

EIT Climate-KIC KPIs for 2018 and 2019

DEFINITIONS AND EVIDENCE REQUIREMENTS FOR

- EIT CORE KPIS
- EIT CLIMATE-KIC SPECIFIC KPIS

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Background and update as at July 2018

About the KPIs

A KPI, or Key Performance Indicator, is a measurable value that demonstrates how effectively an organisation is meeting its objectives. Our primary funder, the European Institute of Innovation and Technology, (EIT) uses KPIs to assess our performance. All KICs must use a series of KPIs called EIT Core KPIs. The level of overall Climate-KIC funding in any given year depends in part on how the organisation performs against these KPIs.

In addition, EIT expects each KIC to define a further set of KPIs to better encapsulate their societal challenge. The further set of KPIs are known as the Climate-KIC KPIs, or in shorthand, KIC KPIs.

Both sets of KPIs are included below. If you have questions about these, please contact your local EIT Climate-KIC office.

Evidence requirements and templates supporting KPIs

For each KPI, there are a set number of supporting evidence documents which will be submitted to EIT as separate documents and a KPI will not be approved unless the correct evidence is supplied. And in instances where the support evidence is not in English, an English summary should be included.

In all instances, EIT Climate-KIC has produced KPI templates to help enable the correct information and evidence requirements to be provided. Please ask your local EIT Climate-KIC office.

These KPIs are relevant for the 2018 implementation and Reporting cycle, and for the BP2019 Planning cycle.

Notes:

Year N refers to the current year of implementation, e.g. 2018

Year N+1 refers to the following year, e.g. 2019.

And please ensure you are not referring to the 2017 KPI Guidance.



EIT Core KPIs

EIT Core KPI	Code	Category Indicator	Definition/Formula	Supporting Evidence requirements (templates available)
# Graduates from EIT labelled MSc and PhD programmes	EITN01	Output	Sum of graduates from EIT labelled MSc and EIT labelled PhD programmes in year N.	List of the graduates including names, contact details (e-mail address), gender (options available are male or female), country of citizenship, indication of the educational programme; the list to be provided by KIC Education Directors
# Start-ups created by students enrolled and graduates from EIT labelled MSc and PhD programmes	EITN02	Result /Impact	<p>Sum of start-ups created by students enrolled and graduates from EIT labelled MSc and PhD programmes in year N.</p> <p>To be eligible, a start-up should be created during EIT labelled programme (by students) or within three years from the graduation (by graduates).</p>	<ol style="list-style-type: none"> 1. Registration certificate, company's profile, contact details and gender (options available are male or female) of the CEO/owner; 2. Document such as an invoice or an online sales record certifying the first financial transaction for a service/product sold to a customer, or a declaration of honour from a former student certifying the first commercial transaction with a reference to the customer. <p>As a substitute evidence for the invoice from the first customer, a proof of attracted investment, online sales with reviews, open source, customer order, a letter of intent may be accepted if it is proportional and substantiated. The EIT will decide on the acceptance of the substitute evidence on case by case basis depending on the field and product in question. For instance, a letter of intent should clearly state that the purchase of the service / product will be made, as well as an indicative timeline of the purchase should be provided. An open source should sufficiently demonstrate the number of downloads.</p> <p>Note to partners from Climate-KIC: please avoid substitute evidence unless absolutely necessary as substitute evidence may not be accepted and therefore the KPI claimed will not be accepted.</p>

