



# European Accelerator for positive climate impact start-ups!

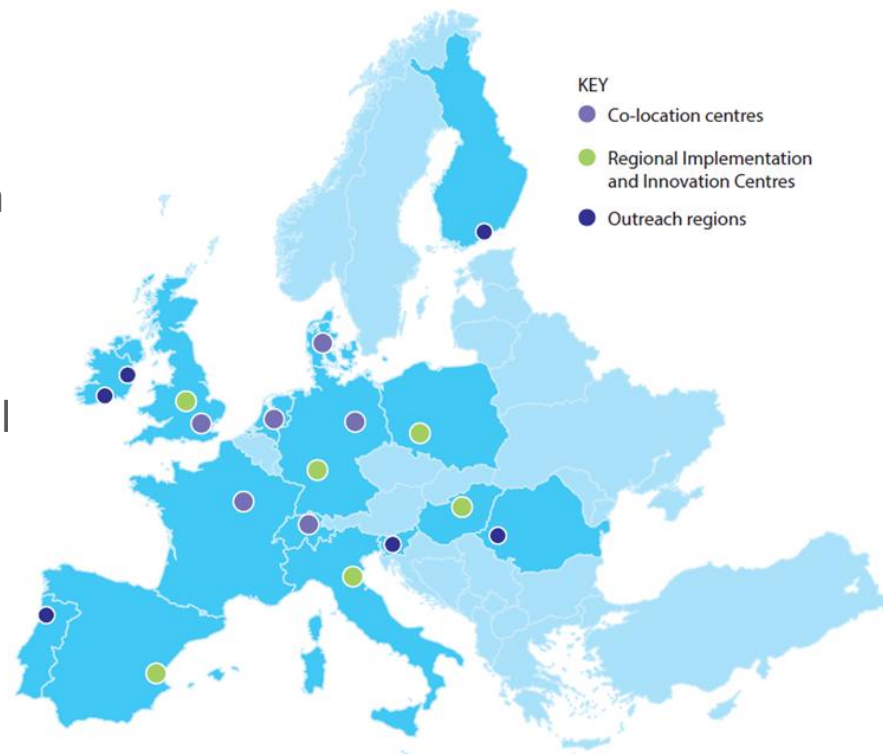
# Climate-KIC started in 2010...

- Climate-KIC is one of the first three Knowledge & Innovation Communities (KICs)
- Created in 2010 by the European Institute of Innovation and Technology (EIT)
- The EIT is an EU body whose mission is to create sustainable growth
- Climate-KIC supports this mission by addressing climate change mitigation and adaptation
- Climate-KIC brings innovation to market quickly by working with partners from across Europe – something they couldn't do on their own



# Climate-KIC started in 2010...

- Climate-KIC is the EU's largest public private partnership addressing climate change
- **Mission:** we bring together, inspire and empower a dynamic community to build a zero carbon economy
- **Vision:** to enable Europe to lead the global transformation towards sustainability



# The climate challenge

- Urgent need for both mitigation & adaptation
- Combined action of business, academia, citizens & government
- Huge global risk, but great opportunity for creation of a green economy
- Climate-KIC in key position



Impact for:

CLIMATE

ECONOMY

SOCIETY



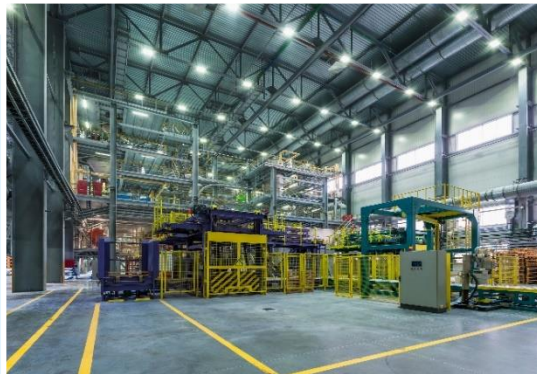
..which Climate-KIC addresses...



