

# EIT CLIMATE-KIC IMPACT REPORT

April 2022



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# Looking back at a year in transition

EIT Climate-KIC is a knowledge and innovation community established and funded by the European Institute of Innovation and Technology (EIT) in 2010. Our mission is to catalyse systemic change through innovation to mitigate climate change and to adapt to its unavoidable consequences. Our strategy, *Transformation, in Time*, responds to the need for a 1.5° aligned, systemic approach to reversing global warming and developing climate resilience, commensurate with the complexity, scale and requisite pace of response to the climate challenge.

EIT Climate-KIC's focus on systems transformation is borne of our experience of innovating in the climate change space for over a decade. We have experimented, learned, and evolved from our beginnings by building the field of climate entrepreneurship, supporting the development of climate solutions in industry and with leading research institutions, and educating innovators through innovation projects and project-level finance models.

Our work over these years has produced three overarching outcomes, essential to the impact proposition of the EIT Climate-KIC community:

- It has enabled us to build up an innovation community that brings together over 400 partners from across 25 countries, including large and small companies, scientific institutions and universities, city authorities and other public bodies, start-ups and students.
- It has led us to create world-leading programmes of support for climate innovation, entrepreneurship and education, which are important ways in which we intervene in systems.

- It has shown us that backing individual interventions and relying solely on markets to bring them to scale is not enough. We need to direct innovation at systems, not at their isolated parts, and help to develop markets which for hard-to-abate sectors are still diffuse and immature. We believe systems innovation holds the key to a low-carbon, climate-resilient, just, and inclusive future that offers jobs and wellbeing within planetary boundaries.

Consequently, in 2018, we introduced a concerted focus on systems innovation with bespoke methodology and process and an explicit call to action in catalysing large-scale transformation. Experience has taught us that this will only happen by shifting mindsets: by moving a mindset of incremental change that fosters siloed and fragmented activities in single projects, towards a transformational mindset that deploys innovation in multi-dimensional ways to engage political and community commitment and accelerate learning on the ground to trigger an exponential pace of change. For us, this mindset shift is made practical and possible through our portfolio approach, focused on places and value chains, communities, and capabilities, where we orchestrate a set of activities to learn how to redesign the interlinked systems that are causing the world's toughest climate challenges in cities, in land use, and in the use of materials. Since 2019, we have been doing this foremostly through our Deep Demonstrations, our demand-led and place-based approach to creating innovation portfolios across technology, policy, finance, social change, citizen engagement, and other relevant levers we can use to intervene in systems and drive change. Multiple innovations are positioned to learn, connected and interrelated to each another so that they can mutually reinforce and combine with one other.

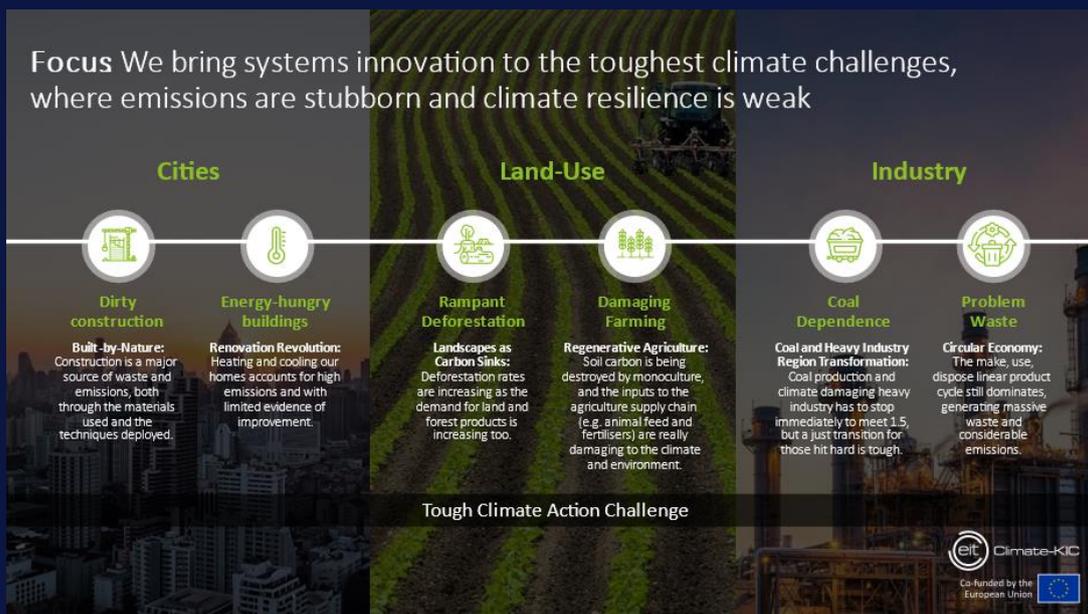


Figure 1: EIT Climate-KIC’s focus on bringing systems innovation to some of the most intractable climate action challenges

Our attention is focused on systems where emissions are tough to reduce – cities, land-use, industry – and on some of the most intractable challenges associated with these systems (see fig 1).

