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Future Fit Dairy Initiative Landscape Call Guidelines

Develop science-based frameworks for setting and validating thresholds and targets for regenerative dairy farming and a full Cost-Benefit Analysis (CBA) model to assess farm-level economics to guide financing and scaling

EIT FOOD/ Future Fit Dairy Initiative Landscape Call/2026

EIT FOOD

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Call Fact Sheet

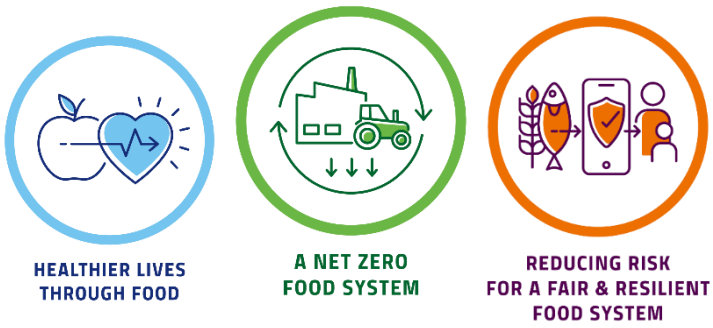
Title of Call	Develop science-based frameworks for setting and validating thresholds and targets for regenerative dairy farming and a full Cost-Benefit Analysis (CBA) model to assess farm-level economics to guide financing and scaling.
Objective and Scope	This Call aims to select a consortium to implement the Future Fit Dairy Initiative (FFDI) Landscape. This integrated assignment consists of three highly interdependent work packages focused on content development and coordination: **Work Package 1 (WP1)** - Develop a robust and transferable methodology for defining science-based thresholds and targets for regenerative dairy farming, ensuring coherence across soil, biodiversity, water, and climate impacts while accounting for trade-offs and real-world farming conditions. The definition of science-based thresholds and targets directly informs the development of the Cost-Benefit Analysis model (WP2), ensuring environmental targets are financially realistic and scalable at farm level. **Work Package 2 (WP2**) - Develop a comprehensive Cost-Benefit Analysis (CBA) model to demonstrate farm-level economics and enable financing and scaling of regenerative farming in Europe. **Work Package 3 (WP3)** - Coordination and alignment.
Call Deadline	10 November 2026 12:00 CET
Available Funding	Up to 900,000 euros
Project Duration	January 2027 – June 2027
How to apply	MyEITFood Portal
Contact Information	cina.tanzarella@eitfood.eu

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.

Our Missions



EIT Food´s Missions respond to major societal challenges within the food system. The alignment of our chosen challenges towards United Nations Sustainable Development Goals (SDGs) and EU policy is detailed in our main funding strategy document agreed with EIT (European Institute of Innovation & Technology). For more about our Missions-led approach please visit our website.

The EIT Food Resilient Agriculture Portfolio is a collaboration platform bringing together a wide array of actors within Europe to action the critical systemic shifts we need to improve our food system. Future Fit Dairy Initiative forms a part of the EIT Food Resilient Agriculture Portfolio.

2. Future Fit Dairy Initiative Landscape

Future Fit Fairy Initiative (FFDI) is a cross-industry consortium of Arla Foods, FrieslandCampina, Danone, and Rabobank jointly driving the transition to a more sustainable dairy future. The partners share a strong commitment to ensuring dairy can **nourish communities** while operating within **planetary boundaries** and giving the planet **more than it takes.** The initiative builds on the work of coalitions such as SAI Platform and WBCSD/OP2B, creating farmer-centric, practical solutions. FFDI focuses on a shared, science-based outcomes framework, robust monitoring, viable commercial models, strong public and consumer engagement, and deep farmer involvement. The programme has begun with a selection of dairy farms across eight European countries (**Netherlands, Belgium, Germany, Denmark, Sweden, UK, Spain, France, Romania, Poland**) and will scale up pilots and programs from 2026 onward.

FFDI's primary objective is to **accelerate adoption of future-fit dairy practices** across **1,000 farms** in **Northwest Europe by end 2027**, delivering verified environmental outcomes and viable business cases to catalyze broader sector uptake to 2030.

To realize this **objective for 2025-2027**, it is necessary to:

1. **Recruit and onboard 1,000 dairy farms** across Denmark, France, Germany, the United Kingdom, the Netherlands, Poland, Romania, Belgium and Sweden, spanning diverse farm archetypes.
2. **Co-develop and operationalize a harmonized MRV framework for four impact areas** (soil health, biodiversity, water, climate), deploy it on pilot farms and publish verified guidance and thresholds.
3. **Demonstrate economically viable transition pathways for farmers and financiers via farm-level benefit modelling and pilot financing** (including incentives and risk-sharing mechanisms).

4. **Establish farmer engagement mechanisms** (peer networks, demonstration farms, advisory services) and roll-out farm-level innovations to materially improve KPIs within a 5 – 7-year horizon.

FFDI and EIT Food are working together within the EIT Food Resilient Agriculture portfolio, aligned with a landscape approach to strengthen resilient, sustainable and inclusive agricultural systems.

2.1. Description of Activities

Through this call, we aim to:

- Define and set contextualised and science-based methodology for thresholds & targets for regenerative agriculture outcomes, indicators and practices for dairy farming in Europe (WP 1).
- Develop a comprehensive Cost-Benefit Analysis (CBA) Model to demonstrate farm-level economics and enable financing and scaling of regenerative farming in Europe (WP2).

Interdependency of the Work Packages

WP1 and WP2 are closely interlinked. WP1 provides the scientific basis through thresholds, targets and farm archetypes, which serve as key inputs for WP2. WP2 builds on these outputs to assess farm-level economic implications.

WP1 and WP2 are expected to be developed iteratively, allowing preliminary outputs from WP1 to inform the development of the CBA model before full validation is completed. Given this interdependency, applicants are expected to propose an integrated approach across both WP1 and WP2.

Applications should be submitted by a complete consortium covering three Work Packages, reflecting the integrated nature of the assignment.

Expected scope of work

To ensure clarity and comparability between applications, the following scope definitions apply:

Minimum required scope:

- Development of a scientifically robust and transferable methodology for setting thresholds and targets (WP1)
- Application of this methodology in a minimum of 6 countries listed below
- Definition of a representative set of farm archetypes applicable across both WP1 and WP2
- Development of a functional farm-level Cost-Benefit Analysis (CBA) model (WP2)
- Scenario analysis and sensitivity modelling, to show trade-offs against outcomes
- Validation of key assumptions and outputs with local advisors in the selected countries
- Aggregated scaling costs across the companies/markets in scope

Extended scope (optional, where feasible within budget and timeline):

- Application in additional countries beyond the minimum scope
- Further refinement or expansion of archetypes or practices
- Enhanced validation or stakeholder consultation activities

FFDI involves collaboration with scientific organizations and local farm advisory organisations to support the implementation of local activities (including local application of the thresholds methodology and validation of the CBA model).