EIT Core KPI	Code	Category Indicator	Definition/Formula	Supporting Evidence requirements (templates available)
# Products (goods or services) or processes launched on the market	EITN03	Output	Number of innovations introduced to the market during the KAVA duration or within three years after completion thereof. By innovations we mean new or significantly improved products (goods or services) and processes sold. Innovations should be reported in the year when they were introduced on the market (but not later than three years after completion of the KAVA).	<ol style="list-style-type: none"> 1. Description of product or process with specified performance characteristics/ physical parameters/ functionalities demonstrating novelty (new or significant improvement) of the product/ process; Please also identify if it is a new, or if it is an improved product (goods or services) or process launched. 2. Declaration demonstrating link with the specific KIC KAVA (indication of the specific output of KIC KAVA(s)); 3. Documented proof such as an invoice demonstrating that the purchase has been made by a customer. <p>As a substitute evidence for the customer invoice, online sales with reviews, open source, customer order, a letter of intent may be accepted if it is proportional and substantiated. The EIT will decide on the acceptance of the substitute evidence on case by case basis depending on the field and product in question. For instance, a letter of intent should clearly state that the purchase of the service / product will be made, as well as an indicative timeline of the purchase should be provided. An open source should sufficiently demonstrate the number of downloads.</p> <p>Note to partners from Climate-KIC: please avoid substitute evidence unless absolutely necessary as substitute evidence may not be accepted and therefore the KPI claimed will not be accepted.</p>

EIT Core KPI	Code	Category Indicator	Definition/Formula	Supporting Evidence requirements (templates available)
# Start-ups created as a result of innovation projects	EITN04	Result /Impact	Sum of start-ups established in year N as a result/ based on the output(s) of Innovation/ Research related KAVA(s), or start-ups created for the purpose of an innovation project to organise and support the development of an asset (but not later than three years after completion of the KAVA).	<ol style="list-style-type: none"> 1. Registration certificate, company's profile and contact details and gender (options available are male or female) of the owner/CEO; 2. Declaration demonstrating link with the specific KIC KAVA (indication of the specific output of KIC KAVA(s)); 3. Document such as an invoice or an online sales record certifying a first financial transaction for a service/product (result of the KIC KAVA) sold to a customer. <p>As a substitute evidence for the invoice from the first customer, a proof of attracted investment, online sales with reviews, open source, customer order, a letter of intent may be accepted if it is proportional and substantiated. The EIT will decide on the acceptance of the substitute evidence on case by case basis depending on the field and product in question. For instance, a letter of intent should clearly state that the purchase of the service / product will be made, as well as an indicative timeline of the purchase should be provided. An open source should sufficiently demonstrate the number of downloads.</p> <p>Note to partners from Climate-KIC: please avoid substitute evidence unless absolutely necessary as substitute evidence may not be accepted and therefore the KPI claimed will not be accepted.</p>
# Start-ups supported by KICs	EITN05	Output	Number of start-ups that that have started receiving KIC's business creation (BC) services through KIC KAVA activities within year N. KIC should justify that the provided services contribute to the company's growth (including potential growth). Examples of such services are mentoring, consultancy on e.g. access to finance and markets, product/service marketing, legal advice, internationalisation, match-making, etc. The services should be provided for a total period of at least two months.	<ol style="list-style-type: none"> 1. Description of supported start-ups including information on company's name and profile, contact data, name and gender (options available are male or female) of CEO/owner and reference to a specific KIC KAVA; 2. Formal signed agreement between KIC and the start-up clearly stating what is being provided, when and with which milestones / deliverables for the start-up to go onto the next stage of BC services and, if applicable, what is KIC receiving in exchange; 3. Registration certificate of the start-up receiving BC services.

