

# Workshop

Innovation and  
entrepreneurship  
solving climate  
challenges

@ Lund University


16.5.2017



# Key Question:

How to access  
Climate-KIC possibilities,  
funding and  
network?



A wide-angle photograph of a massive glacier, likely Perito Moreno, flowing into a turquoise lake. The glacier's surface is jagged and blue-tinged. In the background, dark, rugged mountains rise under a blue sky with scattered white clouds. The foreground shows some dark, leafless trees and a rocky shoreline. A semi-transparent dark blue circle is overlaid on the right side of the image, containing white text.

**The climate challenge:**  
the urgent need for  
both mitigation and  
adaptation

# The climate challenge

- Urgent need for both mitigation and adaptation
- Combined action of business, academia, citizens and government
- Huge global risk, but great opportunity for creation of a green economy



# The climate challenge

The urgent need for both mitigation and adaptation:

- **2°C** is the guard rail for ‘manageable’ climate change
- **2015**: 1°C warming already
- **21c**: Higher frequency extreme weather
- **COP21** ‘pledges’ will only abate 50% of CO<sub>2</sub> emissions



An aerial photograph of a city skyline at sunset. The sky is filled with soft, colorful clouds in shades of orange, yellow, and blue. The city below is densely packed with skyscrapers and buildings. A large, semi-transparent blue circle is overlaid on the right side of the image, containing white text. The text reads: "Business opportunity: the biggest challenge facing mankind and our planet is also a unique opportunity".

**Business opportunity:**  
the biggest challenge  
facing mankind and our  
planet is also a unique  
opportunity

# Business opportunity

The biggest challenge facing mankind and our planet is also a unique opportunity:

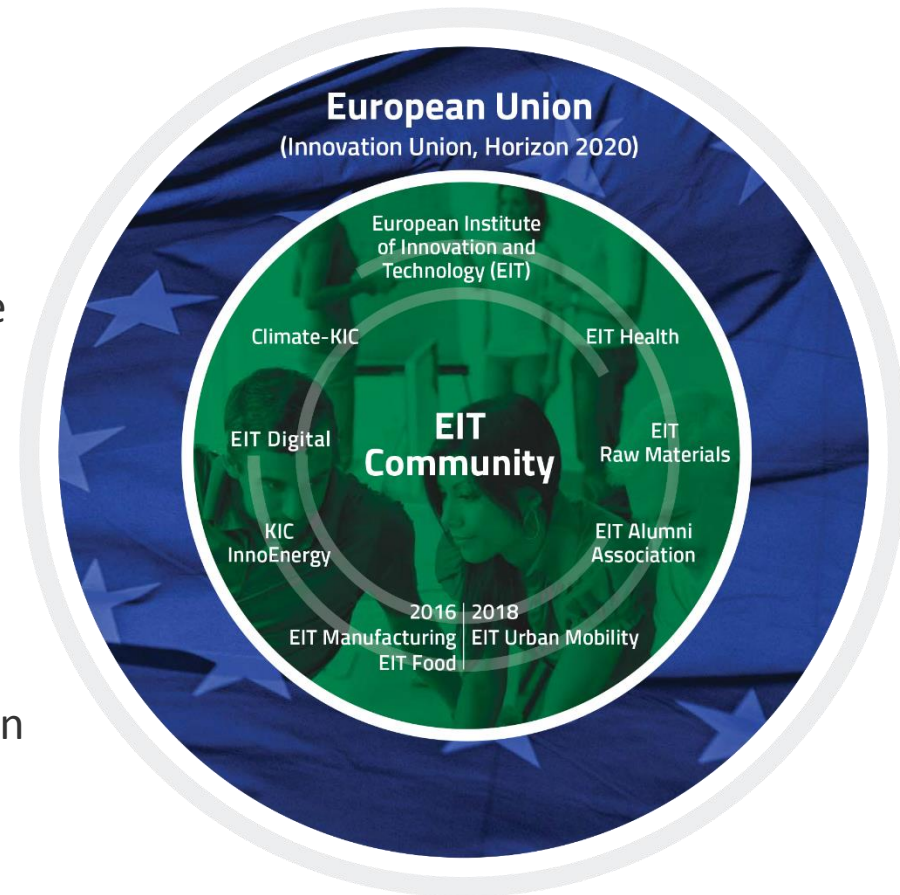
- \$5.5 trillion market for low carbon technology and products
- Climate-KIC in key position
- Climate-KIC can lead for Europe: new technology and policy, new businesses, new jobs
- Co-benefits for health, resource use, food and mobility



# Climate-KIC started in 2010

Climate-KIC is the EU's largest public private partnership addressing climate change mitigation and adaptation:

- Created in 2010 by the European Institute of Innovation and Technology (EIT)
- Climate-KIC supports the EIT bringing innovation to market quickly by working with partners from across Europe – something they couldn't do on their own





