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# Biotech Innovation Call Guidelines

**NP-BIO-26-01**

Leuven, Belgium

17.09.2025

Version: V1

[eitfood.eu](http://eitfood.eu)

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## Call Fact Sheet

<b>Title of Call</b>	Biotech Innovation Call
<b>Objective and Scope</b>	This call is designed to boost high-potential innovations and help them reach commercialization. Proposals are welcome covering the two call topics: Downstream Processing Efficiency and Real-Time Processing & Control/Monitoring Technologies.
<b>Call Deadline</b>	17:00 CET on November 17, 2025
<b>Available Funding</b>	3,000,000 €
<b>Project Duration</b>	10 months
<b>How to apply</b>	<a href="#">MyEITFood Portal</a>
<b>Contact Information</b>	<a href="mailto:calls@eitfood.eu">calls@eitfood.eu</a>

### 1. Introduction

EIT Food is the world's largest food innovation community, creating connections right across the food system. Supported by the European Union (EU), we invest in projects, organisations and individuals which share our goals for a healthy and sustainable food system.

We have built a unique not-for-profit business to carry out transformative programmes in skills, education, entrepreneurship, start-up investment and communications. We deliver these programmes in partnership with our members to create a culture and build a community which sees the long-term value in the food innovation we fund.

### 2. Purpose of the Call

This funding opportunity is part of the EIT Food Co-financed Biotech Portfolio, a collaboration between EIT Food and leading multinational agrifood companies. Together, we've identified two major industry challenges where fresh, innovative thinking is needed—and we're looking to innovators and change-makers to help solve them.

We're inviting proposals from consortia that not only tackle these challenges but also have the potential to scale and make a real impact in the market. Your solution should respond to the two challenges and show how it could contribute to long-term change across the food system, in line with our Missions.

Your proposal should focus on one or both of the following areas:

- Creating sustainable downstream processing solutions that cut energy and water use;
- Developing real-time process monitoring and control technologies.

If you're working on a game-changing solution in either of these spaces, we want to hear from you.

### 3. Types of proposals sought

We're seeking innovative, practical initiatives that address the two challenges outlined in this call. Specifically, we're interested in funding:

- New R&D and commercialisation projects with a clear path to market within 12 months.
- Existing research teams with a commercialisation or impact plan that needs follow-on funding to reach the market. These projects don't need to be previously funded by EIT Food—we also

welcome initiatives backed by other EIT communities, EU programmes, or third-party funders. However, projects currently receiving EU funding for the same activity are not eligible.

- New applications and business models that apply existing technology in novel ways—especially those that adapt proven solutions from other sectors into the food industry. We also support scale-up activities for high-impact products or services that have already shown promising results.

Before applying, we strongly recommend reviewing Annex 1, which outlines the level of detail we expect regarding the innovativeness of your project, service, or technology.

## 4. Timeline

This call for proposals is intended to remain open until 17th November 2025.

Call open	17 <sup>th</sup> September 2025
Call Deadline (17:00 CET deadline)	17 <sup>th</sup> November 2025
Evaluation	Up to 10 weeks post submission deadline
Panels for shortlisted proposals	Week of the 8 <sup>th</sup> December 2025
Preliminary communication to selected projects	Approximately 10 weeks post submission deadline
Standstill period, Onboarding, Validation and Contracting*	Approximately 8-12 weeks post preliminary communication
Indicative start of project implementation	1 Feb 2026

\*Pending review and validation from the EIT

The standstill period is a set time after funding selection for appeals, final administrative checks, and compliance in the award process. The project cannot start before this period. The standstill period of 30 days applies to this call.

## 5. Funding

The maximum funding amount allocated to this call is €3.000.000.

**We expect to fund commercial projects with EIT grant funding of maximum 400K€ per project over a period of no longer than 10 months initially, with start of February 1, 2026.**

Applicants must demonstrate their capacity to cover at least 30% of the eligible project costs. In such cases, EIT Food may reimburse up to 70% of the eligible project costs. Any other EU funding is not an eligible source of co-funding under this scheme.

