

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



## Les Kic : un exemple de dispositif de soutien à l'innovation



ANR  
utt  
wisg<sup>15</sup>  
WORKSHOP INTERDISCIPLINAIRE SUR LA SECURITE GLOBALE  
3 ET 4 FEVRIER 2015  
UNIVERSITE DE TECHNOLOGIE  
DE TROYES  
DGA  
DGE

[www.kic-innoenergy.com](http://www.kic-innoenergy.com)



**The EIT is a body of the European Union established in 2008 and operational since 2010.**

**The EIT has been created to enhance Europe's ability to innovate by integrating, for the first time at the EU level, education and entrepreneurship with research and innovation.**

**3 Knowledge and Innovation Communities (KICs) have been created in 2010 :**

**ICT Labs / Climate KIC / KIC InnoEnergy**

**2 new KICs by the end of 2014 :**

**Innovation for healthy living and active ageing / Raw materials**

**The EIT is part of H2020, with a 2,7 B euro budget.**

*from idea  
to product / service*

*from lab  
to market*

*from student and researcher  
to entrepreneur*

# 3 business lines



*Education*



*Educational Programs*



*Graduates, Competence*

*ROI on executive education and life long learning*

*Innovation*



*Innovation Projects*



*Products, Services*

*ROI on the product or service  
(IP, sales, lump sum, shares of spin-off...)*

*Business Creation*



*Venture Creation*



*New Businesses*

*ROI: KIC IE is shareholder*

# KIC InnoEnergy : a Societas Europaea (SE)



Framework  
Partner

Shareholders

European industry  
companies, research  
and education  
institutes

**KIC InnoEnergy SE**

Supervisory Board

Executive Board

France

Iberia

Germany

Poland

Sweden

Benelux

# Execution of Projects and Programs as international consortia



*Smart Cities & Buildings*

*Convergence Nucl / Ren*

*Energy Efficiency*

*Renewables*

*Chemical Fuels*

*Clean Coal Technologies*

*Smart Grids*

	<b>ABB</b>	GRENoble ECOLE DE MANAGEMENT	KIC InnoEnergy Formal Partners			<b>KU LEUVEN</b>	<b>TNO</b>	
	AGH	G I G	<b>IREC</b>				TOTAL	
	<b>AREVA</b>	Grenoble INP					<b>TU/e</b>	
	cea						University of Stuttgart Germany	
	eandis						UPC	
	EDF						VATTENFALL	
	EnBW						vito	
	ESADE Business School							
	gasNatural fenosa	UCHP	TÉCNICO LISBOA				KIT	