# Knowledge & Innovation Communities (KICs)

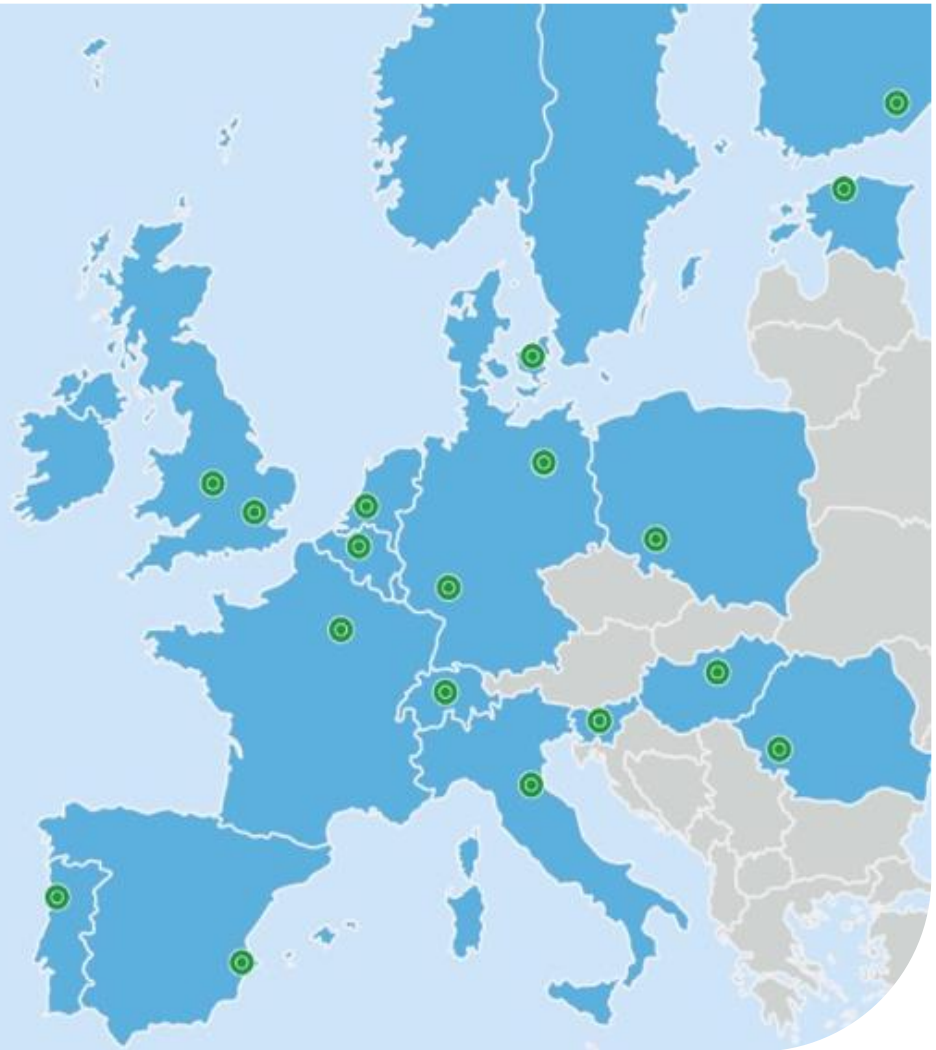
The EIT has created a family of KICs to address societal challenges through a unique model of innovation

- KICs integrate all elements of the knowledge triangle – business, research and higher education – in order to boost innovation:
  - from idea to product
  - from lab to market
  - from student to entrepreneur
- The EIT family is growing with 5 current KICs and 2 new additions in the pipeline