This is achieved by combining activities and innovation outputs from applied research, learning and reskilling, start-up incubation, movement building and innovation ecosystem building – and applying them in real places with real people. Since 2019, we have been doing this foremostly through our [Deep Demonstrations](#), our demand-led and place-based approach to creating innovation portfolios across technology, policy, finance, social change, citizen engagement, and other relevant levers we can use to intervene in systems and drive change.

In March 2021, we published an [Impact Report](#) looking at a sample of ways in which EIT Climate-KIC has been having an impact over the previous ten years in helping the EU reach net zero emissions by 2050 and wherever possible, by 2030. Since our inception in 2010, EIT Climate-KIC has supported the incubation of over 5000 start-

ups and new ventures that have collectively launched over 650 new products and services, attracted more than €2bn in investments and avoided 13MT of CO<sub>2</sub> annually from innovation projects alone. We have formed over 5000 partnerships across Europe, helped to create over 15,000 full-time jobs, and have had 58000 participants in our education activities.

This year we are issuing a 2022 Impact Report – looking at results and impact from 2021 – the first of a series that will track and trace our efforts and our evolution both as an organisation that is practising and prototyping what we ‘preach’ and a community acting as a catalyst and multiplier of large-scale systemic change

This report presents a sample of the ways in which EIT Climate-KIC is having a direct impact in helping the EU reach net zero emissions by 2050 and achieve a 55% reduction in emissions by 2030. These objectives are at the heart of the EU Green Deal and the 2015 Paris Agreement. Increasingly EIT Climate-KIC is having an impact beyond Europe’s borders, so this 2022 Impact Report features this explicitly for the first time.

The year 2021 brought many internal challenges. After several years of steady growth, our budget was reduced, and the organisation went through a significant restructuring process. Yet, we have managed to reinvent ourselves, cement our position as a leader in systems innovation and begin a journey towards a multi-funder environment. In 2021, we secured support from multiple and diverse sources ranging from EU Member States, such as Slovenia and Ireland, and regional governments such as Cantabria. We have also begun to work with a range of philanthropic funders, and corporates and secure funding through the Green Deal and Horizon Europe Missions. In the areas of innovation, entrepreneurship, community and EIT Regional Innovation Scheme<sup>1</sup> (RIS), we have seen a major trend towards a multi-funder world. Together with a strong 2022 pipeline, this has set EIT Climate-KIC on an improved path towards financial sustainability.

As an organisation, we are increasingly operating in a multi-funder environment, increasing our sources of funding in several of our key areas. We are proud that we have progressively been able to direct funds to regions in Europe that have traditionally had moderate or modest innovation (EIT RIS countries).

When it comes to the contribution our portfolios are making to systems change, or transformation outside, in 2021 we began to see early signs of this.

For example.

- In **Madrid**, our Deep Demonstration Healthy Clean Cities led to the creation of the Spanish cities network *citiES2030*, resulting in eight Spanish cities signing contract with the Secretary of State for Ecological Transition;
- In the **Dolomites**, authorities in four provinces have for the first time jointly discussed climate change adaptation measures, creating a portfolio of co-designed actions that touches on areas such as transboundary cooperation, education, youth mobilisation and democratisation of climate action in rural areas; or
- In **Krakow**, where the city's ambitious 'Climate Quarter' project that is focused on active mobility and public space design will perform a citizens' needs assessment and market research to implement a '15-minute city' masterplan.