There is a 6 million EUR limit per participant from Member States of the European Union (EU) and from [Horizon Europe Associate Countries](#) for the whole 3-year Grant Agreement. Legal entities from non-Horizon Europe Associate countries can participate in consortia but are limited to funding of 60 000 EUR over 3 years for a Grant Agreement. In those limits are included all the EIT Funding awarded to an organization across all the activities and prizes for the 3-year grant agreement.

The funding is based on actual costs and value for money. All costs, including co-funding, need to comply with Horizon Europe regulations regarding the eligibility of expenses. Please refer to Article 6 of the [Model Grant Agreement](#) and the [Annotated Model Grant Agreement](#).

In addition to the guidance provided by Horizon Europe, the proposals must comply with the following maximum thresholds:

- Subcontracting can amount to a maximum of 15% of total costs.
- Depreciation can amount to a maximum of 10% of total costs.
- Participants are not permitted to give a subgrant to another third party.

Pending successful completion of all milestones, participants may be eligible to receive additional funding to build on the project in 2027.

#### i. Community Reinvestment

As a community, we're investing in your future success. We are specifically targeting challenges identified by our agrifood multinational partners as specific areas of interest where they are also open to exploring relationships with potential solution providers -pending positive project outcomes.

This confirmed industry interest in this call is why we talk about de-risking. In return for de-risking your commercial investment in an area where we know there is potential for direct market pull, we ask that you repay your success through Revenue-Based Financing (RBF), which will allow us to reinvest in funding future projects which will drive further systems change, making this a win-win-win for entrepreneurs, industry and the EIT Food community.

RBF is an SME-friendly type of financing where EIT Food provides your company with innovation funding in exchange for a pre-agreed upon percentage of your company's future revenues.

Selected participants will begin their revenue-share payments 6 months after the final tranche of financing is disbursed, with each payment amount equaling a **negotiated percentage of the company's top-line revenues**. The RBF will be in effect for a period of between 1 to 5 years, depending on the rate of repayment. You can refer to Annex 5 and the RBF calculator for further information.

There are no penalties should participants choose to pay an amount higher than the negotiated percentage of their company's top-line revenues. Therefore, companies have the ability to reduce their obligation by increasing the size of their reward payments earlier. As such, EIT Food encourages faster payment for participants.

As an alternative to the RBF, in certain cases, applicants may propose to replace the RBF mechanism by a SAFE Note equal to the value of the grant agreement. All requests to apply the SAFE note option are at EIT Food's discretion, and must be validated and approved by EIT Food's investment team, following appropriate due diligence.

## 6. Key Performance Indicators (KPIs) and Deliverables

All EIT Food funded projects aimed at testing, launching, or scaling products and services should achieve relevant Core Key Performance Indicators (KPIs). For this call, applicants are expected to select one of our CORE KPIs:

- **Marketed Innovations** (EITHE02.4). Number of innovations introduced on the market during the project duration or at the latest within 3 years from the start of the project with a sales revenue of at least 10 000 EUR documented.
- **Start-ups created of/for innovation** (EITHE04.4). Number of start-ups established in year N as a result / based on the output(s) of project (s), or start-ups created for the purpose of an innovation project to organise and support the development of an asset having financial transactions of at least 10 000 EUR for a service/product) sold to customers during the project duration or at the latest within 18 months from the start of the project.

There are also several optional KPIs possible:

- Number of innovative products, processes and methods & Intellectual Property Rights (IPR)

- applications resulting from KIC activities (EITHE01.1)
- Supported start-ups/scale-ups (EITHE03.1)
- Investment attracted by KIC supported start-ups/scale-ups (EITHE06)

**Please note:** At the end of the funding period, EIT Food requires specific structured data and documentation to verify the achievement of KPIs, so please only select KPIs which you are confident you can fulfill. Grantees must report their KPI achievements through the grant management tool and ensure that all required structured data and supporting evidence is submitted in accordance with the guidelines provided (see [EIT Food KPI Guidance Document](#) for details).