Scientific organizations shall, and local farm advisory organisations may, participate as members of the consortium. For details, see Section 3: Description of Role and Profile.

The geographical scope of this call covers a minimum of 6 core countries within the FFDI programme, selected from key dairy markets such as the **Netherlands, Poland, France, Denmark, Germany and the UK.**

Work Package 1:

As part of objective 2, this work package focuses on supporting FFDI in setting contextualized science-based thresholds & targets for regenerative farming in dairy under the FFDI framework.

Feeding a growing global population while operating within planetary boundaries is one of key challenges facing the food system. Dairy farming systems face significant environmental and resilience challenges, creating a need for contextual and science-based thresholds and targets that can guide improvement across different geographies and farming contexts. The objective of this work is to identify how dairy farming systems can reduce negative impacts, strengthen resilience and improve their contribution to sustainable food systems in a way that is aligned with planetary boundaries.

Specific activities:

Phase 1 – Methodology development

- Literature review of the latest science, frameworks and legislation relevant to FFDI's indicators for dairy farming – to identify and evaluate the appropriate scientific and conceptual foundation (e.g. science-based targets, European legislation, planetary boundaries, regenerative and resilience-based approaches)
- Consult a panel of experts to support the project objective of setting contextual and science-based thresholds and targets, including reflection on the most appropriate conceptual basis (e.g. SAI Thresholds and Targets Taskforce, SBTi, SBTN or alternative frameworks).
- Based on the literature review, design a methodology to set thresholds and targets aligned with desired FFDI outcomes and suggested metrics (per ha, per kg milk, absolute or relative). The methodology should be applicable across different geographies and farming systems and explicitly account for interactions and trade-offs between impact areas, ensuring a coherent and holistic system perspective.
- Provide a clear recommendation and justification of the most appropriate conceptual basis for defining thresholds and targets (e.g. regenerative, resilience-based, planetary boundaries or alternative approaches), taking into account both scientific robustness, internal consistency across impact areas, and applicability within dairy farming systems.

Phase 2 – Application and validation

- Apply the theoretical methodology in practice in key geographies and farming systems of FFDI in at least 6 countries from the geography covered by this call.
- Assess and verify feasibility in practice, the methodology should be tested on a number of farms and regions.

- Align with FFDI's translation of the SAI framework (see case), and how the FFDI members apply it in practice (Danone Regen Ag program, RFC Foqus Planet, Arla FarmAhead incentive model).
- Develop a set of representative farm archetypes that can be used consistently across WP1 and WP2, ensuring alignment with the farm contexts used in the Cost-Benefit Analysis.
- Prepare a report summarising the methodology, its application and key findings.

Work Package 2:

As part of FFDI's objective 3, this work package will focus on developing a **farm-level Cost–Benefit Analysis (CBA) model** that enables informed decision-making by farmers, value-chain actors, and financial institutions. **Key objectives are:**

- To have a credible and validated farm level model for **dairy processors and farmers** to understand the financial implications of packages of practices (see Appendix 3) that are relevant for their farm to make the transition to regenerative farming across the four impact areas of the FFDI framework;
- To enable potential **investors** (e.g. dairy processors, supply chain partners and financial institutions) to understand the aggregated financial implications of the transition towards regenerative farming across selected European countries (minimum of 6). The CBA model will compare the costs and benefits of regenerative farming practice packages against a business-as-usual (BAU) baseline taking into account the potential impacts of inaction.

Specific activities:

- Modelling of the required inputs based on selected farm-level insights, complemented by input from locally recognized advisors, scientific studies, expert interviews, regenerative agriculture implementers, and MRV providers. The model should be capable of robustly assessing the integrated effects of different farm practices, including impacts on both milk production and environmental outcomes, enabling reliable and decision-relevant insights.
- Validation of intermediate deliverables with FFDI and local advisors in minimum 6 countries across the projects geographic scope:
    - First round validation of key inputs into the model, e.g. Final list of practices to be modelled; Market prices; Public incentives per market (EU/national/regional) for the listed practices; Relevant business case scenarios/sensitivities.
    - Second round validation of archetypes: Farm Archetypes, relevant practices, representativeness in the markets; Baseline and thresholds across archetypes.
    - Third round validation of results (primarily with local advisors): Results/outcome of the model across archetypes relevant to the market in question and success factors behind these results and/or key sensitivities (e.g. prices of inputs, context of farm operation).
- Preparing an analytic report to synthesize the model results and insights.

Work Package 3

This Work Package will be focused on coordinating the local consortium and supporting the operational delivery of the whole project.

- Coordinating the multiple actors involved, ensuring coherence across the project. Working closely with EIT Food on governance

- Coordinating the content work of stakeholders contributing to deliverables under WP1 and WP2, ensuring strong interconnection and alignment between both work packages, and taking responsibility for the timely delivery and quality of the related deliverables
- Coordinating communications, including external dissemination
- Providing linkages to key stakeholders in the wider agricultural ecosystem in countries covered by the project
- Completing the periodical and final reporting to EIT Food
- Working closely with EIT Food to ensure alignment with the EIT Food Resilient Agriculture Landscape Portfolio governance and scope.

2.2. Key Performance Indicators (KPIs)

All **EIT Food funded** projects should achieve relevant Core Key Performance Indicators (KPIs). For this activity, covering both the development of science-based thresholds (WP1) and a full CBA model (WP2), the main KPIs is:

Code	KPI	KPI Definition
EITHE16	# Results disseminated through the EC dissemination tools	Result is what is generated during the activity implementation. This may include, for example, know-how, innovative solutions, algorithms, proof of feasibility, new business models, start-ups, policy recommendations, guidelines, prototypes, demonstrators, databases, trained researchers, new infrastructures, networks, etc. By the EC dissemination tools are meant the EC IT dissemination platforms such as Horizon Results Platform (europa.eu). Structured data to include reference to a specific KAVA.

Please note: At the end of the funding period, EIT Food requires specific structured data and documentation to verify the achievement of KPIs. 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).

2.3. Deliverables and Milestones

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

Work Package 1:

Final report to be published publicly (open source) including:

- Methodology to validate metrics and set thresholds and targets aligned with desired FFDI outcomes.
- Quantified, contextual thresholds and targets, which at a minimum, meet local legislation, targets under the European Green Deal, and/or SBTN, and can be applied in practise by FFDI and other partners.
- Overview of EU legislation as well as national legislation on minimum thresholds and targets (for example, how the NEC targets are implemented and calculated across countries).
- Demonstration how this methodology is applied in practise for at least 6 countries from the project geography and contexts, including farm testing.

