 Corporates and Startups: What are the roots of, and the routes to, more successful engagements?
Cleantech Forum Europe | Stockholm

Corporates and Startups

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OUR MISSION:

To foster a passionate community of entrepreneurs committed to solving the world’s biggest efficiency, energy, and environmental challenges by providing the resources and labs they need to succeed.
Member Impact

86% SUCCESS RATE
4 EXITS TO DATE

Fundraising Milestones

2019
- Bevi $35.5M
- Accion Systems $3M
- Spacely $21M
- Sense Labs $18M
- Form Energy $11M
- Root AI $2.3M
- WaveSense $3M
- MultiSensor Scientific $3M
- RightHand Robotics $23M
- OffGridBox $1.5M

2018
- Bevi $16.5M
- RightHand Robotics $8M
- Sense Labs $15M
- Form Energy $11M
- Loci Controls $1.5M
- CoolChip $3.3M
- Railpoc $2.2M

2017
- Accion Systems $7.5M
- Bevi $16.5M
- Altairos $7.5M
- NBD Nano $6M
- Bevi $6.5M
- Loci Controls $1.5M

2016
- Understory Weather $7.5M
- Accion Systems $7.5M
- Voxel8 $12M
- Bevi $6.5M
- CoolChip $3.3M

2015
- NBD Nano $5.2M
- Bevi $16.5M
- Loci Controls $1.5M

2014
- OsComp $12.5M
- CoolChip $3.3M

2013
- Loci Controls $1.5M

RECENT ACQUISITIONS:

- OpenWater $20M
- Caelum $10M
- L3 Technologies $15M
- Ranger Solar $10M
- NEXTera Energy $15M
- Flipswitch $5M
- 180 South Solar $5M

- $400M+ Raised
- 1500+ Jobs Created
- $40M+ Revenues
- 27 Federal Grants
- 75+ Patents Held
- 200+ Prize Wins
- $335M+ Regional Economic Output
Greentown Launch is a six month accelerator program that fosters strategic partnerships between large, innovative corporates and early stage entrepreneurs.
Greentown Launch Track Record

PROPEL
Internet of Things & Sensors

2015 RESULTS
1 Commercial Pilot
1 Purchase Order

SPONSOR SUPPORTING PARTNERS
Shell

SunRISE
Solar Materials
5 Startups Selected

2016 RESULTS
1 Licensing Deal
2 Investments

SPONSOR SUPPORTING PARTNERS
DSM

SunRISE II
Solar Materials
4 Startups Selected

2017 RESULTS
2 Investments
1 Joint Dev. Agreement
1 Technology Validation Project

SPONSOR SUPPORTING PARTNERS
Fraunhofer USA

*More than 65% of startup participants have successfully completed a Launch program with a partnership outcome!
EIT Climate-KIC is a European knowledge and innovation community working to accelerate the transition to a zero-carbon and sustainable economy.

EIT Climate-KIC is funded by the EIT: European Institute of Innovation and Technology. Almost 400 partners from research, education and business, co-operating across disciplines, sectors, cultures, societies, and borders.
Our community and results

- 365+ leading partners
- >€930m investment attracted to start-ups
- >2,000 full-time jobs created
- 17,000 participants in our education activities
- 1,400+ innovative start-ups
- €3.4bn climate funding leveraged
- 367 new products and services
EIT Climate-KIC Accelerator

*Europe’s biggest pre-seed accelerator program for cleantech startups*

- In 32 cities of 24 EU countries working together with 33 leading organisations
- Supporting over 1400 start-ups
- Up to €95k
- 18 month program of support and acceleration
The climate urgency is upon us

- **Limiting the risks** from global warming of 1.5°C in the context of sustainable development and poverty eradication implies *system transitions*

- What is needed is a fundamental transformation of economic, social and financial systems that will trigger exponential change in decarbonisation rates and strengthen climate resilience. *IPCC Special Report*
What does this mean for entrepreneurship

- Huge appetite: opportunities, markets, new solutions and players
- Consider how: start-ups, scale-ups and entrepreneurship capabilities can be part of triggering the structural shifts needed for Europe's net-zero emission, sustainable future
- Ensure entrepreneurial capabilities, talent, learnings and the wealth of good ideas from start-ups are part of core innovation activities.
- Engage communities: the ‘challenge owners’, such as cities, regions, corporates, clusters, etc.
- Our leverage potential: 10 years of learning, deep support infrastructure, track record, alumni, entrepreneurial mindsets
Impact Entrepreneurship: Linear scaling integrated with systems innovation collaboration
Working with transformation: Deep Demonstrators