## Deliverables

Grant recipients must submit project deliverables. For this activity the deliverables include:

- DEL 1: Communication and Dissemination plan
  - Please see Article 17 of the [Model Grant Agreement](#) and EIT Food's [Brand Guidelines](#).
- DEL 2: Final technical report
  - *Summary of activities undertaken during testing, launching, and/or scaling of fast-tracked innovation(s) and their subsequent results*
- DEL 3: Final commercial report
  - *Documentation indicating commercial traction and uptake of fast-tracked innovation(s)*

Selected projects will also benefit from personalized input from the Biotech Portfolio Corporate Co-financers at the project's start, middle and end, through organized meetings with the Biotech Portfolio's Advisory Board as part of the project deliverables.

[EIT Food Intellectual Property's \(IP\) Policy](#) complies with Horizon Europe's IP Policy, found in Article 16 of the [Model Grant Agreement](#).

## 7. General Proposal Preparation, Submission & Evaluation

### a. Who can apply?

Funding for this call is available to all eligible organisations (see below), from Member States of the European Union (EU) and from [Horizon Europe Associate Countries<sup>1</sup>](#). You are not required to be an EIT Food partner to submit a proposal, or to receive funding under this call.

### b. Proposal Submission

For all projects, you must complete the application form in [MyEITFood Portal](#) and submit these mandatory supporting documents through the portal for evaluation, no later than the call deadline:

- Organizational Description (Pitch Deck)
- Business Model/Launch Plan (outlining strength of the commercial case and/or strategy to drive adoption by intended users – with supporting evidence and research)
- Proof of current TRL (**for technology-based ideas**)
- Revenue-Based Financing Proposal

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<sup>1</sup> Recipients of financial support who are neither from: EU Member State, nor country associated with Horizon Europe, nor country listed as low- to middle-income countries - can receive **up to EUR 60 000 per grant agreement if duly justified**.

## 8. Evaluation and Selection Process

### a. Eligibility

This call is open to eligible consortia. All submitted proposals will undergo an eligibility check and evaluation to determine their feasibility and suitability for funding.

Organisation Eligibility	Each implementing participant must:
	<ul style="list-style-type: none"><li>• Be a legally incorporated entity in one of the EU or Horizon Europe eligible countries for a minimum of one year. One-person legal entities are not eligible to participate in this call.</li><li>• Have at least one year published accounts showing business Activity*.</li><li>• Provide a PIC Number: <a href="https://www.eitfood.eu/files/PIC-Guidance.pdf">https://www.eitfood.eu/files/PIC-Guidance.pdf</a>.</li></ul>
Consortia Eligibility	To be eligible consortia must:
	<ul style="list-style-type: none"><li>• Have a pan-European character, <b>involving at least two independent entities from two different Horizon Europe eligible countries</b> committed to collaboration, representing at least two sides of the knowledge triangle (industry/research/education), and not more than four entities.</li></ul>
Application Eligibility	Each application must:
	<ul style="list-style-type: none"><li>• Respond to one or more of the challenges stated in section 2.</li><li>• Demonstrate impact within Europe.</li><li>• Be no longer than 10 months in initial project duration.</li><li>• Be complete, submitted on time via the online portal, in English.</li><li>• Include call-relevant deliverables, KPIs and supporting documents necessary to assess the application. You must include all mandatory documents: Organization Description, Business Model/Launch Plan, Revenue-Based Financing Proposal and Proof of TRL.</li><li>• Not cause EIT Food to come into conflict with its funding or balance of impact principles.</li></ul>

**\*EIT Food reserves the right to undertake financial due diligence on any applicant and the outcomes of this may result in a range of options from amended pre-financing or grant distribution to rejection of an applicant if deemed too high risk.**

The recipients of EIT Funding must take all measures to promote equal opportunities between men and women in the implementation of the action and, where applicable, in line with the gender equality plan. They must aim, to the extent possible, for a gender balance at all levels of personnel assigned to the action, including at supervisory and managerial level.

Please refer to Annex 2 – Eligibility for further information.

### b. Evaluation

All submitted applications will undergo an eligibility check and evaluation to determine their feasibility and suitability for funding opportunity.

