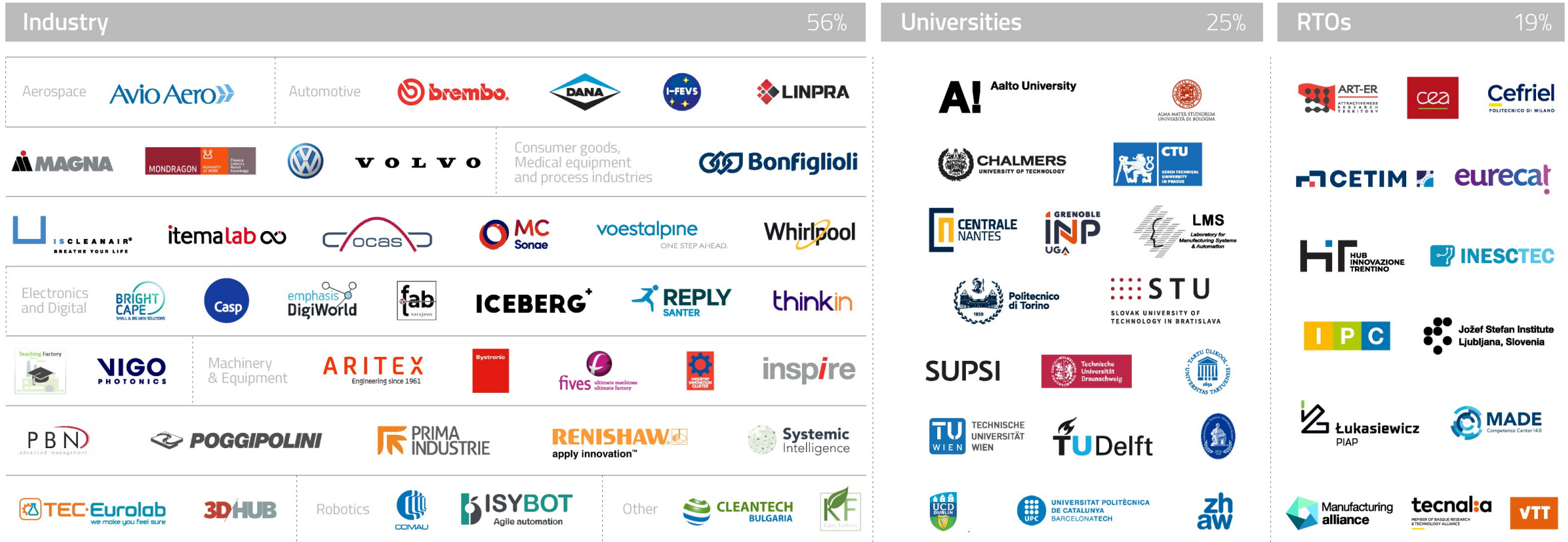
■ West Region
San Sebastian

👤 150+ employees



Growing a powerful network of 170+ partners

Including 70+ core partners

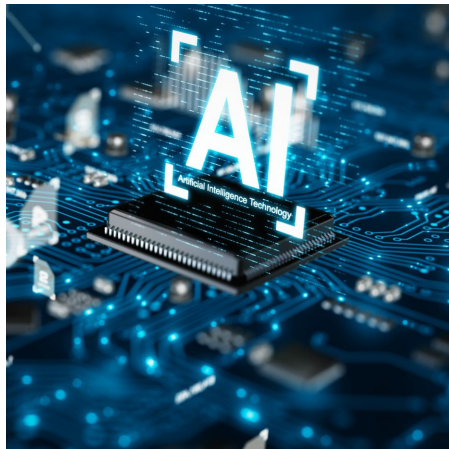


Last update: April 2024

We focus on five key themes impacting the manufacturing industry

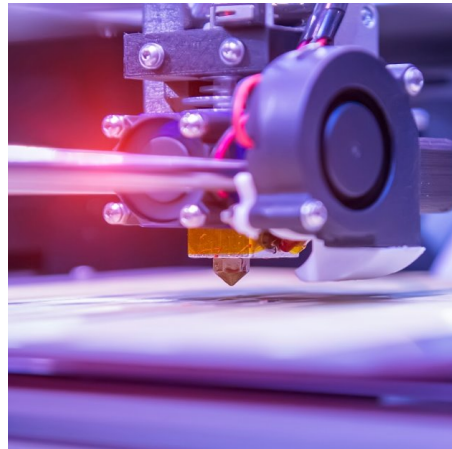
AI & data

Enhance competitiveness thanks to smart automation and virtualisation solutions



Industrial metaverse

Accelerate the setup of production lines or the training of operators



Circular economy

Unlock new business models addressing resource scarcity and environmental challenges



