Europe’s Leading Innovation Ecosystem for Sustainable Energy

June 2019
Trusted Innovation Ecosystem for Sustainable Energy in Europe

- Public-private partnership created to encourage a sustainable energy future for Europe
- Complete package of solutions to support Innovation at every stage
- Investing in people, technologies and businesses

Established in 2010:
- Limited liability European Company
- Supported by the EIT

Present at 24 European Countries
22 shareholders & ~400 partners
Making connections: the power of the network

- 6 co-location centres
- 22 shareholders
- 400+ additional partners
- Activities in 24 countries
The Power of the Network in Iberia

Platinum Partners

KIC InnoEnergy S.E.

Gold+ Partners

Shareholders

KIC InnoEnergy Iberia S.L.

Shareholders

Gold Partners

30+ Silver Partners & Other

40+ Innovative Ventures

Shareholders

KIC InnoEnergy Iberia S.L.
Some of the 400+ Innoenergy Partners
What We Do

- **Students**
  - Education
- **Research**
- **Entrepreneurs**
  - Start-up Accelerator
- **Corporations**
  - Services for Corporates
- **Industry**
  - Research
- **InnoEnergy**
  - Tomorrow’s Game changers
  - Disruptive solutions
  - New Innovative businesses
  - Boost innovation
The Trusted Partner and Smart Investor to make your Company a Global Success

- Industry partner
- Long term relationship
- Global impact
- Trusted ecosystem
- Shared risk
**Business Creation**

- **200 Early start-ups supported**
- **€117 m External investment raised**
- **121 Start-ups selling**
- **2,796 Applications received**
- **€94 m Forecasted Sales**
- **€85 m InnoEnergy Investment**

**Innovation Projects**

- **120 products and services supported**
- **98 Patents filed**
- **€4 b Forecasted sales**
- **€222 m InnoEnergy Investment**

**Education and Professional Learning**

- **1100+ Game Changers from IE MSc & PhD School**
- **40+ Nationalities represented**
- **11 Startups created**
- **20+ Digital Learning Courses Available**

*Figures as of February 2019*
Why InnoEnergy?

1. Focus on Energy

2. European Dimension

3. Hollistic Approach

- Technology
- Human Capital
- Society / Individual
- Supply Chain
- Market / Biz Model
- Regulation
Thematic Fields

- Renewable energies
- Energy storage
- Energy efficiency
- Energy for circular economy
- Transition for conventional energy
- Smart and efficient buildings and cities
- Smart electric grid
- Mobility
Tailored business support Business Creation Service Programs providing services in 6 key dimensions® for the success of the company

- **Product**: protection, development, pilot, launch
- **Market**: opportunities, positioning, Biz modelling, planning
- **People**: capabilities, training, support, mentoring
- **Finance**: seed money, access to financial resources (public funds, business angels, VC community, etc.)
- **Industrialization Scale-up**: manufacturing scale up, supply chain management
- **Commercialization scale-up**: global market expansion, market penetration,
### InnoEnergy Investment

**InnoEnergy Investment can be worth more than 500k€**

<table>
<thead>
<tr>
<th><strong>InnoEnergy Highway</strong></th>
<th><strong>InnoEnergy Boostway</strong></th>
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<tbody>
<tr>
<td>Investment &amp; support for the go to market phase</td>
<td>Investment &amp; support for the growth phase</td>
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<td>- Maximum time to market 18 to 24 months.</td>
<td>- Post revenue stage.</td>
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<td>- Market clearly identified.</td>
<td>- Validated and innovative product and/or service.</td>
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<tr>
<td>- Technology development (Min. TRL5)</td>
<td>- Solid financial strategy.</td>
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<td>- Goal: Go to Market.</td>
<td>- Goal: Scale-up.</td>
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<td>- <strong>Return via Equity participation.</strong></td>
<td>- <strong>Return via revenue sharing.</strong></td>
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<th><strong>Investment Fund</strong></th>
<th><strong>Technology Fund</strong></th>
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<td>Up to 250k€</td>
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<td>- Co-investment for sales and growth acceleration.</td>
<td>- Investment for participated ventures.</td>
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<tr>
<td>- <strong>Additional equity for InnoEnergy.</strong></td>
<td>- Money to be invested in technology development.</td>
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Energy Retailers increase customer acquisition & retention.

1. Time-based, local green energy service
2. Automated certification
3. Include small producers

Customized, transparent green energy contracts for social responsibility.
Circular Economy: From Waste to Biocoal
What We Do

- **Education**
  - Tomorrow’s Game changers

- **Research**
  - Disruptive solutions

- **Entrepreneurs**
  - New Innovative businesses

- **Corporations**
  - Boost innovation

- **Students**
  - Innovation Projects

- **Start-up Accelerator**
  - Services for Corporates

- **Services for Corporates**

- **InnoEnergy**
  - Education
  - Industry
  - Research
  - Boost innovation
Innovation Projects

WHAT ARE WE LOOKING FOR?
• Attractive Market and business case
• TRL 5 (technology proven at a relevant scale and environment)
• Leading company with high performance team
• Alignment with InnoEnergy’s thematics and challenges

WHAT DO WE OFFER?
• The opportunity of being funded through the Innovation Project instrument
  ◦ Co-investment (50/50) for projects ranging between 1 M€ and 10 M€
  ◦ Access to InnoEnergy’s ecosystem (+400 partners)
  ◦ Return as a revenue share with no collaterals (alternatively we may consider equity position)
• Other high values that may be added in separate deals:
  ◦ Business Development support
  ◦ Access to talent
  ◦ Access to finance

INVESTMENT ROUNDS: https://investmentround.innoenergy.com/ (Contact your local InnoEnergy office)
Efficiency Without the "Kerf"

NexWafe uses the Kerfless Wafer Technology for the production of monocrystalline silicon wafers. Our EpiWafers are a drop-in replacement for Cz wafers in solar cell production. We will supply them at an unprecedented price.
“In InnoEnergy, we gained a partner who collaborates with us and supports both the company and the technology as we move into a commercial product.”

João Metelo, President and CEO, Principle Power
Mikel Lasa
mikel.lasa@innoenergy.com