

Guidelines for the 2021 KIC Business Plan

Section on KPIs

Version 1.1

30 May 2021

This document supersedes any other documentation related to KPIs.

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History of changes

Segment	EIT Core KPI reference in Business Plan 2020	EIT Core KPI reference in Business Plan 2021	History of changes
Education	<u>EITN01</u> Graduates from EIT labelled MSc and PhD programmes	EITHE07.01 Sum of graduates from EIT labelled Masters and EIT labelled PhD programmes in 2021	No changes to the KPI definition Additional data requirements at the reporting stage
Education	<u>EITN02</u> Start-ups created by students enrolled and graduates from EIT labelled MSc and PhD programmes	EITHE05.1 Start-ups created of EIT labelled MSc/PhD programmes EITHE05.2-EITRIS EIT RIS start-ups created of EIT labelled MSc/PhD programmes	No changes to the KPI definition Sub-KPI specific to RIS has been created Additional data requirements at the reporting stage
Education	N/A	EITHE08.1 Participants in (non-degree) education and training	!NEW!
Education	N/A	EITHE09.1 EIT labelled MSc/PhD students and graduates who joined start-ups	!NEW!
Innovation	<u>EITN03</u> Products (goods or services) or processes launched on the market	EITHE02.1 Marketed Innovations EITHE02.2-EITRIS EIT RIS Marketed Innovations	Additional requirement for the products (goods or services) to have a sales revenue of <u>at least 10 000 EUR documented</u> Sub-KPI specific to RIS has been created Additional data requirements at the reporting stage
Business Creation	<u>EITN04</u> Start-ups created as a result of innovation projects	EITHE04.1 Start-ups created of/for innovation EITHE04.2-EITRIS EIT RIS Start-ups created of/for innovation	Sub-KPI specific to RIS has been created 2 instead of 3 documents required at the reporting stage Additional data requirements at the reporting stage
Business Creation	<u>EITN05</u> Start-ups created of/ for innovation	EITH03.1 Supported Start-ups/Scale-ups EITHE03.2-EITRIS EIT RIS Start-ups/scale-ups Supported	Sub-KPI specific to RIS has been created 3 documents required at the reporting stage Additional data requirements at the reporting stage
Business Creation	<u>EITN06</u>	EITHE06.1 Investment attracted by KIC supported start-ups/scale-ups	NOTE: already in 2020 guidance <u>Debt financing and EU/structural funds (grants)</u> are no longer accepted as investment.



	Investment amount attracted by ventures supported by KICs	EITHE06.2-EITRIS Investment attracted by KIC supported EIT RIS start-ups/scale-ups	Sub-KPI specific to RIS has been created Additional data requirements at the reporting stage
	<u>EITN07</u> Success Stories	EITHE13.1 KIC success stories	A maximum limit of 20 stories per KIC per year has been set
	<u>EITN08.1 and EITN08.2</u> External participants in EIT RIS1 programmes	N/A	No longer separate KPIs as sub-categories for RIS have now been added as part of other KPIs

Introduction

The European Institute of Innovation and the Technology (EIT) plays an important role in achieving the European Union's (EU) objective of integrating the knowledge triangle of higher education, research, and innovation.

Key Performance Indicators (KPIs) have been designed to measure the fulfilment of selected EIT strategic objectives over a specific period. The EIT adapts its monitoring provisions on a regular basis to reflect the growing number of KICs and their different stages of development.

KPI definition and rationale

Key Performance Indicator (KPI) is a measurable value that demonstrates how effectively a company, organization, or a consortium, is meeting its objectives. EIT, Climate-KICs primary funder, uses KPIs to assess Knowledge and Innovation Communities (KICs) performance with so-called **EIT Core KPIs**. The level of overall EIT Climate-KIC funding in any given year depends in part on how the organisation performs against these KPIs.

In addition, each KIC is required to further define set of KPIs to better encapsulate their societal challenge. This additional set of KPIs is known as the EIT Climate-KIC KPIs, or in shorthand, KIC KPIs.

Below you will find the list of KPIs for 2021, including the description and possible reporting requirements. Please note that all KPIs must be reported in the grant year in which they were originally planned.

Evidence requirements and templates supporting KPIs

For the KPI to be approved, you will need to submit a separate set of supporting documentation. All documents in another language than English need to include an English summary. Unless correct evidence is attached, the KPI will not be accepted.

Therefore, please **carefully read and make sure you understand the evidence and data requirements** before setting your KPI targets. If a KPI achievement cannot be reported because of lack of evidence, it can result in underperformance assessment and subsequent cost reduction at reporting stage.

In addition, one column has been introduced to help you identify mandatory target requirements for the submission.

