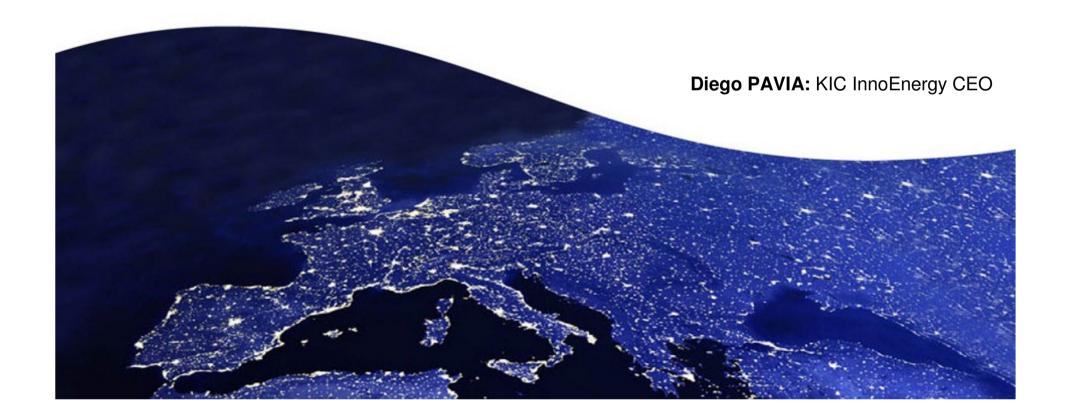
KIC InnoEnergy



The Leading Engine for Innovation and Entrepreneurship in Sustainable Energy

EIT awareness day

11th December 2012, Budapest



Agenda



- 1. Reminder
- 2. KIC InnoEnergy Business Model
- 3. Multiyear business plan
- 4. Achievements so far. Tangible results. Some examples.
- 5. Complementarity to other EU instruments
- 6. What industry gets from KIC InnoEnergy
- 7. What is in it for me? How can I join?
- 8. Conclusion

Reminder (1/1) KIC InnoEnergy



The leading engine for <u>innovation</u> and <u>entrepreneurship</u> in Sustainable Energy



KIC InnoEnergy business model in **Education**



Creating the game changers of the future

USP

1. Quality of HE institutions 2. Program contents

5. No commitment

mobility Entrepreneurship EIT labelled: hands on (intern) **A PREMIUM PRODUCT**

business case market orientation

Msc School PhD School **Executive Programs** LLL/LM

MOOC

CUSTOMERS

OUTPUT

"CxO" of energy companies Top researchers

"different mindset"

3. Mobility 4. Double degree **€ SUSTAINABILITY**

Off-setting tuition costs MOOC/LM

Reinvesting all revenues

Bachelors

Engineers

Mid Career professionals **MOOC Customers**



Top Universities Industry in all the value chain

Top Business Schools



KIC InnoEnergy business model in Innovation Projects



Transforming knowledge into money

A PREMIUM PRODUCT

Competence Mapping

Roadmaps

Build and run Innovation Projects

In sustainable energy

CUSTOMERS

Industry
Research institutions
Universities

OUTPUT

IP (patents/know-how/copyright)
New products/ services
Start ups

USP

- 1. Clear IP rules 2. WP0
- 3. Market/Impact oriented
 - 4. Darwinistic portfolio management
- 5. One stop shop (SMEs)

€ SUSTAINABILITY

At least 10% of licensing revenues from IP foreground

Reinvesting all revenues

MEANS

Industry in all the value chain

Top Universities, Top Research Centers, Top Business Schools

KIC InnoEnergy business model in Business Creation



Four dimensions:
1.Human
2.Technology
3.Market

A PREMIUM PRODUCT

The Highway™



OUTPUT

Start-ups or spin-offs

USP

- 1. Specialized (SE)
- 2. The Highway TM
- 3. European Network
- 4. Quality on services5. First customer

CUSTOMER

Intra/extra KIC entrepreneur
Early stage & very initial growth phase

€ SUSTAINABILITY

X% equity in start-ups in exchange of added value services rendered

Reinvesting all capital gains



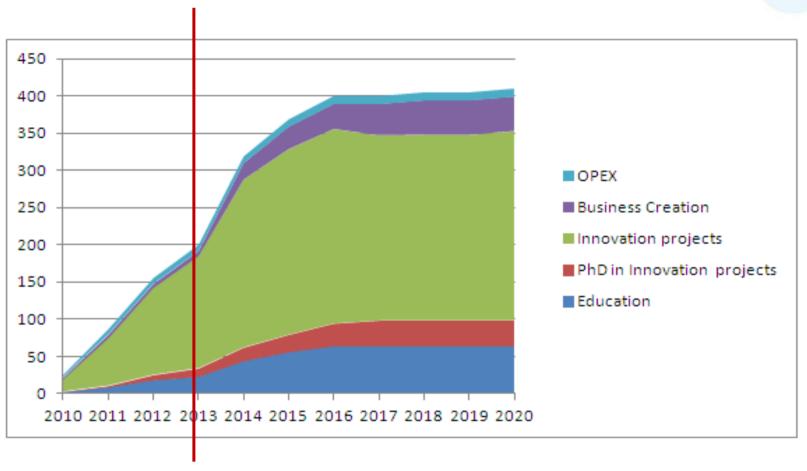
MEANS

Our PROs and Academia, Our industries, external players

<u>Brokerage to funds (BA, VC)</u>

Multiyear business plan (1/2)