**Sustainable land use**



**Decision metrics and finance -  
Climate accounting**

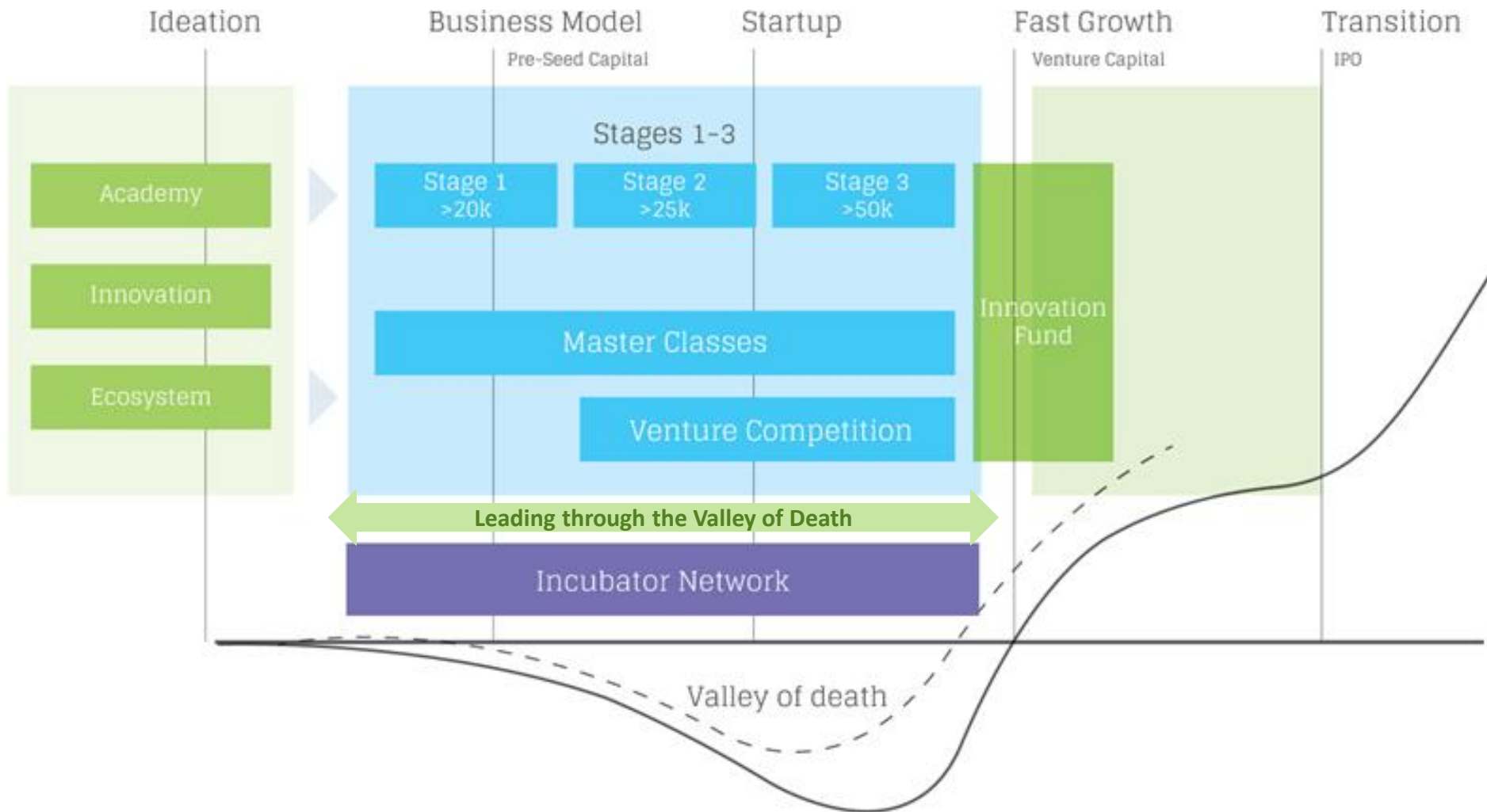


**Sustainable production systems**



**Urban transitions - cities where  
we live**

# Accelerator program





# Accelerator Stages

---

## Stage 1 (up to 20.000€): Develop your business model

The first stage of the accelerator is intended to help early stage Startups refine and develop their specific business model.

## Stage 2 (up to 25.000€): Get out of the building

The second stage builds on the first stage and helps move startups with a well-formulated business model to the next phase: validation and customer acquisition.

## Stage 3 (up to 50.000€): Deliver your first deal

The last stage aims to prepare fully fledged startups for future investment rounds and scaling.

# Acceleration of start-ups

- Business coaching
- Business modeling
- Customer development
- Finance & negotiations
- Pitching & Startup Tours
- Market entry's
- ***Investable new climate impact ventures***





# Eligibility

## The French Accelerator Program is made for:

- Incorporated or soon to be incorporated French start-ups
- Innovative start-ups with tangible impact on climate mitigation/ adaptation.

