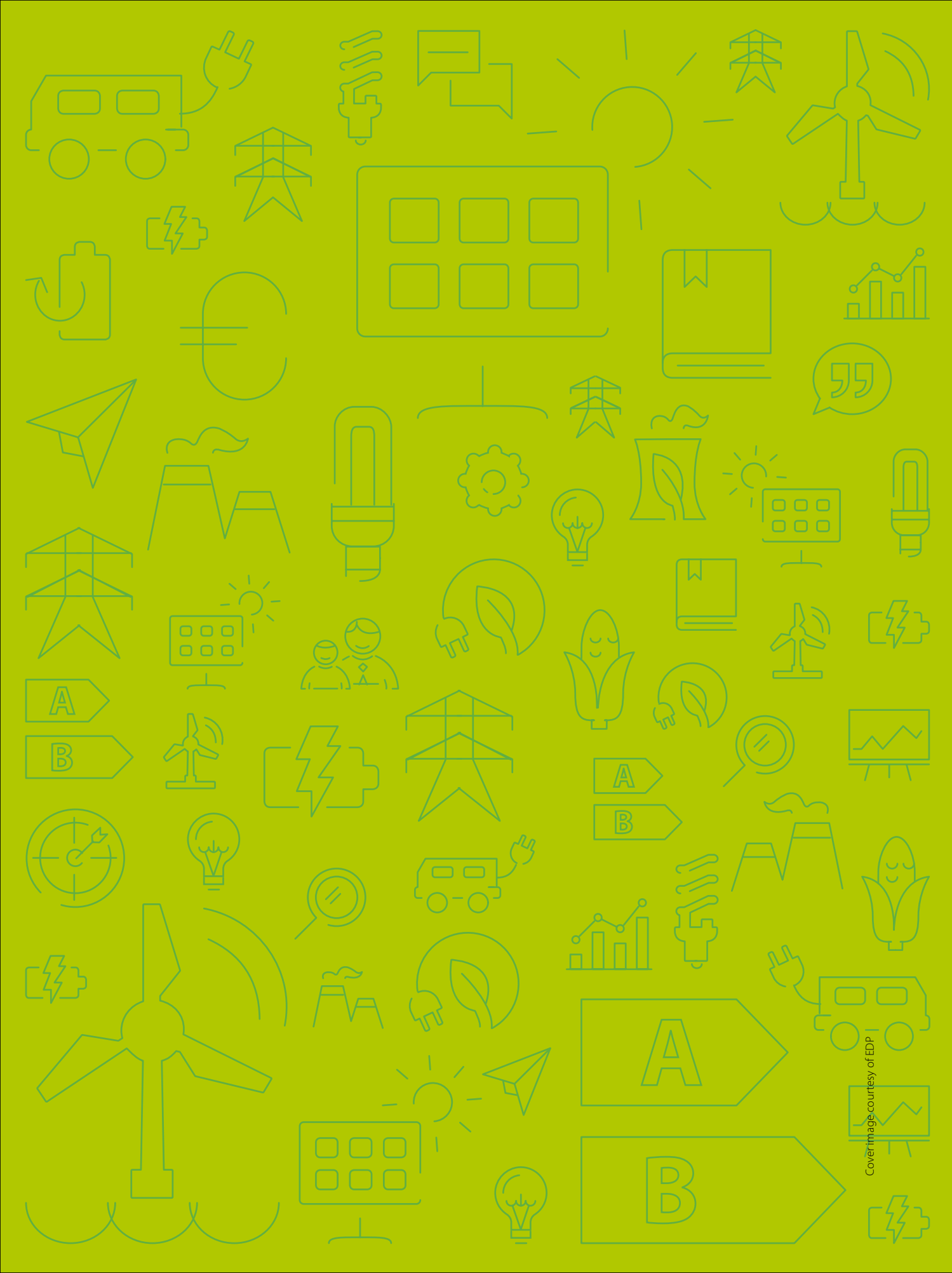


# Engineering Innovation

**A sustainable energy future for Europe**





Cover image courtesy of EDP

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## Welcome to KIC InnoEnergy

The challenge is big, but our goal is simple: to achieve a sustainable energy future for Europe. Innovation is the solution. New ideas, products and solutions that make a real difference, new businesses and new people to deliver them to market.