During the eligibility check, if EIT Food identifies obvious or technical errors in a proposal, applicant will have the opportunity to correct or resubmit their proposal within three (3) calendar days following the call submission deadline. Such errors may include system malfunctions, typos, or missing supporting documents.

Proposals will be evaluated by at least three external evaluators and one internal evaluator. Evaluators have been selected through an open, transparent process and trained on the EU's Code of Conduct, covering transparency, fairness, confidentiality, and conflict of interest. They are contractually required to recuse themselves if a conflict of interest arises.

The evaluation will involve two phases:

#### **Phase 1: Remote Evaluation**

Evaluators will review all eligible applications based on the criteria below.

Each evaluation sub-criterion will be scored from 1 to 5 using the scoring system in Annex 3. Scoring is weighted by question and averaged among evaluators.

**The quality threshold for selection is a total weighted average score of 3.5.**

#### **Phase 2: Panel Meetings**

EIT Food may invite applicants to a clarification panel meeting with evaluators and the agrifood multinationals, before reaching a final decision on funding of proposals. The number of proposals accepted is at the discretion of EIT Food.

### **c. Evaluation Criteria**

The following criteria and weighting will be used in the assessment:

<b>Excellence (30%)</b>	<ul style="list-style-type: none"> <li>• Relevance of the proposal to the stated challenge(s)</li> <li>• Strength of the commercial case and/or strategy to drive adoption by intended users – with supporting evidence and research</li> <li>• Originality and innovativeness of the proposal <ul style="list-style-type: none"> <li>○ Please refer to Annex 4 for details to consider for technology, product or service projects</li> </ul> </li> </ul>	1-5
<b>Quality and efficiency of implementation (30%)</b>	<ul style="list-style-type: none"> <li>• Value for money</li> <li>• Competence and complementarity of the applicant(s) together to achieve project objectives</li> <li>• Adequate resources (human and financial) to achieve project objectives</li> <li>• Risk analysis and mitigation plan in place</li> <li>• Communication and Dissemination plan</li> </ul>	1-5
<b>KIC Portfolio strategic fit and Impact (15%)</b>	<ul style="list-style-type: none"> <li>• Proposal advances on previously funded innovation projects</li> <li>• Contribution towards EIT Food KPIs</li> <li>• Evaluation mechanisms of impact identified (Impact for these assessment purposes may include commercial, social, economic, environmental or health benefits as described in under our Missions.)</li> </ul>	1-5



<b>Compliance and feasibility of the financial sustainability principles (25%)</b>	<ul style="list-style-type: none"> <li>• Quality of the proposed Revenue Based Financing Mechanism</li> <li>• Commercial history &amp; Financial health of the applicant (e.g., paying customers, repeat purchases, cash position, available resources, etc.)</li> </ul>	1-5
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For more details on Evaluation please refer to **Annex 3 - Evaluation**.

#### d. Appeal on Evaluation Results

All applicants will be alerted in writing to the outcome of their proposal. They can submit an appeal within 5 days of receiving their result, if:

- The evaluation of their proposal has not been carried out in accordance with the **procedures** set out in this document.

For more details, please read the [EIT Food Redress Mechanism](#). If unsuccessful, a proposal may be resubmitted using the next available window and incorporating the feedback from the evaluation process.

## 9. Next Steps for Selected Proposals

### a) EIT Food Legal Framework & Legal Documents to be signed

In line with Horizon Europe requirements, applicant validation processes will be required. Successful completion of such validation will be a condition of award. Please see more details in Annex 5.

Once the proposal has been officially accepted for funding, the applicant will be contacted regarding the provision of financial/ grant eligibility documentation and the completion of the following documents, as well as agreeing to EIT Food's conflict of interest policy:

- A. Framework Agreement for Participation in EIT Funded Activities**
- B. KAVA Contract (Project Agreement)**
- C. Success Sharing Mechanism**

## 10. Payments and Monitoring

### 10.1 Payment Schedule

EIT Food will transfer funding in instalments. A large proportion of the Activity budget will be prefinanced. The remainder of the grant will be transferred at the end of the activity, once eligible costs have been determined and following the completion of final Activity reporting and the fulfilment of all obligations specified in the Project Agreement.