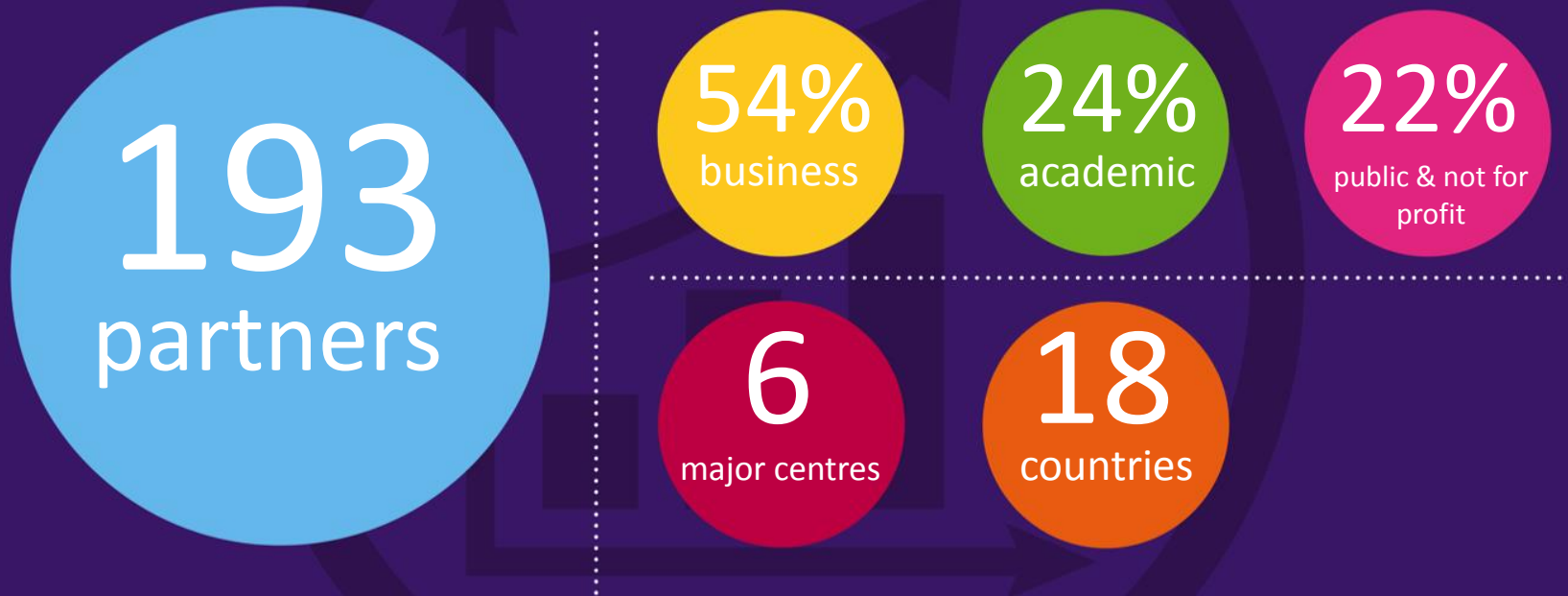


# Where we operate

- We work across Europe, with offices in 18 European locations



# Our partner community



# Core Partners



Imperial College  
London



Universiteit Utrecht

**ETH**

**TNO** innovation  
for life



Schiphol  
Group

**TU Delft** Delft  
University of  
Technology



**Deltares**  
Enabling Delta Life



**IVACE**  
INSTITUTO VALENCIANO DE  
COMPETITIVIDAD EMPRESARIAL

**KLM**

**UPMC**  
SORBONNE UNIVERSITÉS

UNIVERSITY OF  
COPENHAGEN

**ASTER**

UNIVERSITÉ DE  
VERSAILLES  
SAINT-QUENTIN-EN-YVELINES



**JÜLICH**  
FORSCHUNGSZENTRUM

**ENGIE**

**DTU** Danmarks  
Tekniske  
Universitet

**GFZ**  
Helmholtz Centre  
POTSDAM



**cea**

**WAGENINGEN UR**  
for quality of life

**Birmingham City Council**

**Bayer** Technology Services



# Climate-KIC Nordic Partners

Total: 26 Core: 6

## Academia

- Aalto University
- Aarhus University (pending)
- **Chalmers**
- Chalmers Ventures (SE)
- **DTU**
- Helsinki University (pending)
- Johanneberg Science Park (SE)
- Lund University
- NTNU
- Scion DTU (Science & Tech Park)
- **University of Copenhagen**

## Cities and Regions

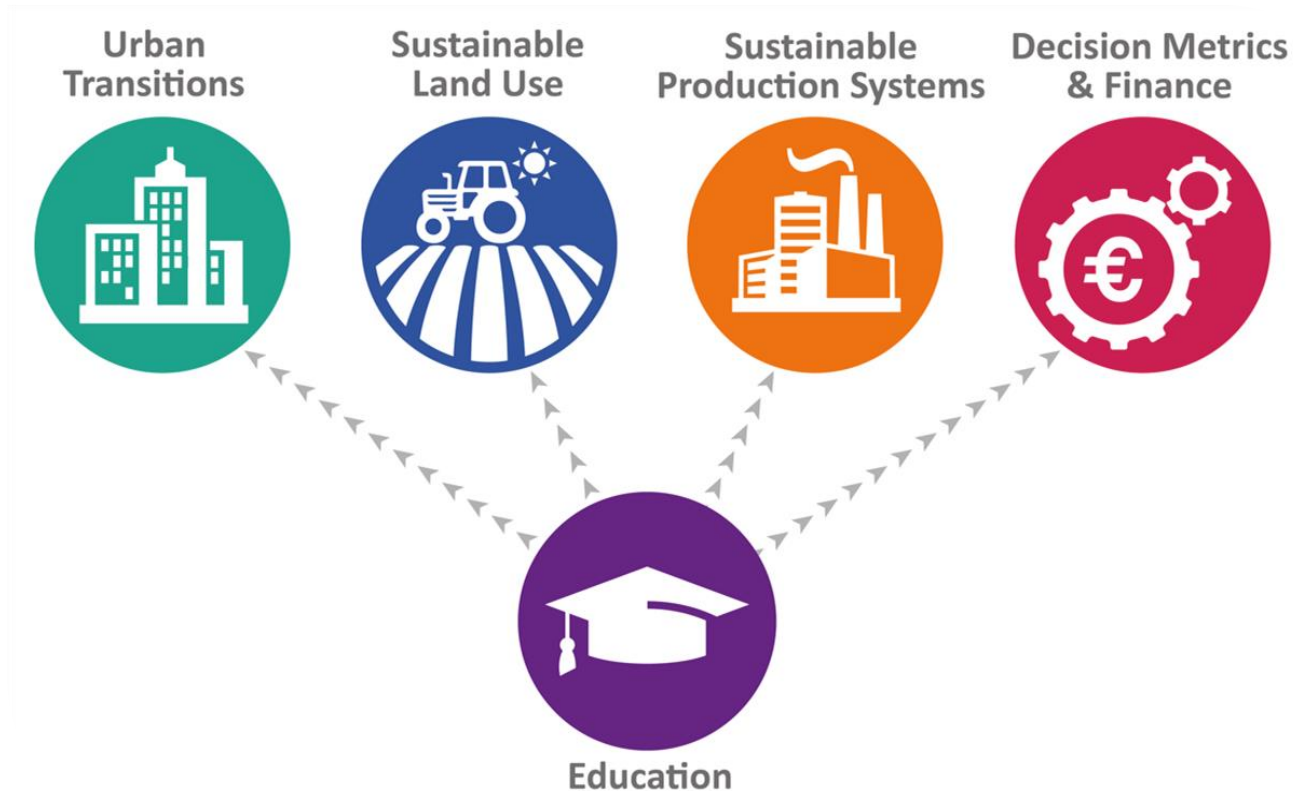
- Aarhus
- Copenhagen
- Göteborg
- **Helsinki**
- Helsinki Uusima Region
- **Malmö**
- Stavanger (pending)
- Trondheim (pending)
- Vejle