Methodology should fulfil the following requirements:

- Applicability and repeatability to other European regions beyond the 6 case studies from the project geography – methodology should be transferable to multiple countries and farming contexts
- Draft methodology will be tested on a group of farms to assess feasibility in practice
- At a minimum, thresholds and targets align with requirements of SBTN (otherwise with sound justification)
- Methodology accepted and validated by FFDI members and local advisors
- The methodology should explicitly account for interactions and trade-offs between impact areas, ensuring a coherent and holistic approach
- The methodology and resulting thresholds should be practically applicable within real-world dairy farming systems

Work Package 2:

Deliverable 1:

A **cost benefit model** with the following scope / format, model output and Input / flexibility, and a user guide explaining the structure, assumptions, inputs and use of the model.

Scope / format: An interactive model describing the farm-level financial impact over a 10-year period of implementing (a package of) regenerative practices across the FFDI markets in scope

- Interactive and modular tool, for example in Excel or another suitable format.
- Farm-level model.
- 10-year period: Financial impact year-on-year 10 years following the implementation of regenerative practices.
- Regenerative practices: As specified by FFDI based on SAI (see annex 3: Practices in scope).
- Covers FFDI markets in scope: Denmark, UK, Netherlands, France, Germany and Poland.

Model output: Farm-level financial impact (benefits deducted costs) of implementing (a package of) regenerative practices:

- **Financial impact** should describe as part of the output:
  - Year-on-year changes in financial flows
  - Return on investment (incl. and excl. labor time savings)
  - Payback period
  - Depreciation period
  - Main cost and benefit buckets year on year (see below)

- **Costs** should include:
  - Direct costs (CAPEX + OPEX)
  - Labor costs (incl. time spent on farm)
  - Potential yield loss (milk and feed production)

- **Benefits** should incl.:
  - Income
  - Direct costs savings (based on input) incl. national prices
  - Public subsidies, credits (incl. national/regional)

- Resilience (reduction of physical farm-level risks)
- Self-sufficiency (reduction of exposure to price changes)
- Ecosystem services
- Potential increased yield quality (fat, protein %)

Input / flexibility: The model should take as input market prices, public incentives, farms prerequisites for eligible practices. The model should be fully flexible for FFDI members to adjust input factors to reflect changes over time.

- Market prices: Incl. fertilizer costs, energy, land prices etc. incl. a list of sources
- Public incentives: Per market, incl. credits and EU/market subsidies (incl. sources)
- Farm level data/practices: Default baseline on farm-level per archetype. The baseline should incl. the most relevant farm conditions / characteristics when it comes to determining relevant regenerative practices and the business case on farm of implementing these (see Annex 4: guidance on relevant farm conditions/characteristics)

Practice impacts: Relevant, conservative *assumptions* on the connection between (packages of) practices and outcomes (FFDI outcomes). The analysis should also take into account potential synergies and trade-offs between different practices, as these may influence the overall impact and cost-benefit results.

The model should fulfill the following requirements:

- Provide a credible and transparent representation of farm-level economics across selected farm archetypes and markets, validated by local advisors to ensure the model reflects the actual farm business case.
- It must provide transparency on the underlying assumptions and the yearly breakdown of cost and benefit components
- Be applicable across a minimum of 6 countries and have the ability to add new countries and practices to the model
- It should include user guide and should be user friendly and suitable for further use and development within the FFDI framework
- Designed for continued use and improvement beyond the project duration
- Provide clear outputs to support decision-making by farmers, dairy processors and financial stakeholders, while serving as a practical tool to calculate different scenarios and engage with farmers and the value chain.
- Should be aligned with FSDN
- Modelling at micro-level (based on the selected practices and farm archetypes) will serve as a base for extrapolation to country-/company-wide macro-level
- Be validated with local advisors, farmers and agronomists from FFDI parties to ensure relevance and realism in the selected countries, and to validate assumptions throughout the model development process.
- In case, data on long-term impact on yield and FFDI KPI are not available, scenarios will be used
- The CBA approach should compare defined packages of regenerative farming practices against a business-as-usual baseline.
- This financial impact of the regenerative transition will be modelled under three scenarios (a worst, base and best-case scenario). These scenarios should take into account key

sensitivities such as prices (input, lands, wages), and possible climate impacts on yields and the resulting impacts of regen practices
- The CBA will not consider any positive impact of monetization of ecosystem services, but the model should leave room to include this as a variable if desired.
- The set up of the model must be suitable for further development within the FFDI framework
- The model must allow for the easy update of model inputs and integration of new and or improved insights on the impact of the practices in scope on the sustainability KPIs.

Deliverable 2:

A report (open source) summarizing transition costs and benefits (incl. ROI, transition period/payback time) across archetypes and on an aggregate level across all the FFDI markets, based on clearly defined assumptions on baseline conditions across farm archetypes and their representation in the overall population. The report should synthesize the model results and key insights and include alternative key scenarios to clarify the sensitivity of the results.

- Transition costs and benefits: The transition costs and benefits to go from the baseline/benchmark to reaching specified targets and thresholds developed under Work Package 1
- Farm archetypes developed under Work Package 1: Based on the most relevant farm conditions / characteristics when it comes to determining relevant regenerative practices and the business case on farm of implementing these (see Annex 4: Initial guidance on farm archetypes)
- Aggregate: The aggregated required budget (or gap) for the transition on sector level across the FFDI markets
- Key scenarios: Define and justify key future scenarios, and include sensitivity analysis to test how changes in key variables affect the CBA results.

Work Package 3:

- Reporting - Annual Reporting to EIT Food including costs, KPIs, impact milestones and deliverables and periodical reporting required by EIT Food.
- Communications – Communications and dissemination strategy and report, including creation of materials.

Deliverable:

- Communication, Dissemination and Outreach Plan

Grant recipients have obligations on communication, dissemination and visibility rules. Please see Article 17 of the Model Grant Agreement and EIT Food's Brand Guidelines.

Grant recipients must adhere to EIT Food Intellectual Property´s (IP) Policy which complies with the IP provisions outlined in Article 16 of the Horizon Europe Model Grant Agreement.

Background IP, including pre-existing models, methodologies, tools, data, know-how or other assets brought into the project by a consortium partner, shall remain the property of the relevant consortium partner.

Where an existing model, tool, methodology or other Background IP is further developed, adapted or improved under the project, only the project-funded improvements, adaptations or newly generated results shall be considered project results. The underlying background IP shall remain owned by the original owner.