**Partners 2013:**

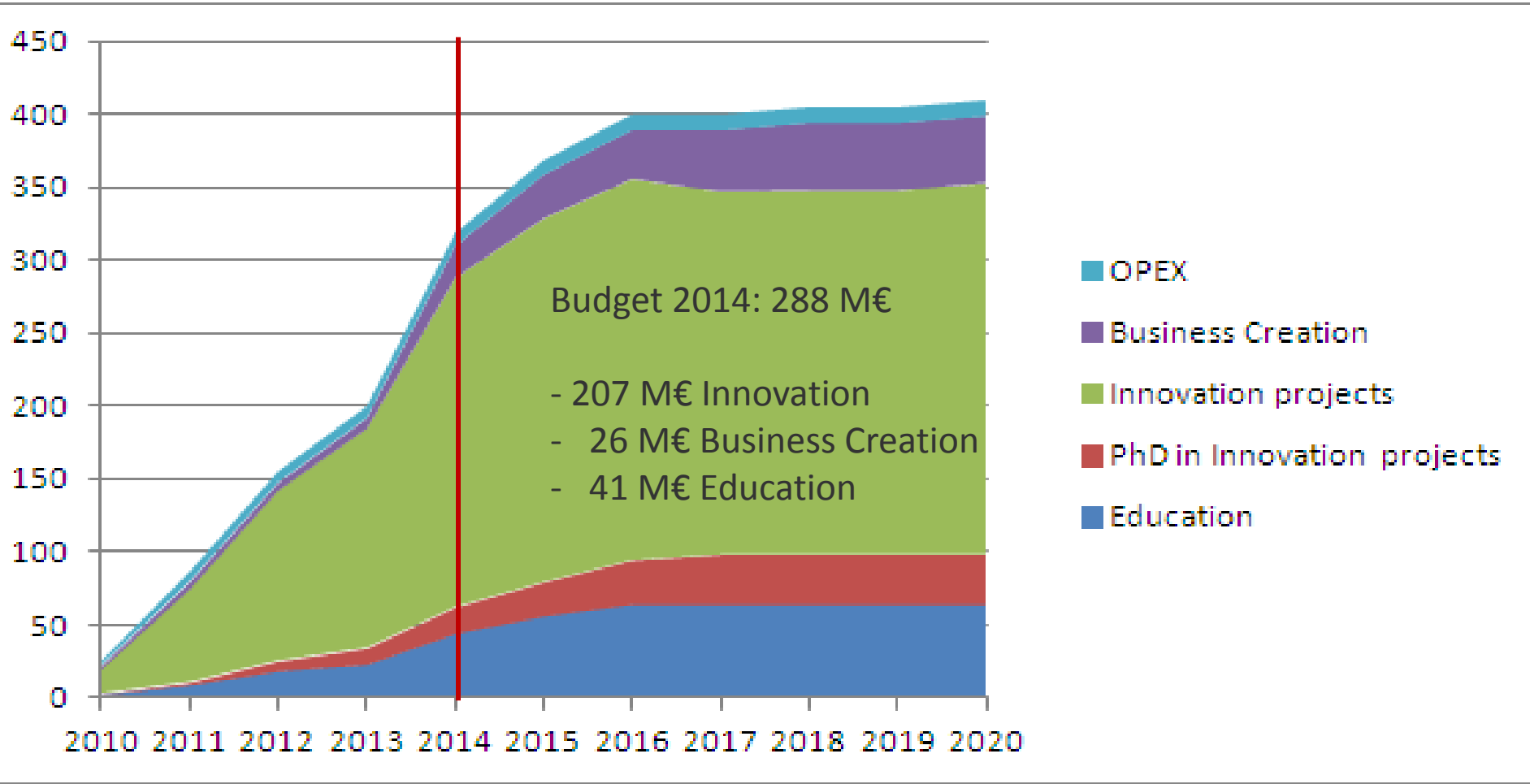
- 193 active

# 3 levels of partnership



	<b>Formal Partner</b>	<b>Associate Partner</b>	<b>Project Partner</b>
<b>Shareholder of</b>	KIC IE SE; Country office	Country office	---
<b>Governance rights</b>	KIC IE SE; Country office	Country office	---
<b>Leading projects</b>	yes	yes	no
<b>max. grant p.a.</b>	no limit	400k€	100k€
<b>Obligations cash</b>	100k€ p.a.	30k€ p.a.	---
<b>Obligations inkind</b>	900k€ p.a.	270k€ p.a.	---

