



The Leading Engine for Innovation and Entrepreneurship in Sustainable Energy  
[www.kic-innoenergy.com](http://www.kic-innoenergy.com)



# KIC InnoEnergy

The European company for innovation, business creation and education in sustainable energy.

# NURTURING TODAY'S TALENT AND INNOVATION INTO TOMORROW'S TECHNOLOGY

**Innovation is one of the key drivers for growth in OECD countries. Ensuring a competitive and climate-neutral future for Europe requires nurturing the ideas and innovations of today and turning them into the sustainable energy technologies and industries of tomorrow.**

KIC InnoEnergy's vision is to become the leading engine for innovation and entrepreneurship in sustainable energy, where innovation is reflected in talent, technology and businesses.

Our energy sustainability can be achieved by fulfilling three objectives:

- Decreasing the cost of energy (eur / kwh)
- Increasing the security of the energy system (operation of assets and autonomy in supply)
- Reducing the greenhouse gas effect

## RUN AS A BUSINESS

KIC InnoEnergy is a shareholder company – a Societas Europea – profit-oriented but not dividend-oriented, with a clear focus on results and impact, e.g. creating jobs, growing existing businesses, and creating new ones. It is run as a business with a lean and flexible structure.

Our shareholders (formal partners) are 27 top European players from industry, research, universities and business schools. Together they are committed to a 7-plus-7-year industrial and strategic plan. More than 150 additional partners also contribute to our activities.

In 2014, we mobilise a total budget of roughly €300 million, which will increase to €400 million p.a. over the following years. One quarter of this cost is borne by the European Institute of Innovation and Technology (EIT), while three-quarters is funded by our in-house developed revenue streams.

KIC InnoEnergy's financial goal is to become self-sustainable, i.e. to be independent of single-source funding. For this purpose, we are building up alternative revenue streams.

Our business plan is delivered through six offices: Benelux, France, Germany, Iberia, Poland Plus and Sweden. These form the

access points to our European network of partners and to our offering of products and services.

## ROADMAP FOLLOWS STRATEGIC ENERGY TECHNOLOGIES PLAN

The roadmap that guides our operations with respect to technology innovation derives from the objectives of the SET Plan (Strategic Energy Technologies Plan) of the European Commission, each of which has a specialist focus on one thematic field of sustainable energy:

- Energy Storage
- Energy from Chemical Fuels
- Sustainable Nuclear and Renewable Convergence
- Smart and Intelligent Cities and Buildings
- Clean Coal Technologies
- Smart Electric Grid
- Renewable Energies
- Energy Efficiency

Our uniqueness in generating market-oriented innovation and fostering entrepreneurship lies in:

The Knowledge Triangle, which brings together education, research and business for our integrated outputs: Master School and PhD graduates, new products or services and new companies. As an example, CorPower, a KIC InnoEnergy start-up supported by our services for business creation, recently launched an innovation project that integrated our students in the context of their thesis work.

The Glocality of our endeavour. On the one hand, KIC InnoEnergy offers a European network, tapping into required expertise where it is located and offering our partners access to almost any geographical location. On the other hand, our industrial plan is implemented locally through six local offices.

Finally, a new paradigm in Public Private Partnerships. KIC InnoEnergy is incorporated as a company, managed as a company and is profit (but not dividend)-oriented. Our 27 shareholders come from both private and public entities, and we offer a forum for objective-based collaboration to all of them.



KIC InnoEnergy's Master School students

# MAKING OPERATIONAL INNOVATION AND ENTREPRENEURSHIP

Since starting operations in December 2010, we have provided an operational framework for sustainable, long-lasting collaboration between academia, research and industry based on a shareholder-implemented partnership managed as a profit-oriented company. Integrating these three fields within the framework of KIC InnoEnergy yields higher efficiency and more innovation impact than each one alone.

We support innovation and entrepreneurship projects at every stage of the energy value chain – from cleaner and cheaper production to smarter and more efficient use – through our three business lines: innovation, education and business creation (ventures and start-ups). Each business line brings together a pan-European partnership of industry, higher education and research. Together they create the talent, technology and companies necessary to achieve a competitive and climate-neutral Europe.

## INNOVATION PROJECTS

**Objective:** *To develop marketable products and services for sustainable energy.*

By combining the dual focus of industry and academia, we are able to identify opportunities for marketable products and services in the energy sector. We then assess their viability in terms of, for example, competitive positioning, freedom to operate and economic sustainability. Once viability has been established, we combine the capabilities of our network and go for the market, integrating the talents of our PhD and Master's students along the way.

## EDUCATIONAL PROGRAMMES

**Objective:** *To create the game-changers of the future, ready to run tomorrow's energy systems.*

The leaders and entrepreneurs of Europe's future energy sector are being educated right now. Via our academic partners and by integrating industry expertise, we provide educational programmes that deliver knowledge, skills and capabilities to the students and managers that will shape the future of the energy sector. We provide comprehensive Master's and PhD degrees plus Life-Long Learning and Executive programmes that address every part of the energy value chain.