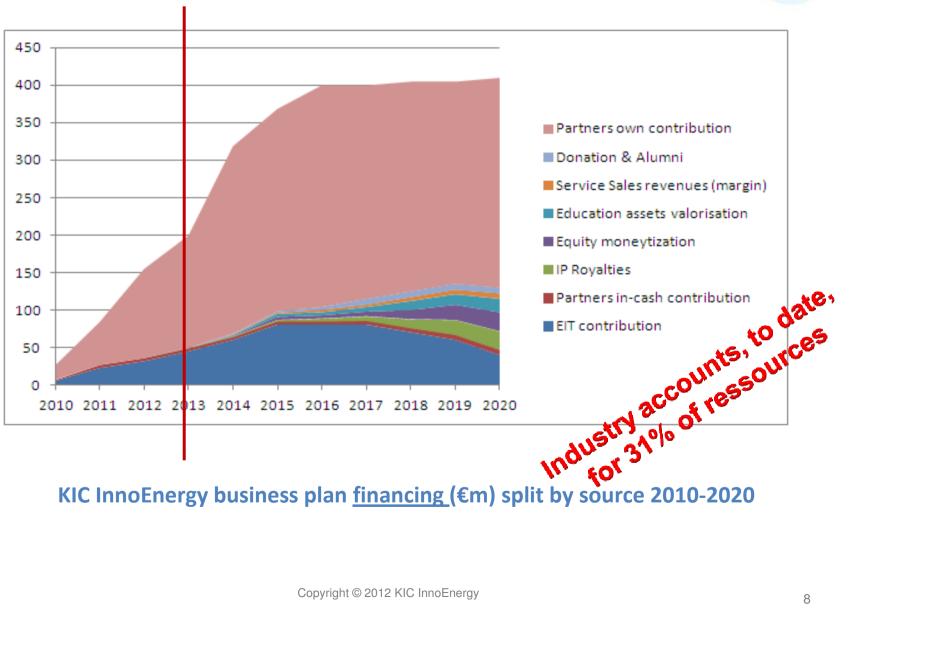




KIC InnoEnergy business plan <u>budget</u> (€m) split by business line 2010-2020

Multiyear business plan (2/2)





Achievements (1/2)

Tangible results since incorporation in December 2010 [24 months]



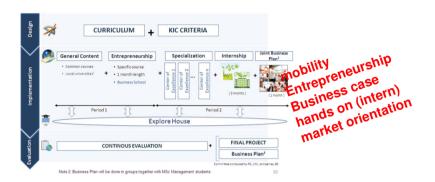
Education

Technology

Creation Business 370 students in our 120 ECTS Masters*

84 engineers in our PhD School

49 professionals in our Exec. programs





20 patents filled (1/1M€; 1/67M€

26 new technology products &



ventures nurtured in our Highway*

Achievements => ambitions run rate

Tangible results since incorporation in December 2010 [24 months]



Education

Technology

Business Creation

370 students in our 120 ECTS Masters*

84 engineers in our PhD School

professionals in our Type programs





20 patents filled (1/1M€; 1/67M€

28 new technology products &



Achievements => impact in short term future

Tangible results since incorporation in December 2010 [24 months]

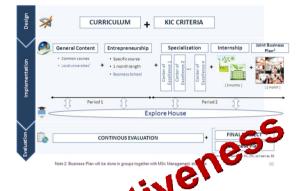




Technology

Business Creation

engineers in our 120 FCO Ma engineers in our 120 FCO Ma proposition our 120 FCO Ma engineers in our 120 FCO Ma rograms







ventures in ou 1 start-ups

					KIC ENERGY HIGHWAY™															
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An example of education

Some of the game changers of the future



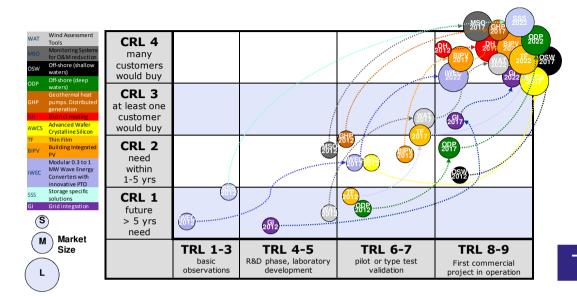
HULT Global Case Challenge SELECT Students 2nd Prize April 2012