# Our Impact at a Glance

1. **Influence:** EIT Climate-KIC has increasingly influenced national and international strategies for climate innovation, including core aspects of our theory of change being at the heart of the EU's Missions and the design of the UNFCCC Global Innovation Hub.
2. **Orchestration:** Research on the role of EIT Climate-KIC highlights our value as an orchestrator, enabling networks of networks, efficient resource pooling, knowledge sharing and a greater diversity of stakeholders working to bring new ideas forward.
3. **Deep Demonstrations:** Based on EIT Climate-KIC's MEL Framework that are some limited early signals of systems change in places where EIT Climate-KIC is orchestrating systems innovation/co-hosting Deep Demonstrations.
4. **Entrepreneurship:** EIT Climate-KIC has now helped to accelerate the growth of 2115 climate-positive start-ups, where based on an independent study, a sample of just 200 of these helped to avoid 25 MT of CO<sub>2</sub>eq emissions.
5. **Learning, Education and Training:** EIT Climate-KIC has become one of the world's biggest schools for practical approaches to systems innovation and transformational change, seeking to unlock a next generation of climate leaders equipped for the scale of the challenge.
6. **A new development model:** With impressive results, EIT Climate-KIC is increasingly turning its attention to building climate innovation capability, infrastructure and generating solutions in places facing some of the biggest climate action challenges.
7. **Financial Sustainability:** Between 2020 and 2022, EIT Climate-KIC has radically reshaped itself to be both financially sustainable and equipped to act as a complex adaptative systems itself.

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# 1 Influencing Climate Innovation Strategies

EIT Climate-KIC has increasingly influenced national and international strategies for climate innovation. Core aspects of our theory of change are now at the heart of the EU's Missions and the design of the UNFCCC Global Innovation Hub.

**Influencing language around systems change:** Our language is increasingly reflected in statements put out by European policy-makers with which we have had close engagement. The emergence of systems language is noticeable in several of the EU's key documents. For instance, European Commission President Ursula von der Leyen in her 2021 State of the Union address said "the mission of the Europe Green Deal involves much more than cutting emissions. It's about making system modernisation across our economy to society." Systems thinking is also directly referenced in the European Commission Adaptation and Cities Missions: "The large scale projects supported by EIT Climate-KIC under its Deep demonstration programme would provide pilot cases to test the Mission "system innovations", supported by the nurturing framework, the innovative technical and entrepreneurial and financial expertise provide by EIT Climate-KIC services".

**Growing reach:** In 2021, EIT Climate-KIC had more than 2,900 media mentions across Europe and beyond. Articles appeared in 78 countries and in 37 languages. As an example, our Climathon programme was mentioned in about 674 online articles, including in Forbes (75.8m reach), Times of India (27.5m reach), 20 Minutos (21m reach), Onet.pl (18.6m reach) or Ansa.it (17.3m reach). EIT Climate-KIC work around systems transformations (via the Deep Demonstrations) was also featured in the media all throughout the year. The media in Poland were particularly interested in our work with the city of Krakow and journalists in Greece reached out to us to hear more about our net-zero emissions in maritime hubs project with the Port of Piraeus, for example. Our leadership and experts have been also in high demand, and have been featured in different media including in Icarus Complex Magazine on the topic of circular economy, or in VICE and Apolitical on building retrofit, or on Europe's role in tackling climate change Euronews, or on climate adaptation in Reuters. Additionally, we have built strong social media channels, with a following that now tops 216,000 across Facebook, Twitter, Instagram, and LinkedIn. Just our central corporate communications channels created over 1m organic impressions on Twitter and 1.5m impressions on LinkedIn.

In 2021, we worked extensively on our in-person and digital presence at COP26. Our ambition was to showcase EIT Climate-KIC's active role as a practitioner of systems innovation. On site, we have been an active programme designer of the UNFCCC Innovation Hub and led or contributed to over

a dozen sessions in Glasgow. Our #SystemsChangeNow campaign highlighted our work contributing to systems transformations through Deep Demonstrations and our strategic role in putting the European Missions into practice as a lead of the NetZeroCities project. Hundreds of tweets used the #SystemsChangeNow hashtag during COP26 and our campaign landing page had over 8,000 page visits during COP26 alone, with readers spending a significant amount of time on the page itself, illustrating the high relevance of the content for the targeted audience. Visit [www.climate-kic.org/systemschangenow](http://www.climate-kic.org/systemschangenow) to dive deeper into the content of the campaign.

**Sustainable finance taxonomy:** Our work as a member of the EU Platform on Sustainable Finance is a good example of how EIT Climate-KIC brings insights from our innovation work into EU policymaking. As a member of the platform, we provide advice to the European Commission on the Sustainable Finance Taxonomy<sup>1</sup> including its possible extension to cover additional “non-green” activities. We have drawn upon our past work in finance innovation projects, and on our current work in complex adaptive systems, to support the work of the platform in Subgroup 3 on negative and low impact activities. Our impact has primarily shown up in the framework for extension of the taxonomy, where we have pushed for clear classification of significantly harmful activities, activities with intermediate performance and for activities with low environmental impact. We have argued for an extended taxonomy to ensure there is a holistic approach to redirecting capital in the real economy.