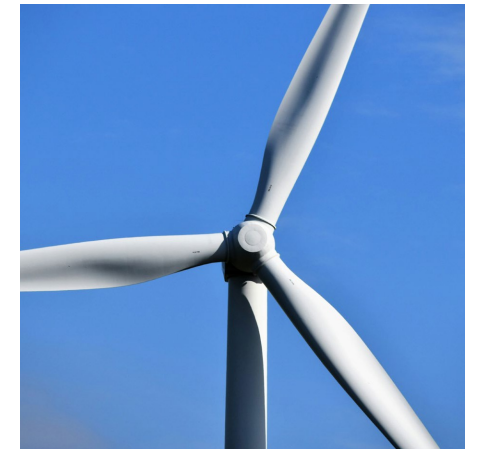
Net Zero industry

Achieve emission reduction targets through innovative solutions



Renewable energy

Local grid integration to limit fluctuating energy prices and stay competitive





Co-funded by the
European Union

Our impact



Our impact since 2020

>350

Funded projects

~1 000

Manufacturing client
introductions

40+

Corporate
challenges solved

170+

Partners

31.6 k

Students and
learners

Our impact since 2020

1 000+

Startups
engaged

500+

Startups actively
supported

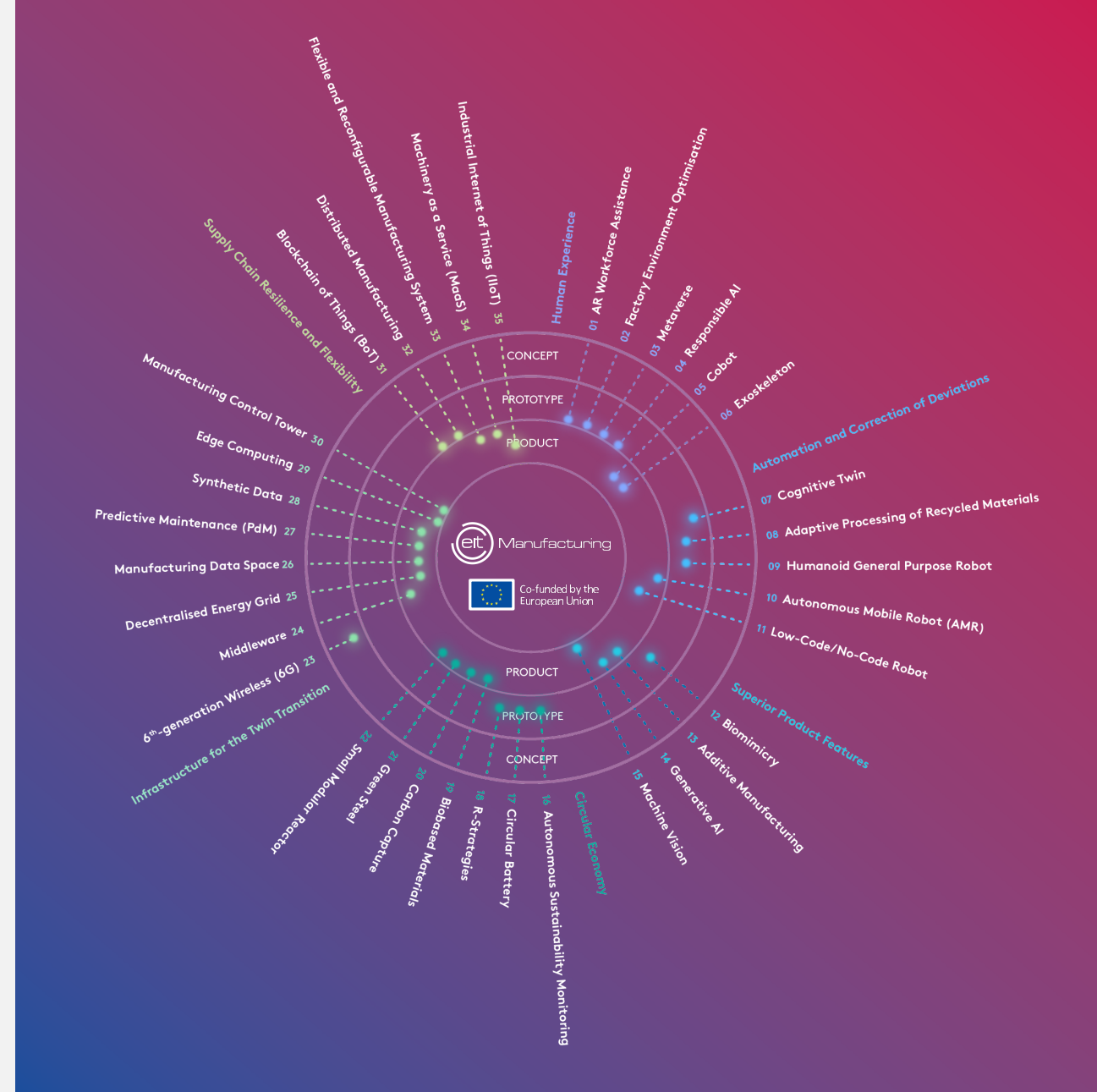
>€100 m

In investments
attracted

Access technology insights to guide your strategy

EIT Manufacturing's Tech Radar

- Get foresight on the most impactful emerging technologies
- Identify new ideas and potential future partners by linking emerging technologies to EIT Manufacturing projects
- Access deeper analysis, insights and success stories on topics like Digital Twins, Circular Economy, Cobotics, AI etc.