EIT Core KPI	Code	Category Indicator	Definition/Formula	Supporting Evidence requirements (templates available)
Investment attracted by start-ups supported/have been supported by KICs	EITN06	Result /Impact	<p>Total EUR amount of private and public capital attracted within year N by ventures that have received KIC business creation services support of total duration of at least two months (as described in the output indicator above), within a maximum of three years following the last received KIC KAVA support activity.</p> <p>Impact Fund investments into KIC supported start-ups should be measured separately.</p>	<ol style="list-style-type: none"> 1. Description of the start-ups which attracted the capital including: company name and profile, contact data, amount of investments attracted, information on the investors (optionally) and reference to a specific KIC KAVA; 2. Press releases, or official announcements, or other official documents (e.g. signed declaration of honour by the Entrepreneurship Director confirming the accuracy of the provided information).
# Success stories submitted to and accepted by EIT	EITN07	Output	<p>Good practises or success stories presented by KICs to the EIT according to a specific format and accepted by the EIT including eligible nominees for the EIT awards.</p>	<p>EIT provide a template that must be completed. Please ensure your local Climate-KIC lead is advise what your proposed success story will be, and when you expect to be able to start writing it. Our communications team will support the preparation and finalisation.</p> <p>EIT revised the template again in March 2018 and it is available from Climate-KIC staff.</p> <p>The success story should be “outcome” focussed – which means a result. For example, attracting investment; launch of a product or service; results of an event (not the event itself). You will need to provide a description of the achievement and its wider impact, contribution of the KIC services and reference to the EIT KTI model.</p>

EIT Core KPI	Code	Category Indicator	Definition/Formula	Supporting Evidence requirements (templates available)
# External participants in EIT RIS (Regional Innovation Scheme) programmes	EITN08 (split when report) EITN08.1 (individuals) EITN08.2 (organisations)	Result /Impact	<p>Number of organisations and individuals from the EIT RIS eligible countries and regions selected via open process that are collaborating with KIC and benefitting from the EIT RIS activities (including but are not limited to receiving business creation services taking part in joint collaborations on developing joint solutions, participating in education activities).</p> <p>Organisations and individuals will be accounted separately in the following groups:</p> <p>EITN08.1 1) individuals (primarily students receiving a scholarship, note that participants of events, MOOCs and similar activities where there is no collaboration agreement or equivalent signed between the KIC and the individual will not be accepted);</p> <p>EITN08.2 2) Organisations categorized as Business (mostly start-ups + scale-ups), Research, Higher Education, Cities, Regions, NGOs, Others.</p>	<p>1. Description of entities/individuals provided by the KIC including name, address (not for the individuals), description of activity, EIT budget (if relevant)</p> <p>2. Respective collaboration agreement or equivalent describing the subject and nature of the collaboration/ EIT RIS activity</p> <p>Additional notes from EIT:</p> <ul style="list-style-type: none"> EIT Hubs are not counted under this indicator. External participants are entities that are not KIC partners. As for education, students either taking part in EIT RIS-specific educational programmes, or students receiving financial support under the EIT RIS should be counted. <p>Additional clarification: the external participants in EIT RIS programmes which become KIC Partners as of 1 April (or later) may still be counted as EITN08 KPI.</p> <p>Types of external participant (split to 6 categories) - organisations and individuals for the purpose of reporting as following:</p> <ul style="list-style-type: none"> IND – Individual (EIT08.01) BUSS – Business (EIT08.02) RES – Research (EIT08.02) HE - Higher Education (EIT08.02) CRNGO - Cities regions NGOs (EIT08.02) OTH – Other (EIT08.02)

EIT Core KPI	Code	Category Indicator	Definition/Formula	Supporting Evidence requirements (templates available)
Budget consumption of KICs	EITN09	Output	EIT grant approved / EIT grant committed Calculate by EIT.	<p>Info only: Partners should be aware that Climate-KIC is assessed by EIT for budget consumption.</p> <p>Accurate financial forecasting by projects allows us to manage our overall budget consumption. Inaccurate forecasting means we cannot effectively manage our budget, which results in budget consumption issues.</p> <p>Budget consumption is calculated by the EIT based on the provided financial data supplied by Climate-KIC at Reporting.</p>
Error rate of KICs	EITN10	Output	Ineligible KAVA costs established by EIT based on ex-ante checks / total KAVA cost declared by KIC. Calculated by EIT.	<p>Info only: Partners need to be aware that Climate-KIC is assessed by EIT and it is now a formal KPI. Performance of projects, quality of the deliverable proofs, and the compliance with cost requirements all count towards this KPI.</p> <p>Error rate is calculated by the EIT based on the provided financial data supplied by Climate-KIC at Reporting.</p>
Financial Sustainability (FS): revenue of KIC legal entity (LE) and FS coefficient	EITN11 EITN11.1 EITN11.2	Result /Impact	The total revenues generated by the KIC LE in year N (absolute value in EUR) and FS coefficient (%) is the total revenues generated by the KIC LE divided by the total EIT KAVA in year N	<p>Info only: Partners need to be aware that Climate-KIC is being assessed by EIT for progress against financial sustainability.</p> <p>EITN11.1 - (FS): revenue of KIC legal entity (LE) EITN11.2 - FS coefficient is calculated by the EIT based on the provided financial data supplied by Climate-KIC at Reporting.</p>