## Companies

- COWI DK
- COWI SE
- **E.ON**
- NTU
- Rockwool
- Trivector

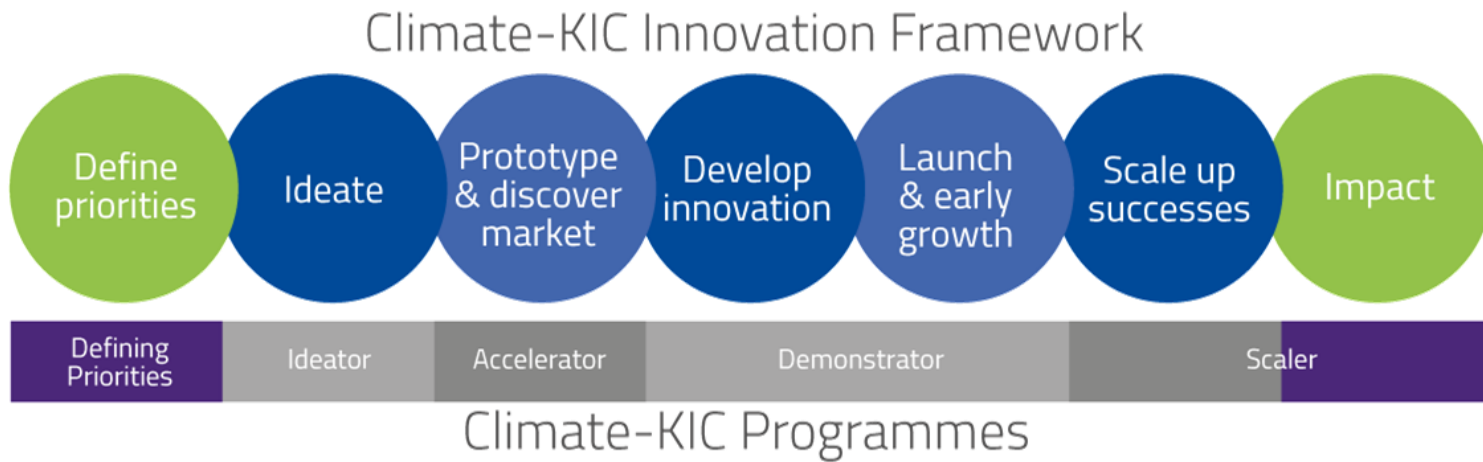
# What we do

We address climate change across four priority themes:



# Our business model

- An end-to-end approach that supports, rather than dictates progress:



# The Education portfolio

Climate KIC's Education inspires, empowers and helps visionary climate leaders of the future.

Education's portfolio programmes are the most challenging of their kind. Where ideas are the oxygen of change, we fuse radical, disruptive, new thinking from education and innovation with smart, incisive skills from business.