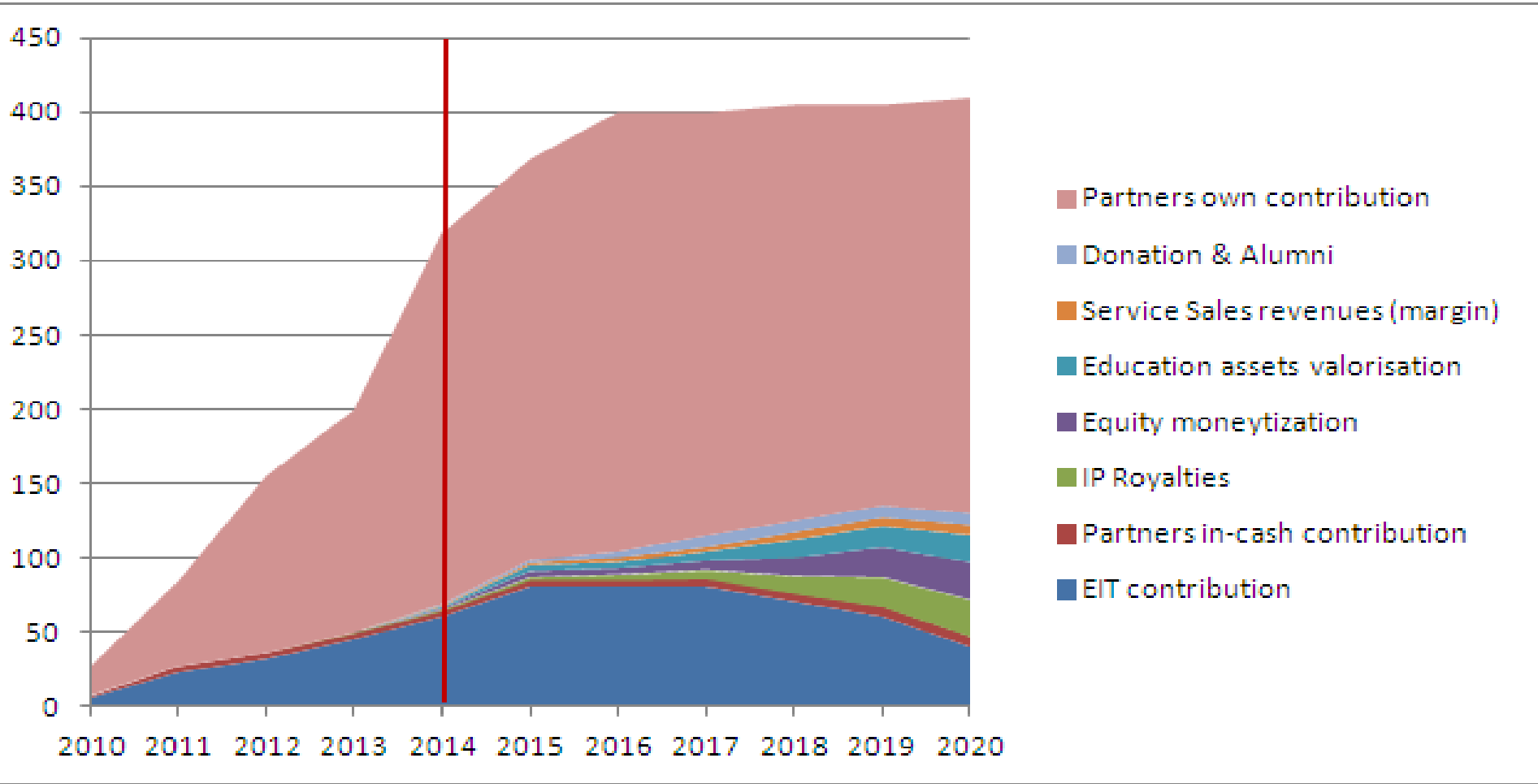
# Multiyear business plan : business line view



KIC InnoEnergy business plan budget (€m) split by business line 2



# Multiyear business plan : financial sourcing view



KIC InnoEnergy business plan financing (€m) split by source 2

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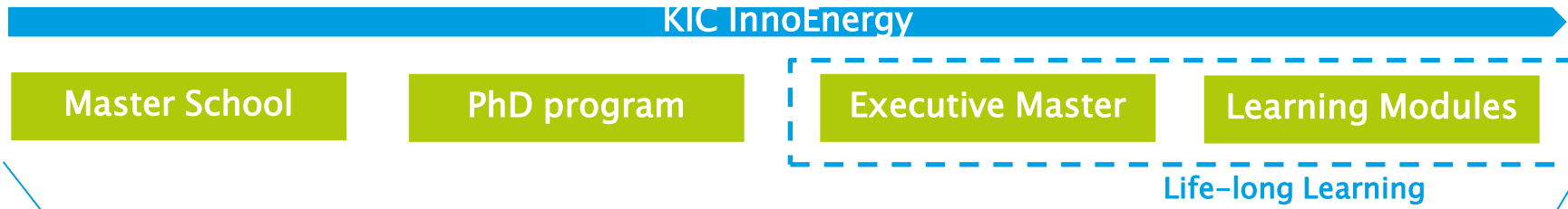
# *Education* *n*



# Supplying Excellence to the energy market



*146 graduates / 458 students enrolled*



**Focus: Sustainable Energy**

- **Technological Competence**  
driven by Industry demand & Engineering
- **Entrepreneurial Skills**  
transfer technology to business
- **Soft Management Skills**  
sustain success in the ecosystem



**Creating**

- Entrepreneurial talents matching energy market requirements
- Competitive advantage by complementing knowledge with business orientation

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# *Innovation*



## *118 projects selected*

- Commercialization of an innovative product or service*
- 3 < partners < 7*
- 2 European countries*
- Industrial partner involved in commercialization*
- ROI oriented (for KIC IE)*
- Max. 3 years*
- Funding up to 100% of the project (75% / 25% rule)*
- Funding not capped at companies' equity level*