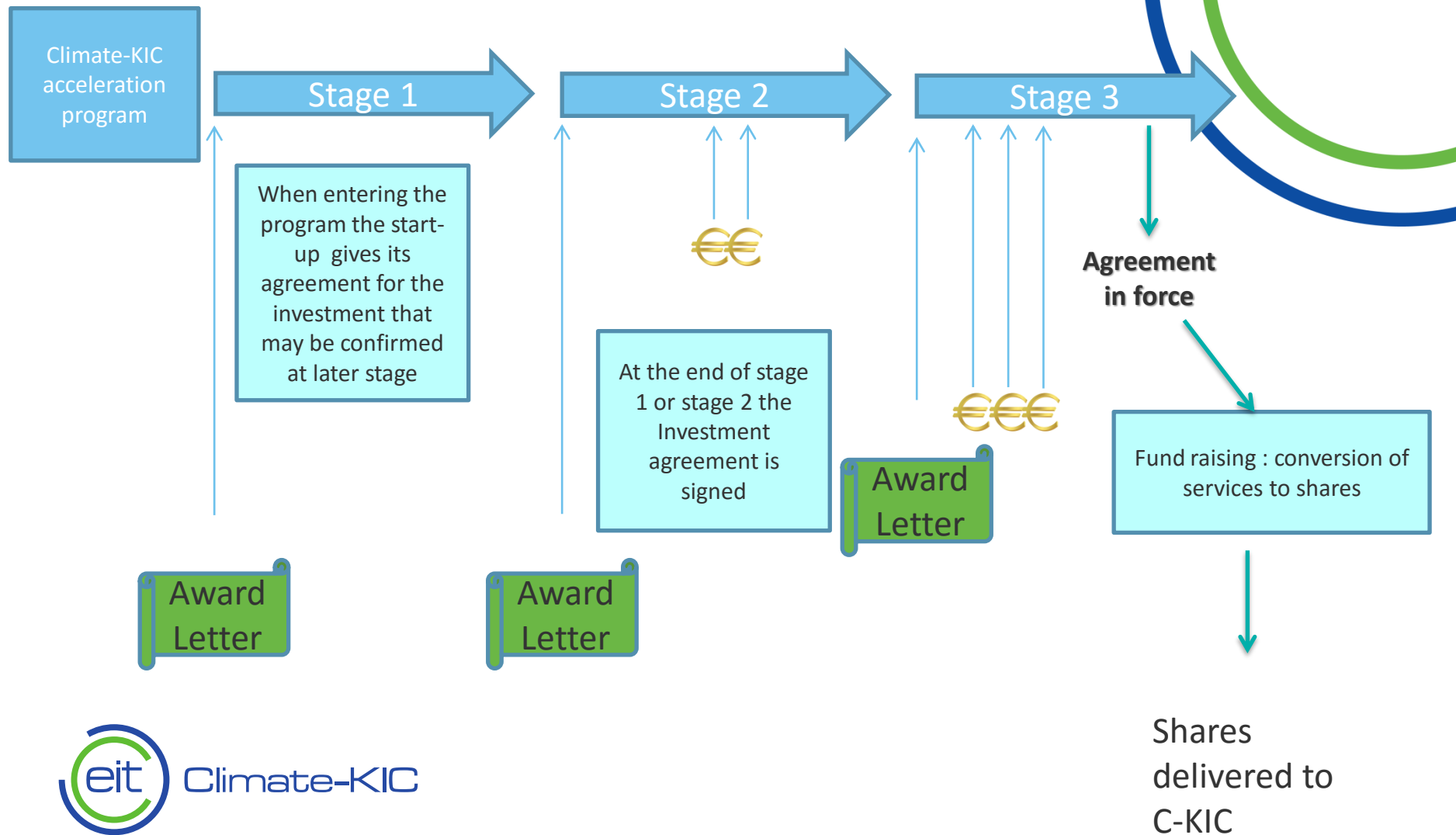
## Terms and conditions of financial support:

- The grant is to cover actual eligible cost reimbursement request. KIC transfers money to the start-up on the basis of a written payment request (with corresponding bills). For external services, the start-up shall award the contract on a best value for money basis.
- Max 60.000 per year (until December 31<sup>st</sup>)
- No Salary costs will be reimbursed / reimbursements made on duty free basis.

# Current Equity Scheme

- Parties:
  - *Climate-KIC Holding, BV (NL)*
  - *The existing shareholders*
  - *The Company*
- Principle (agreed in sub-award letters Ph1 or Ph2):
  - *The Company agrees to grant Equity in the Company to Climate-KIC in exchange of the services (and funding). Climate-KIC is an observer to the company's board w/o voting rights.*
- Climate-KIC services: **value at 125k€ for the 3 stages.**
  - *the services supported the series of grants (Stage 1, Stage 2, Stage 3), plus the own services by Climate-KIC*
  - *The services are converted into share at the price of the next investment round in the company. The valuation is capped at 2.5M€ (i.e. dilution limited at 5%)*

# Implementation of the scheme





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



The EIT is a body of the European Union