EIT Climate-KIC own KPIs

Climate-KIC Own KPI	Code	Definition/Formula	Supporting Evidence (templates available) (1) Required from Partners ¹ (2) Supplied to EIT by Climate-KIC
Investment attracted by innovation activities supported by KIC	CKIC01	<p>Total EUR amount of private and public capital attracted within year N by Partners or start-ups² who have used at least one month of Climate-KIC support to advance innovation activities over the last three years (e.g. through projects supported under the Innovation Framework).</p> <p>Note: this is different from the KPI EITN06 which is for investment attracted by Start-Ups only. However, evidence supplied under EITN06 will also serve as evidence that will contribute to this KPI.</p>	<p>Evidence from Entity to Climate-KIC</p> <ol style="list-style-type: none"> Details of the entity, which attracted the capital including: organisation name and profile, contact data, amount of investments attracted, information on the investors (optional) and reference to a specific KIC KAVA that provided the KIC service. Such evidence should be strengthened by press releases, official announcements or other official documents relating to the investment <ul style="list-style-type: none"> Entities attracting investment will be required to complete a template and provide evidence to validate the accuracy of the claim. Where evidence has already been supplied under “EITN06 Investment attracted by Start-Ups”, this can be used here and the CKIC01 forms do not need to be completed in addition. <p>Evidence supplied by Climate-KIC to EIT (for partner information only)</p> <ol style="list-style-type: none"> Signed declaration by the Climate-KIC Theme Director (KAVA owner) per KAVA: <ul style="list-style-type: none"> The declaration will list the investments attracted in year N per KAVA.

¹If sufficient evidence is not provided by partners, the EIT Climate-KIC Director will not be able to declare the KPI in the final count.

² Start-ups include micro-enterprises that have participated in Climate-KIC programmes, but are not Partners

Climate-KIC Own KPI	Code	Definition/Formula	Supporting Evidence (templates available) (1) Required from Partners ¹ (2) Supplied to EIT by Climate-KIC
# Innovation Opportunities identified	CKIC02	<p>The number of Innovation Opportunities identified within year N of the KIC KAVA activity.</p> <p>An Innovation Opportunity exists when the unique discovery or idea has been identified and clearly stated.</p>	<p>Evidence from Project to Climate-KIC</p> <ol style="list-style-type: none"> Signed declaration by Lead Partner describing the innovation opportunity and confirmation that due diligence has been undertaken to establish the uniqueness of the discovery or idea. <p>NB. The unique innovation opportunity should have been identified at proposal stage, so we also expect in the majority of cases, the innovation opportunity is unique. If, during the course of year N you have identified another similar innovation opportunity is under development elsewhere, then you should have informed Climate-KIC, or should do so now.</p> <p>Evidence supplied by Climate-KIC to EIT (for partner information only)</p> <ol style="list-style-type: none"> Signed declaration, per KAVA, by the Climate-KIC Theme Director OR Geography Director. <ul style="list-style-type: none"> The declaration will list the total counts on Innovation Opportunities Identified in year N per KAVA.