To maximise impact and enable broad uptake, project results developed under the call should, as a general principle, be made openly available for the benefit of EIT Food, FFDI, project partners and the wider dairy sector, subject to applicable legal, confidentiality, data protection, Background IP and third-party rights restrictions.

The CBA Model developed under the project shall constitute a specific project result. The CBA Model is not required to be made available on an open-source basis.
Ownership of the CBA Model shall remain with the party or parties generating it. Irrespective of ownership, EIT Food and FFDI shall be granted a non-exclusive, royalty-free, worldwide and perpetual right to use, adapt, further develop and apply the CBA Model for their own purposes, subject to any Background IP and third-party rights incorporated in or required to use the CBA Model.

3. Description of Role & Profile

3.1 Role

The consortium is expected to cover the following roles:

1. Coordination (lead partner):
    - Plays an overall coordination role (WP3)
    - Coordinates the implementation of both WP1 and WP2, ensuring alignment between scientific and economic components
    - Responsible for coordinating the deliverables for:
        - Developing the joint thresholds and targets methodology across countries (WP1)
        - Leading the development and delivery of the CBA model (WP2)
        - Integrating results across Work Packages and ensuring consistency
        - Preparing the main project reports with a focus on practical applicability for farmers and the value chain
    - Responsible for the overall delivery of project outputs and deliverables

2. Scientific partner/s – at least one scientific organization will be part of the consortium and will be appointed to play a role of a scientific coordinator:

    - Provide strong expertise in environmental sustainability, thresholds and target setting, and relevant scientific frameworks
    - Contribute to the development of the methodology (WP1), including literature review, expert consultation and methodological design
    - Support the application and validation of thresholds and targets across multiple countries
    - Provide scientific validation, ensure methodological consistency across WP1 and WP2, and build a shared scientific foundation for the work carried out in both work packages.
    - Ensure scientific robustness and consistency across impact areas.

3. Local farm advisory organisation/s (cover all 6 countries covered by this call). Local advisory organisation/s may participate as consortium members or be engaged through subcontracting where appropriate:

- Support implementation in the selected countries by ensuring practical applicability of the methodology and model outputs
- Contribute to validation of assumptions, thresholds, archetypes and CBA results in local farming contexts
- Provide access to farm data, farmer insights and local expertise where relevant
- May participate as consortium partners or as subcontracted experts

3.2 Profile

The selected consortium must be located in Europe, should cover all countries included in this call and should demonstrate strong scientific, technical as well as practical expertise. In particular, applicants should have proven experience in setting science-based thresholds and targets relevant to different ecological contexts, and in developing economic and farm-level models in the dairy sector. The composition of the consortium, as well as any organisations covering other key roles through subcontracting or other forms of collaboration, should be clearly listed and described in the project proposal.

Applicants are expected to demonstrate the following capabilities and experience:

- Proven experience in coordinating complex multi-country and multi-stakeholder projects, with the ability to bridge scientific, environmental and economic expertise, ensure methodological coherence and quality, and deliver high-quality technical outputs and project deliverables;
- Proven experience in developing science-based methodologies, including thresholds and target setting, scientific frameworks and impact pathways in the field of environmental sustainability, agriculture or related domains, with the ability to define a coherent and transferable set of principles and assumptions
- Strong expertise in economic modelling, including the ability to assess the integrated effects of farm-level practices on both production (e.g. milk output) and environmental outcomes, enabling a system-level understanding of trade-offs and synergies
- Demonstrated experience in developing farm-level cost-benefit analysis models or similar tools, including the ability to analyse transition pathways and associated financial implications for farmers and value chain actors
- Experience working across multiple European geographies and adapting methodologies and models to different farming systems and regional contexts
- Demonstrated farm-level advisory experience in relevant regional dairy farming systems, including direct work with farmers, access to farm-level insights and economic information, understanding of practical on-farm realities, and the ability to support local validation and practical applicability of the methodology and model outputs. One organization may cover one or more countries, provided there is at least one relevant local farm advisory organization identified for each selected country.
- Experience working with large-scale agricultural datasets and farm accounting systems at European level (e.g. FSDN or comparable data sources) is considered an advantage
- Proven ability to translate scientific and analytical outputs into practical, actionable insights for farmers, advisors and value chain stakeholders

- Experience in collaborating with multiple stakeholders, including farmers, local advisors, supply chain actors and/or industry partners

4. Funding

This is a co-funded initiative between EIT Food and corporate partners. The total available funding to this call is €900,000.

Respondents will be requested to provide an estimated allocation of the total across Work Packages (i.e., % of total budget towards WP3). The proposed allocation should reflect the applicant's expertise, project design, and business model. While applicants are expected to determine the most appropriate budget distribution for their project, the following indicative allocation is provided for guidance only:

- 30% of total budget towards **WP1** - Define and Set contextualised and science-based thresholds & targets for regenerative outcomes, indicators and practices for dairy farming in Europe
- 60% of total budget towards **WP2** - Develop a comprehensive Cost-Benefit Analysis (CBA) Model to demonstrate farm-level economics and enable financing and scaling of regenerative farming in Europe
- 10% of budget towards **WP3** Coordination

Implementing participant recipients will receive a subgrant to fund their cost. The project runs from January 2027 to June 2027. The maximum funding available for that period per application is the same as the total budget of this call.

There is a 6 million EUR limit per participants 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 over 3 years for a Grant Agreement. This funding is implemented under GA 101269771. 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 Subgrant 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 30% of total costs.
- Participants are not permitted to give a subgrant to another third party.

Participants are not permitted to give a subgrant to another third party.

When subcontracting, participants must comply with the Horizon Europe procurement rules, particularly the principles of fair competition, equal treatment and avoidance of conflicts of interest.

4.1. Financial Sustainability

Like other initiatives within the EIT Food Resilient Innovation Portfolio, this project is based on a co-investment model that brings together public and corporate funding through strategic matchmaking.

EIT Food provides catalytic funding, and acts as the **portfolio orchestrator**, supporting coordination across landscapes, harmonised MRV systems, and corporate engagement frameworks.

This portfolio-level coordination enables corporate partners and implementation partners to benefit from **shared infrastructure, knowledge exchange and cross-landscape benchmarking.**

EIT Food funding is intended to support projects that address priority challenges in the agrifood sector. Where such funding contributes to project activities with potential for future commercialisation, EIT Food expects a return from successful commercial outcomes.

In return for de-risking your commercial investment we ask that you repay your success through a profit-share mechanism, which will allow us to reinvest in funding future projects that will drive further systems change, making this a win-win-win for entrepreneurs, industry and the EIT Food community.

The profit-share mechanism is a flexible approach where EIT Food provides funding in exchange for a pre-agreed percentage of future profits generated from the commercialised work package supported through the project.

