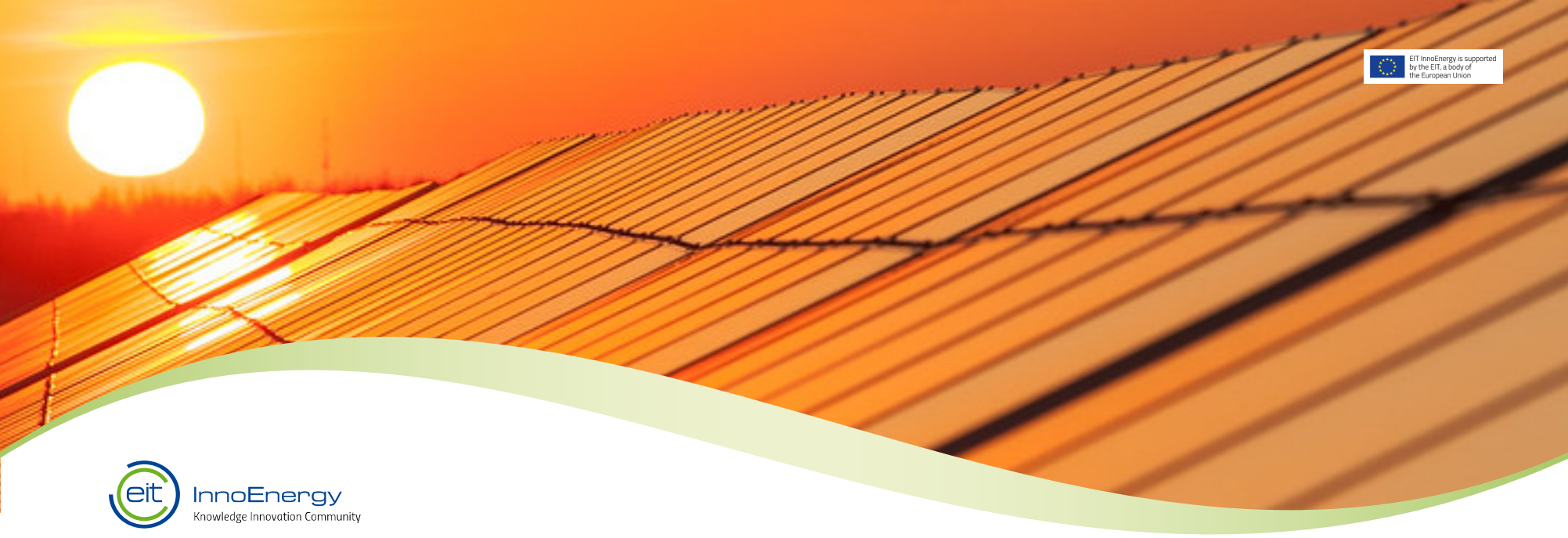

EIT InnoEnergy is supported by the EIT, a body of the European Union

InnoEnergy
Knowledge Innovation Community

European Solar Initiative

# Introduction to the Business Investment Platform

*Ákos Dervalics, 2022. 06. 02.*

EIT InnoEnergy HUB Hungary is run by Green Brother

## EIT InnoEnergy Objectives

- Ensure security and safety of supply
- Reduce costs in the energy value chain
- Reduce $CO_2$ emissions
- Improve European competitiveness
- Remove barriers to innovation
- Encourage sustainable growth
- Create jobs

**EIT InnoEnergy is the trusted open innovation ecosystem for sustainable energy in Europe**

## EIT InnoEnergy Activities

**Human Capital:** Master Programs and professional learning

**Incubation:** Investing in early-stage start-ups and scale-ups

**Innovation:** Investing in product development

**Setting up Industrial value chains:** European Battery Alliance (EBA), European Green Hydrogen Acceleration Center (EGHAC), European Solar Initiative (ESI)

# Building global connections

- Offices across **Europe** and in the **US**
- **500+** partners
- **27** shareholders

# Value added services to mobilise innovation

Market intelligence

Customers and growth

Technology enhancement

Supply chain and industrialisation

Governance strategy

Regulation

Access to human capital

Social acceptance and citizen engagement

Access to Finance

# Goal: Support innovations to go to market with less risk and reduced time

- Promotion and co-creation of industrial projects across the value chain
- Building connections with other industrial and energy value chains
- Acceleration of technology development

**Supporting innovations to get financed and help them to access foreign markets**

**Supporting European innovations to access local markets**

InnoEnergy
Co-funded by the European Union

# About

SolarPower Europe

association for the European solar PV sector to create the right regulatory and business environment to take solar to the next level.

EIT InnoEnergy

EIT InnoEnergy is spearheading the way to a decarbonised Europe by 2050 through ***the leadership of*** three industrial alliances: European Battery Alliance (EBA) for battery storage, European Green Hydrogen Acceleration Center (EGHAC) for green hydrogen, and ***European Solar Initiative*** (ESI) for solar photovoltaics.