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<sup>1</sup> Sustainable finance taxonomy - Regulation (EU) 2020/852

## 2 Orchestrating the power of new ideas

Research on the role of EIT Climate-KIC highlights our value as an orchestrator, enabling networks of networks, efficient resource pooling, knowledge sharing and a greater diversity of stakeholders working to bring new ideas forward.

A key feature of the value proposition of EIT Climate-KIC is its role as orchestrator, embodied in its ability to articulate portfolios that effectively promote system transformations in cities, regions and sectors. Recent academic research evaluated the orchestrator role of EIT Climate KIC, focusing on the food system innovation portfolio of EIT Climate-KIC, including multiple thematic areas such as sustainable land use, decision metrics and finance, urban transitions, climate innovation and the RIS scheme (2016-2020), drawing on a dataset of 221 projects and 178 partners.

Using Social Network Analysis (SNA), this research argues that EIT Climate-KIC has generated a dynamic portfolio that enables the emergence and scaling up of sustainable innovations through a network of partners that share visions and values, mobilise resources and collaborate to make these innovations part of the new normal. For partners and innovators working with EIT Climate-KIC, this means a reduction in the transaction costs required to bring their innovation to markets and users that require them, and vice-versa.

In the period 2016-2017, the food system network of EIT Climate KIC was focused on Sustainable Land Use, with few other topics, main partners being research and business organisations, and cities, regions and other societal actors being more peripheral in the network. EIT Climate-KIC was positioned at the centre of this network, which means that it acted as a broker for the exchange of knowledge and resources.

In contrast, for the period 2019-2020, we observe a much more complex and modular network, with a higher diversity of partners, covering different thematic areas and more interconnections. Most importantly, Climate KIC's role has transformed from being a central "broker" into an "orchestrator" that mobilises networks of networks, creating the conditions for an efficient exchange of information and knowledge, and pooling of resources that can unlock systems change. This significant number of diverse partners working together over time indicates the possibility of long-term interactions being built, where trust and common vision often emerge.

# 3 Deep Demonstrations

Based on EIT Climate-KIC's MEL Framework there are some early signs of systems change in places where EIT Climate-KIC is orchestrating systems innovation or co-hosting Deep Demonstrations.