EIT core KPIs

EIT Core KPI code	Subcategories of EIT Core KPI code	Definition set by EIT	MANDATORY SUPPORTING EVIDENCE KPIs <u>cannot</u> be Reported <u>without</u> the evidence and data requirements	MANDATORY DATA If the data is not supplied, the KPI cannot be reported.
EITHE01 <i>Innovation</i>	EITHE01.1	# Designed/Tested Innovations. Number of innovative products/services resulting from innovative projects (a) filed for some form of intellectual property protection (i.e. patents, trademarks, registered designs, copyrights), or innovative products/services that have progressed towards commercialisation, defined as one or more of: progress by at least one technology or manufacturing readiness level (TRL/MRL); prototype/proof of concept/beta version developed; product/ service/ model piloted; or(b) innovative products tested through test-beds or other innovative platforms.	<p>No mandatory documentation required to be presented at Reporting.</p> <p>Nevertheless, data in a format specified by EIT will need to be presented to EIT Climate-KIC so it can be reported to EIT in the KPI excel templates they specify.</p> <p>Partners will be asked to supply data to EIT Climate-KIC at the reporting stage with specific fields in Plaza.</p>	<p>EIT may yet slightly revise the structured data requirements so the following should be expected to be provided as <u>mandatory</u>, but not limited to:</p> <ul style="list-style-type: none"> • Product name • Product Website (if applicable) • Reference to the IP protection. • Participants • Test Country • KAVA Ref (added at Reporting by CKIC) <p>It is important this data is provided in the format requested (i.e. Plaza forms), otherwise it may not be possible to add it into the EIT system.</p>
	EITHE01.3-EITRIS (RIS specific)	# EIT RIS designed/tested innovations: number of innovative products and services designed/tested by organisations from EIT RIS countries.	Partners will be asked to supply data to EIT Climate-KIC at the reporting stage with specific fields in Plaza.	
	EITHE01.4-EITRIS (RIS specific)	# EIT RIS countries – designed/tested innovations: number of EIT RIS countries related to designed/tested innovative		

		products and services (as per EITHE01.1-2 definition).		
	EITHE01.5	# Test beds used to test innovation products/services to be reported by country. A test bed is defined as a platform for conducting rigorous, transparent, and replicable testing of scientific theories, computational tools and new technologies. It is used to describe experimental research and new product development platforms and environments.		
	EITHE01.6	# Participants involved in designing/testing of innovative products/services per KTI area and country.		
<i>Innovation</i> EITHE02	EITHE02.1 and EITHE02.2- EITRIS (RIS specific)	<p># Innovations introduced to the market during the KAVA duration or within 3 years after completion thereof. Innovations include new or significantly improved products (goods or services) and processes sold. <u>Each reported innovation should have a sales revenue of at least 10 000 EUR documented.</u></p> <p>Innovations must be linked directly with the KAVA and reported in the year when they were introduced on the market reaching the first €10 000 revenue (not later than three years after KAVA completion)</p> <ul style="list-style-type: none"> • Open access innovations having at least 200 satisfied users should be reported separately with the number of users satisfied with the innovation. • Markets to be defined per country. 	<p>Two separate evidence documents are required:</p> <ol style="list-style-type: none"> 1. Declaration of the product owner describing the innovativeness (new or significant improvement in terms of physical or functional parameters) of a product/process, link to the KIC societal challenge and the KAVA, as well as information on the KAVA investment in the innovation development. 2. Documented proof such as an invoice or an online sales records demonstrating that the purchase of at least 10,000 EUR has been made by a customer/s. 	<p>Mandatory structured data to be reported, but <u>not limited</u> to:</p> <ul style="list-style-type: none"> • name of the product and website • open access (YES/NO) • market (country) • Project (KAVA) investment (EUR) • KAVA Ref (added at Reporting by CKIC) <p>It is important this data is provided in the format requested (i.e. Plaza forms), otherwise it may not be possible to add it into the EIT system.</p>



			For open access innovations the evidence should prove: <ul style="list-style-type: none"> - Number of users who have downloaded the innovation - Number of users with satisfactory feedback 	
	EITHE02.3-EITRIS	# of EIT RIS countries related to the products introduced on the market (as per EITHE02.1 definition)		Waiting for EIT to provide further information.
	EITHE02.4	# Markets to be defined per country.		Waiting for EIT to provide further information.
<i>Entrepreneurship</i> EITHE03	EITHE03.1 and EITHE03.2-EITRIS (RIS specific)	# Number of start-ups and scale-ups registered supported by KICs for at least 2 months in 2021. # Start-ups and scale-ups supported by KICs in 2021 for at least 2 months. KIC will need to justify that the provided services contribute to the company's growth (including potential growth). Examples of such services are mentoring, consultancy on access to finance and markets, product/service marketing, legal advice, internationalisation, matchmaking, etc.	Three separate evidence documents are required: <ol style="list-style-type: none"> 1. Declaration of the start-up supported confirming the length and type of services provided by the KIC and how they contributed to the growth of start-up. The declaration shall also include short description of the start-up and its core business 2. Formal signed agreement between KIC and the ventures 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 	Mandatory structured data to be reported, but <u>not limited to</u>: <ul style="list-style-type: none"> • Registration number of Start-Up • Name of start up • Gender of CEO/owner (M/F) • Country of Registration • Website <p>It is important this data is provided in the format requested (i.e. Plaza forms), otherwise it may not be possible to add it into the EIT system.</p>