Please note: the amount and timing of funding is dependent on the dispersal of funds to EIT Food from the EIT.

### 10.2 Monitoring

The project will be monitored and may be audited. All Activities selected for funding undergo continuous monitoring by EIT Food to ensure effective progress and implementation in accordance

with the Project Agreement.

EIT Food will request regular reporting of actual costs incurred with the subgrant, as well as regular reporting of KPIs and deliverables, together with the supporting documentation. The monitoring process may result in an amendment to the Activity workplan and/or budget, however the Financial Return Mechanism Agreement cannot be re-negotiated following the approval of the Activity.

In the case of under-performance, significant delay of implementation, misconduct, misalignment with the project specifications in the grant management system or any other reason jeopardizing the timely implementation of the Activity identified during the monitoring process, EIT Food reserves the right to discontinue or restructure the funding of the Activity at any point during the Activity duration.

A formal ex-post impact assessment within at least five years of the end of the activity and its outputs is required for each activity, including those implemented by third parties.

## 11. Your Questions

If you have any questions about this Call for Proposals, please contact [calls@eitfood.eu](mailto:calls@eitfood.eu) about the content of the call.

Please visit our [website](#) for information about upcoming events to support your application. All changes or updates to the Funding will be posted on our [webpage](#).

## ANNEX 1 – PRODUCT/SERVICE/TECHNOLOGY DETAILS TO CONSIDER

Please consider the following details in your proposal when describing the originality and innovativeness of an envisioned product, service or technology as per section 4 of the Application Form.

- Describe the technical and functional features of the product(s) and/or service(s)
  - If applicable, please provide documentation to support your description. This may include a video demonstration, or product description document.
- Explain if the products or services developed in this project are:
  - New
  - An improvement of an existing product/service
  - Or an adaptation of an existing product/service to enter a new market
- What kind of breakthrough will your technology provide that has not been seen on the market before?
- Why is the innovation advancing the state of the art in the field? Please define the underlying technology(s) in terms of:
  - Disruptiveness and competitiveness of the technology
  - Commercial viability
- Please explain the current development stage of the product(s)/and or service(s), including but not limited to:
  - Recent test results
  - Commercial discussions of the product or service, etc
- Please explain the technical feasibility of increasing the TRL of your technology, and its potential for scalability, according to the project plan and based on an analysis of:
  - Basic assumptions for testing the technology
  - Test plan to validate technical feasibility
- Provide detail on any known (or expected) sustainability benefits/positive environmental impact of the innovation, as compared to existing practices

## ANNEX 2 – ELIGIBILITY

### Please Note:

1. Failing any of the criteria in Section 7.1 will make your proposal ineligible. Failing to meet the Individual Organisation criteria will make that single organisation ineligible, which might affect the eligibility of the whole proposal, depending on the relevance of the role of the applicant being removed. If an applicant or the proposal is ineligible, participants will be informed.
2. According to EU policies and measures, Russian and Belarus entities will not be authorised to participate in any new grant under the EU Research and Innovation programmes. This ban applies not only to their potential participation as beneficiaries, but to their potential participation in any kind of role: beneficiaries, linked third parties/affiliated entities, subcontractors, in-kind contributors, international partners/associated partners, and third parties receiving financial support. Find the full statement from the European Commission [here](#). Other countries so designated by the EU will also be likewise ineligible for funding.
3. Pursuant to Article 2 (2) of the Decision 2022/2506 of 15 December 2022 on measures for the protection of the Union budget against breaches of the principles of the rule of law in Hungary *where the Commission implements the Union budget in direct or indirect management pursuant to of Article 62(1) points (a) and (c), of Regulation (EU, Euratom) 2018/1046, **no legal commitments shall be entered into with any public interest trust established on the basis of the Hungarian Act IX of 2021 or any entity maintained by such a public interest trust.*** This prohibition applies to financial support to third parties (sub-grants and prizes), hence the proposal of any entity or group of entities where a Participant is included in the list of public interest trusts shall be considered as not eligible.
4. Proposals will be deemed ineligible if any organisation:
  - a) is bankrupt, subject to insolvency or winding-up procedures, where its assets are being administered by a liquidator or by a court, where it is in an arrangement with creditors, where its business Activities are suspended, or where it is in any analogous situation arising from a similar procedure provided for under national laws or regulations.
  - b) has been established by a final judgment or a final administrative decision that the organisation is in breach of its obligations relating to the payment of taxes or social security contributions in accordance with the applicable law.
  - c) has been established by a final judgment or a final administrative decision that the organisation is guilty of grave professional misconduct by having violated applicable laws or regulations or ethical standards of the profession to which the organisation belongs, or by having engaged in any wrongful conduct which has an impact on its professional credibility where such conduct denotes a wrongful intent or gross negligence.
  - d) is found to be attempting to influence the decision-making process of the call during the process, e.g., attempting to obtain confidential information that may confer upon its undue advantages in the call process.
  - e) has been established by a final judgment that the organisation is guilty of fraud, corruption or money laundering.