At KIC InnoEnergy we support and invest in innovation at every stage of the journey – from classroom to customers. With our network of partners we build connections across Europe, bringing together inventors and industry, entrepreneurs and markets, graduates and employers, researchers and businesses.

We work in three essential areas of the innovation mix:

- Education to help create an informed and ambitious workforce that understands what sustainability demands and industry needs.
- Innovation Projects to bring together ideas, inventors and industry to create commercially viable technologies that deliver real results.
- Business Creation Services to support entrepreneurs and start-ups who are building sustainable businesses that expand and enhance Europe's energy ecosystem.

Thank you for taking the time to read this brochure. At KIC InnoEnergy, we are creating and connecting the building blocks for the sustainable energy industry that Europe needs. In the following pages you can find out how we are doing it.

**Diego Pavía**  
CEO, KIC InnoEnergy

## About KIC InnoEnergy

# A sustainable future for Europe's energy sector

### Innovation is the driving force of KIC InnoEnergy

Everything we do is about creating the right conditions for new ideas to flourish.

At KIC InnoEnergy we believe that Europe has the people and the ideas, the resources and the skills to create a fully sustainable energy sector. Our role is to bring them together. So we connect resources, skills and people from across the continent. We open up markets and cross borders to find customers for new businesses and technologies. We bring together knowledge and experience wherever in Europe it is located.

We know that big challenges are not solved in isolation. So we bring the power of collaboration to our work. We help develop formal and informal partnerships between innovators and industry, entrepreneurs and enablers, research and commerce. We help plug skills gaps and fill market niches to maximise the potential of every student, every employer, every start-up and every customer.

We understand that encouraging change requires new ways of thinking. So we challenge the status quo. We consider new possibilities, and look for the potential in people, businesses and technologies wherever they are located in Europe. Our business model de-risks the innovation and investment process, so we can encourage more organisations to participate in innovative partnerships, consider new ideas and support new research from across Europe.

We recognise that sustainability applies to our business as well as the energy we produce. So we have developed a sound commercial model for the entrepreneurs we invest in, the technologies we enable, and the investments of time, money and support we make. Our focus is the development of financially viable and commercially attractive solutions that will enhance sustainability in Europe's energy sector. And all profits we make from our investments are re-invested into our work.



### We have established co-location centres across Europe

They encourage cooperation between industry, academia and research – as well as innovators and entrepreneurs. Each centre provides a consistent level of support in the areas of Innovation Projects, Business Creation Services and Education. Together they offer a seamless series of services for every stage of the innovation process.

In the following pages you can find out more about:

- Our network of Europe's best universities and business schools that is opening up unparalleled opportunities for employment and recruitment
- Our industry partners who are helping inventors and researchers turn prototypes into viable products
- Our community of experts and business partners who are creating a truly international market for entrepreneurs and start-ups

Most of all, you can find out how these networks are enhancing the sustainability of Europe's energy sector.

Stockholm  
Lisbon  
Barcelona  
Eindhoven  
Grenoble  
Berlin  
Stuttgart  
Amsterdam  
Genk  
Brussels  
Karlsruhe  
Kraków  
Uppsala