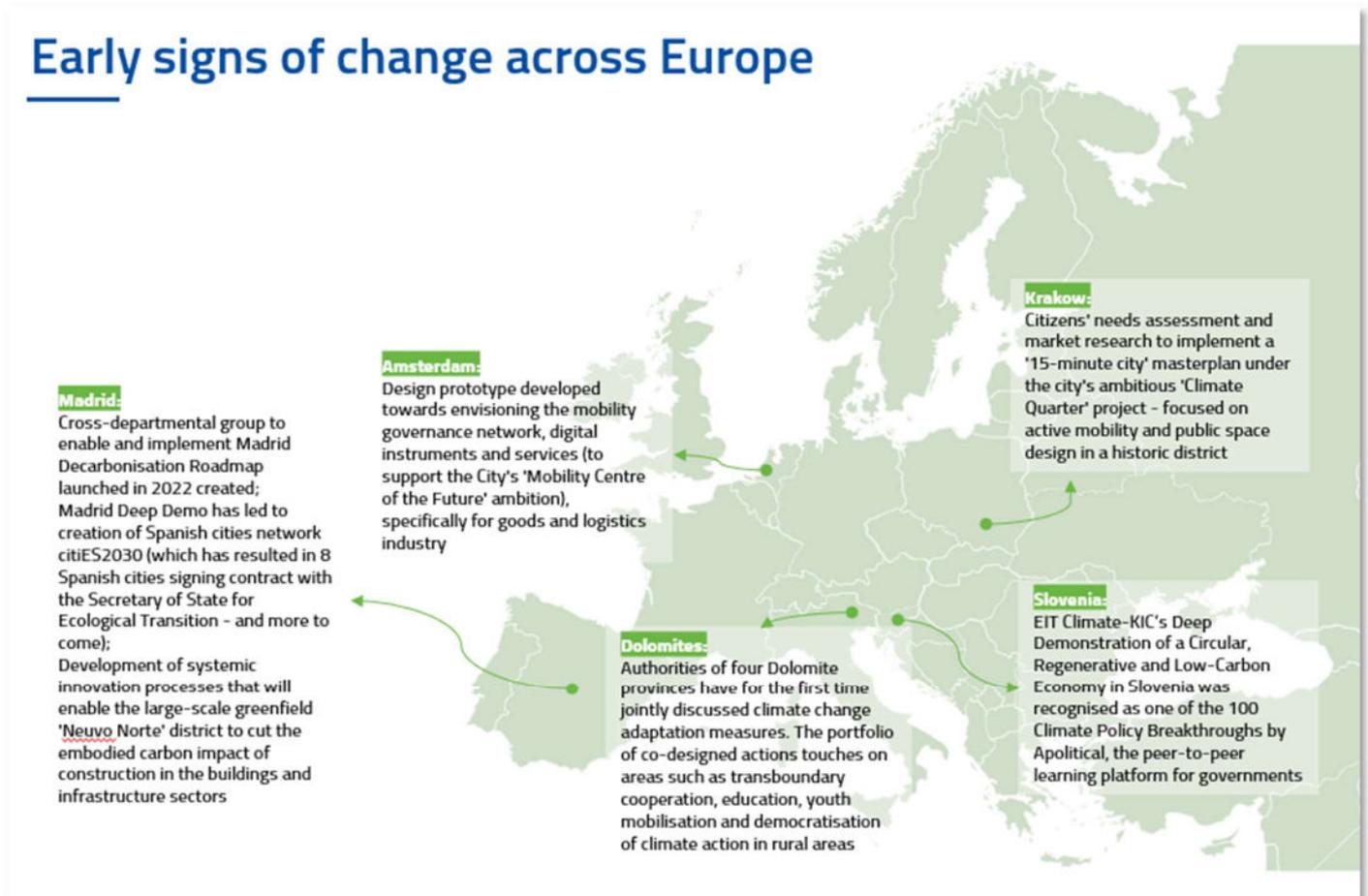


Figure 2: Some examples of early stage change observed

**Contributing to national progress:** In Spain, EIT Climate-KIC played a key role in facilitation, design and partner engagement for the *ciES2030* initiative, which grew out of the Healthy Clean Cities Deep Demonstration of Madrid and mirrors, at national level, key aspects of the EC's Climate-neutral, Smart Cities Mission approach. This initiative coordinated the Spanish "Climate-neutral cities by 2030" declaration, signed by the City of Madrid and seven other cities. Other priority areas were Just Transformation in Gipuzkoa; Resilient, Net-Zero-Emissions Maritime Hubs in Valencia; and Circular Economy in Cantabria. Likewise, in Italy, the Healthy Clean Cities Deep Demonstration of Milan became a reference for citizen engagement and public policy, supported the upcoming

Climate and Air Quality Plan of the City as well as the creation of the Permanent Civic Body, an innovative participatory instrument unique in Europe. Climathon was organised in ten Italian cities in 2021. In France, EIT Climate-KIC intensified work with the Nouvelle-Aquitaine regional council and stakeholders, based on the regional strategy for climate and biodiversity, on topics ranging from water management to wine, forest and ecosystem services, coastline communities, and transversal data on adaptation. In Occitanie, our strategic relationship with the space sector developed into a multi-year project on innovative procurement for climate services and the prefiguration of a Toulouse Climate and Space Hub. On land use, the strong relationship developed by the KIC with INRAE and a wide ecosystem of agriculture organisations enabled collaboration on new landmark projects ClieNFarm and Climate Smart Farm Demo.

In Austria, our concepts linked to Deep Demonstration and other strategic programmes were taken up by e.g. the city of Vienna and the Climate Change Ministry and used as blueprint by a range of actors (public, private, NGOs, start-ups, education). Work around the Healthy Clean Cities Deep Demonstration in Vienna enabled a Do-Tank for Circular Building Materials and prepared a Participatory Climate Budget that will be rolled out in three districts. In Germany, the focus was put on Just Transformation. EIT Climate-KIC was invited to write a proposal to foster climate-neutral entrepreneurship in the Central German lignite coal area, combining the methodology of Deep Demonstrations with the set-up of a climate-neutral accelerator programme, education activities and Climate Hubs that would offer local business and start-ups a space to innovate and develop practical local strategies towards climate-neutrality. In Berlin, the KIC supported the local “circular construction” ecosystem, positioning us for further activities linked to the New European Bauhaus initiative.

In Benelux, in addition to acceleration programmes and Deep Demonstrations (Farm to Fork and Healthy, Clean Cities), EIT Climate-KIC strengthened its connection to the city of Rotterdam, the ports of Rotterdam and of Antwerp, and built new connections with the network of Luxemburg in Transition, exploring the relevance of a joint Climate Hub there. A two-year Systems Innovation Learning Partnership was set up with the Dutch Ministry of Foreign Affairs and the Swedish International Development Cooperation Agency to enable peer learning, strengthening each organisation’s ability to incorporate systems innovation and navigate complex challenges.