Applicants must identify any work packages that may lead to commercial income, commercial exploitation or equivalent commercial value. They should specify the amount of EIT Food funding allocated to these work packages, the consortium partner(s) expected to lead or directly benefit from the potential commercialisation and, and a forecast of potential commercial returns and expected repayment.

If project results are commercialised, the selected consortium or the relevant exploiting partner(s) will be expected to return up to 100% of the EIT Food funding allocated to the relevant commercialised work package through a profit-sharing mechanism.

Selected party/parties will begin their profit-share payments 6 months after the final tranche of financing is disbursed, with each payment amount equalling a negotiated percentage of the profits generated by the relevant commercialised project result. The profit-share mechanism will be in effect for a **maximum period of 5 years.**

There are no penalties should participants choose to make annual payments that are higher than the negotiated profit-share amount. This allows companies to reduce their outstanding obligation earlier by increasing the size of their yearly payments, where commercially feasible.

This obligation applies only where commercial income or equivalent commercial value is generated from the project.

No repayment will be required for project results or activities that are not commercialised.

The detailed terms of the profit-sharing mechanism, including calculation method, payment schedule, reporting obligations, duration, caps, applicable exploiting party or parties, will be defined between EIT Food and the relevant consortium partner/s.

You can refer to Annex 7 and the profit-sharing calculator for further information.

5. Call Timeline and Application

5.1 Timeline

This funding opportunity follows the timeline below:

Call Open Date	28th August 2026
Call Deadline	10th November 2026, 12h CET
Evaluation	11th November – 13th November 2026
Invitation to interviews, panels	16th November 2026
Interviews/Panels	18-20th November 2026
Communication to applicants	23th November 2026
Standstill period, Onboarding, Validation and Contracting	23th November – 23th December 2026
Indicative start of project implementation	4th January 2027

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.

5.2 Application Submission

Applications must be submitted via MyEITFood Portal, no later than the call deadline.

6.Admissibility, Eligibility, Evaluation and Selection Process

6.1 Admissibility

Please note that completing the following two steps is a mandatory prerequisite for submitting an application for EIT Food Calls.

- First, applicants must register their organisation on the EU Funding & Tenders Portal in order to obtain a unique nine-digit Participant Identification Code (PIC); if unsure whether a PIC already exists, organisations can verify their registration directly via the EU Portal.
- Second, applicants must register, access and complete their submission through the platform MyEITFood.eu.

Only proposals complying with the following conditions will be considered admissible for further evaluation:

- Applications must be submitted in English before the call deadline, submitted using the forms provided inside MyEITFood.eu, complete and contain all parts and mandatory annexes and supporting documents.

Any proposals submitted after the deadline will be inadmissible.

Equal opportunity: The call is open to all applicants, including those without an existing partnership agreement with EIT Food. All members of the KIC Partnership (as defined in the Partnership Agreement) shall have equal opportunity to participate in this funding opportunity.

6.2 Eligibility

Any legal entity, regardless of its place of establishment, including legal entities from non-associated third countries is **eligible to participate**, provided that the conditions laid down in the Horizon Europe Regulation have been met (e.g. the entity is not under EU sanction, please refer to annex 2).

For this call, a 'legal entity' means legal person created and recognised as such under national law, EU law or international law, which has legal personality and which may, acting in its own name, exercise rights and be subject to obligations, or an entity without legal personality. Only legal entities established for at least 5 years are eligible to apply.

In accordance with the Horizon Europe Work Programme, in order to be **eligible for funding**, the **applicant must be established in one of the eligible countries**, i.e.:

- the Member States of the European Union, including their outermost regions;
- the Overseas Countries and Territories (OCTs) linked to the Member States[2];
- countries associated to Horizon Europe[3];
- certain low- and middle-income countries[4].
- Legal entities, which are established in countries not listed above will be eligible for funding if their participation is considered essential for implementing the action by the EIT.

Only proposals satisfying all the eligibility criteria shall pass on to the selection and evaluation stages.

6.3 Consortium composition

Only legal entities forming a consortium are eligible to participate in the actions provided that the consortium includes, as beneficiaries, at least two legal entities independent from each other.

At least two sides of the EIT knowledge triangle (education-research-business) need to be involved (e.g. one research and one business entity).

6.4 Evaluation Process

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.

The correction window is intended to ensure that these issues do not unduly affect the evaluation of otherwise eligible proposals. Please note that this opportunity is strictly limited to rectifying technical errors and does not permit substantive modifications to the proposal content.

The evaluation will be conducted by 3 external evaluators and 1 internal evaluator, based on the criteria specified in section 6.2.1. External evaluators score the award criteria Excellence, Quality and Efficiency of Implementation and Impact. Internal evaluators only score Strategic Fit. The internal evaluator score does not outweigh the external assessment.

The evaluation consists of a remote evaluation phase where internal and external evaluators conduct their assessment based on the stated criteria, followed by an interview with the same evaluators. Evaluators have the possibility to revisit their scores after the panel.

All external evaluators have been selected in an open and transparent process. All evaluators, both internal and external, are trained extensively on the European Union´s Code of Conduct for Evaluators, namely on the importance of transparency, fair treatment of all applicants, confidentiality and how to avoid conflict of interest. Evaluators must contractually agree to recuse themselves in the event of a conflict of interest. EIT Food aims for representation of either women or men not falling below 40% as a parity threshold within evaluation committees.
Expert evaluators are obliged to use the Horizon Dashboard during the assessment and to provide evidenced justification on the assessment of the proposal's budgets.

6.2.1. Evaluation Criteria

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

Criteria	Sub criteria	Score
Excellence (30%)	• Demonstrated substantial relevant experience in the dairy sector at both organizational and key expert level, including agronomics, regenerative agriculture and farm-level sustainability. Key experts (scientific, farm advisory) proposed for the project should bring at least 10 years of relevant experience and key organizations (coordinating and scientific) at least 5 years of experience. • Demonstrated coverage for all countries covered by this call, either through consortium partners or other clearly described forms of collaboration. • Proven track record in designing and delivering multi-stakeholder projects, including governance, coordination, and stakeholder alignment • Demonstrated scientific and academic credibility in the agricultural sector, with strong expertise in dairy systems, regenerative agriculture, climate and nature. • Proven experience in measuring sustainability impact in the agrifood sector, including dairy sector • Proven experience in advanced and complex agroeconomic and economic modelling • Demonstrated ability to develop robust and transferable methodologies, including clear assumptions and consistent frameworks across different geographies and farming systems. • Demonstrated ability to assess integrated farm-level impacts, including both production (e.g. milk output) and environmental outcomes, enabling a system-level understanding of trade-offs and synergies. • Demonstrated practical experience in applying research and technical expertise in real-world farming or advisory contexts, including direct engagement with farmers and/or farm advisory organisations.	1-5