## ANNEX 3 - EVALUATION

Each evaluation sub-criterion will be scored from 1 to 5 using the following scoring system.

**The quality threshold for selection is a total weighted average score of 3.5.**

Score		Description
0	Not addressed	Not addressed
1	Poor	The criterion is inadequately addressed, or there are serious inherent weaknesses
2	Fair	Proposal broadly addresses the criterion but there are significant weaknesses
3	Good	Proposal addresses the criterion well, but a number of shortcomings are present
4	Very good	Proposal addresses the criterion very well, but a small number of shortcomings are present
5	Excellent	Proposal successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.

## ANNEX 4 – IMPACT QUESTIONS TO CONSIDER

We recommend using our Impact Planning Tool, available on the [call webpage](#), to demonstrate how your proposal will lead to impact in line with the scope and aims of EIT Food's funding. You are welcome to upload a PDF copy of your completed template as supporting information when you apply.

General questions to help understand and predict the nature and scale of your activity impact.

What	What outcomes are expected? are they positive or negative? What is the significance of these outcomes to the people or organisations experiencing them?
Who	Which populations are most likely to cause or experience the greatest scale of benefit from the outcomes? Will the outcomes occur directly for that population or indirectly?
How Much	How many stakeholders experience the outcome? What degree of change will they experience? When does the outcome or benefit happen? For how long a period?
Contribution	Would the outcomes be better than those that would have happened anyway? How can you reliably demonstrate this? Each activity must establish robust baselines and forecasts.
Risk	Each project must assess degree of risk of the outcomes not happening due to factors such as: adoption barriers and inter-dependencies in food system; market entry risks/ further investment requirements; competition; unrecognised change in needs while the work is happening, etc.

**Please remember that impact can also come from how you do your project, not just from the results.**

When you apply for funding, you should consider what opportunities you're creating with your project. Working with start-up companies, diverse recruitment, giving career development opportunities to your team members, including under-represented groups of people in your product testing or consumer consultations – these are all examples of ways in which you can benefit individuals, organisations and groups through your work.

How your results are published and promoted can also make a big impact. At EIT Food, we offer excellent communications support. We engage both the public and policy makers in all sorts of ways, from direct meetings to podcasts, social media to [white papers](#). Our capability can help you to engage your audience and increase your reach, so think about how you might make best use of it.

Reviewing the current portfolio of EIT Food funded projects is essential to suggest initiatives that further enhance our portfolio. Please consult the overview of [past projects funded under the Impact Funding Framework](#), along with the overview of other [EIT Food funded projects](#).

## Annex 5 – Revenue Based Financing (RBF) Agreements

We provide up to €400,000 in non-dilutive funding to help applicants grow without giving up equity or taking on rigid debt. Repayments of the funding is directly to your revenues and will align with an annual risk-adjusted Internal Rate of Return (IRR, *see below*) for EIT Food between 5% and 14%, with a total repayment cap (*see below*) also determined by this IRR. Essentially, you're able to repay more quickly when your company grows faster, and more slowly in leaner times. Our success is linked to yours.