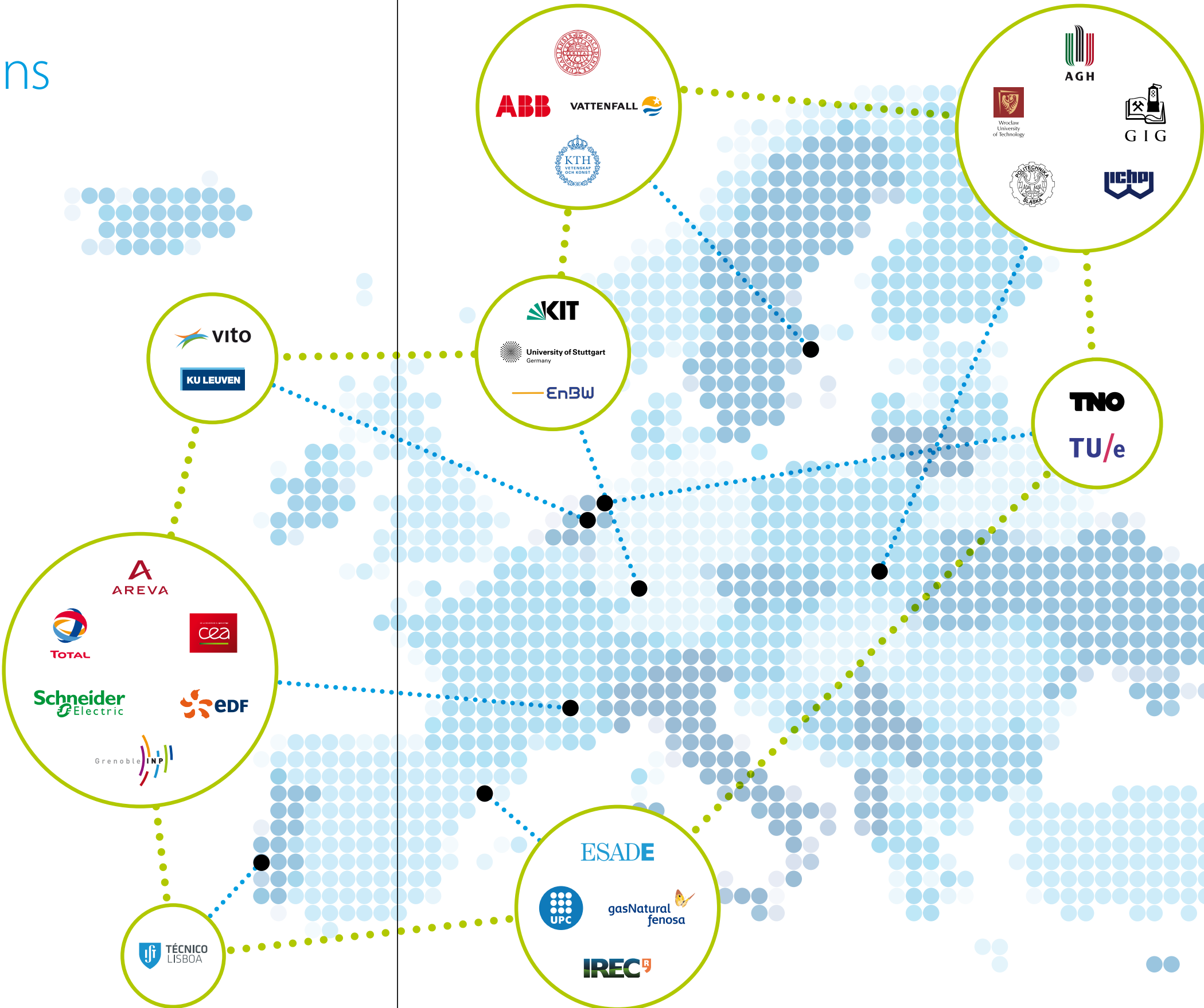
**The power of the network**


# Building connections across Europe

Our strength comes from our Europe-wide network of partners. They are our experts, our service providers, the early adopters of innovative solutions, and the employers of our graduates. Twenty-seven of those partners are also shareholders of KIC InnoEnergy.

Our community also includes more than 160 associate and project partners who support our entrepreneurs and innovators with their experience and expertise. In return, they gain unrivalled opportunities to invest in new ideas and create commercial opportunities for new solutions.

Together our partners represent the best of Europe's industry, research, and higher education – and all are key players within the energy sector.





# Security, cost and carbon: the triple energy challenge

Developing a sustainable energy sector is one of the biggest challenges facing Europe today.