			3. Registration certificate of the venture receiving BC services	
	EITHE03.3-EITRIS	# EIT RIS countries where start-ups/scale-ups supported by KICs (as per EITHE03.1 definition) are registered		Waiting for EIT to provide further information.
Entrepreneurship EITHE04	EITHE04.1 and EITHE04.2-EITRIS (RIS specific)	# Start-ups established in 2021 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).	<p><u>Two separate</u> evidence documents are required:</p> <ol style="list-style-type: none"> 1. Registration certificate of a start-up established in 2021 2. Declaration of the start-up demonstrating substantial link with the specific KIC KAVA (indication of the specific output of KIC KAVA(s) or asset development) and proof for the KAVA investment in the start-up. The declaration shall include short description of the start-up and its core business. 	<p>Mandatory structured data to be reported, but <u>not limited</u> to:</p> <ul style="list-style-type: none"> • Registration number of Start-up • Company/start-up • Name of CEO/owner • Gender of the CEO/owner • Country of registration • Website <p>It is important this data is provided in the format requested (i.e. Plaza forms), otherwise it may not be possible to add it into the EIT system.</p>
	EITHE04.3-EITRIS	# EIT RIS countries where start-ups of/for innovation (as per EITHE04.1-2 definition) were registered		Waiting for EIT to provide further information.
Education EITHE05	EITHE05.1 and EITHE05.2-EITRIS (RIS specific)	<p># Sum of start-ups created by students enrolled and graduates from EIT labelled MSc and PhD programmes in 2021.</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>	<p><u>Two separate</u> evidence documents are required.</p> <ol style="list-style-type: none"> 1. Registration certificate of a start-up established in 2021; 2. Declaration of the student confirming the length and type of EIT 	<p>Mandatory structured data to be reported, but <u>not limited</u> to:</p> <ul style="list-style-type: none"> • Company name • Website • Registration number • Country of registration (specified format) • Gender of the CEO/owner

			labelled study programme taken and any KIC contribution to the establishment of start-up. The declaration shall include short description of the start-up and its core business.	<ul style="list-style-type: none"> KAVA reference (provided by EIT CKIC) <p>It is important this data is provided in the format requested (i.e. Plaza forms), otherwise it may not be possible to add it into the EIT system.</p>
	EITHE05.3-EITRIS	# EIT RIS Countries - Start-ups created of EIT labelled MSc/PhD programmes		Waiting for EIT to provide further information.
Business creation EITHE06	EITHE06.1 and EITHE06.2-EITRIS (RIS specific)	<p>Total EUR amount of private and public capital attracted within 2021 by supported start-ups/scale-ups established in the EIT (RIS) countries, that have received KIC business creation services support of total duration of at least two months, within a maximum of three years following the last received KIC KAVA support activity.</p> <p><u>Please note</u> that EIT is still to update the definition and supporting evidence once the Horizon Europe's respective KPI is developed; acceptance of debt financing or grants will be confirmed alongside the definition</p>	<p><u>One evidence document is required:</u></p> <ol style="list-style-type: none"> Declaration of a start-up proving the amount, type of investment, source of income by type (public/private) and a link to a specific KAVA and support received. 	<p>Mandatory structured data to be reported, but <u>not limited</u> to:</p> <ul style="list-style-type: none"> Registration number of Start-Up Name of start up Gender of CEO/owner (M/F) Country of Registration Value of investment attracted Website Type of investment (public/private) <p>It is important this data is provided in the format requested (i.e. Plaza forms), otherwise it may not be possible to add it into the EIT system.</p>
	EITHE06.3-EITRIS	# EIT RIS Countries where the supported start-ups/scale-ups which attracted investment were registered		
Education EITHE07	EITHE07.1 and	# Graduates from EIT labelled Masters and EIT labelled PhD programmes in 2021 ((with citizenship in EIT RIS countries))	<p>Partners should refer to the structured data requirements.</p> <p>There is <u>no mandatory evidence</u> to be supplied to EIT for this KPI, however,</p>	<p>Mandatory structured data to be reported, but <u>not limited</u> to:</p> <ul style="list-style-type: none"> Names, contact details (e-mail address), gender, country of citizenship,



	EITHE07.2- EITRIS (RIS specific)		certain fields of mandatory data in a fixed structure will need to be supplied to EIT. Partners will be asked to supply data to EIT Climate-KIC during the year	<ul style="list-style-type: none"> Title of educational programme (as specified in EIT decision awarding the Label), start and complete dates Type of educational programme (PhD. Master etc.) Joint or double degree (YES/NO) Graduates with citizenship in EIT RIS countries (EITHE07.2)
	EITHE07.3	% of total graduates in same disciplines from partner HEIs (definition TBC by EIT)		
	EITHE07.4	List of EIT labelled Masters and PhD programmes (report only)		
	EITHE07.5	List of institutions participating in delivery of the education programmes (report only)		
Education EITHE08	EITHE08.1 and EITHE08.2- EITRIS (RIS specific)	<p># Participants in EIT professional development courses, online training courses and other education/training activity delivered or in a process of delivery</p> <p>Participant who successfully finished the programme to be counted.</p> <p>For this KPI, those education and training activities which have clearly defined learning outcomes, and which carries out competency assessment method are applicable.</p>	<p>Partners should refer to the structured data requirements.</p> <p>There is <u>no mandatory evidence</u> to be supplied to EIT for this KPI, however, certain fields of mandatory data in a fixed structure will need to be supplied to EIT.</p> <p>Partners will be asked to supply data to EIT Climate-KIC during the year</p>	<p>Mandatory structured data to be reported, but <u>not limited</u> to:</p> <ul style="list-style-type: none"> Names, contact details (e-mail address)), gender and country of citizenship, title of education and training activity, start and complete dates, type of programme (TBC); delivery (online, onsite, blended) Country of delivery (n/a for online) and Institution(s)/organisation(s) delivering the training, countries Defined learning outcomes and Competency assessment methods
	EITHE08.3	List of (non-degree) education and training		