## ACCELERATION OF VENTURES AND START-UPS

**Objective:** *To create new start-ups in the sustainable energy sector.*

KIC InnoEnergy Highway® is the only business accelerator in Europe that specialises in sustainable energy. With six European entry points, entrepreneurs can tap the resources of our network of partners and experts at different locations yet still benefit from the combined capabilities of the whole network. Along the Highway, we support entrepreneurs in strengthening their technological business ideas, developing supporting business models, building expert teams, and providing access to finance. We give good ideas the best possible chance of success.

# EUROPEAN STRATEGY FOR SUSTAINABLE ENERGY AND KIC INNOENERGY: FULL ALIGNMENT AND COMPLEMENTARITY

KIC InnoEnergy is one of three Knowledge and Innovation Communities (KICs) of the European Institute of Innovation and Technology (EIT). The EIT, a body of the European Union established in March 2008, intends to increase European sustainable growth and competitiveness by reinforcing the innovation capacity of the EU. KIC InnoEnergy is fully aligned with EIT's objective of facilitating the transitions from idea to product, from lab to market, and from student to entrepreneur.

Our strategy is also fully aligned with the current SET Plan (Strategic Energy Technologies Plan) of the European Commission that identifies strategic energy technologies for a carbon-neutral energy system in Europe. Furthermore, it will be one of the 15 constituencies that will co-define the new European SET Plan for 2014–2020. KIC InnoEnergy has also been selected by the DG (Director-General) Energy as one of their key advisors in policy making for the period 2014–2017.



## INDUSTRY AND KIC INNOENERGY: GIVING INNOVATION A BUSINESS FRAMEWORK

The dual interdependence of environmental and economic sustainability means that long-term innovation is only viable if it meets industry's requirements. The high-level involvement of industrial partners in KIC InnoEnergy is thus clear evidence of the feasibility of our ambitions. In addition, more partners are joining us: in 2013 alone, we welcomed 36 new ones, raising the total number of partners to almost 100.

Industry involvement is further reflected in:

### OUR EDUCATIONAL PROGRAMMES

Industry gains the talent it needs by recruiting from our Master's, PhD and Life-Long Learning programmes. It also participates actively in the design, selection, tuition, internship and Master's theses of our programmes.

### OUR INNOVATION PROJECTS

Industry benefits from:

- Co-designing products and services that complement their needs or in-house development.

- Accessing new products and services developed in Innovation Projects and integrating them into their business process or commercial portfolio, thus gaining a head start over competitors.
- Accessing a trusted network of energy's best players to leverage and complement their own in-house knowledge.

SMEs (Small Medium Enterprises) benefit from:

- Accessing the complete value chain in a 'one-stop-shop'.
- Accessing resources and partners all over Europe, thereby breaking free of geographical limitations.
- Trusted, predictable rules of operation on even terms with other partners.
- Financial support to further their development.
- Shortened time to market thanks to our operational business models.

### OUR BUSINESS CREATION SERVICES

Industry benefits from being the early adopter of new technologies created by our start-ups, and from being able to spin-off its own product and service concepts for development by others.

# ACADEMIA AND KIC INNOENERGY: A LEVEL PLAYING FIELD

KIC InnoEnergy creates a new space for collaboration based on clear and explicit objectives that are shared by all partners and achieved together.

In our operations, academia finds a long-term, stable and predictable framework in which to work together with industry. Similarly, universities and business schools find the resources and financing to adapt their syllabus with the state-of-the-art techniques and technologies in education. This lets them evolve their educational offering in both content and pedagogical terms, and aligns it to the requirements of students as well as their employers.

We also boost academic innovation by:

- Establishing the value of the research carried out in institutions.

- Linking academic incubators to the wider services offered by our accelerators so they can serve their entrepreneurs beyond their current reach.
- Offering a source of financial support to academic innovation activities.

## LINKING RESEARCH CENTRES TO UNIVERSITIES AND INDUSTRY

KIC InnoEnergy provides research centres with a straightforward way to industrialise their spin-off activities, valorise their R&D programmes, and fund innovation activities. Belonging to a long-term, European-based network of top players within the sustainable energy field creates a stable link to industry and university research.

## KIC INNOENERGY HIGHLIGHTS

Since December 2010, KIC InnoEnergy has worked consistently towards its goal of becoming the leading engine for innovation and entrepreneurship in the sustainable energy field. Although much has been achieved, there is plenty of work still to do.

### 59 Ventures Nurtured in our Business Creation Accelerator

- By the end of 2013, we had supported 18 business ideas on their way to success by having closed a deal with the first customer or having broken the €500k threshold of external investments.
- Services offered to entrepreneurs have been extended. In the near future, ventures may draw upon a network of preferred Venture Capitalists to support their growth phase, as well as dedicated financial and managerial support to develop their first industrial prototype, in many cases, a sine qua non for commercial success in the energy sector.

### 458 Students in Education

- Our educational offer is attractive: nearly 2,000 candidates applied to join our 2013 educational programmes.
- 458 students are currently enrolled, the majority having signed up for one of our seven Master programmes.