Climate-KIC Own KPI	Code	Definition/Formula	Supporting Evidence (templates available) (1) Required from Partners ¹ (2) Supplied to EIT by Climate-KIC
# Cities and regions engaged with Climate-KIC on climate innovation	CKIC03	<p>In year N, number of city and regional authorities/ representatives actively engaged and either part of formal Climate-KIC partnership, receiving Climate-KIC Community innovation services or hosting Climate-KIC Community events (2 or more in year N). E.g. active engagement could be where a City is receiving a service, or involved in an activity contributing to the project outcome such as hosting a workshop, testing/piloting innovation services, purchase of service.</p> <p>The following applies for Climathon: Engaged: 1) City authority provides the climate challenge(s), expert knowledge and organises the Climathon Engagement requires verification: 2) City authority provides the climate challenge(s), expert knowledge and the event is organised in cooperation with a partner (can be C-KIC or not) or Climate-KIC (city authority pays C-KIC to organise Climathon).</p> <p>Not considered “engaged” for the purpose of this KPI and cannot be counted 1) City authority is present at the event (speaker, jury, guest) 2) City authority promotes Climathon 3) City authority is aware of Climathon and acknowledges it</p>	<p>Evidence from Project to Climate-KIC:</p> <ol style="list-style-type: none"> Signed declaration by participating city and/or regional authority describing and confirming their active engagement within the project, where active engagement is defined as any activity contributing to the project outcomes (i.e. receiving a service, hosting a workshop, testing or piloting innovation services). <ul style="list-style-type: none"> This will be evidence to substantiate that the number of cities and regions engaged with ETI Climate-KIC on climate innovation can be listed as a KPI result. <p>Evidence supplied by Climate-KIC to EIT (for partner information only)</p> <ol style="list-style-type: none"> Signed declaration, per KAVA, by the Climate-KIC Theme Director OR Geography Director (whoever is the KAVA owner). <ul style="list-style-type: none"> The declaration will list the total count on Cities and regions engaged with Climate-KIC on climate innovation identified for year N per KAVA. In the case of Climathon, the Climathon team will liaise with relevant team members to verify level of engagement as part of Climathon evaluation.

Climate-KIC Own KPI	Code	Definition/Formula	Supporting Evidence (templates available) (1) Required from Partners ¹ (2) Supplied to EIT by Climate-KIC
# Knowledge Triangle learning and knowledge sharing events held	CKIC04	<p>In year N, number of Climate-KIC Community events held with a focus on learning, knowledge sharing, exchanges of experience, with participation from organisations representing at least two different knowledge triangle actors.</p> <p>These must be the direct result of activity undertaken within a KAVA.</p>	<p>Evidence from Project to Climate-KIC:</p> <p>1. Signed declaration by host which includes</p> <ul style="list-style-type: none"> List of events – with event name and date Brief description of the specific focus of event explaining why it fulfils this KPI, e.g. examples of knowledge shared during each event List of participating organisations and KTI relevance, e.g. Research & Innovation; Education and Entrepreneurship/business creation. <p>Evidence supplied by Climate-KIC to EIT (for partner information only)</p> <p>1. Signed declaration by the Climate-KIC Theme Director OR Geography Director (whoever is the KAVA owner), per KAVA.</p> <ul style="list-style-type: none"> The declaration will list KTI events, KTI organisations and knowledge/experiences exchanges for year N per KAVA.
# Education Support Participants	CKIC05	The number of Climate-KIC community individuals (whether from Partners, start-ups or as individuals) engaged in Climate-KIC innovation activities or Climate-KIC education activities in year N that receive an Education service in year N.	<p>1. List of all Education service attendees - per KAVA - that have also been involved in Climate-KIC innovation and entrepreneurship activities. Each list must be signed by the Director of Education or Theme Director or Geography Director (depending on which KAVA the Education service was developed and delivered from) and include:</p> <ul style="list-style-type: none"> Name of attendee Education service attended Innovation or Entrepreneurship activity involvement.
# Climate Impact assessments completed	CKIC06	The number of climate impact assessments completed in year N.	EIT Climate-KIC will undertake climate impact assessments according to an agreed set of standards.