	EITHE08.4	List of institutions/organisations delivering (non-degree) education and training		
Education EITHE09	EITHE09.1	<p># EIT Label students who joined start-ups during their EIT Label studies. Sum of EIT Label graduates who joined start-ups up to 3 years after graduation.</p> <p><u>JOINED means</u> join as an owner of an existing start-up or be employed by a start-up.</p>	<p>Partners should refer to the structured data requirements.</p> <p>There is <u>no mandatory evidence</u> to be supplied to EIT for this KPI, however, certain fields of mandatory data in a fixed structure will need to be supplied to EIT.</p> <p>Partners will be asked to supply data to EIT Climate-KIC during the year</p>	<p>Mandatory structured data to be reported, but <u>not limited</u> to:</p> <ul style="list-style-type: none"> Names contact details (e-mail address), gender country of citizenship, start-up name registration number registration country. Joined (created / employed)
	EITHE09.2-EITRIS	# EIT label students with EIT RIS country citizenship who joined start-ups		
KTI/KIC ecosystems EITHE10	EITHE10.1 and EITHE10.2-EITRIS (RIS specific)	<p># Active partners in the KIC per profile (research; business; education; cities, regions, NGOs; other).</p> <p>Active partner means organisations signed contracts with KICs and with implementing activity role in the reported year (expressed in terms of costs in the budget).</p>	<p>For 2021 reporting, there are no mandatory evidence documents.</p> <p>EIT expect the contracts to be kept by KIC LE - respective collaboration agreement or equivalent describing the subject and nature of the collaboration/ RIS activity.</p>	<p>To be reported as structured data requirements. Currently, EIT state they will use data sets that are already supplied as part of existing Reporting templates, such as partner data on cost reporting based on KAVA involvement.</p>
	EITHE10.3-EITRIS	# EIT RIS countries where active KIC partners are registered		
EITHE11	EITHE11.1 and EITH11.2	<p>The total revenues generated by the KIC LE in 2021 (absolute value in EUR) and FS coefficient (%) of the total revenues generated by the KIC LE divided by the total EIT KAVA in 2021.</p>	<p><u>Please be aware</u> that EIT Climate-KIC is being assessed by EIT for progress against financial sustainability.</p> <p>This KPI is only applicable to EIT Climate-KIC itself and not by EIT Climate-KIC partners.</p>	<p>Completed Annex IV templates specified by EIT - revenues presented per category:</p> <ul style="list-style-type: none"> income generated by return on investment & equity education,

				<ul style="list-style-type: none"> • services and consulting, • membership fees, and • alternative funding sources for KIC LE (public and private))
EITHE12	EITHE12.1	Co-funding excluding cross-KIC and EIT RIS activities	<p><u>Please be aware</u> that EIT Climate-KIC is assessed by EIT for co-funding.</p> <p>The co-funding rate results are identified through the cost reporting.</p>	Relevant Annex III-B cost reporting documentation to be completed by EIT Climate-KIC based on partner and CKIC LE reporting in Plaza.
<i>Horizontal outputs</i> EITHE13	EITHE13.1 and EITHE13.2- EITRIS (RIS specific)	<p>Maximum 20 quality success stories per year to be submitted to EIT on continuous basis (e.g. 5 per quarter).</p> <p>The success stories should follow the EIT respective guidelines and should be accepted by the EIT including eligible nominees for the EIT awards.</p>	<p><u>A template provided by EIT</u> must be completed in order for the KPI to be approved.</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).</p> <p>The template itself requires some quite specific information to be completed, and there is also additional data information specified in the next column which must be provided at reporting stage.</p>	<p>To be reported as structured data requirements so the following should be expected to be provided, but not limited to:</p> <ul style="list-style-type: none"> • Name of success story/good practice • Country • Name of organisation • Name of person • Nationality of person • Position of Person • Role of person • url or handle of one or more of the following: <ul style="list-style-type: none"> ○ Website ○ Facebook ○ Twitter ○ LinkedIn • Date of success story • Total EIT grant funding • 3 key words for story. <p>It is important this data is provided in the format requested (i.e. Plaza forms), otherwise it may not be possible to add it into the EIT system.</p>
	EITHE13.3- EITRIS	# EIT RIS countries linked to the success stories (as per EITHE13.1 definition)		