In the Nordics, EIT Climate-KIC hosted activities with local partners as part of the 2021 World Food Summit and a series of online meetings on food and diets, worked with Nordic national innovation agencies to design a food innovation demonstration platform. We also initiated new projects with Nordic partners and EIT Food on alternative protein, soil health and carbon farming. A large-scale cooperation with the Nordic Council of Ministers was advanced to create the conditions for circular/bio-based materials to be used more widely in sustainable construction. Another Systems Innovation Learning Partnership (SILP) was formalised with a network of partners in Sweden, in alliance with the Swedish International Development Agency (SIDA), to advance a shared understanding of systems innovation in practice as an example of advanced KTI.

In the UK, EIT Climate-KIC nurtured relationships with key stakeholders (Cities, Regions, UK Research & Innovation, UK Government) and with existing partnerships, delivered innovation activities with partners and municipal stakeholders using third party funding on land use and

circular economy (Glasgow City Region) and city regions (Edinburgh, West Midlands), and used COP26 in Glasgow as a platform to showcase EIT Climate-KIC's whole system innovation activities. In Ireland, a strategic partnership agreement was signed with the Irish Government towards a programme to transform the Irish agri-food sector towards climate neutrality, by developing a portfolio of innovation interventions and mobilising private finance and public funding.

In California, a Memorandum of Understanding (MOU) was signed between the Governor's Office and EIT Climate-KIC. A joint TransAtlantic Innovation Platform will act as the coordinating body of joint projects and actions. Partnerships and sponsorship were established with Nissan's Innovation Lab, Facebook, Google and Amazon for a range of climate innovation projects, primarily in Europe. FedEx confirmed its funding support for EIT Climate-KIC and EIT Digital's innovation programmes, providing grant funding for start-ups developing sustainable cities solutions. The partnership with the State of California continued to develop around Sustainable, Net Zero Cities; Zero Emission Vehicles; Resilient Regions; The Just Transition to a Green Economy, all critically important and overlapping areas of both California and Europe's main climate and broader sustainable development strategies.

# 4 Entrepreneurship

EIT Climate-KIC has now helped to accelerate the growth of 2115 climate-positive start-ups, where based on an independent study, a sample of just 200 of these helped to avoid 25 mega tonnes of CO<sub>2</sub> equivalent emissions.

An assessment commissioned by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), led by Fair by Nature, and involving Impact Forecast and EIT Climate-KIC, found that building local and regional hubs to nurture climate-focused start-up businesses could lead to a major impact in avoided emissions. This is especially true in developing regions where the potential for leapfrogging is high, with the study finding the potential to avoid 738MT CO<sub>2</sub>eq in Latin America and 270MT CO<sub>2</sub>eq in sub-Saharan Africa. To build and validate the method, the study used a sample of EIT Climate-KIC supported start-ups that each have been assessed through an avoided emission potential framework (Climate Impact Forecast). It is predominantly looking at the function or system the start-up or SME helps to replace should it be scaled.

EIT Climate-KIC's entrepreneurship support in numbers:

- Community members: 451
- Participants in our education programmes: 58,000
- Start-ups incubated: 2,115
- Start-ups supported: > 5,000
- Climate funding leveraged: > €4,6bn
- New products and services launched: > 650
- Investment attracted by start-ups: > €2,0bn

The ClimAccelerator, an incubation and acceleration programme to support early-stage climate positive ventures in 20 locations in Europe and four themes, has together with 29 of our community members supported over 2,100 start-ups going through the technological and commercial valleys of death and maturing them into scalable and impactful businesses. These start-ups have then attracted and secured over €2bn of capital.

EIT Climate-KIC is one of the world's most extensive and best performing climate ideation, incubation, and acceleration support ecosystems. Over the past ten years, the two flagship programmes, ClimateLaunchpad and the Accelerator (now "ClimAccelerator"), have supported more than 5,000 businesses in over 70 countries. And collectively, these start-ups have secured

over €2bn in investments and created over 15,000 new green jobs. We have started new business endeavours with our Start-up Investment Programme with Seeders and the amount of entrepreneurial talent connecting with our Community is truly outstanding, regularly honoured with various prestigious awards and – as has become tradition – listed repeatedly in Forbes’ famous “30 under 30” list.

# 5 Learning, Education and Training

EIT Climate-KIC has become one of the world's biggest schools for practical approaches to systems innovation and transformational change, seeking to unlock a next generation of climate leaders equipped for the scale of the challenge.

