

# Match-making – connecting innovators with investors

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Climate-KIC is supported by the  
EIT, a body of the European Union



# Climate KIC's Purpose

Started in 2010 and funded by the **European Institute of Innovation and Technology (EIT)**, Climate-KIC is one of the 7 Knowledge & Innovation Communities (KICs), and is Europe's leading public private partnership addressing climate change through innovation.

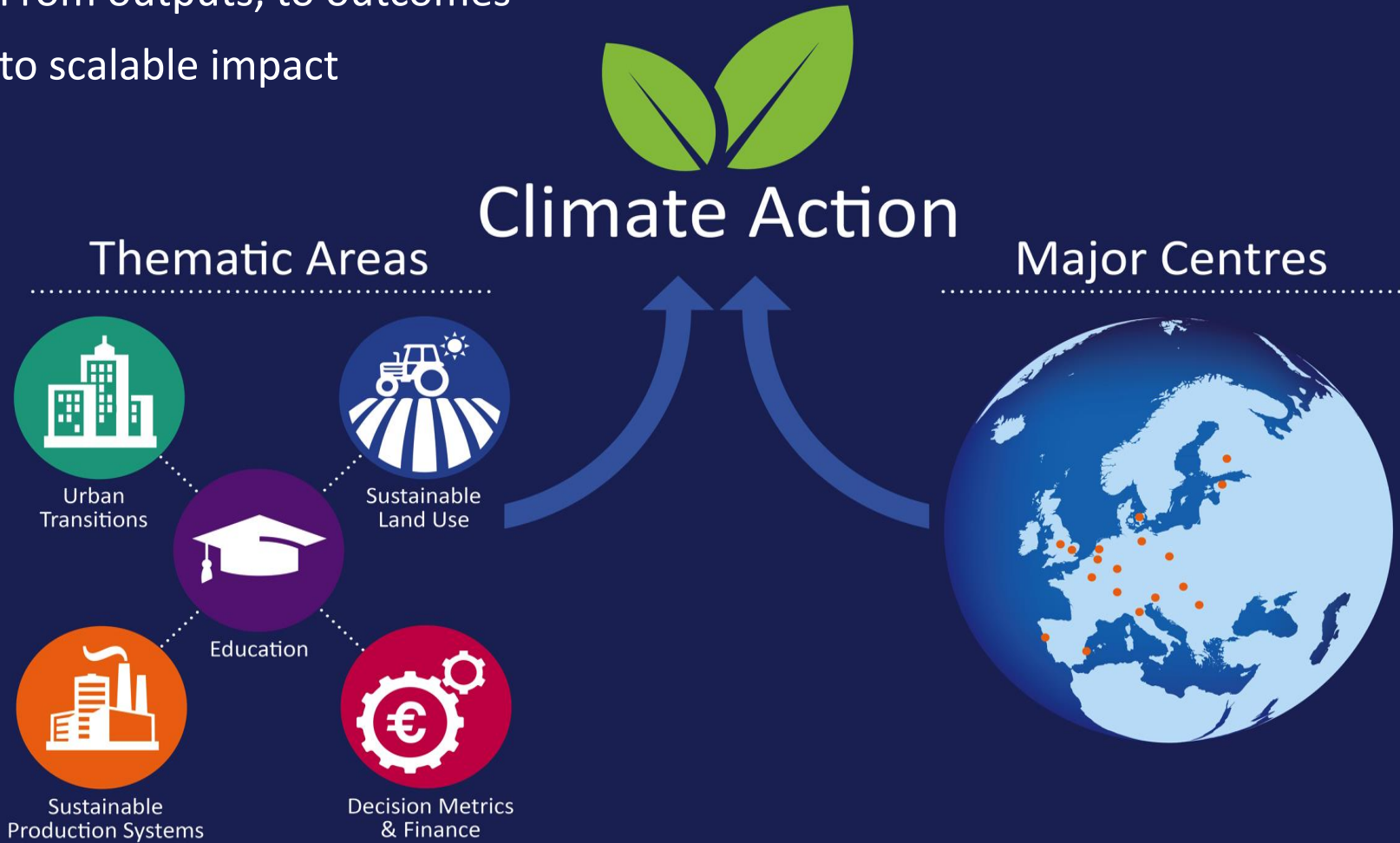
**Our vision:** To enable Europe to lead the global transformation towards sustainability

**Our mission:** We bring together, inspire and empower a dynamic community to build a zero carbon economy and climate resilient society