GRADUATE

Journey

Greenhouse

Catapult<sup>PHD</sup>

Spark

PROFESSIONAL

Climathon



# Mobilizing Students for creating climate impact

## Case Competitions



- Case competitions connect a corporate climate related challenge with bright university students
- In 2016, 30 students from Nordic Universities participated in a competition by on a challenge from Novozymes
- Hosted by UCPH, Innovation Hub, and Climate-KIC
- Inspirational talk by UN on the UN Sustainable Development Goals
- Jury from Climate-KIC, UCPH and Novozymes
- Two prizes: collaboration with Novozymes and coaching by Climate-KIC

[Event description UCPH](#)



## The Journey



- The Journey is a 5 week summer school traveling across Europe.
- Since 2010, The Journey has been one of the most successful products of the Climate KIC Education portfolio
- It aims at fostering entrepreneurial thinking among students and future entrepreneurs.
- DTU and other Nordic university partners have hosted 3 Journeys a year for the past 3 years

[About the Journey](#)

# Mobilizing partners and engaged citizens

## Ideating with partners



### Ideation Day, 1 September

- 70 participants
- DTU
- Inspirational talks by COWI, Skanska, Rockwool and IKEA
- 20 project pitches
- Jury representation from Themes and industry
- 15 prizes (€5-15.000)
- Great feedback and learnings for next time (27 January 2017)
- Storify
- Flickr album

## Climathon –city challenges



- Climathon is a global 24-hour climate change event which takes place simultaneously in major cities around the world once a year.
- Climathon brings together the challenges of the world's cities with the people who have the passion and ability to solve them.
- In 2015 25 people participated in the Copenhagen event
- Challenges was put forward by the City of Copenhagen
- The winning team was provided with coaching by Climate-KIC and have now formed a company: DoubleU

Double U Climathon winner 2015

Flicker Climathon Copenhagen

#climatejourney16

# The Journey 2016

And what a fantastic journey it was!

## Participants said!

"Incredible experience. Overall extremely grateful for everything and cannot wait to see how this impacts the beginning of the rest of my life."



"Overall, this was one of the best educational experiences I have ever had. Not only did I learn a lot and push myself, but I also had an amazing time while doing it!"

## Numbers Don't Lie



13  
European  
locations



223  
students



46  
nationalities



50  
disciplines

#climatejourney16

## True that!



46 business ideas



12 awesome coaches



17.889 WeSpire points



54 sleepless nights

363  
tweets

280  
Instagram posts



JOIN US NEXT YEAR!

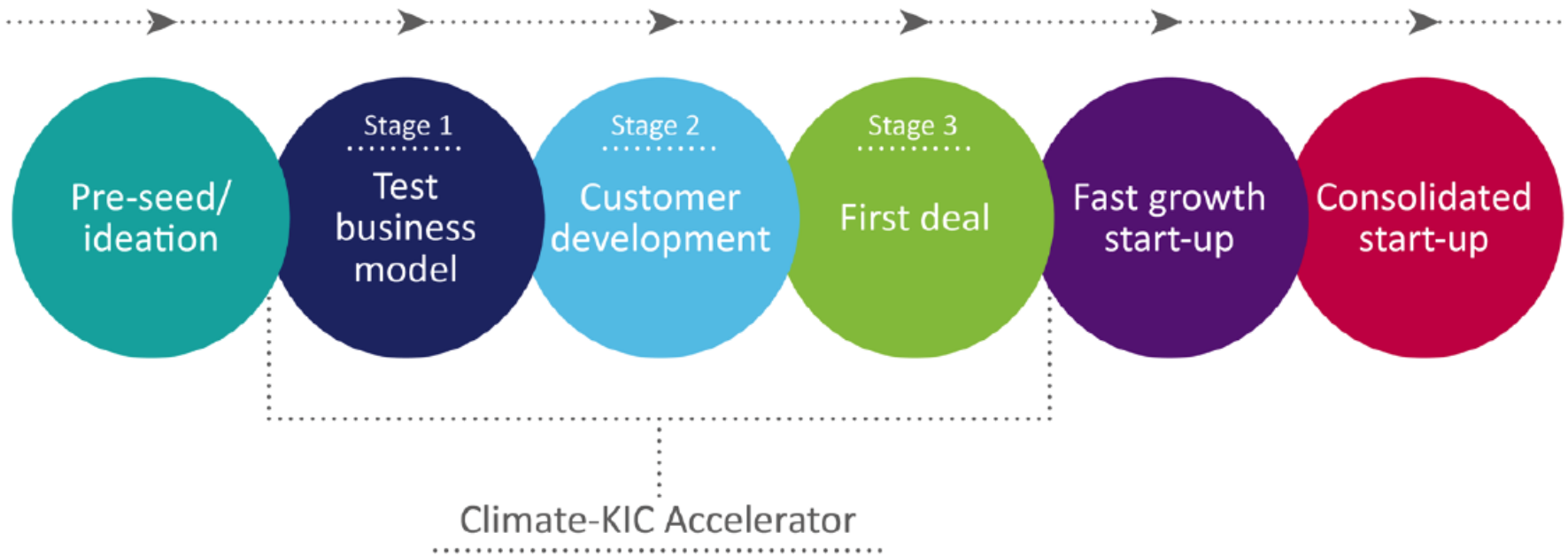
# Greenhouse

Enabling coming entrepreneurs to test out sustainable business ideas in a semi-protected environment. The Greenhouse is a valuable route into the accelerator and rest of the Innovation pipeline, offers climate impact and supports personal/professional growth.