<p>EITHE14</p>	<p>EITHE14.1</p>	<p># Results, lessons learnt, and good practices disseminated by the KIC through appropriate means (e.g. publications, online repositories, fact sheets, targeted workshops etc.)</p> <p>Results are any tangible or intangible output of the action, such as data, knowledge and information whatever their form or nature, whether or not they can be protected, which are generated in the action as well as any attached rights, including intellectual property rights.</p> <p>Results thus include intellectual property rights (e.g. copyrights, industrial designs, patents, plant variety rights), similar forms of protection (e.g. rights for databases), as well as unprotected know-how (e.g. confidential material). They have the potential to be either commercially exploited (e.g. concrete products or services, including educational and of business support nature) or lay the foundation for further research, work or innovations (e.g. novel knowledge, insights, technologies, methods, data).</p> <p>Good practice is a practice that has been proven to work well and produce good results and is therefore recommended as a model.</p> <p>Lessons learnt are an analysis/record of a learning process in the development, implementation and follow-up of an innovative approach, process, or activity.</p>	<p>Please <u>be aware</u> that EIT Climate-KIC is assessed by EIT for progress on the state of “horizontal outputs”.</p> <p>To report these results from the work undertaken by CKIC community during the grant year, they will be asked to provide data to ensure smooth reporting.</p>	<p>To be reported as structured data requirements.</p> <p>EIT has not yet defined exactly what or how they anticipate the KICs to report this data. Based on their definition/formula, Partners should be expected to provide some details (where possible we will aim to capture this as part of your reporting on other KPIs) but may require additional information on the following:</p> <ul style="list-style-type: none"> • Website links • links to published content • Good practice results • Lessons learnt <p>Intellectual property rights (e.g.</p> <ul style="list-style-type: none"> • Copyrights • industrial designs • patents • plant variety rights • similar forms of protection (e.g. rights for databases) • unprotected know-how (e.g. confidential material). <p>Certain details such as</p> <ul style="list-style-type: none"> • concrete products or services, including educational and of business support nature) or lay the foundation for further research • work or innovations (e.g. novel knowledge, insights, technologies, methods, data).
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		Lessons learnt are often a by-product of identifying and validating good practices.		
EITHE15	EITHE15.1	<p>Reach of KIC's communication activities</p> <p>This will present aggregated figures for the entire KIC (e.g. corporate account, CLCs, hubs, activities, etc.), including</p> <ul style="list-style-type: none"> • # website visitors, • # social media following and engagement (data collected to include Twitter, Facebook, Instagram, and LinkedIn followers and engaged users on each channel), • # of external events and the participants • # of external events where KIC and KIC activities were presented • # articles in global / European / national / local press, <p>% difference compared to previous year for all</p>	<p><u>Please be aware</u> that EIT Climate-KIC is assessed by EIT for progress on the state of "horizontal outputs".</p> <p>To report these results from the work undertaken by CKIC community during the grant year, they will be asked to provide data to ensure smooth reporting.</p> <p>Where partners have selected CKIC own KPIs we will then see how we can use your reported data to feed into aggregated data to enable us to report on this KPI.</p> <p>Partners should however be very much aware that to report on some of these results undertaken by CKIC community during the grant year you may be asked to provide additional data in order to report to EIT.</p>	<p>To be reported as structured data requirements.</p> <p>EIT has not yet defined exactly what or how they anticipate the KICs to report this data. Based on their definition/formula, Partners should be expected to provide some details (where possible we will aim to capture this as part of your reporting on other KPIs) but may require additional information on the details specified in definition/formula.</p>



EITHE16	EITHE16.1 and EITHE16.2 and EITHE16.3	<p>% budget (EIT Grant) invested on:</p> <ul style="list-style-type: none">- climate action objectives- SDGs <p>The following indicators shall be reported:</p> <ul style="list-style-type: none">• EIT Grant for climate-related activities• EIT Grant for sustainability related activities• EIT Grant for biodiversity-related activities <p>The indicator will be calculated based on the "RIO markers" methodology developed by OECD. The values (0% , 40%, 100%) will be reported at portfolio level.</p>	<p><u>Please be aware</u> that EIT Climate-KIC is assessed by EIT on the budget consumption.</p> <p>This KPI is only applicable to EIT Climate-KIC itself and not by EIT Climate-KIC partners.</p> <p>However, partners will be required to categorise their project against this indicator so CKIC can aggregate data.</p>	
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EIT Climate-KIC KPIs