- **Systems innovation**
  - Tapping into the power of systems to change themselves by working through leverage points
  - Learning by doing – experience and experimentation
  - A portfolio approach – surfacing solutions through a spread of possibilities

- **Demand-driven model**
  - Working with challenge owners – cities, regions, industries – to pull through a range of parallel solutions that enable learning
  - Deep demonstrations, addressing underlying assumptions

- **Community engagement**
  - Social and behavioural tipping points for systems change
  - Leveraging collective intelligence, diversity and edge communities
  - Testing solutions on the ground, understanding specific contexts

- **E.g. Circular Economy Deep Demonstrator**
  - Helping Slovenian government transition to a circular economy
  - eCircular & Plastics accelerators- a service
  - Levering wealth of Circular economy knowledge and partnerships
  - *Mycorena AB*: a climate KIC accelerator company from Sweden, working with local business regions -like in Gothenburg and Karlstad.
DSM, CREATING BRIGHTER LIVES FOR ALL.

CREATING VALUE FOR ALL OUR CUSTOMERS, EMPLOYEES, SHAREHOLDERS, AND SOCIETY AT LARGE.

Cleantech Forum, Stockholm, May 2019

Ubald Kragten
Manager Business & Market Insights, DSM Innovation Center
HOW. PURPOSE LED, PERFORMANCE DRIVEN INNOVATION IN THREE DOMAINS.
DSM AT A GLANCE

€ 8,852
Net sales (in millions) up from € 8,632

€ 1,754
EBITDA (in millions) versus € 1,348 in 2017

19%
Innovation sales as % of total sales

43%
High-growth economies sales

62%
Brighter Live Solutions sales

€ 1,079
Net profit (in millions) down from € 1,781 in 2017

€ 646
Capital expenditure (cash based, in millions) up from € 546 in 2017

20977
Workforce (at year-end 2018, excluding affiliates)
28/72 Female/Male ratio
19% Female executives

110 nationalities

46 countries

More than 210 sites

As reported in DSM Annual Report, 2018 – see report for exact definitions
VENTURING TO STIMULATE GROWTH.

**WHAT & WHERE**

Active since 2001

Over 50 investments in total

30 in portfolio end 2018

9 Investments in 2018

Several divestments

Key focal areas
- Nutrition
- Solar
- Biomedical

**HOW**

Screen companies

Support accelerator & incubation programs

Participate in and organize events

Investments per venture 1-20 Mln€ (life time venture)

Minority stakes (5%-25%)

Strategic Investor
• Presented in + 37 countries across 5 continents
• With + 73 million end users around the world
• The Enel Group is made up of nearly 69,000 people from around the world
• 1st utility in Europe and top 5 worldwide by market cap:
  → 55+ B€ Market Value
  → 16.4 B€ EBITDA

Figures as of December 31st 2018
New exciting era for energy industry

From traditional services...

- Thermal generation
- Renewable energies
- Infrastructure & Networks

...to the future

Enel X: Value – added products and services
The electrification of consumption…

...encourages…

Renewables energies…

... that are decreasing the cost of energy contributing to decarbonisation and triggering…

Energy Efficiency…

That frees resources for…

Sustainability of resources

Value Proposition

Value Proposition

e-Mobility…

Product as a service

Circular economy

Flexibility…

Sharing platforms

... needed to integrated an ever increasing amount of…

... and amplifies the availability of resources for…

What we want to deliver
Open Innovation Model

➢ Consumers
➢ Millennials
➢ Suppliers
➢ Consumers
➢ Other Industries
➢ Research Centers
➢ Universities
➢ Startups
➢ Suppliers
➢ Research Centers
➢ Universities
➢ Startups
win-win collaboration

- Know-how
  - Labs & facilities
- Access to market test
  - Customer base
- Visibility
  - Scalability
- Growth
- Disruptive technologies & solutions

STARTUPS
Collaboration with startups

**COLLABORATION**

- + 800 preliminary assessment
- + 50 solutions scaled-up
- + 200 activated projects
- + 5,000 scouted

**300 M$ M&A**
Enel Innovation Hubs

Silicon Valley
Boston
Chile
Brazil

Europe
Italy
Russia
Israel

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openinnovability.com

Our global digital gateway

FEATURED CHALLENGES

- Mass Customization & Inclusion
- Designing cost-effective curbside electric vehicle charging stations
- Energy Storage Systems: technologies to minimize costs & maximize reliability
- Mitigating the Environmental Impact of Large Photovoltaic Plants