# How We Deliver Impact

From outputs, to outcomes  
to scalable impact



# What We Have Achieved

From outputs, to outcomes, to scalable impact

## Student Entrepreneurship

ALUMNI ASSOCIATION

1,600

Active change agents

JOURNEY SUMMER SCHOOL

22

Active European locations

303

Participants

>60

Business ideas generated

CLIMATHON

>1,000

Citizens

19 | 6

Cities

Continents

## Innovation & start-ups

CLIMATE LAUNCHPAD

28

Countires active in

>870

Applications attracted

316

ideas incubated in 2015

170

Start-ups

>€189m

Raised

>€6.5m

Reported capital attracted in 2015

## Flagships & scaling

5

Fagship programmes running

8

New innovation projects

42

New pathfinder programmes

AUS & NZ

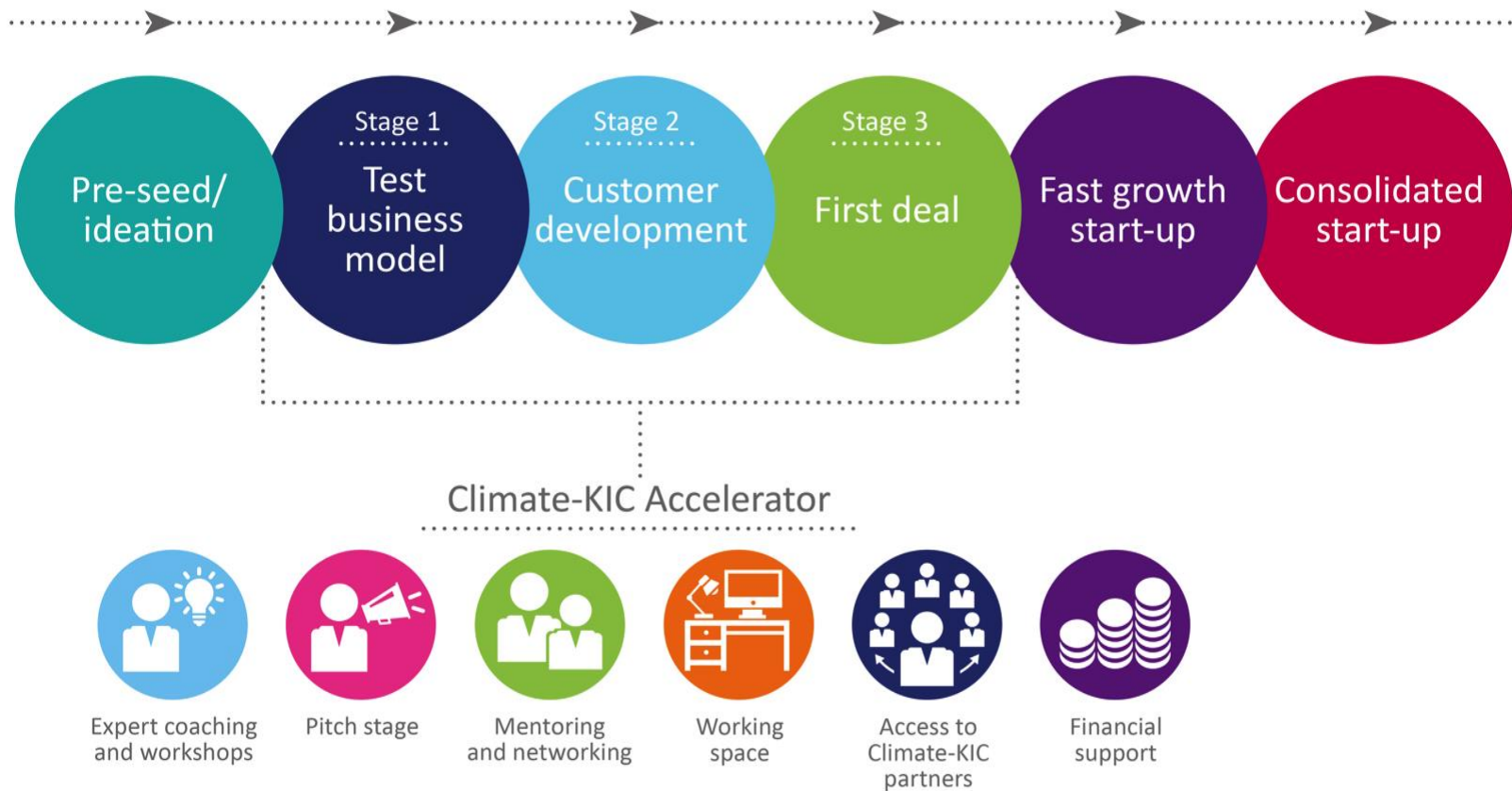
Outreach established  
Climate-KIC model opportunities

€1.8bn

Delivered in climate action

# Our Accelerator Program

A **three-stage program** providing financial resources and programmatic elements to make start-ups investment ready and/or market ready.



# Match-making: why is it needed?



## The Problem:

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The risks and returns of climate focused ventures are not always competitive with market rates (model is unproven, more externalities are factored in, etc.)

# Start-up side: create investment readiness

1

## Bridge the pioneering gap

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### What?

We provide seed financing to allow start-up to test the commercial feasibility of their idea

### Outcome

Some of the ideas will become mainstream and naturally attract investors

2

## Match-making events

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### What?

We organise events where start-ups and investors meet (Demo Days, Venture competition, etc.)

### Outcome

Investors have access to large amounts of start-ups in one location and vice-versa

3

## Networking/Partnering

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### What?

We integrate our start-ups in our innovation network and partner them with potential Clients to scale.

### Outcome

Start-ups are able to partner faster with big players to reach the desired scale

**Overall Target: De-risk the start-ups and making them investment ready**

# Investor side: Capital mobilization for climate

1

## Better decision metrics

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### Goal

Ensure investors are able to accurately assess risk-adjusted return related to climate.

### Examples

**ClimPax:** Climate impact rating for investment funds

**Start-up:** Carbon Delta

2

## Unlocking Investments

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### Goal

Develop novel approaches to mobilise investments to lead to climate change mitigation and resilience

### Examples

**LoCal:** Low Carbon Cities

**Oasis:** standardized calculations for catastrophic losses

3

## Educate decision makers

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### Goal

Ensure decision makers are as familiar with climate metrics as with earnings per share.

### Example

Equip leaders with competencies and professional qualifications

**Overall Target: Develop financial tools adapted to climate innovation needs (different risks, different return, etc.)**





[climate-kic.org](http://climate-kic.org)

Thank you!



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