EIT Climate-KIC's Journey Programme, a three to four week immersive summer school, hosted by universities in 13 cities across Europe, has a 10-year legacy and has trained over 3,000 young people, from more than 30 countries to be climate leaders. In 2021, there were 153 participants in the programme. Journey is an experiential educational programme amplifying and accelerating climate action by training young people to become change agents contributing to systems transformation and building the foundation of a strong community of climate leaders.

In 2021, with the Young Innovators Programme, we trained more than 140 teachers in nine countries and worked with about 3,680 students in a challenge-based and experiential learning setting to empower them to become climate change-makers and develop solutions.

The Pioneers Programme provided experiential and transformative learning experiences to professionals, enabling them to develop skills and capabilities in systems thinking required to make the rapid transformation needed to reach a net-zero resilient economy. Our work in eight countries resulted in 96 professionals completing Pioneers in 2021, taking part in eLearning, workshops, group projects and placements.

Climate Innovation Leadership is an evolution of the Master School Programme from EIT Climate-KIC, a programme with nearly ten years of experience in empowering and enabling students to act on climate challenges. Built on the foundation of the EIT Label framework, the Climate Innovation Leadership programme is fostering an entrepreneurial mindset combined with multidimensional leadership skills as a tool to transform our societies in a just and sustainable way. In 2021, the Climate Innovation Leadership programme was delivered for 151 participants in collaboration with 10 delivery partners across Europe.

A two-year partnership (November 2021 to December 2023) with the Swedish International Development Cooperation Agency (SIDA) and the Dutch Ministry of Foreign Affairs (MFA), that draws on the assets, methodologies and content developed by the department in preceding years, and that highlights the value of Learning Services' output, was signed.

The Circular Economy Learning Platform Activities was delivered in 2021 and proved that there is increasing demand for effective blended, science-based and tested circularity learning pathways especially for future trainers. In 2021 we have recruited 52 trainers-to-be as part of train-the-trainers' courses. These were people from almost every European country – most of them working for key institutions in local contexts. The courses have been well received and demand has proved to be great, with currently more than 100 people on the waiting list for the first courses in 2022.

The network of climate coaches has continued to expand with 249 network members at the end of the year. Activities in 2021 have been successful with nine formal sessions and over 20 informal network gatherings despite COVID-19 challenges. Ambitions forward are focused on building capability in circularity and bringing the network closer to EIT Climate-KIC's community.

Learning Services have continued to support building capability among EIT Climate-KIC employees and respective partners for embedding learning and sensemaking within activities, programs and in Deep Demonstrations. EIT Climate-KIC now offers a set of learning, sensemaking and decision-support services as part of our wider systems innovation service offer. This involves working together with partners and other actors to build a distributed capability to design learning and sensemaking processes in an autonomous but connected way.

Blended learning activities took advantage of the rich content developed in the last years, working to offer high standards online courses to a wide public at an accessible price, to foster and meet the EIT Community learning needs, opening at the same time to a larger audience. 15 online courses have been updated and improved, of which two moved from Brightspace to Futurelearn; 28 courses have supported the signature programme's online activities, together with the development of four new courses for other EIT Climate-KIC initiatives such as Circular Economy.

With the EIT Regional Innovation Scheme (RIS) throughout 2021, EIT Climate-KIC has stepped up activities to support the development of innovation and entrepreneurial capacity in education in EIT RIS countries and regions, including the promotion of Knowledge Triangle Events joint programming initiatives. In 2021, a total of 13 RIS countries have been engaged in EIT Climate-KIC education programmes. 125 start-ups were accelerated, 134 professionals joined our Pioneers programme in eight locations, 153 participants (99 attending a RIS summer school) completed the Journey programme, the Climate Innovation Leadership programme was delivered for 151 participants (42 coming from RIS areas), a total of 1,541 students and 180 teachers joined Young Innovators from these regions.

## 6 A new development model

With impressive results, EIT Climate-KIC is increasingly turning its attention to building climate innovation capability, infrastructure and generating solutions in places facing some of the biggest climate action challenges.

In 2021, under the EIT Regional Innovation Scheme (RIS), we have launched extension calls for our Hubs in Bulgaria, Estonia, Latvia, Romania and Malta. We engaged 18 new partners, with a total of 64 RIS partners now active in the 13 countries where EIT Climate-KIC has RIS Hubs. More than 26 cities engaged in total through different programmes and more than 200 key stakeholders have been engaged through Hub activities. We saw active participation of RIS partners in three of our Innovation projects, as well as four pilots from the RIS Matchmaking call, five in international consortia, funded through EIT Climate-KIC budget beyond RIS. Crucially, reflecting EIT Climate-KIC's increasing focus on Systems Innovation as a Service, we have four Deep Demonstrations active on circular, regenerative economies, maritime Hubs, just transformation and Healthy Clean Cities, with two challenge owners engaged.

