

European Platform for Innovation in Energy

Daniela Chiran, Project Manager

15 October 2015

Bucharest, Steinbesi Europa Zentrum





KIC InnoEnergy SE – European Company

- we invest
 - in innovative business ideas in the area of sustainable energy

- we make
 - brilliant ideas marketable and profitable
 - young and established businesses successful

- we offer
 - investment, financial support
 - know-how transfer
 - active support on the way to commercial success
 - access to an international business network
 - partnership, without any financial risk for the participants
 - application-oriented education programmes for entrepreneurs in the energy market

KIC InnoEnergy – Facts and Figures (2015)



Partners

- Shareholders KIC InnoEnergy SE: 27 leading companies, research centres and universities of the European energy market
- An overall of 200 committed partners

Activities

- 400 enrolled students in KIC IE education programmes
- 50 new ventures supported through our accelerator
- 60 running innovation projects with a participation of more than 160 companies (80 % of them are from SME)

Finance

- Business volume of 300 M€ in 2014, expected to increase to 400 M€ p.a. in the following years



Steinbeis-Europa-Zentrum (SEZ), Technology Transfer Centre in the Steinbeis Foundation and Partner in Enterprise Europe Network, is building the bridge to Europe for enterprises, universities, research organisations and regional authorities in Baden-Württemberg.

KIC InnoEnergy is the European company for innovation, business creation and education in sustainable energy, with offices in 8 European countries.

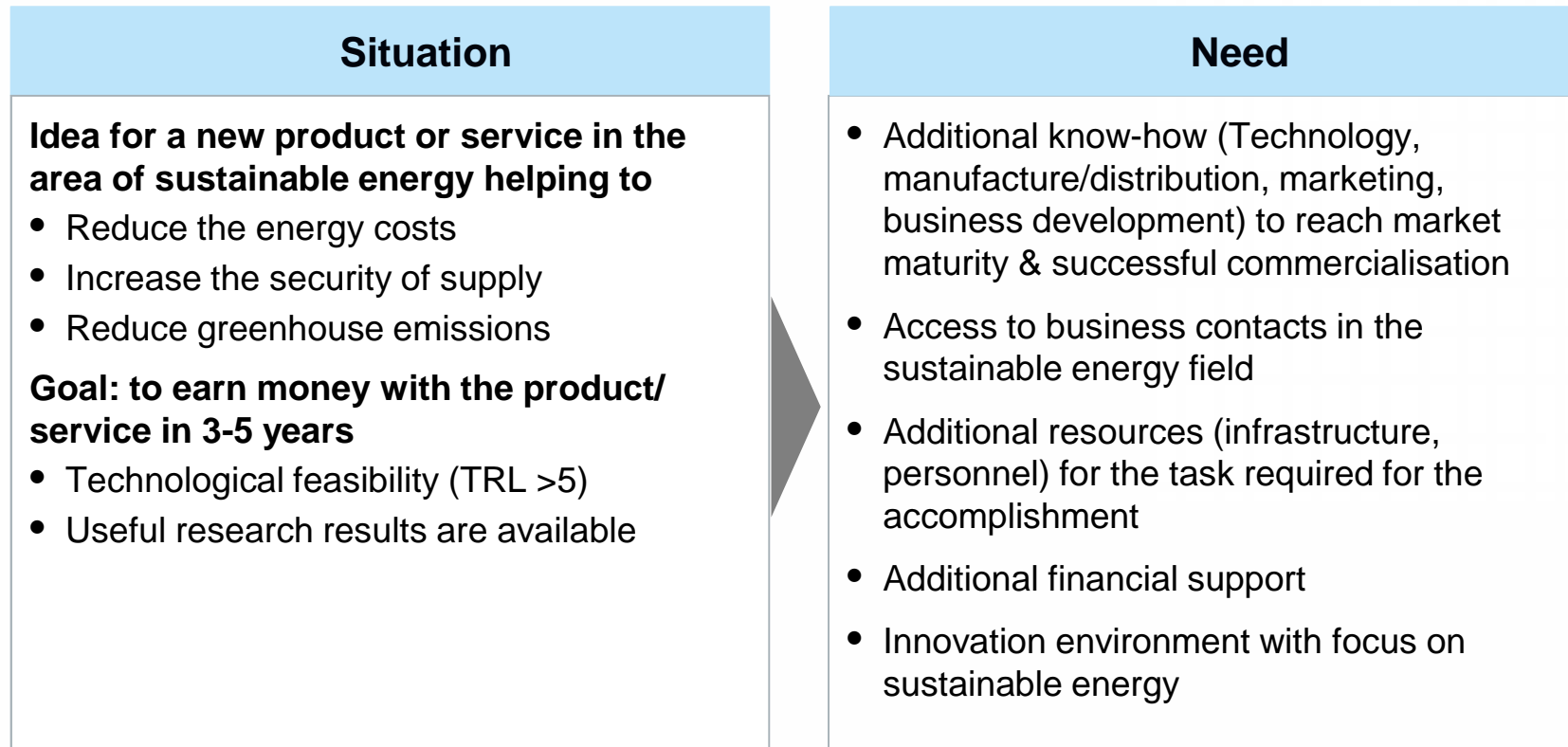
SEZ und KIC IE are joining forces to foster business formation and networking in the sector of sustainable energy.