European Solar Initiative

# BIP Case:

*Overview and detailed project description*

# Introducing your project

***General purpose, mission, vision,***

***Product / service to be sold***

***Unique value proposition (UVP)***

***Markets, customers targeted, final users targeted***

***Business model (go to market, pricing, …)***

***Legal status of the project (before BIP, at the end of BIP)***

***Organization and key team, cooperating partners***

***Timeline of implementation***

***Project location***

***Key factors/differentiators***

***Impact of the project expected***

***Financial impact refers to the IRR for the investors***

***Social impact refers to the number of new and/or complementary jobs, direct and indirect, to be created***

***Environmental impact refers to the specifics of the project (i.e. CO2, waste, other externalities)***

# Introducing your project

***What is your position in the value chain?***

***What is the product you will be delivering?***

***What are the estimated values for the product (kt, GWh, eV, chargers, ...)?***

***What is the timeline to market?***


*Image by Clker-Free-Vector-Images from Pixabay*

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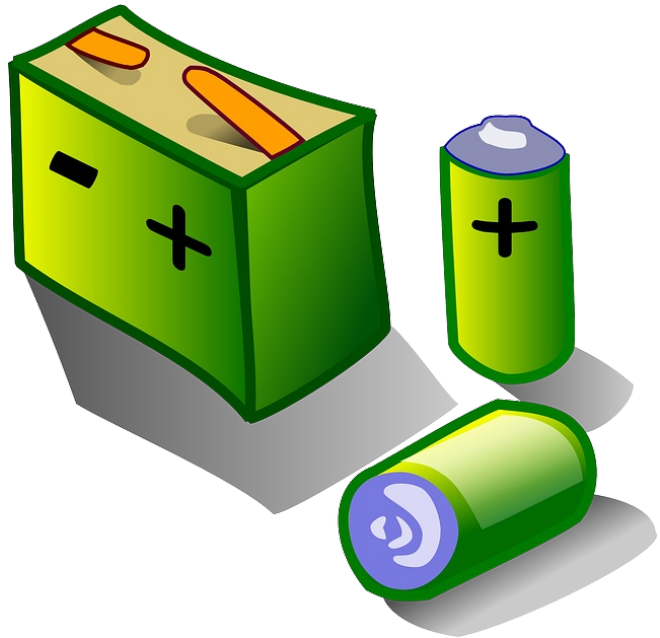

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## Introducing your project

***What is your position in the value chain?***

***What is the product you will be delivering?***

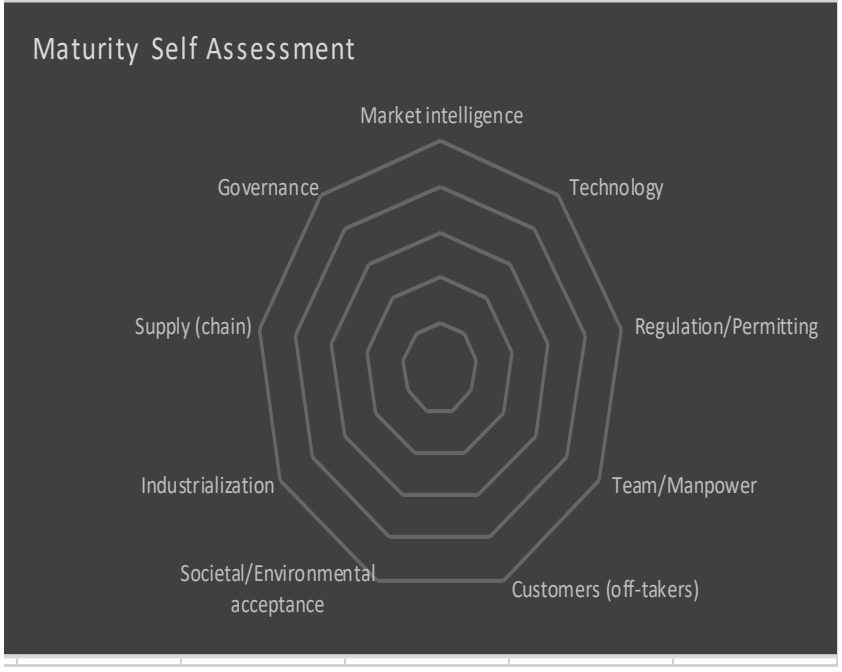
***What are the estimated values for the product (kt, GWh, eV, chargers, ...)?***

***What is the timeline to market?***

## Introducing your project

***Please provide a self-assessment of the maturity level of your project! Key factors of assessment:***

- ***Market intelligence,***
- ***Technology,***
- ***Regulation/Permitting,***
- ***Team/Manpower,***
- ***Customers (off-takers),***
- ***Societal/Environmental acceptance,***
- ***Industrialization,***
- ***Supply (chain),***
- ***Governance***




***What kind of business support do you seek beyond financing?***

# Financials, Investment case, Return

## Business case

***Financial model: Profit & loss statement/projections from investment decision to Standard Operating Procedure (SOP) + 5 years operations minimum***

***Cash-flow statement/ projection, from investment decision to SOP + 5 years operations minimum***

***Pipeline (forecasts)***

***Business key attributes***

- *lead time to sales,*
- *key cost drivers,*
- *sensibility analysis,*
- *etc.*

# Investment case

***A description of the initial project's financing structure (past)***

- *grants, equity, debt, …*
- *paired with the financial model*

***In the case of a Private Public Partnership: a summary of the key concession terms.***

***Is there any Technical, Legal or Insurance Advice received on the project?***

# Return

***Return proposed for Innoenergy***

- *Should be derived from the P&L Statement*
- *Equity investment or revenue share proposed?*
- *How long should InnoEnergy be shareholder or benefit from the project?*
- *(How long do you need InnoEnergy's non-financial support?)*
- *Should be aligned with cash-flow plan to secure business running and growing.*

Co-funded by the European Union


## Ákos Dervalics

akos.dervalics@innoenergy.com

+36 30 378 4396



**EIT InnoEnergy**
Kennispoort 6th floor
John F. Kennedylaan 2
5612 AB Eindhoven
The Netherlands
Info@innoenergy.com
**www.innoenergy.com**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