European Accelerator for positive climate impact start-ups!

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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

Sustainable production systems

Decision metrics and finance - Climate accounting

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 31st)
- 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

Stage 1
- Climate-KIC acceleration program
- When entering the program the startup gives its agreement for the investment that may be confirmed at later stage

Stage 2
- At the end of stage 1 or stage 2 the Investment agreement is signed
- Award Letter

Stage 3
- Agreement in force
- Fund raising: conversion of services to shares
- Shares delivered to C-KIC