EIT CKIC KPI Code	Definition set by EIT	MANDATORY SUPPORTING EVIDENCE KPIs <u>cannot</u> be Reported <u>without</u> the evidence and data requirements	MANDATORY DATA If the data is not supplied, the KPI cannot be reported
CKIC01	<p># Investment attracted by innovation activities supported by KIC</p> <p>Total EUR amount of private and public capital attracted within 2020 by Partners or start-ups¹ who have used at least one month of EIT Climate-KIC support to advance innovation activities over the last three years (e.g. through projects supported under the Innovation Framework).</p> <p><u>Note from EIT Climate-KIC:</u> This is different from the KPI EITHE06 which is for investment attracted by Start-Ups only. However, evidence supplied under EITHE06 will also serve as evidence that will contribute to this KPI.</p>	<p>One evidence document is required:</p> <p>1. A Press release/an official announcement document/another official document or information to validate the accuracy of your claim.</p> <p><u>Note from EIT Climate-KIC:</u> Any KPI evidence supplied under EITHE06 KPI (which is to specifically for EIT to measure investment attracted by Start-Ups supported), will also be used towards the total investment attracted by innovation activities supported under CKIC01 KPI. Therefore, you do not need to provide additional evidence.</p>	<p>At the reporting stage, you will be asked to include the following information in Plaza which is mandatory:</p> <ul style="list-style-type: none"> Name of organisation/entity attracting investment Value of investment attracted (in €'s) and written in full (eg €200,000.00) Permission to EIT to use the KPI publicly if necessary (yes/no) <p>Please therefore ensure the <u>total value you report in Plaza is equal to the total number of achievements</u> show in the evidence you are uploading. Otherwise there will be a discrepancy between the evidence and the information registering the KPI with EIT.</p>
CKIC02	<p># Innovation Opportunities identified</p> <p>The number of Innovation Opportunities identified within 2020 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>One evidence document is required:</p> <p>1. Signed declaration by Lead Partner listing and briefly describing the innovation opportunity/ies and confirmation that due diligence has been undertaken in each instances to establish the uniqueness of the discovery or idea.</p> <p><u>Note from EIT Climate-KIC:</u> The unique innovation opportunity should have been identified <u>at proposal stage</u>, so we also expect in the majority of cases, the innovation opportunity is unique. If, during the course of 2020 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>At the reporting stage, you will be asked to include the following information in Plaza which is mandatory:</p> <ul style="list-style-type: none"> Total number of innovation opportunities identified within the project/activity Permission to EIT to use the KPI publicly if necessary (yes/no) The values you enter will be exported and added to the EIT system to register your KPI achievement. <p>Please therefore ensure the <u>total value you report in Plaza is equal to the total number of achievements</u> show in the evidence you are uploading. Otherwise there will be a discrepancy between the evidence and the information registering the KPI with EIT.</p>



CKIC03	<p># Cities and regions engaged with EIT Climate-KIC on climate innovation</p> <p>In 2020, number of city and regional authorities/representatives actively engaged and either part of formal EIT Climate-KIC partnership, receiving EIT Climate-KIC Community innovation services or hosting EIT Climate-KIC Community events (2 or more in 2020). 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:</p> <ul style="list-style-type: none"> City authority provides the climate challenge(s), expert knowledge and organises the Climathon <p>Engagement requires verification:</p> <ul style="list-style-type: none"> 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 EIT Climate-KIC (city authority pays C-KIC to organise Climathon). <p>Not considered “engaged” for the purpose of this KPI and cannot be counted:</p> <ul style="list-style-type: none"> City authority is present at the event (speaker, jury, guest) City authority promotes Climathon City authority is aware of Climathon and acknowledges it 	<p>One evidence document is required:</p> <p>1. Signed declaration by project/activity partner which lists, briefly describes and confirms the active engagement of each city/region within the project, where active engagement is defined as any activity contributing to the outcomes (i.e. receiving a service, hosting a workshop, testing or piloting innovation services).</p> <p>This will be evidence to substantiate that the number of cities and regions engaged with EIT Climate-KIC on climate innovation can be listed as a KPI result.</p>	<p>At the reporting stage, you will be asked to include the following information in Plaza which is mandatory:</p> <ul style="list-style-type: none"> Total number of cities/regions engaged Permission to EIT to use the KPI publicly if necessary (yes/no) <p>Please therefore ensure <u>the total value you report in Plaza is equal to the total number of achievements</u> show in the evidence you are uploading. Otherwise there will be a discrepancy between the evidence and the information registering the KPI with EIT.</p>
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CKIC04	<p># Knowledge Triangle learning and knowledge sharing events held</p> <p>In 2020, number of EIT 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>One evidence document is required:</p> <p>1. Signed declaration by project/activity partner which lists all events and the following info:</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>At the reporting stage, you will be asked to include the following information in Plaza which is mandatory:</p> <ul style="list-style-type: none"> Total number of knowledge triangle learning and knowledge sharing events Permission to EIT to use the KPI publicly if necessary (yes/no) <p>Please therefore ensure <u>the total value you report in Plaza is equal to the total number of achievements</u> show in the evidence you are uploading. Otherwise there will be a discrepancy between the evidence and the information registering the KPI with EIT.</p>
CKIC05	<p># Education Support Participants</p> <p>The number of EIT Climate-KIC community individuals (whether from Partners, start-ups or as individuals) engaged in EIT Climate-KIC innovation activities or EIT Climate-KIC education activities in 2020 that receive an Education service in 2020.</p>	<p>One evidence document is required:</p> <p>1. Signed declaration by partner running the education service confirming total number of participants receiving education support service.</p>	<p>At the reporting stage, you will be asked to include the following information in Plaza which is mandatory:</p> <ul style="list-style-type: none"> Total number of participants receiving Education Support Service(s) Permission to EIT to use the KPI publicly if necessary (yes/no) <p>Please therefore ensure <u>the total value you report in Plaza is equal to the total number of achievements</u> show in the evidence you are uploading. Otherwise there will be a discrepancy between the evidence and the information registering the KPI with EIT.</p>
<p>CKIC06.E (estimates)</p> <p>CKIC06.P (projections)</p>	<p># Climate Impact Estimates and Projections</p> <p>The number of Climate Impact Estimates (CKIC06.E) and Climate Impact Projections (CKIC06.P) on adaptation and mitigation completed in 2020.</p> <p>CKIC06.E - Climate impact estimates to be reported by EIT Climate-KIC only</p>	<p>For CKIC06.E : EIT Climate-KIC will collect the info needed from the proposals submitted by partners.</p> <p>For CKIC06.P : a short (no more than 2 page) document outlining the methodology, and calculations and assumptions.</p>	<p>At the reporting stage, you will be asked to include the following information in Plaza which is mandatory:</p> <ul style="list-style-type: none"> Total number of Climate Impact Estimates Total number of Climate Impact Projections Permission to EIT to use the KPI publicly if necessary (yes/no) <p>Please therefore ensure <u>the total value you report in Plaza is equal to the total number of achievements</u> show in the evidence you are uploading. Otherwise there will be a</p>