SEZ is Shareholder in KIC IE Germany GmbH.

Innovation Projects

Bringing new solutions to market maturity in
the network of competent partners



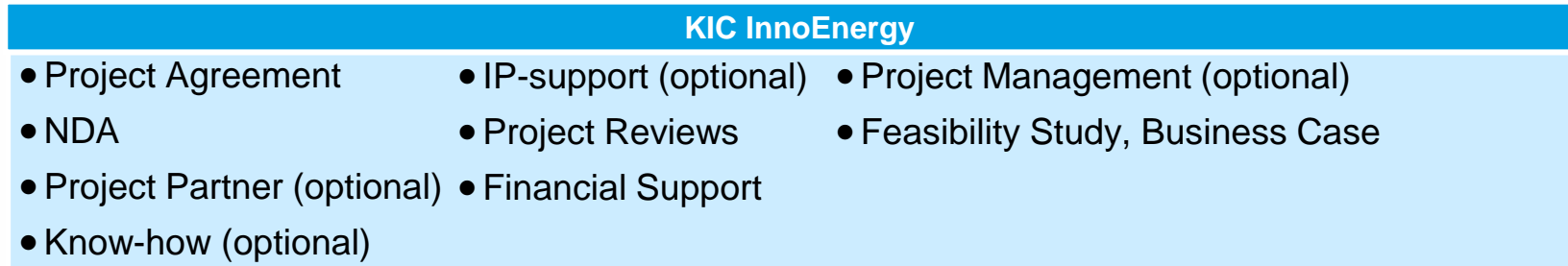


KIC IE is the catalyst for the successful commercialisation of innovative energy technologies.

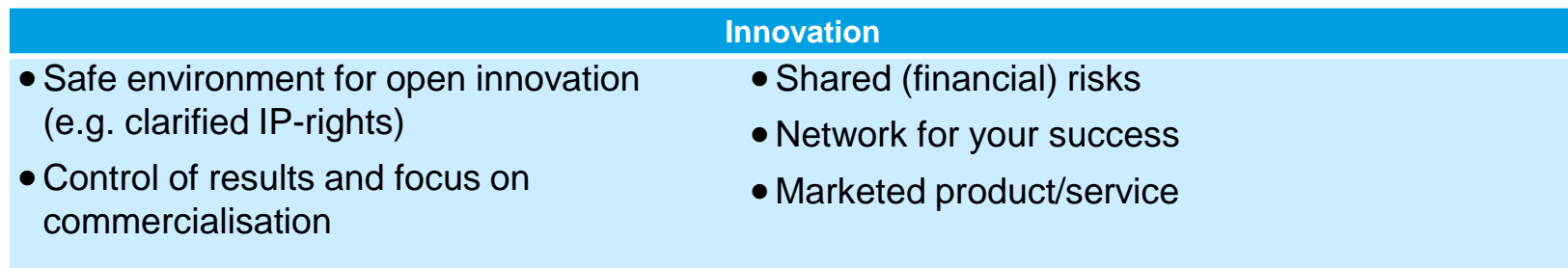
Development of new solutions in international project consortia