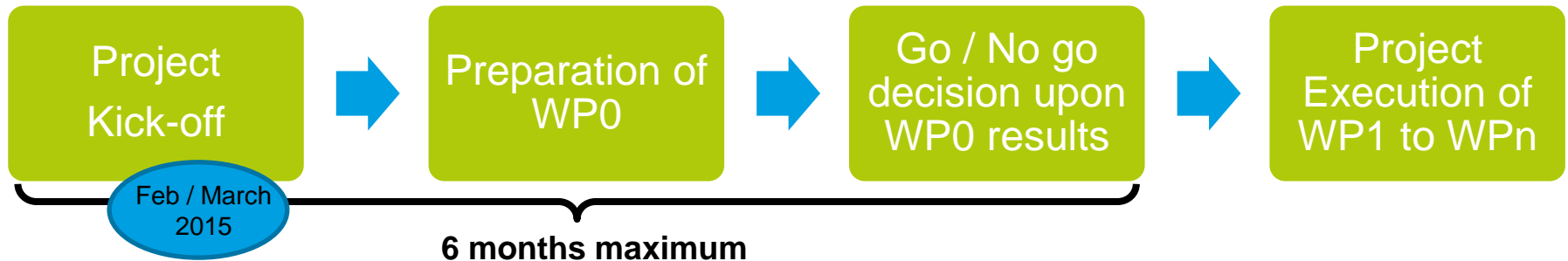
# Call for proposals 2014/2



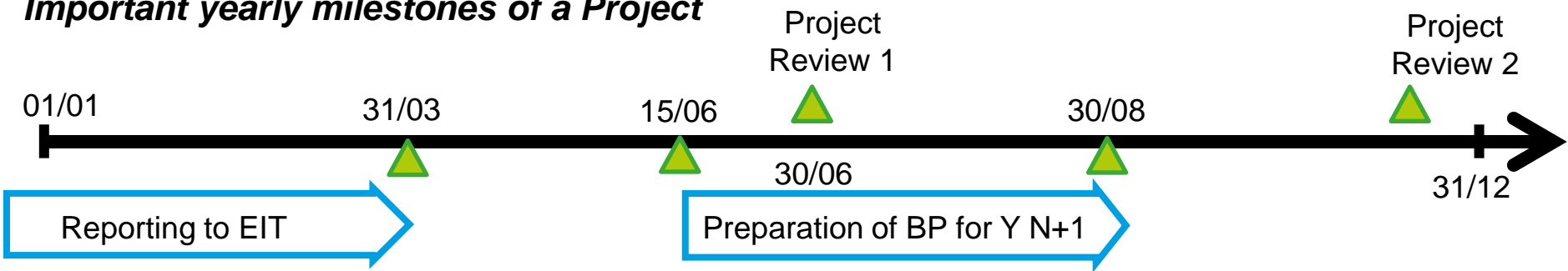
## Project Selection Process



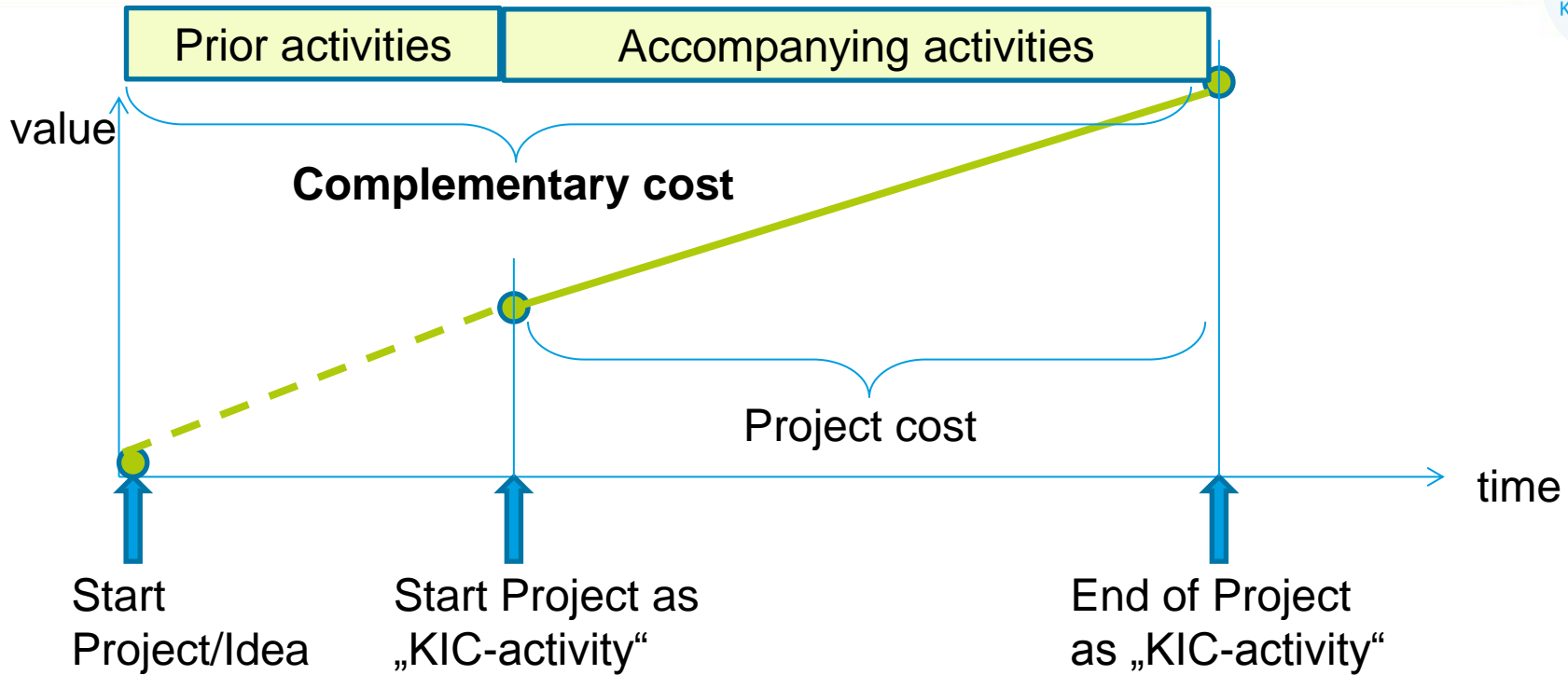
## Project Execution from WP0 to WPn



## Important yearly milestones of a Project



# KIC investment requires complementary activities



**Complementary Cost** = sum of all costs which are complementing the activity but are not part of the Project cost

<b>GAP (“eit-funding”)</b>	=	$\frac{25}{75}$	=	$\frac{1}{3}$
<b>Co-funding + Complementary costs</b>				