Innovation success results in a new startup

SoftDREAM project 2020-22, funded by EIT Manufacturing

Solution developed:

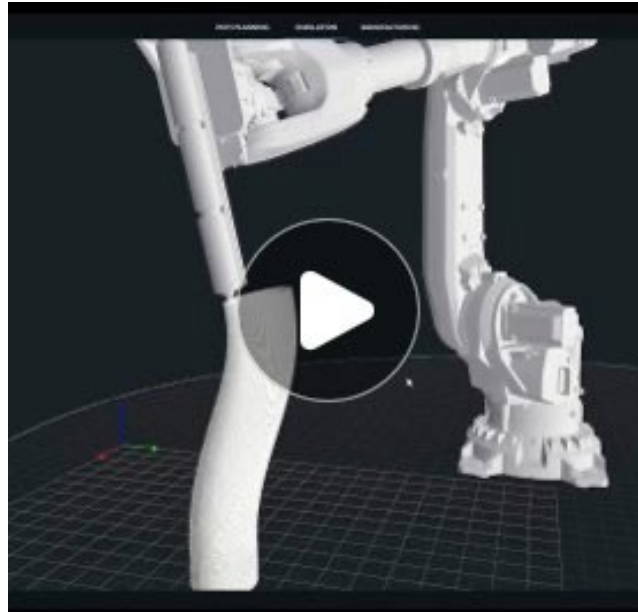
Software turning any robot into a 3D-printer.

Project impact:

ADAXIS, a startup created as a spin-off during the project, is **now commercialising** the software under the name AdaOne.

How success was achieved

- Interacting early with the end-user,
- Solving a real problem
- Creating a scalable solution



Thanks to EIT we have been able to develop, test, and commercialise our solution

Find out more:



Fostering collaboration to solve Packwell's innovation challenge

Challenge:

Packwell needed to improve efficiency and employee workflow and solve their problem of belt jams.

Solution:

By joining the challenge, Packwell was introduced to two solution providers; DENKweit and InnoSEP from our startup portfolio

- DENKweit assisted Packwell in quickly evaluating the flatness of the corrugated board, leading to reduced reaction time, daily plant support, and improved employee workflow.
- InnoSEP aided Packwell in identifying solutions for recognizing conveyor belt jams independently.

Our impact:

The EIT AI Community contributed **EUR 20 000** to each project for solution implementation and leveraged its ecosystem to bring together these companies, supporting them during the process.



The cooperation with InnoSEP is very goal-oriented, which is demonstrated, for example, by the fact that the company is always keen to push the development forward. Regular meetings, queries and specifications initiated by InnoSEP demonstrate good project management, which, in addition to the powerful platform, has led to the very good results achieved so far.

Stefan Lippitsch, Project Engineer Packwell

Creating an opportunity for ChainTraced to showcase their problem-solving abilities

Challenge:

voestalpine needed a better way to visualise and calculate the (total) carbon contribution from its raw material suppliers

Solution:

- EIT Manufacturing connected voestalpine to the Swedish startup ChainTraced who successfully found a solution to their challenge.
- They developed a method for defining, validating, and calculating CO₂eq/kg for selected raw materials from extraction to voestalpine gate.

Our impact:

Through our Corporate Innovation Challenge, we were able to quickly link the expertise within ChainTraced to voestalpine to solve their immediate problem.

voestalpine

Connected
to Swedish
start-up



BoostUp! Bridge literally builds a bridge between the amazing start / scale up ecosystem and corporates in Europe. With the clear target to match the right partners to collaboratively solve business challenges and learn from each other.

**Philipp Horner, Head of
Sustainability, voestalpine
HPM**

Find out more:



We accelerate innovation within European manufacturing

- ✓ Leverage a pan-European network for commercialisation & operational upgrades
- ✓ Access critical resources, strategic partnerships, and diverse markets
- ✓ Turn innovative ideas into market-ready products
- ✓ Support businesses in adapting to current challenges
- ✓ Shorten time to market & new technology implementation
- ✓ Seamless market penetration across Europe
- ✓ Proven processes reduce risks and costs

Thank you!

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