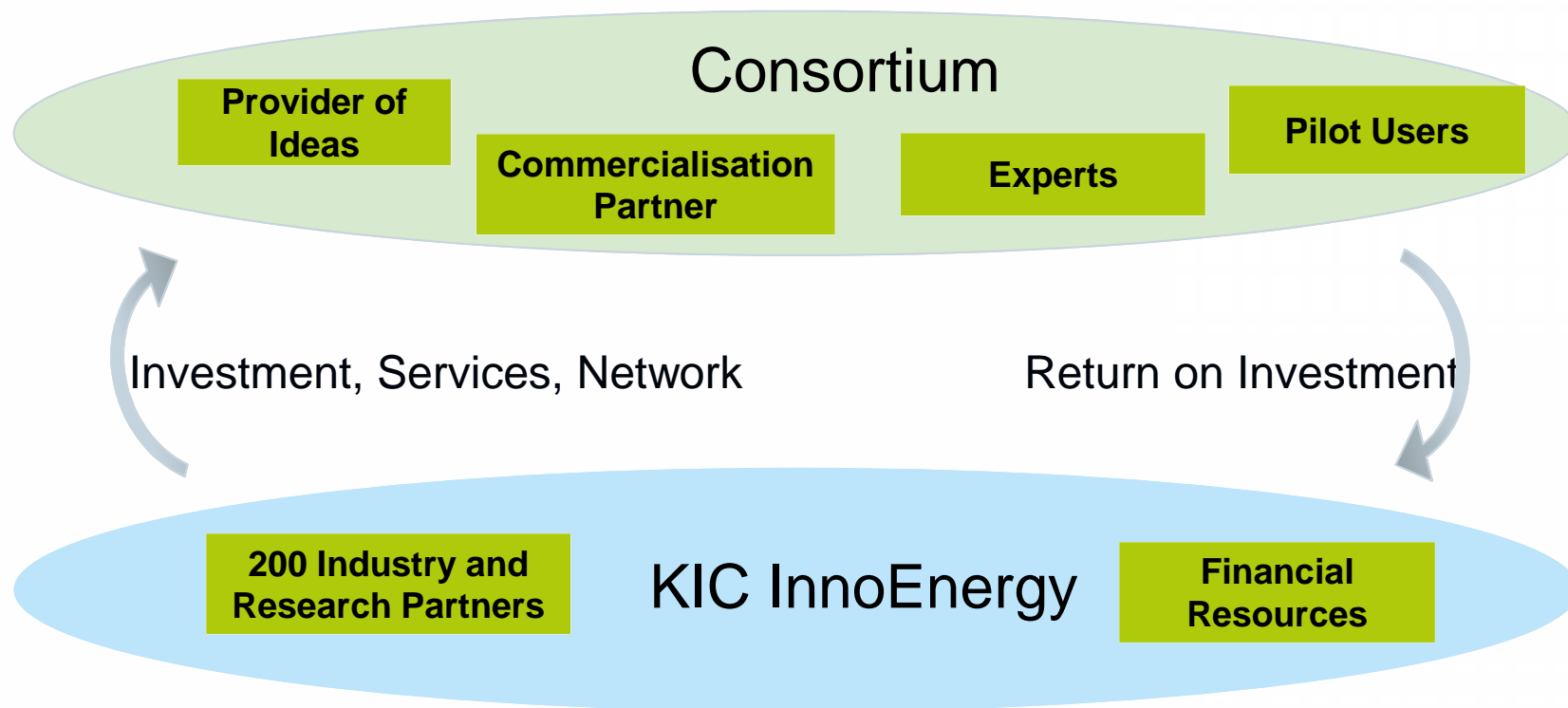
Input



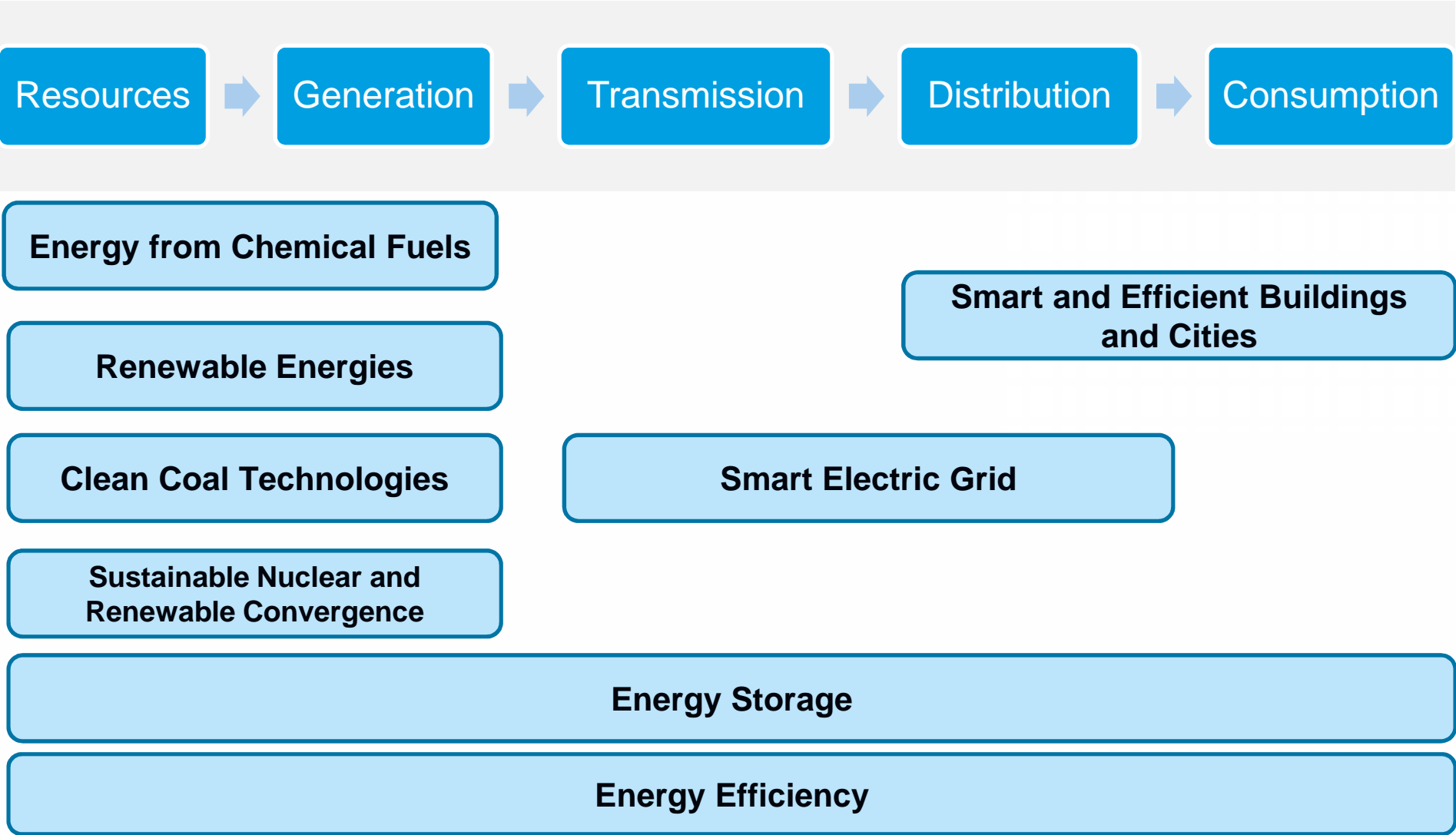
Output



The project consortium covers the whole value chain



KIC InnoEnergy invests in the whole value chain



Business Creation Services

From the Idea to the Successful Entrepreneur





Our Services

Excellent services, especially:

- Top Coaches
- Product development and manufacture
- Business model and business plan development
- Team and organisation development
- Business development
- Finance & Administration
- Legal, IP

Our Offer

Individual solution development (complementing already existing support mechanisms) for business creation within two years

- Basic investment by services
- Access to investors
- International business network
- Personal engagement and coaching leading to commercial success

Our Conditions

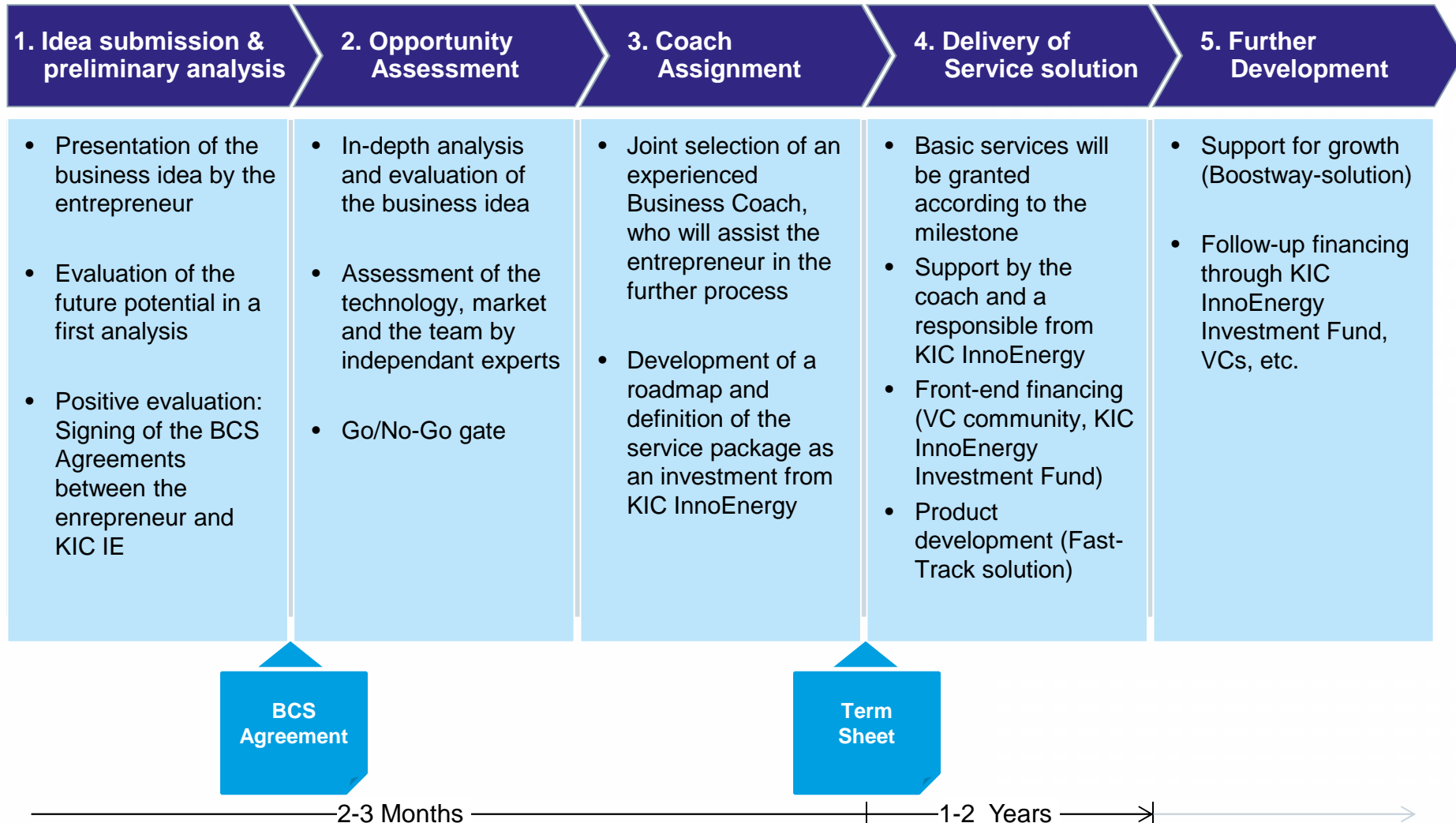
KIC InnoEnergy acts as an accelerator and is usually the first investor