Overall, €10 million of EIT Climate-KIC investment has been directed at RIS countries for direct activities.

The investment has started to bear fruit. For instance, **RIS Education Experiments (EduEx) have sparked lasting changes in Slovenia and Bulgaria:** In 2021, five educational experiments were launched in EIT RIS eligible countries with the aim to rethink the future of learning, skills and education to enable a just, resilient and prosperous transition to a net zero economy. These small, flexible experiments were selected following an open call in June 2021 that was targeting partner and non-partner organisations, with outreach done primarily through EIT Climate-KIC's existing network of partners, regional hubs, and online promotion. The selection criteria were: Systems change for the future of education, challenge-led experiments, scaling and experiment impact, transparency and value for money, and project plan and clarity of outputs and deliverables. Each selected project was relatively small, with between 15 and 99 participants, four months of implementation, and a budget of around €12.000.

**The Climate Coaching for Teachers Experiment in Slovenia:** This experiment adapted the Young Innovators approach to develop and test a set of approaches, tools and frameworks on environmental education into a facilitation course for teachers. During the experiment, 15 secondary school teachers from 6 schools attended eight-hour sessions of online workshops and two days of classroom simulations. The experiment was led by the delivery partner ZZSPM – Zavod za spodbujanje podjetnosti mladih (JA Slovenija) who had previously delivered the Young Innovators programme. Their goal was to inspire teachers to bring climate change into the classroom and in addition to technical information about climate change and sustainability topics, the training also covered a variety of facilitation techniques and teaching methods. ZZSPM has now submitted a grant for German government climate funding to expand this action over the next

2.5 years and received letters of support and interest in incorporating ideas from the project into the standard curriculum from the Slovenian ministry responsible for education. In addition to the cohort of trained teachers, the government support for climate education, and anticipated funding for expansion, the experiment also produced a guidebook in English and Slovenian to help others implement the lessons.

**The Climate Change Académie in Bulgaria:** This experiment tested an approach to incorporate more climate change content into existing undergraduate and post graduate programmes at the New Bulgarian University. Bukakov Films, which delivered the experiment in collaboration with the university, challenged students to develop marketing campaigns that promoted circular and other climate friendly behaviours. Case studies were prepared by 94 students working in teams. Before the experiment, there was little interest in incorporating climate change into the curriculum. However, after the experiment, there has been huge demand from students for more climate content and this has led the dean and other professors in the department to redesign the curriculum to bring in more climate focus. In other words, the small experiment created a visible demand for climate content and the department rose to the challenge to provide it.

# 7 A new way of doing things

Between 2020 and 2022, EIT Climate-KIC has radically reshaped itself to be both financially sustainable and equipped to act as a complex adaptive systems itself.

We have signed and secured almost €100 million of funding for innovation from multiple sources in the past 15 months.

Highlights from our progress towards financial sustainability include:

- The Healthy Clean Cities team secured a €53 million investment through to mid-2025 with the NetZeroCities project that EIT Climate-KIC led. The cities that are part of the Deep Demonstration will now be under this project umbrella in 2022
- The Long-termism team raised more than €5m in funding and designed a strategy to commercialise long-termism solutions, notably by signing a contract with Dark Matter Laboratories .
- The Circular Economy Team signed a contract (value up to \$2.5m) with the government of Slovenia in November 2021 to support their transition to a circular and regenerative economy by 2025 with pre-implementation work being kicked off already.
- A contract was signed with the Government of Ireland to support the transformation of their agri-food sector in December 2021 for implementation in 2022 (across Circular Economy and Land Use Teams)
- We also secured funding for multiple programmes of work by winning bids with Foundation, Laudes and Good Energy, to deliver Deep Demonstration work on the ground. This also led us to analyse the return on the investment of our Deep Demonstrations and see how much we have been able to leverage EIT money to secure additional funding (non-EIT money attracted having significantly increased in 2021)
- We have made important process improvements that will contribute to our future financial sustainability from 2022 and into the future: We have improved the way we manage existing contracts and monitor for potential payments owed to EIT Climate-KIC. We have also changed the selection process for new projects to ensure there is a strong focus on the EIT model in our future work.



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DO YOU HAVE QUESTIONS?

Please contact us at  
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