	• Demonstrated understanding of regional dairy farming systems and regenerative agriculture practices in the FFDI countries, especially the countries covered by this call. • Demonstrates strong local relevance, including the ability to adapt the approach to regional dynamics and farming realities, with proposed solutions validated and recommended by trusted local farm advisory organizations. • Demonstrated strong understanding of sustainability and nature-related frameworks, including SBTN and TNFD frameworks, regenerative agriculture, SAI RTF • Demonstrated strong team capacity including suitably qualified professionals with the right mix of technical and scientific expertise, modelling capacity, sector knowledge, practical experience and capacity to successfully deliver the project. • Demonstrated involvement of at least one relevant local farm advisory organisation for each selected country. One organisation may cover one or more countries, provided that its relevance and capacity in each country are clearly demonstrated. • Demonstrated direct experience of the proposed local farm advisory organisations in working with farmers and providing access to farm-level insights, including economic aspects of farm operations. • Demonstrated ability of the proposed local farm advisory organisations to support local validation of assumptions, thresholds, farm archetypes and CBA results. • The proposal demonstrates that the proposed team brings complementary expertise and perspectives, including, where appropriate, consideration of gender and diversity dimensions relevant to the project.	
Impact (30%)	• Demonstrated strong capacity to communicate project results effectively, engage relevant stakeholders, and disseminate outputs through appropriate channels to maximise awareness, uptake and impact. • Demonstrated capacity to work effectively across multiple FFDI country contexts, adapting the approach to local conditions while ensuring consistency, scalability, and transferability across regions. • Demonstrated meaningful involvement of relevant local external experts and offtaker internal experts, ensuring that the proposed approach is technically sound, locally grounded and aligned with practical implementation needs. • Demonstrated ability to ensure that key claims, assumptions and modelling inputs are evidence-based, clearly documented and justified.	1-5

	• Demonstrates a clear and coherent approach to harmonising the FFDI and SAI frameworks. • Demonstrated a credible, realistic and high-quality approach to delivering the minimum required scope. Additional value will be recognised where the proposal includes a clearly justified and feasible extended scope, such as application in additional countries, additional scenario analysis or sensitivity modelling, further refinement or expansion of archetypes or practices, or enhanced validation and stakeholder engagement activities. • The proposal demonstrates how gender and diversity dimensions, where relevant, are considered in the methodology, assumptions, data, stakeholder engagement and validation approach for Work Package 1 (Targets and Thresholds) and Work Package 2 (CBA Model), including potential differences in impacts on different groups of farmers and other relevant stakeholders.	
Quality and efficiency of the implementation (15%)	• The proposal demonstrates good value for money, with a realistic and well-justified budget in relation to the planned activities, expected outputs, and overall project impact. • The proposed budget is clear, realistic and appropriately distributed across Work Packages and partners, including a well-justified approach to subcontracting where relevant. • The proposal allocates an appropriate and sufficient level of budget to collaboration with local farm advisory organizations in the selected countries, reflecting their expected role and contribution to project delivery. • The proposal includes a clear and effective governance and steering structure, with defined roles, responsibilities, decision-making processes, and coordination mechanisms. • The proposal presents a detailed and realistic project plan, including a clear timeline, well-defined milestones and deliverables, and a robust approach to identifying and managing risks. • The proposal provides high-quality examples of expected deliverables, demonstrating clarity, relevance, practical applicability and alignment with the objectives of the call.	1-5
KIC portfolio strategic fit and compliance with the financial sustainability principles and knowledge triangle integration (25%)	• The proposal clearly aligns with EIT Food's portfolio, mission, and strategic priorities. • The proposal makes a clear contribution to the EIT Food Resilient Agriculture Portfolio.	

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 score of 3.5. The top highest-scoring application will be selected.

Score		Description
1	Poor	The criterion is inadequately addressed, or there are serious inherent weaknesses
2	Fair	Application broadly addresses the criterion but there are significant weaknesses
3	Good	Application addresses the criterion well, but a number of shortcomings are present
4	Very good	Application addresses the criterion very well, but a small number of shortcomings are present
5	Excellent	Application successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.

Following the award decision, all applicants shall be informed of the result in writing. All applicants shall receive their assessment, in the format of evaluation summary report, including their score.

In case an applicant requests further clarification regarding the evaluation result, it may contact the KIC by email. Such requests will be replied within 15 days (this deadline may be extended by the KIC with due justification).

Successful proposals will be invited to the financial support agreement preparation stage/onboarding, the other proposals will be put on the reserve list or rejected.

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.

6.3 Appeal on Evaluation Results

Applicants can submit an appeal within 15 calendar 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 refer to EIT Food Redress guidance.

7. Administrative Items

7.1 Onboarding

Entities that have never been part of projects funded by the EIT Food 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. All validated entities will proceed with the signature of legal agreements with EIT Food.

As part of the onboarding process, selected entities must:

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

Additionally, EIT Food reserves the right to request the EIT Community Onboarding Service a Financial Assessment Capacity to check the financial capacity of any entity of a selected proposal. In such case, EIT Food may require:

- an enhanced financial responsibility regime, i.e. joint and several liability for all subgrantees or joint and several liabilities of Affiliated Entities if any
- prefinancing paid in instalments (multiple/additional prefinancing)
- (one or more) prefinancing guarantees

or

- propose no prefinancing or
- request that the entity be replaced or, if needed, might reject the entire proposal

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

For further information on the project implementation, please read the EIT Food Activity Implementation Guidelines for Participants.

7.2 EIT Food Legal Framework & Legal Documents to be signed

Selected applicants will receive a second communication with instructions regarding the completion of the following documents, as well as agreeing to EIT Food´s conflict of interest policy:

To be signed between the participant and EIT Food:

- **Framework Agreement**
- **Kava Contract**
- **Profit sharing agreement**

It is highly recommended that this document be signed by all members of the consortium:

Consortium Agreement. It is suggested to consider using the DESCA model as a framework for the consortium agreement.

Any other legal agreements to make this grant eligible.

Compliance with Competition Law and Data Protection - Annexed Guidance and Post-Award Arrangements

The selected consortium shall ensure full compliance with applicable competition/anti-trust laws and data protection laws, including in relation to farmer engagement and the development of the cost–

benefit analysis (CBA) model and incentives for farmers under WP22, and the setting of thresholds and targets under WP1. Mitigating actions and guiding principles for antitrust and GDPR compliance for WP1 and WP2 have been prepared as part of the project materials and are provided in an Annex 7 to this Call for Proposals. These materials include guidance that the monetary value of sustainability impacts should be derived from public or academic sources where possible, the use of aggregation/anonymisation of farmer data, and the potential use of a "black box" mechanism if individual company data must be analysed. The annexed guidelines are provided for information only and do not replace the consortium's independent responsibility to comply with all applicable laws.