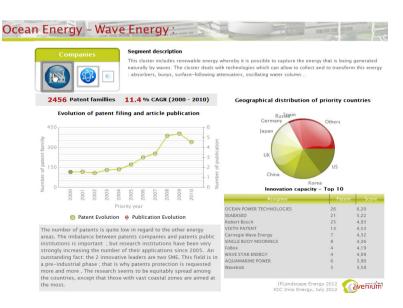
An example of Innovation projects (1/3)

Focus & excellence





Within SET Plan, focus an impact where we make an impact where we will be a supplication of the compact where we will be a supplication of the compact where we will be a supplication of the compact where we will be a supplication of the compact where we will be a supplication of the compact where we will be a supplication of the compact which is a supplication of the compact which is a supplication of the compact where we will be a supplication of the compact which is a supplication of the



Openess, excellence

Competence Mapping

An example of Innovation projects (2/3)

Leadership in ww challenges



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Total Bu	Project type: R&D / pilot / demonstration			20%/80%														
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An example of Innovation projects (3/3) Industry buying in



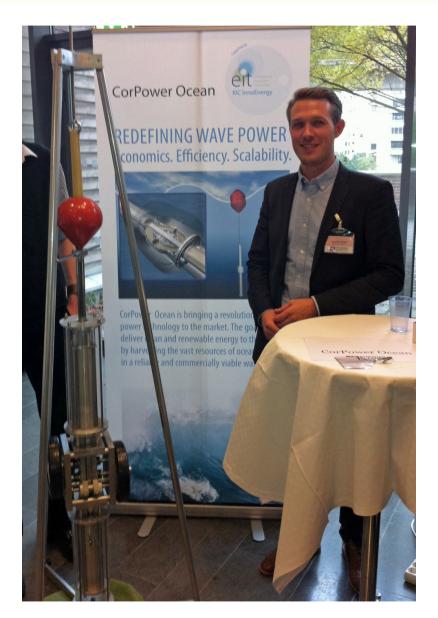
Only industry heavy involvement and leadership legitimizes us

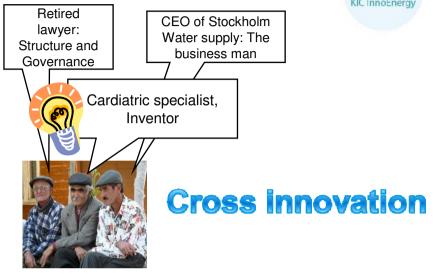
(from 14 in 2010 to 55 in 2011 to 95 in 2012)

CC Germany	CC France	CC Benelux	CC Iberia	CC Poland	CC Sweden		
AVA-CO2	Acerde	Ares RTB	Cidete	BPTE	ABB		
Bauer Holzenergie	Amcor	BIC Industries	EDP	EdF Polska	Cortus		
Boson	Aperam	BTG Worls B.V.	ESADE	Eko GAW	Elforsk		
Drexel & Weiss GmbH	Areva	CG Holdings	Gas Natural Fenosa	Kwant	Energyxperts		
DVGW-EBI	Batscap	Cofely Refrigeration	Iberdrola	MALEX	Ericsson		
E-Flox	Disatech	Delft Patents BV	RobCork	Metal ERG	Fortum		
EIFER	EDF	DSM	SgurrEnergy Ltd.	Multichem ECO	Green Exergy AB		
EnBW Energie	ERAS-Labo	Eandis	SIMO	PGNIG SA	Seabe, ed		
Evohaus GmbH	GDF Suez	MTT	Tecnologia	Promont	Seab Sed SP		
IDS	Grain2	NXP	Termo Fluids	Rafako	Stri		
LignoGen	Gravit	Peer+	Wavec	SIF-PAS	Technion		
Modinger	Irysolar	Progression			Vattenfall		
Outotec GmbH	Luxol	Saint Trofee		Ta (I) on			
atfisch Analysen Systeme Gmb	McPhy	Solvay		de			
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Viessmann	Schneider	Van Looy Groep	6				
	SCT	Waifer					
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	Top Industrie			FFPP			
	Total			Private owned partners in 2011			
	Vinci			Private owned partners in 2	012		

An example of **Business Creation**: ECO Power Start-Up







Idea owners

Would you fancy

2c€/kwh, clean?

An example of «business lines integration» (1/2)

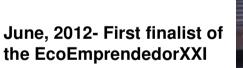




Barcelona, September 2010- 1st Educational Programme KIC: «From Science to Business» Pep Sala: Phd student UPC



Barcelona, 2011- Accepted in KIC InnoEnergy Accelerator and suppported in 2012.