- Our graduates are successful: all of the 44 graduates of 2012 have successfully entered the labour market and the prospects for 2013's 146 graduates look highly promising.

### 30 patents filed in innovation projects

- Despite the long lead times that characterise the energy sector, the first tangible results of products developed in KIC InnoEnergy Innovation Projects have been harvested. For example, SolabCool, a Dutch SME, has entered the market with a cooling system that uses waste heat. The company recently opened a new factory, creating 7 new jobs.

During 2013, another 15 products and services are expected to be implemented by industry to improve its competitiveness, and/or explore new market areas.

- The market provides legitimisation. Nearly 100 industries are presently involved in our activities. The latest round of Innovation Projects attracted another 38 industry partners, the majority of which are SMEs.
- Intellectual Property is in the front line. By the end of 2013, 30 patents had been filed since the start of our operations.



KIC InnoEnergy's ventures and entrepreneurs

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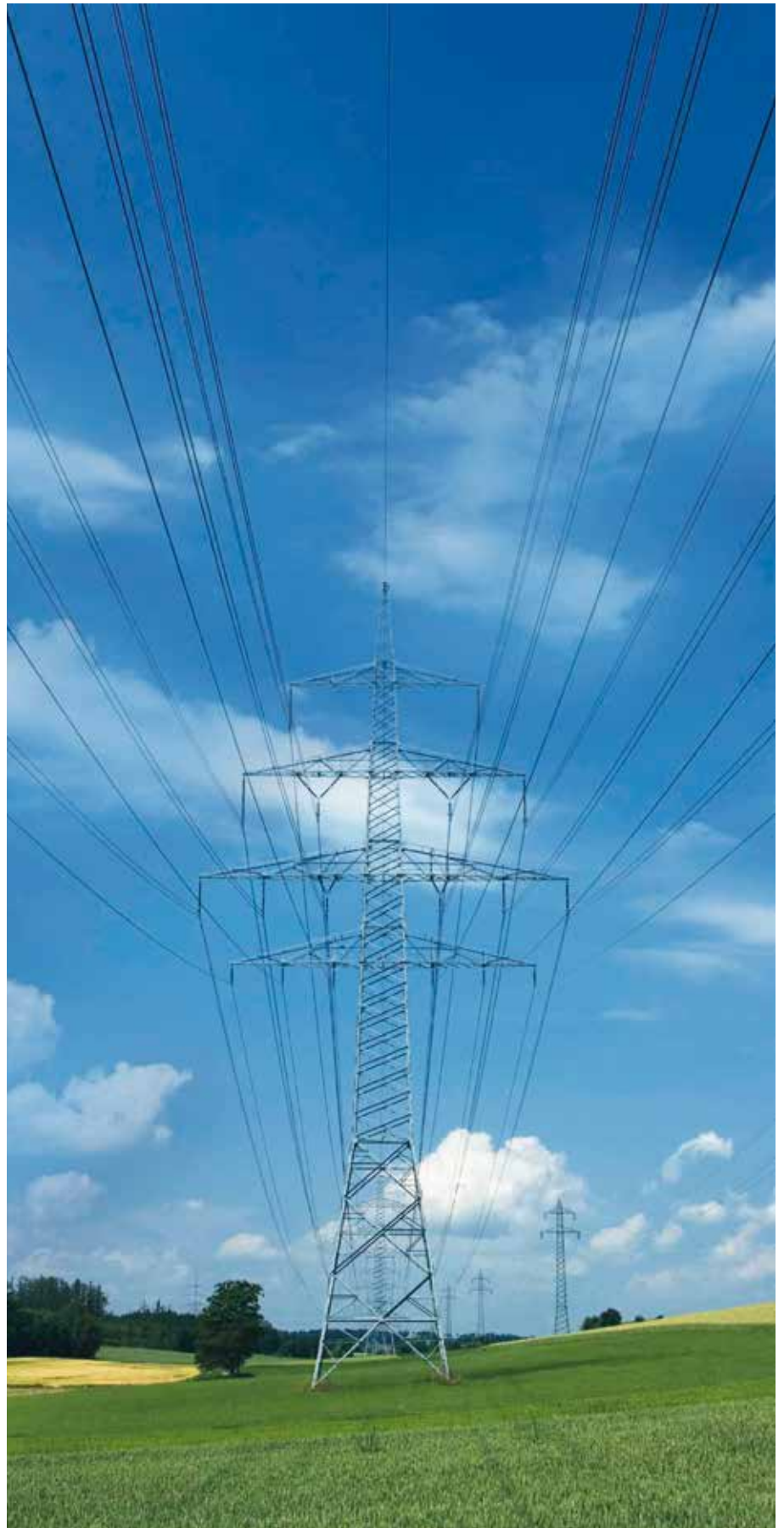
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KIC InnoEnergy is funded by the EIT (European Institute of Innovation and Technology) which is an independent body of the European Union established in March 2008. EIT has the mission to increase European sustainable growth and competitiveness by reinforcing the innovation capacity within the European Union.