- For early-stage start-up teams to work part-time on their idea, market analysis, prototype and test viability of their business model.
- Business coaching & workshops
- Up to €5,000 grant for materials, services and conferences relevant to the project



# Climate-KIC Accelerator



# Acceleration services



Expert coaching  
and workshops



Pitch stage



Mentoring  
and networking



Working  
space



Access to  
Climate-KIC  
partners



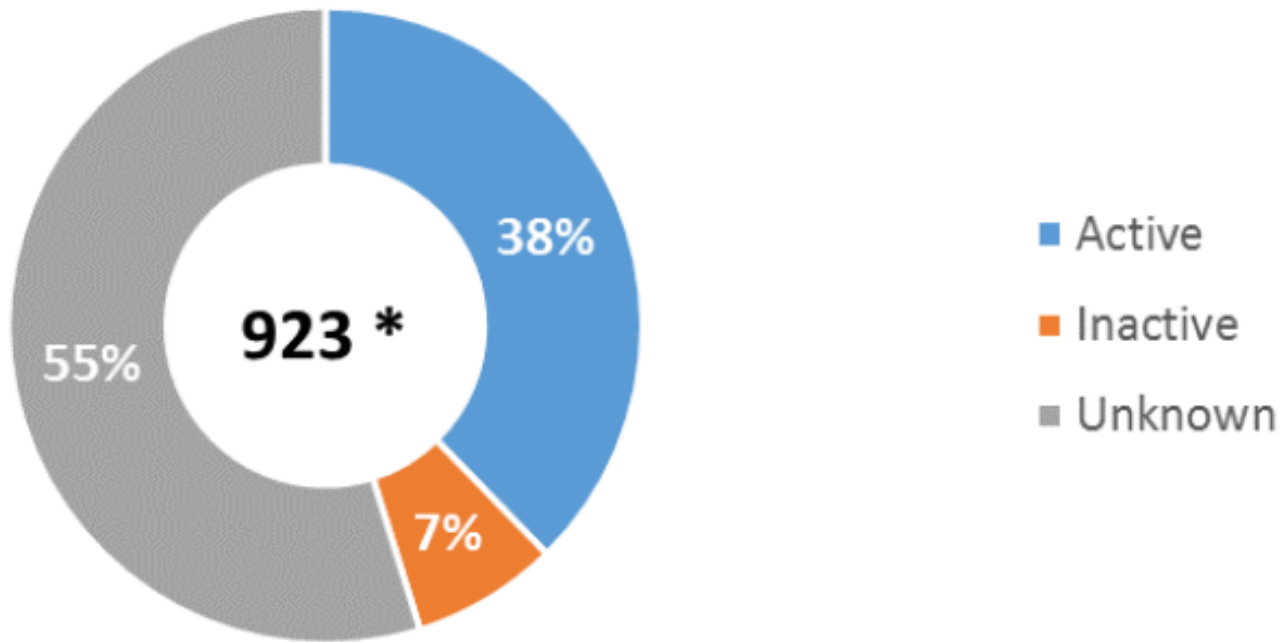
Financial  
support

## Financial support and duration

Stage 1	Stage 2	Stage 3