- no financial risk for the founder

In return:

10-15% equity share of the future start-up for KIC InnoEnergy

Our Process for realising your business idea



The service package is flexibly and individually developed



Services and Examples



Technology



- Development of a patent & IP strategy
- Improvement of the technology and the prototype
- Access to research & technology centres

Market



- Market and competitor analysis
- Implementation of a business model
- Assistance developing a business plan
- Marketing & sales support

Finance & Administration



- Financial support in the early stage
- Access to our European VC- & business angels network
- Assistance with the founding process including legal aspects

Team



- Development and extension of the skills of the team
- Talent-oriented team complement
- Special training and workshops by coaches & experts
- Interim CxO - consultants/experts, e.g. CFO



- Tailored solutions, developed for the individual needs of the entrepreneur (no product!, but rather complementary to other mechanisms)
- KIC IE as first investor – door opener for other investors
- Access to experience and competence out of a professional network of coaches and top consultants on the way to a successful entrepreneur
- Committed support (personal contact person from KIC IE), without risk, no loan
- Member of an international high-tech network in the energy market
- Exchange (of experience) with technology and business experts from research, medium-sized industry and corporations from the energy market
- Direct market access (KIC IE helps to find the first customers)
- Staying independent in the driver seat
- Structured path to personal success

40 Ventures are currently supported: for example...

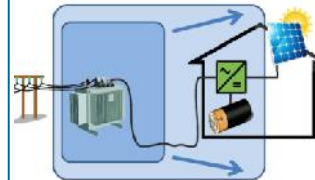


CorPower: Wave Power (Sweden)



- System solution based on wave energy converter
- Full scale system ready in 2016
- 1st wave farm in 2018

Ferroamp Electronics (Sweden)



- Develops power electronics for smart grid applications related e.g. to solar power, energy storage
- Market introduction in 2014

Enerstone: Battery Management (France)

Battery State @ 500 cycles



- Helps battery pack makers to prolong the lifetime of their products by at least 30%
- Competencies: Microelectronics, Electrochemistry, Power Electronics, Embedded software

Our references in Germany



- Sensor systems for the fluid environment, energy monitoring and R&D service
- Areas of application
 - Mobile sensor systems for the application in the fluid environment
 - Energy and environment monitoring like geothermics, water, waste water etc.
 - Research and engineering



- Development of oscillating spectroscopic measurement methods and innovative measuring cells for measuring complex chemical systems and surfaces
- Measurements through infrared and Raman microscope technology
- Application in the energy sector: Measurements of fly ash in coal-fired power plants



www.kic-innoenergy.com

KIC InnoEnergy receives funding from the European Institute of Innovation and Technology (EIT)