2012-2013

Call for Proposal INNOVATION PROJECTS-Partnership with KIC partners and industry

An example of «business lines integration» (2/2)





Barcelona, September 2010- 1st Educational Programme KIC: «From Science to Business» Pep Sala: Phd student UPC

2011-2012

ENERGY Solutions Lite

Rarcelona, 2011- Accepted in KIC InnoEnergy Acces rator and suppported in 2012.



& Innovate (Innovation projects)

2012-2013

Call for Proposal INNOVATION PROJECTS-Partnership with KIC partners and industry

... and everything under the umbrella of KIC InnoEnergy

Complementarity to other EU instruments & policies (1/2)



Innovation

- Full alignment with SET plan, by ambition & construction
- Valorizing outputs created in other instruments (ETP, DG R&D, DG ENER, EERA)
- Member of JRC ET Board
- MOU with JRC



Human Capital

- Education:
 - In 10 of 12 groups of the running SET plan Education Working Group
 - Leading 3 of them
 - More to know: http://www.kic-innoenergy.com/education/msc-programmes.htm
- Marie Curie Cofund Scheme:
 - 'InnoEnergy Pathways' post-doc grant awarded, as KIC, in 2012 for 9M€

Industry /SMEs

IP valorisation (DG ENTER)

Complementarity to other EU instruments & policies (2/2)



Which are the main differences between the EIT/KIC model and other EU instruments?

- 1. Autonomy:
 - Partners decide on the WHAT
 - Partners decide on the HOW
- 2. Flexibility:
 - No predefined vehicle is imposed
- 3. There is a long-term commitment. We have signed internally for 7+7 years.
- 4. The integration of the 'Knowledge Triangle.'
- 5. Dynamic management of the business plans: Darwinism
- 6. Efficiency of investment (i.e. in FP7 one patent cost 67M€; in KICs, the figure is 1M€, so 67 times more efficient)
- 7. Shorter Time to market
- 8. Output/Impact oriented

FAQ: Industry buying in (1/1)



What does industry get from **education**?

- The talent adapted to their needs:
 - Fresh outs recruits
 - Long life learning

What does industry get from Innovation projects?

- New product and services for their own Business Processes (growth, early adopters)
- A bit of **financial** complementarity (always helps if no red tape)
- A trusted network, with the best
- Roadmap complementary to their needs

What does industry get from **Business Creation**?

- Early adopters of new technology
- Spin-outs as HHRR management
- Investment possibilities

What does industry get from such a governance?

- Long term commitment => If no 7 years, then no industry
- Stability in the network
- Governance rules close to theirs
- Shorter Time to market

Outreach: WIP (1/3)

What is in it for me? How can I join?



1) Promotion of educational programs (MSc, ..) outside EU-12

- Actions:
 - Identification of key European Universities outside current nodes
 - Identification of key institutes within those Universities
 - Design specific promotion activities for those targets
 - Active promotion in those Institutes

Impact pursued:

 <u>Capture</u> the best bachelors and graduates of the Eastern Countries for KIC InnoEnergy educational programs.

Outreach: WIP (2/3)

What is in it for me? How can I join?



2) Identification and incorporation of niche excellence outside the current partners:

Actions:

- Identification of top players outside current footprint of KIC InnoEnergy, through extended Competence Mapping
- Discovery actions to understand their innovation capacities and contribution to KIC InnoEnergy goals.
- Share the strategy and road mapping, per thematic field, with the identified top players
- Active inclusion of the top players in the implementation of roadmaps

Impact pursued:

• <u>Accelerate the excellence of KIC InnoEnergy network by bringing quicker the partners, which are not in KIC InnoEnergy today, identified in the competence mapping.</u>

Please surf http://cfp.kic-innoenergy.com

Outreach: WIP (3/3)

What is in it for me? How can I join?



3) Identification and preparation of pilots (industrial sites not in the current partners) for the products and services delivered or upon delivery:

Actions:

- Identification of industries (big or SMEs) and research centers outside the current nodes that are possible targets for the services and products developed in 2011, 2012, and 2013.
- Identification of funding mechanisms (EIB, Regional Funds, ...) that could provide financial support once the pilots are identified (for 2013 and onwards implementation).
- Launching of identified pilots.

Impact pursued:

• <u>Accelerate</u> the testing, POC or <u>adoption</u> of the product/services developed; accelerate competitiveness of industry in non current KIC InnoEnergy partners.



KIC InnoEnergy

A new Innovation engine, output and impact oriented

Fully aligned with the SET plan

Complementing other instruments and policies

Integrating Education, Research and Business (K-Triangle)

A company run as a company

More to know http://www.kic-innoenergy.com