**For projects active during 2014**

**65** projects are currently active

**0.5 – 8 MEUR** project budget range (KAVA)

**2.6 MEUR** Average project budget (KAVA)

**61%** Average ratio of KIC funding / project budget (KAVA)

**Projects call 2013–1**

**50%** survival rate in WPO assessment

**Projects (last) call 2013–2**

**46** project proposals submitted

**26** projects to KIC Level Assessment Committee

**17** projects selected for funding



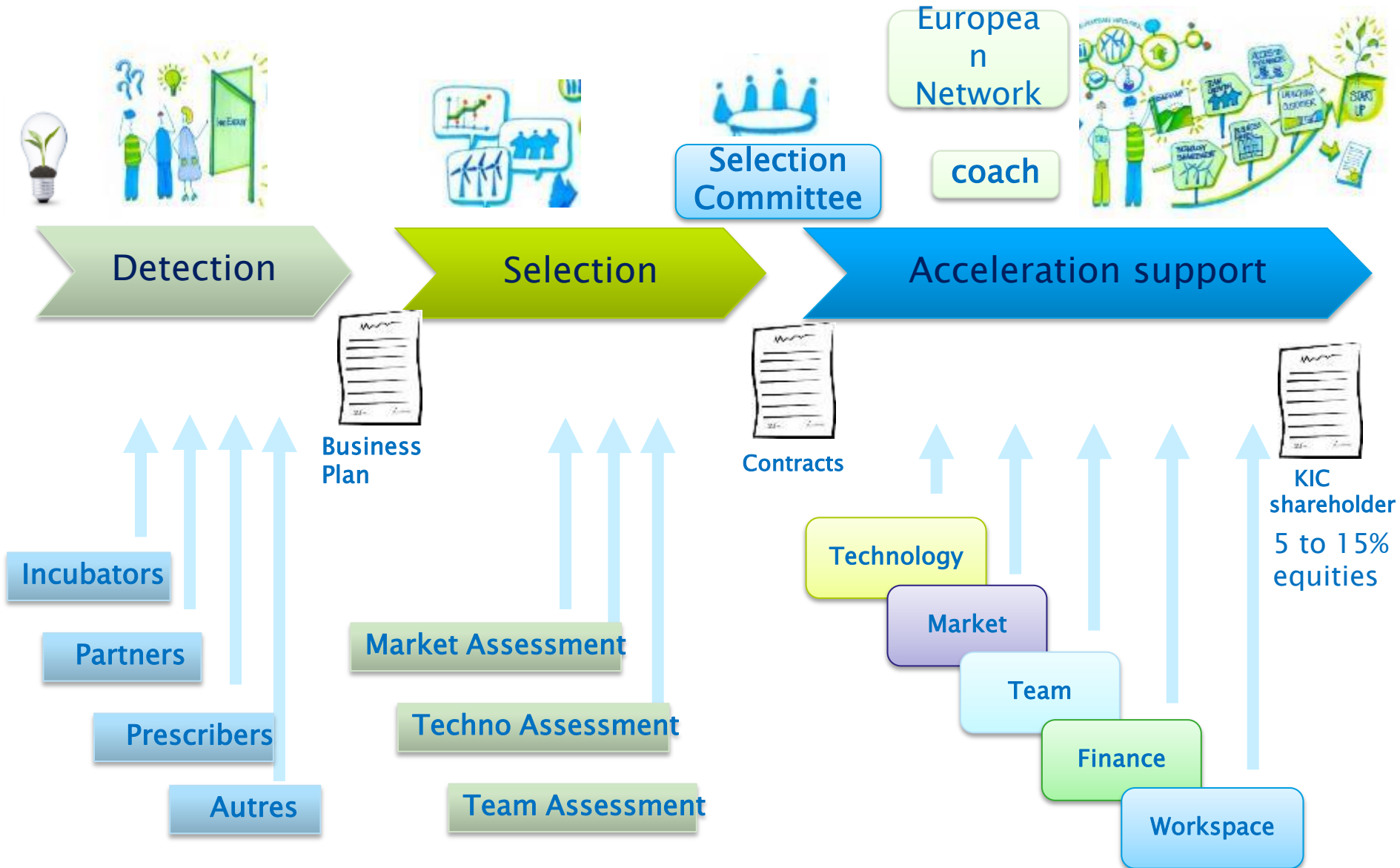
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# *Business creation*



## 73 start-ups



# French ventures



▪ AROL Energy: Biogaz valorisation [arol-energy.com](http://arol-energy.com)

▪ ATAWAY: Hydrogen Storage [atawey.com](http://atawey.com)

▪ AGRITHERMIC: Energy efficiency in greenhouses [agrithermic.fr](http://agrithermic.fr)

▪ ENERSTONE: Battery Management System [enerstone.fr](http://enerstone.fr)

▪ DRACULA TECHNOLOGIES: Printed solar cells [dracula-technologies.com](http://dracula-technologies.com)

▪ HELIOSLITE : New generation of solar trackers [helioslite.com](http://helioslite.com)

▪ ABATIA: Software for construction energy renovation, for individuals [abatia.fr](http://abatia.fr)

▪ AGRONERGY: Provider of heat from renewables [agronegy.fr](http://agronegy.fr)

▪ SOLOREA: Innovative solution to democratize access to solar energy [solorea.com](http://solorea.com)

▪ STEADYSUN: Global solar production forecasting solutions [steady-sun.com](http://steady-sun.com)

▪ NAWATECHNOLOGIES: High performance ultra-capacitors [nawatechnologies.com](http://nawatechnologies.com)

▪ STIMERGY: Domestic hot water using datacenter heat recovery [stimergy.com](http://stimergy.com)

▪ ENERGIENCY: Energy efficiency software for Industry [energiency.com](http://energiency.com)

▪ CYSALYS : Energy solutions for telecom relays in emerging countries

▪ SOLIUM : Off grid autonomous solar outdoors lighting [solium.fr](http://solium.fr)

▪ GULPLUG : innovative energy efficient magnetic electrical connection

▪ GRAMMA : energy and agronomy efficient PV greenhouse



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***“Research is the transformation of money into knowledge.  
Innovation is the transformation of knowledge into money.”***

*Geoffrey Nicholson, 3M*

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