Further details and any project-specific compliance arrangements may be agreed with the contracting authority and/or project counsel following award.

7.3 Payment Schedule

EIT Food will disburse funding in instalments. A proportion of the Activity budget will be pre-financed based on the company size, with subsequent annual payments linked to the eligible costs reported by the recipients.

For more information, please see EIT Food Project Financing Policy.

EIT Food cost reporting follows a fixed annual timeline. As the project ends in June 2027, beneficiaries will report the relevant costs at the end of 2027, with payment expected around April–May 2028.

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

7.4 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 may 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.

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.

7.5 Support

If you have any questions about this Request for Implementing Participants, please contact: cina.tanzarella@eitfood.eu.

Please visit our website for any updates to this call and information about upcoming events to support your application. You will also find our list of Frequently Asked Questions.

ANNEX 1 – Eligibility

Please Note:

1. Failing any of the above call specific criteria will make your application ineligible. If an applicant is ineligible, the participant 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.

3. Applicants will be deemed ineligible if:

a. 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. it 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. it 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. attempting to obtain confidential information that may confer upon its undue advantages in the call process;

f. it has been established by a final judgment that the organisation is guilty of fraud, corruption or money laundering.

ANNEX 2 - History of Changes

Version	Publication Date	Changes
Version 1	28/08/2026	-

Version 2	13/10/2026	Call Deadline extended to 10th November 2026, 12h CET, and Project Timeline extended accordingly, with expected Project Implementation starting 4th January
Version 3	20/10/2026	Removed participation restrictions to entities that are: • a public interest trust established under Hungarian Act IX of 2021; or • an entity maintained by such a public interest trust.

ANNEX 3 – Practices in scope

Practices selected for the Cost benefit analysis should generate multiple environmental benefits (soil, climate, water and biodiversity), be based on biological and system changes in feed production, and be clearly quantifiable in terms of costs, benefits and risk reduction.

Practices should contribute to **long-term farm resilience**, including climate adaptation (drought tolerance, soil water retention), reduced input dependency (fertiliser, pesticides, imported feed), economic stability (input cost reduction, yield stability).

Priority will be given to practices that leverage ecological processes rather than external inputs, i.e. that favour input substitution or system redesign over efficiency gains alone. Applicants are encouraged to assess **bundles of practices** where relevant, not only individual actions. E.g. Landscape elements supporting field performance; Strong interactions between different practices (e.g. legumes + reduced N fertiliser + rotations).

Focus will be on **forage and concentrate production systems to feed dairy herds**, including:

a. Grassland management
b. Forage production
c. Landscape elements supporting field performance
d. Manure handling, transformation and spreading supporting soil fertility and field performance
e. On-farm or local feed autonomy (incl. Protein sources)

We propose to exclude practices unrelated to feed production (e.g. housing, energy)

Non exhaustive list of practices to be discussed:

1. Soil cover & cropping diversity

Use cover crops or multi-species cover mixtures

Introduce intercropping or companion cropping

Implement diverse crop rotations including legumes

2. Soil health & nutrient management

Adopt reduced or no-till for forage and feed crops

Apply organic fertilisers (manure, compost, digestate)

Reduce or replace synthetic nitrogen fertilisers

3. Grassland & forage systems

Establish multi-species grasslands (grass–legume–herb mixes)

Increase permanent or long-term grassland area

Enhance species-rich or low-input grasslands

4. Grazing management

Implement rotational or adaptive grazing

Increase grazing duration and reliance on grazed grass

5. Input reduction & biological regulation

Reduce or eliminate synthetic pesticides (IPM, biological control)

6. Biodiversity & landscape features

Introduce hedgerows, buffer strips or flower strips

7. Feed autonomy & circularity

Increase share of homegrown feed and local by-products

Manure management and application

ANNEX 4: Initial guidance on farm archetypes and relevant farm conditions / characteristics

Farm type and management systems: size, feed autonomy, grazing (yes/no) , housing system, stocking rate.

Different levels of implementation of practices (% of implementation of practices on farm) and different combinations of practices for different archetypes.) including a package to reach the assumed thresholds for each FFDI sustainability KPI.

Climate zone / soil type (dependent on region)

Different levels of public and private incentives (were the private incentives are modeled as a variable that can be adjusted to close the gap)

Adjustable prices for the practice costs and market prices for key model inputs (as specified under two)

ANNEX 5 – Materials

The external materials listed below represent the minimum set of resources that should be taken into account when preparing the proposal:

- **Deloitte**:An analysis of the costs and incentives for regenerative agriculture in Europe
- **WWF:** Modelling the transition costs and benefits for farmers in the UK | WWF
- **BCG**:Accelerating the Transition to Regenerative Agriculture
- **BSG**: Potential of Regenerative agriculture in Denmark
- **Cost-benefit analysis of transition to nature-inclusive dairy farming** – Wij.land / Natuurverdubbelaars / Countus – Costs and benefits of transition in dairy farming
- **Farm-level economic performance of nature-inclusive and organic dairy systems** – Wij.land / Natuurverdubbelaars (consortium) – Onder de Streep 2025: Economic analysis of the transition to nature-inclusive and organic dairy farming
- **Dairy farm business performance and cost benchmarking** – AHDB – Dairy Farm Business Benchmarking Reports
- **Threshold and target values for biodiversity performance in dairy farming (KPI-based)** – Wageningen Environmental Research – Threshold and target values for the KPIs of the Biodiversity Monitor Dairy Farming: Ecological standard setting
- **Additional costs of biodiversity measures for dairy and arable farms** by Wageningen University - Meerkosten biodiversiteitsmaatregelen voor melkvee- en akkerbouwbedrijven - Research Portal - Wageningen University & Research

Internal materials will be made available to the selected consortium and are expected to be used as the basis for the delivery of the work. Internal / not published:

- **Wageningen** small scale CBA for FFDI + starting point from **Metabolic**
- **SEGES** cost calculations for NatureConnect practices
- **OP2B** East of England cost model
- **Deloitte** GenAI input for archetypes
- Various internal cost estimates held by the FFDI member dairies may be provided as reference material at a later stage. The feasibility and conditions for sharing these materials will be discussed with the selected supplier.