**We must ensure supply to all our citizens – without compromising safety.**

**We need alternatives to depleting fossil fuels that can still satisfy the changing demands of a growing population – and ensure that no one falls into fuel poverty.**

**We need to reduce carbon emissions – while remaining competitive with the rest of the world.**

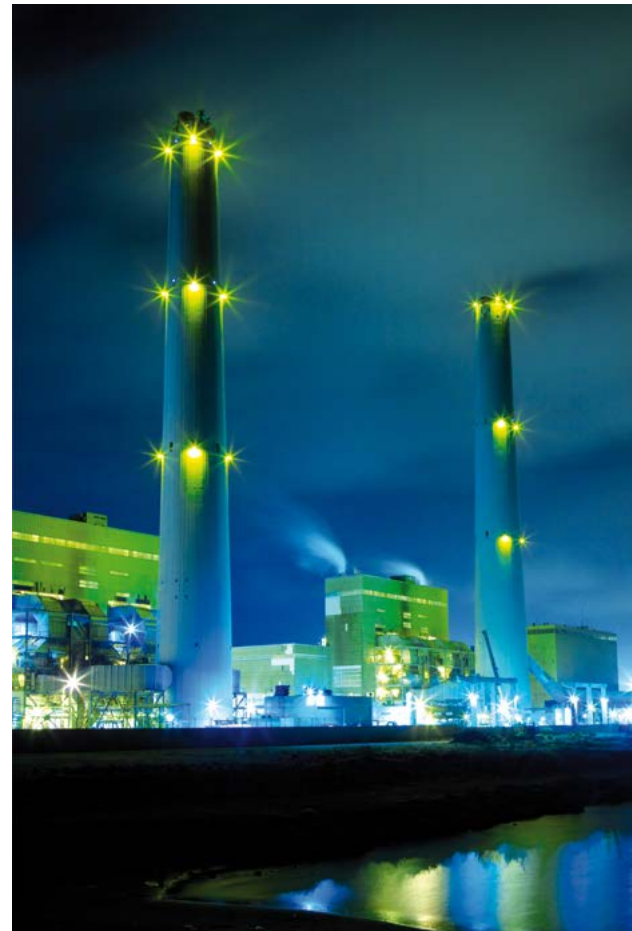
There is no single solution that can overcome all these issues. So the energy sector will become more diverse. A range of products and solutions will be needed, each one addressing a different aspect of the energy challenge.

That is why we are working with entrepreneurs, innovators, industry and universities in eight critical thematic fields.

## Clean Coal and Gas Technologies

Coal, gas, and their chemical derivatives, still have a major role to play in creating a stable, long-term energy supply. We are encouraging innovation that will:

- Help reduce emissions of CO<sub>2</sub>, NO<sub>x</sub>, SO<sub>x</sub> and particulate matter
- Make best use of biomass, waste and unconventional gases as well as fossil fuels
- Support CO<sub>2</sub> capture and storage



## Energy Storage

The way we generate, transmit and distribute power is changing. Energy Storage has a vital role to play in the development of the smart grid. We are encouraging innovation in large and small-scale storage that will:

- Help integrate renewable energy into the electricity grid
- Enable a more distributed and responsive distribution system
- Improve stability across the grid



## Energy Efficiency

Reducing consumption at home and at work is still the most cost-effective way to reduce carbon emissions and improve energy security and competitiveness. We are encouraging innovation in two areas that together account for more than 50 per cent of the EU's energy consumption, and at least 33 per cent of its CO<sub>2</sub> emissions:

- Energy efficiency in buildings
- Energy efficiency in industry



## Energy from Chemical Fuels

Chemical energy carriers, derived from converting or processing fossil fuels or biomass resources, can play a significant role in addressing the energy challenge. We are encouraging innovative solutions that:

- Upgrade and standardise fuels from different feed stocks
- Enable these fuels to be used in combustion systems, power plants, distribution and storage chains
- Improve fuel conversion processes for greater efficiency

## Renewable Energies

Renewable energy sources play an essential role in reducing dependence on fossil fuels and creating energy autonomy. We are encouraging innovation that:

- Improves the production, penetration and profitability of renewable energy
- Continues to develop all forms of solar technology
- Improves reliability, accuracy and integration of onshore and offshore wind
- Increases performance, lifespan and scalability of wave power