Climate-KIC Own KPI	Code	Definition/Formula	Supporting Evidence (templates available) (1) Required from Partners ¹ (2) Supplied to EIT by Climate-KIC
# Individuals paid training	CKIC07	The number of professionals that have paid for Climate-KIC Education services lasting 1 day or more in year N.	<p>1. List of all attendees - per KAVA - of paid Climate-KIC Education services. This list must be signed by the Director of Education or Theme Director or Geography Director (depending on which KAVA the Education activity was developed and delivered from) and should include:</p> <ul style="list-style-type: none"> • Name of attendee • Education service attended and • Amount paid
# Social media followers	CKIC08	In year N, sum of followers from one or more of these major social media channels: Facebook, Twitter, and LinkedIn	<p>Evidence from Project to Climate-KIC</p> <p>1. Signed declaration by the Partner responsible providing the results which shows the target and lists and verifies the results. Nb. The results must be directly related to the project or activity, so where the project has a social media profile, e.g. Twitter account.</p> <p>Evidence supplied by Climate-KIC to EIT (for partner information only)</p> <p>1. Signed declaration, per KAVA, by the Climate-KIC Theme Director OR Geography Director.</p> <ul style="list-style-type: none"> • The declaration will list, per project within the KAVA, the total social media followers by channel Identified in year N.

Climate-KIC Own KPI	Code	Definition/Formula	Supporting Evidence (templates available) (1) Required from Partners ¹ (2) Supplied to EIT by Climate-KIC
# Knowledge transfer/knowledge adoptions	CKIC09	<p># Number of knowledge transfers between different CKIC community actors (i.e. from one CKIC partner to another CKIC partner or to third parties)</p> <p># Number of knowledge adoptions (adoptions by CKIC community actors – within KIC partner own org; between Partners; and from thirds parties as part of an activity such as a project)</p> <p>These must be the direct result of activity undertaken within a KAVA and transferred or adopted within the grant year, e.g. 2018. This KPI is to stimulate open innovation among the CKIC community.</p>	<p>Evidence supplied by Project to Climate-KIC</p> <p>In the case of Knowledge Transfer:</p> <ol style="list-style-type: none"> 1. Signed declaration by Lead Partner which includes <ol style="list-style-type: none"> a. The knowledge type (such as a) patent, b) trademark, c) know-how, d) copyright.) b. Brief description of the knowledge transferred c. How the knowledge was transferred (e.g. consortium agreement, licencing agreement, etc) <p>In the case of Knowledge Adopted</p> <ol style="list-style-type: none"> 1. Signed declaration by Adopting CKIC Partner, or third party which <ol style="list-style-type: none"> a. Briefly describes the knowledge adopted b. Factors that influenced the adoption (i.e. why adopt, what is the benefit) c. The barriers faced in adopting the knowledge and how you overcame (or are overcoming) them. <p>Evidence supplied by Climate-KIC to EIT (for partner information only)</p> <ol style="list-style-type: none"> 1. Declaration per KAVA listing each KT/A, signed by the Climate-KIC Theme Director OR Geography Director (whoever is the KAVA owner). <ul style="list-style-type: none"> • The declaration will list the total count of Knowledge Transfers or Knowledge Adoptions generated in each KAVA.