	<ul style="list-style-type: none"> Climate impact estimates received as part of the proposals received during 2020 (this includes successful and unsuccessful proposals) <p>CKIC06.P - Climate Impact Projections to be reported by Partners (per project/activity)</p> <ul style="list-style-type: none"> Climate impact projections (ie improvement of original estimate) of projects that were approved with the climate impact estimate. Feedback from EIT Climate-KIC on acceptance of the proposal may include feedback on how climate impact estimates can be improved. <p>1. Estimate – first draft estimate at proposal submission stage</p> <p>2. Projection – refined and more precise estimate prepared by the successful project (expected to be done each year the project is in implementation)</p> <p><u>Note from EIT Climate-KIC:</u> Currently EIT Climate-KIC is not asking for actuals as this can only be assessed cumulatively ex-post (ie after implementation).</p>		discrepancy between the evidence and the information registering the KPI with EIT.
CKIC07	<p># Individuals paid training</p> <p>The number of professionals that have paid for EIT Climate-KIC Education services lasting 1 day or more in 2020.</p>	<p>One evidence document is required:</p> <p>1. List of all attendees - per project/activity - of paid EIT Climate-KIC Education services. This list must be signed by the EIT Climate-KIC Director (KAVA Owner) and should include: Name of attendee, Education service attended and Amount paid</p>	<p>At the reporting stage, you will be asked to include the following information in Plaza which is mandatory:</p> <ul style="list-style-type: none"> Total number of individuals paid training Permission to EIT to use the KPI publicly if necessary (yes/no) <p>Please therefore ensure <u>the total value you report in Plaza is equal to the total number of achievements</u> show in the evidence you are uploading. Otherwise there will be a discrepancy between the evidence and the information registering the KPI with EIT.</p>



CKIC08	<p># Social media followers</p> <p>In 2020, sum of followers from one or more of these major social media channels: Facebook, Twitter, and LinkedIn</p>	<p>One evidence document is required:</p> <p>1. Signed declaration by the Partner responsible providing the results which shows the target and lists and verifies the results.</p> <p><i>Note from EIT Climate-KIC:</i> 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>At the reporting stage, you will be asked to include the following information in Plaza which is mandatory:</p> <ul style="list-style-type: none"> • Total number of social media followers • Permission to EIT to use the KPI publicly if necessary (yes/no) <p>Please therefore ensure <u>the total value you report in Plaza is equal to the total number of achievements</u> show in the evidence you are uploading. Otherwise there will be a discrepancy between the evidence and the information registering the KPI with EIT.</p>
CKIC09	<p># Knowledge transfer/knowledge adoptions</p> <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>One evidence document only in each instance - Use template available on Plaza</p> <p><u>In the case of Knowledge Transfer:</u></p> <p>1. Signed declaration by Lead Partner which includes:</p> <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><u>In the case of Knowledge Adopted:</u></p> <p>1. Signed declaration by Adopting CKIC Partner, or third party which</p> <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>At the reporting stage, you will be asked to include the following information in Plaza which is mandatory:</p> <ul style="list-style-type: none"> • Identify you are reporting a knowledge transfer or knowledge adoption • Permission to EIT to use the KPI publicly if necessary (yes/no) <p>Please therefore ensure <u>the total value you report in Plaza is equal to the total number of achievements</u> show in the evidence you are uploading. Otherwise there will be a discrepancy between the evidence and the information registering the KPI with EIT.</p>