Annex 6 - Compliance with Competition Law and Data Protection

Anti-trust and competition:

- Interviews / working sessions - members of these sessions aware of competition rules during these sessions, in order to prevent the sharing of competitively sensitive data.
- Sharing of competitively sensitive information between the FFDI members and/or farmers while formulating the CBA model: Use of publicly available sources (e.g. industry benchmark reports, academia) to model the monetary value of sustainability impact – no individual company data will be shared or minimized. If analysis of individual company must take place (e.g. if no academic source is available), a black-box construction is a required safeguard to avoid exchange of competitively sensitive information.
- If and where applicable, data will be aggregated, anonymized (e.g., total turnover of top 10-customers/projects, without any specific details and without customer names), historical (generally more than two years old)
- The individual companies' commercial considerations will never be leading in the choice for a particular mechanism or monetary value. Mechanisms should create incentive to reach sustainability goals. Participants must choose for mechanism that is least restrictive on competition and must be able to substantiate that sustainability standards could not be achieved by means of another less restrictive type of provision
- Value of nature - Use on external, publicly available price references. The use of individual FFDI member's internal data or input may only be allowed through a black box construction.

GDPR:

- If data collected and processed under the projects constitutes personal data, it will fall under the scope of the GDPR, and any collection or processing will be subject to the GDPR requirements. To be considered personal, the data must allow for the identification of a natural person, either in itself or in combination with other data. This will likely be the case for much of this farmer data, particularly in the following cases:
- Where farmers operate as sole traders or partnerships, farm-level data can directly identify them and therefore constitute personal data. This is especially the case when, as is common, the names of farms reflect the family names of the farmers themselves.
- Even where farmers operate through legal entities, farms that retain family-related farm names may still facilitate identification and thus constitute personal data.
- The use of location data will likely be personal data, particularly in the cases where farmers live on their farms, and in combination with other data. The exclusion of location data does not mean, however, that the other data collected is not personal.
- Financial and performance data of individual farms is particularly sensitive from a commercial perspective, even where it does not fall within the GDPR's scope.
- Anonymised data, including data aggregated to a level where individual farmers are no longer identifiable, falls outside the scope of the GDPR. This means that there should be no risk of reversal or anonymisation via reasonable means. Importantly, the initial collection

and processing of farmer data into an anonymised dataset must still comply with the GDPR. Care should be taken to ensure that anonymisation is effective and that published outputs do not enable re-identification, particularly where small sample sizes in archetypes may create re-identification risk. Verification of the effectiveness of anonymisation should be performed consistently, particularly when datasets are combined with other data sources, to ensure no re-identification risk is present.

- Data subjects have rights under the GDPR including access (Article 15), rectification (Article 16), erasure (Article 17), restriction of processing (Article 18), and objection (Article 21). These rights apply only to personal data, not to anonymised datasets. A clear process must be established for handling farmer requests within the mandatory timeframes (generally one calendar month). Farmers must receive clear, plain-language information about: who is collecting their data and in what capacity; the purposes and legal basis for processing; with whom data will be shared (including across FFDI members, EIT Food, and implementing participants); retention periods; their rights; and how to exercise those rights.

Annex 7 - Profit-Sharing Mechanism

EIT Food funding is intended to support projects that address priority challenges in the agrifood sector. Where such funding contributes to work packages or project activities with potential for future commercialisation, EIT Food expects a return from successful commercial outcomes so that funds can be reinvested into future innovation activities.

This mechanism is intended to ensure that, where EIT Food funding helps de-risk project activities that later generate commercial income, commercial exploitation or equivalent commercial value, part of that success is returned to EIT Food and reinvested into future innovation activities.

How It Works

- **Scope:** The profit-sharing mechanism applies only to the relevant work package or project activity that may generate commercial income, commercial exploitation or equivalent commercial value. It does not automatically apply to the entire project or consortium budget.
- **Identification of relevant activities:** Applicants must identify, as part of their proposal, any work packages or project activities that may lead to commercial income, commercial exploitation or equivalent commercial value.
- **Funding allocation:** Applicants must specify the amount of EIT Food funding allocated to the relevant work package or project activity, as this will form the basis for calculating the potential repayment obligation.
- **Exploiting party or parties:** Applicants must indicate the consortium partner(s) expected to lead or directly benefit from the potential commercialisation.
- **Repayment trigger:** The repayment obligation will only arise if commercial income or equivalent commercial value is generated from the relevant work package or project activity. No repayment will be required for work packages, project activities, outputs or results that are not commercialised.
- **Repayment cap:** If the relevant work package or project activity is commercialised, the selected consortium or the relevant exploiting partner(s) will be expected to return up to 100% of the EIT Food funding allocated to that relevant commercialised work package or project activity through a profit-sharing mechanism.
- **Duration:** The repayment period is up to 5 years. The exact duration will be agreed between EIT Food and the relevant exploiting party or parties.
- **Flexibility:** The payment schedule, calculation method and repayment structure will be agreed with the relevant exploiting party or parties, taking into account the expected commercialization pathway and the nature of the commercial income or equivalent commercial value generated.

Application

Applicants are expected to propose a conservative and realistic repayment scenario based on the expected commercialization pathway of the relevant work package or project activity.

As part of their proposal, applicants should indicate:

- the relevant work package or project activity;
- the amount of EIT Food funding allocated to that work package or project activity;

- the consortium partner(s) expected to lead or directly benefit from the potential commercialization;
- a forecast of potential profits;
- the expected repayment amount;
- the proposed repayment schedule;
- the proposed repayment period, which is up to 5 years.

Applicants can use the provided Profit-Sharing Calculator to develop their proposal. The calculator is intended as a practical planning tool and will help applicants estimate the potential amount to be returned based on the EIT Food funding allocated to the relevant work package or project activity, the expected commercial outcome and the proposed repayment structure.
The proposal submitted by applicants will serve as a starting point for discussion and will not automatically constitute the final agreed profit-sharing terms.

Agreement of Final Terms

The detailed terms of the profit-sharing mechanism will be defined between EIT Food and the relevant consortium partner(s), including the relevant exploiting party or parties.

These terms may include, among others:

- the calculation method;
- the payment schedule;
- the reporting obligations;
- the duration of the repayment period, which may be up to 5 years;
- applicable caps;
- the relevant exploiting party or parties;
- the treatment of profits;
- the timing and process for confirming whether commercialization has occurred;
- the process for early or accelerated repayment, where relevant.

The final profit-sharing arrangement will be agreed following evaluation and, where relevant, further discussion with the selected consortium partner(s) and the relevant exploiting party or parties. EIT Food may request further information on the proposed commercialization pathway, forecast assumptions, expected commercial income or equivalent value, and the role of the relevant exploiting partner(s).

Use the Profit-Sharing Calculator Excel available on the call webpage.