Climate-KIC Own KPI	Code	Definition/Formula	Supporting Evidence (templates available) (1) Required from Partners ¹ (2) Supplied to EIT by Climate-KIC
# Prototypes Developed	CKIC10	Number of prototypes developed and tested (in the H2020 areas identified in the footnote below ³) as a result of activity in the year N	<p>Evidence from Project to Climate-KIC</p> <p>1 Signed declaration by Lead Partner with a brief description of the prototype and main output of the prototype/testing activity.</p> <p>Evidence supplied by Climate-KIC to EIT (for partner information only)</p> <p>1. Signed declaration, per KAVA, signed by the Climate-KIC Theme Director OR Geography Director (whoever is the KAVA owner).</p> <ul style="list-style-type: none"> The declaration will list the total count of Prototypes tested
# Patent Applications	CKIC11	Number of patent applications SUBMITTED (in the H2020 areas identified in the footnote ³ below) as a result of activity in the year N	<p>Evidence from Project to Climate-KIC</p> <p>1. Signed declaration by Lead Partner confirming the patent submitted listing the following information</p> <ul style="list-style-type: none"> Application number Date of application Area of focus <p>2. Copy of Patent Application</p> <p>Evidence supplied by Climate-KIC to EIT (for partner information only)</p> <p>1. Signed declaration, per KAVA, signed by the Climate-KIC Theme Director OR Geography Director (whoever is the KAVA owner).</p> <ul style="list-style-type: none"> The declaration will list the total count on Patent Applications identified for 2018

³ Refer to <https://ec.europa.eu/programmes/horizon2020/h2020-sections>

Health - Health, demographic change and wellbeing

BioEconomy - Food security, sustainable agriculture and forestry, marine and maritime and inland water research, and the Bioeconomy

Energy - Secure, clean and efficient energy

Climate - Climate action, environment, resource efficiency and raw materials

Changing World - Europe in a changing world - inclusive, innovative and reflective societies

Secure Societies - Secure societies - protecting freedom and security of Europe and its citizens

Space - Space

Nano - nanotechnologies, advanced materials, advanced manufacturing and processing, biotechnology

ICT - ICT

Climate-KIC Own KPI	Code	Definition/Formula	Supporting Evidence (templates available) (1) Required from Partners ¹ (2) Supplied to EIT by Climate-KIC
# Patents Awarded	CKIC12	Number of patent applications AWARDED (in the H2020 areas identified in the footnote ³ above) as a result of activity in the year N	<p>Evidence from Project to Climate-KIC</p> <p>1. Signed declaration by Lead Partner confirming the patent awarded listing the following information</p> <ul style="list-style-type: none"> • Patent number • Date of award (issuance) • Area of focus <p>2. Copy of Patent Award</p> <p>Evidence <u>supplied</u> by Climate-KIC to EIT (for partner information only)</p> <p>1. Signed declaration, per KAVA, signed by the Climate-KIC Theme Director OR Geography Director (whoever is the KAVA owner).</p> <ul style="list-style-type: none"> • The declaration will list the total count on Patents Awarded identified for 2018
# Publications Submitted/ OR / Publications published in journals	CKIC13	Number of Publications Submitted/ OR / Publications published in journals (in the H2020 areas identified in the footnote ³ above) as a result of activity in the year N	<p>Evidence from Project to Climate-KIC</p> <p>1. Signed declaration by Lead Partner confirming the publication submitted listing the following information</p> <ul style="list-style-type: none"> • Date publication submitted OR Publishing date • Name of Journal • Title of article <p>2. Copy of Publication</p> <p>Evidence <u>supplied</u> by Climate-KIC to EIT (for partner information only)</p> <p>1. Signed declaration, per KAVA, signed by the Climate-KIC Theme Director OR Geography Director ((whoever is the KAVA owner).</p> <ul style="list-style-type: none"> • The declaration will list the total count on Publications submitted or published for 2018

Climate-KIC Own KPI	Code	Definition/Formula	Supporting Evidence (templates available) (1) Required from Partners ¹ (2) Supplied to EIT by Climate-KIC
# Business Models Validated	CKIC14	The number of business models created and tested in year N with market stakeholders to confirm validity of the business model	<p>Evidence from Project to Climate-KIC</p> <ol style="list-style-type: none"> 1. Business model validation (business model canvas). 2. List of market stakeholders interviewed/consulted. <p>Evidence supplied by Climate-KIC to EIT (for partner information only)</p> <ol style="list-style-type: none"> 1. Signed Declaration by the Theme Director OR Geography Director (whoever is the KAVA owner) <ul style="list-style-type: none"> • The declaration will list the total count of Business Models Validated for KAVA in 2018.