0 – 20k €	5k – 25k €	20k – 50k €
3 – 6 M	3 – 6 M	6 – 9 M

# Climate-KIC Accelerator Status

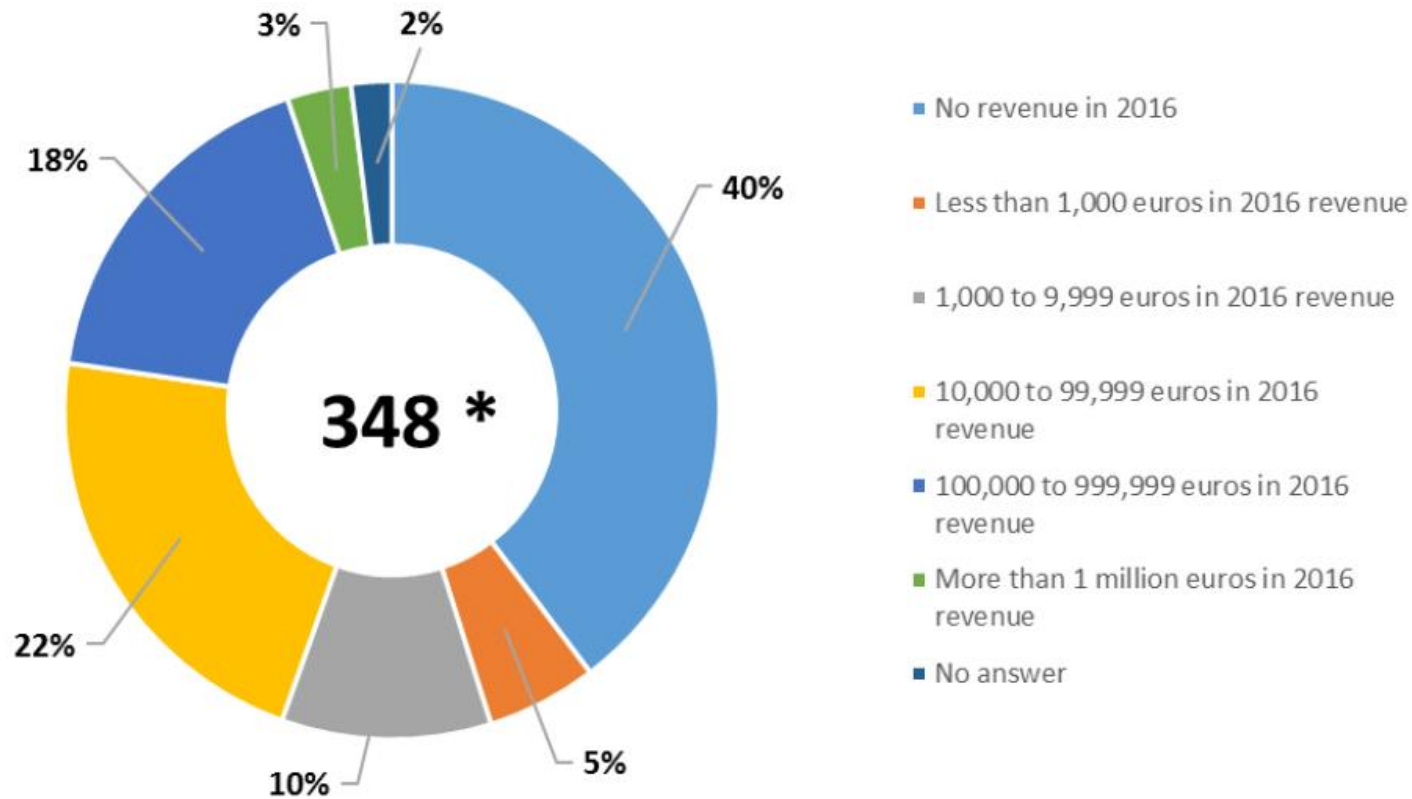
Status of start-up portfolio all-time  
as of 31 December 2016 (%)





# Climate-KIC Accelerator Status

Estimation of revenues generated by start-ups in 2016



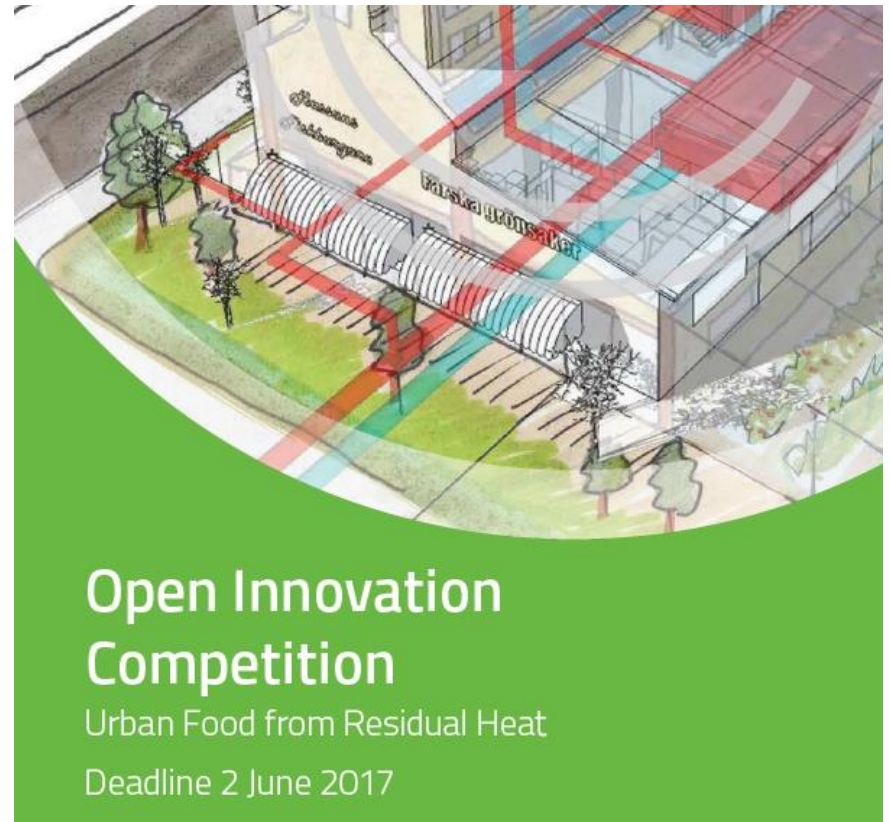
# Open Innovation Competition

## Urban Food from Residual Heat – Deadline June 2<sup>nd</sup> 2017

Establish urban food production sites in the cities of Malmö, Lund, Oskarshamn and Bjuv, which will use waste heat from nearby industry as their main input.