### How It Works

- **Duration:** Repayment is targeted to be completed within 1 to 5 years after project completion.
- **Revenue Share:** You commit to repaying either quarterly or semi-annually, a percentage of revenues for up to 5 years after your project is completed.
- **Calculation Basis:** Repayment is based on the total EIT Food funding awarded to the consortium, with a ~5-14% IRR required to be repaid to EIT Food. The exact IRR percentage to be repaid will be matched to applicant risk determined during financial and commercial due diligence.
- **Repayment Cap:** Your total repayment will be capped at the future value of your original funding amount at the end of the 5-year repayment period, calculated using the risk-matched IRR determined in due diligence.
- **Flexibility:** Faster repayment lowers your total cost, and there's no penalty for early repayment. In the case that a funded project would like to finish repayment early, a calculator for assessing remaining return will be provided post-acceptance.
- **Founder-Friendly:** You keep ownership and control of both your innovation and company.

*\*An example agreement is included in the RBF Calculator\**

### Application

- Applicants propose a repayment schedule based on conservative and realistic sales forecasts that fulfils EIT Food requirements within 1–5 years.
- Applicants can use the provided RBF Calculator to develop their proposal. The calculator requires agreements to meet an average 8% IRR, which serves as a starting point to developing a final tailored agreement with a risk-adjusted IRR.
- The calculator will demonstrate how the RBF agreement is structured based on revenue sharing and selectable payment periods and offer applicants an opportunity to integrate their projected financial status over time into the agreement drafting process.

### Project specific IRR

Internal Rate of Return, or IRR, represents the expected annual return on our investment in your project. It accounts for the time value of money, the principle that €1 today is more valuable than €1 in one year's time. IRR is used to normalize agreements and repayment schedules with varying repayment timings.

As we fund a variety of projects with different risk profiles, we adjust the target IRR to match each case. Determining the IRR works as follows:

- Following the evaluation stage, a commercial and financial risk due diligence will be performed on each successful applicant, providing a set score between 1-5 (methodology details and scoring to be shared with successful applicants before drafting agreements).

- Each risk score 1-5 is associated with a set agreement IRR based on required EIT Food return in compensation for investing in projects at different risk levels (IRR distribution matched to risk score to be shared with successful applicants).
- The IRR corresponding to assessed applicant risk will then be used, if necessary, to revise the applicant's proposed 8% IRR repayment schedule.

### Repayment Cap Calculation

- EIT Food calculates the **repayment cap** using the applicable IRR (5–14%).
- The original funding value, time-adjusted to the end of the 5-year repayment period, will serve as the maximum repayment euro amount. (ex. Repayment of funding of €400k with an 8% IRR would be capped at €612k total repayment)
- This ensures the total obligation reflects both **time value of money** and **risk profile**.
- Additionally, if at any point throughout the repayment period, **completed payments meets or exceeds the agreement's risk-adjusted IRR hurdle, the repayment will be considered concluded**.

### Payback plan adjustments

- If the proposed revenue share doesn't meet the expected IRR expectations, EIT Food will propose an alternative payback plan



## ANNEX 6 – ONBOARDING PROCESS

Entities that have never been part of projects funded by the EIT and that do not have a PIC validated by the Research Executive Agency (REA) of the European Commission will be subject to a PIC validation process managed by the EIT Community Onboarding Service, where they might be required to provide additional documentation and to sign a Declaration of Honor (DoH).

As part of the onboarding process, selected entities must:

- Register on EIT Food grants management platform.
- Sign and submit the Declaration of Size.
- Sign and submit the Financial Identification Form.

If the assessment results are not satisfactory, EIT Food might reject the participation of this entity and will then check whether the proposal is still eligible.

EIT Food reserves the right to undertake financial due diligence on any applicant and the outcomes of this may result in a range of options from amended pre-financing or grant distribution to rejection.

For further information on the project implementation, you will be contacted by Business Support Team.

## ANNEX 7 – HISTORY OF CHANGES

<b>Version</b>	<b>Publication Date</b>	<b>Changes</b>
Version 1.0	17 <sup>th</sup> September 2025	Original version