CKIC10	# Prototypes Developed Number of prototypes developed and tested (in the H2020 areas identified in the footnote below ²) as a result of activity in 2020.	One evidence document is required: 1. Signed declaration by Lead Partner per prototype with a brief description of the prototype and main output of the prototype/testing activity.	At the reporting stage, you will be asked to include the following information in Plaza which is mandatory: <ul style="list-style-type: none"> Name of Prototype Select H2020 area Permission to EIT to use the KPI publicly if necessary (yes/no) Each prototype will need to be entered as a separate entry in Plaza to ensure data can be captured per prototype.
CKIC11	# Patent Applications Number of patent applications SUBMITTED (in the H2020 areas identified in the footnote ³ below) as a result of activity in 2020.	Two evidence documents required: 1. Signed declaration by Lead Partner confirming the patent submitted listing: <ul style="list-style-type: none"> Application number, Date of application and Area of focus. 2. Copy of Patent Application	At the reporting stage, you will be asked to include the following information in Plaza which is mandatory: <ol style="list-style-type: none"> Patent number Date patent application submitted Select H2020 area Permission to EIT to use the KPI publicly if necessary (yes/no)
CKIC12	# Patents Awarded Number of patent applications AWARDED (in the H2020 areas identified in the footnote ³ above) as a result of activity in 2020.	Two evidence documents required: 1. Signed declaration by Lead Partner confirming the patent submitted listing: <ul style="list-style-type: none"> Patent number, Date of award (issuance) Area of focus. 2. Copy of Patent Award	At the reporting stage, you will be asked to include the following information in Plaza which is mandatory: <ul style="list-style-type: none"> Patent number Date of patent award (issuance) Select H2020 area Permission to EIT to use the KPI publicly if necessary (yes/no)
CKIC13	# Publications Submitted/ OR / Publications published in journals	Two evidence documents required: 1. Signed declaration by Lead Partner confirming the publication submitted listing the Date	At the reporting stage, you will be asked to include the following information in Plaza which is mandatory: <ul style="list-style-type: none"> Identify if publications submitted or published

² 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



	Number of Publications Submitted/ OR / Publications published in journals (in the H2020 areas identified in the footnote2 above) as a result of activity in 2020.	publication submitted OR Publishing date / Name of Journal / Title of article 2. Copy of Publication	<ul style="list-style-type: none"> Title of article/publication Journal name Select H2020 area Permission to EIT to use the KPI publicly if necessary (yes/no)
CKIC14	# Business Models Validated The number of business models created and tested in 2020 with market stakeholders to confirm validity of the business model	Two evidence documents required: 1. Business model validation (business model canvas). 2. List of market stakeholders interviewed/consulted.	At the reporting stage, you will be asked to include the following information in Plaza which is mandatory: <ul style="list-style-type: none"> Number of business models validated Permission to EIT to use the KPI publicly if necessary (yes/no) Please therefore <u>ensure the total value you report in Plaza is equal to the total number of achievements</u> show in the evidence document you are uploading. Otherwise there will be a discrepancy between the evidence and the information registering the KPI with EIT.
CKIC15	# Call and Selection Timeframe Percentage of submitted proposals receiving decision-letter within the agreed timeframe as detailed in our 'service agreement' in year N	No evidence required	This KPI can only be claimed by EIT Climate-KIC itself and not by EIT Climate-KIC partners.
CKIC16	# Partner engagement Percentage of EIT Climate-KIC Community engaged in EIT Climate-KIC activities related to collective intelligence, governance, other financial sustainability activities, or claimed cost as part of m projects or programmes.	No evidence required	This KPI can only be claimed by EIT Climate-KIC itself and not by EIT Climate-KIC partners.
CKIC17	# In-company training Average number of formal learning hours per staff member in year N	No evidence required	This KPI can only be claimed by EIT Climate-KIC itself and not by EIT Climate-KIC partners.



CKIC18	# Staff turnover Percentage of staff turnover in year N	No evidence required	This KPI can only be claimed by EIT Climate-KIC itself and not by EIT Climate-KIC partners.
CKIC19	# Total Gender mix	No evidence required	This KPI can only be claimed by EIT Climate-KIC itself and not by EIT Climate-KIC partners.
CKIC20	# Management Gender mix Gender mix of EIT Climate-KIC Holding people on 31st December 2020	No evidence required	This KPI can only be claimed by EIT Climate-KIC itself and not by EIT Climate-KIC partners.
CKIC21	# Non-EIT funds secured Total amount of non-EIT funds secured in year N by EIT Climate-KIC Group.	No evidence required	This KPI can only be claimed by EIT Climate-KIC itself and not by EIT Climate-KIC partners.
CKIC22	# Non-EIT funds secured for management costs Total amount of non-EIT funds secured for management costs in year N by EIT Climate-KIC Group.	No evidence required	This KPI can only be claimed by EIT Climate-KIC itself and not by EIT Climate-KIC partners.
CKIC23	# Percentage of EIT Climate-KIC staff who used Salesforce in year N Internal users of Salesforce as a percentage of EIT Climate-KIC employees by the end of Q4 in year N.	No evidence required	This KPI can only be claimed by EIT Climate-KIC itself and not by EIT Climate-KIC partners.
CKIC24	# Percentage of Senior Managers in the KIC LE independent of KIC Partners Percentage of Senior Managers (including senior management, budget owners, signatories and people managers) with no current role or material professional relationship with a KIC Partner.	No evidence required	This KPI can only be claimed by EIT Climate-KIC itself and not by EIT Climate-KIC partners.



CKIC25	# Number of active investors engaged in year N Number of active investors engaged in year N	No evidence required	This KPI can only be claimed by EIT Climate-KIC itself and not by EIT Climate-KIC partners.
CKIC26	# Percentage of EIT Climate-KIC colleagues and partners trained on Branding Percentage of EIT Climate-KIC colleagues and partners trained on Branding by end of year N	No evidence required	This KPI can only be claimed by EIT Climate-KIC itself and not by EIT Climate-KIC partners.
CKIC27	# Number of citizens engaged in Climathon in year N Number of citizens engaged in Climathon in year N	No evidence required	