Prize money available for those participants involved in each stage of the competition.

Two million SEK has been reserved for those involved in the final solution.



# Catapult - PhD Summer School – Circular economy

20<sup>th</sup> August – 2<sup>nd</sup> of September – in Gothenburg and Frankfurt



# Climathon

**Empowering people to define the solutions we need**

Giving citizens around the world a say



# Timeline

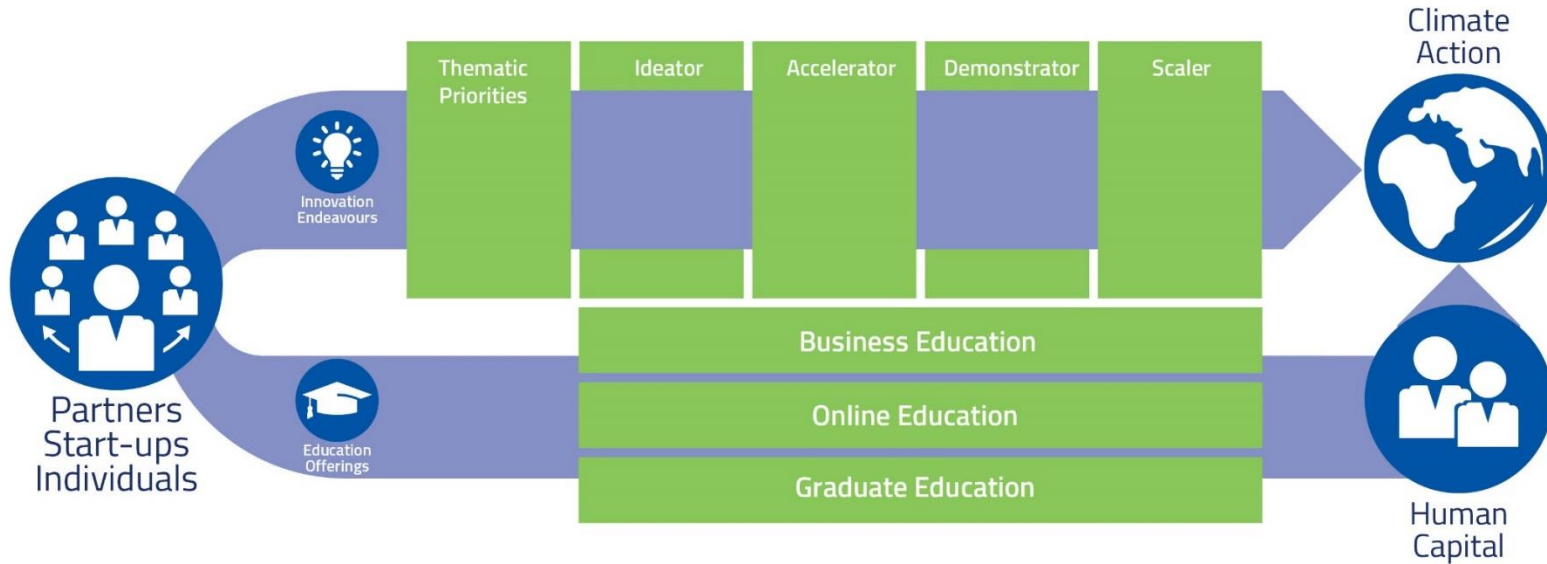
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# Backup on Education

# Our business model

## Innovation Framework Programmes



# Thematic Priorities

## Objective:

Develop the strategy and priorities of the Theme

## Partner Engagement:

- Participation in events, workshops and meetings to stimulate and refine the strategy
- Consulted on stakeholder and systems mapping
- Engaged in primary & secondary studies, analysis and research eg. market surveys, identifying barriers to innovation





# Ideator

## Objective:

Refine ideas to create innovation opportunities

## Partner Engagement:

- Participation in events, workshops, meetings and experimental formats for ideation and co-creation
- Partner calls for Pathfinder projects three times a year
- RFPs to host Climate Launchpad locations
- RFPs to deliver experimental ideation formats eg. competitions, online tools



# Accelerator

## Objective:

Accelerate innovation opportunities through business model validation

## Partner Engagement:

- Partner calls for Partner Accelerator projects, three times per year
- RFPs for hosting Start-up Accelerators multi-annually
- RFPs for Masterclasses



# Demonstrator

## Objective:

Demonstrating that the innovation works in context and can be deployed at scale

## Partner Engagement:

- Participation in pre-call collaboration and co-creation meetings and workshops
- Partner call for Demonstrator projects, currently once per year
- Requests for Demonstrator support eg. coaching, expert help



# Scaler

## Objective:

Speed-up the achievement of scale, where Climate-KIC can help

## Partner Engagement:

- Participation in events, workshops, meetings to identify scaling opportunities
- Open RFPs for structured scaler activities
- Requests for scaler support e.g. brokering connections





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



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