## Smart and Efficient Buildings and Cities

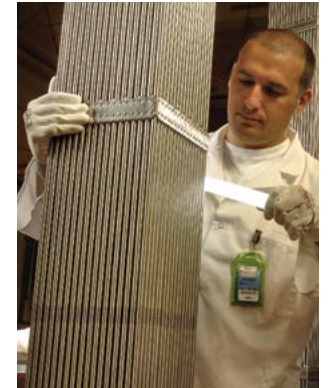
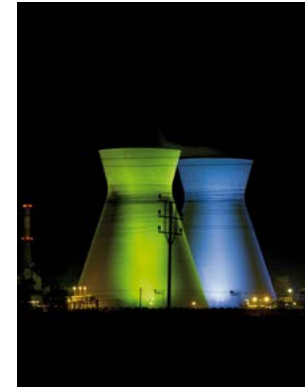
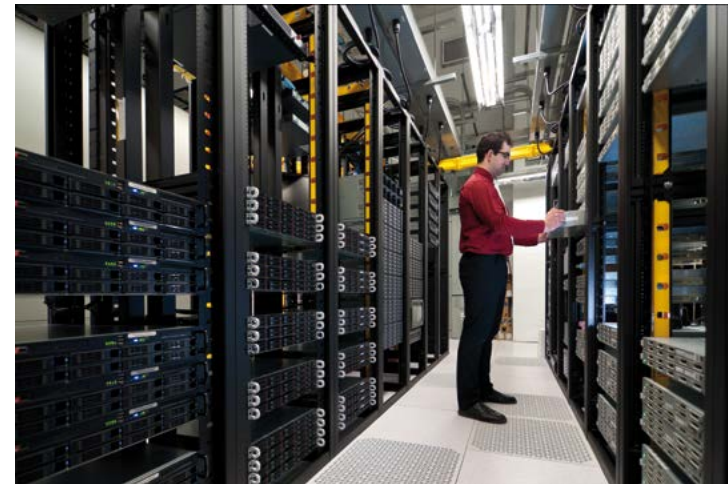
Forty per cent of the world's energy is consumed in the built environment. Energy-efficient buildings and cities are key to sustainable development. We are fostering innovation that:

- Enables energy-positive homes and commercial buildings
- Encourages energy-saving behaviours at home and at work
- Supports a smart and sustainable transport system

## Smart Electric Grid

The electricity grid is showing its age. Increased use, intermittent generation sources, and new regulations are threatening its ability to deliver low-cost, safe and secure power supply. We are encouraging new solutions that:

- Enable information, communication and analytics capabilities on a large scale
- Support enhanced cyber-security and critical infrastructure protection
- Increase control over intermittent sources of electricity



## Sustainable Nuclear and Renewable Convergence

Nuclear and renewable energy can complement each other to provide the stable, secure and low-carbon power we need. We are encouraging investigation into these synergies and fostering innovation in:

- Advanced materials and processes for nuclear and renewable sources
- Energy efficiency in industrial and manufacturing sectors
- Instrumentation, measurement and control systems for nuclear power





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71

Projects supported

24

Solutions used by industry

3

Manufacturing facilities constructed

59

Patents filed

160

Project partners across Europe

### Innovation Projects

# Connecting ideas and industry, innovators and business partners

A sustainable energy sector needs new products, new solutions and new services. But transforming the spark of an idea into a successful product can be a long and complex journey. Technical expertise, commercial awareness and access to a variety of skills and resources are critical.

Our Innovation Projects help simplify and shorten the journey from lab to launch. We focus on developing and investing in innovative and commercially viable products and solutions, and we finance multi-skilled partnerships that significantly reduce the risks of product development.

We provide researchers and inventors with access to a deep pool of complementary skills and resources, and connect them to markets and commercial opportunities across Europe. Our collaborative model encourages businesses of all sizes to participate in innovative partnerships, consider new ideas and support new research from across Europe.

Through our Europe-wide network of industry experts, businesses and researchers we are able to:

- Find complementary partners to support the development of new products and solutions
- Identify market needs and potential customers
- Shorten the time to market for innovative ideas
- Turn prototypes into commercial products within five years

By investing in engaged researchers, innovative ideas, and viable products and solutions we are expanding the circle of innovation in Europe's energy sector.



*“We need innovation because without innovation everything stands still. Research is about transferring money into knowledge. And innovation is the next step – transferring knowledge back into money again.”*

**Klaas Schuring**, CEO, KIC InnoEnergy Benelux

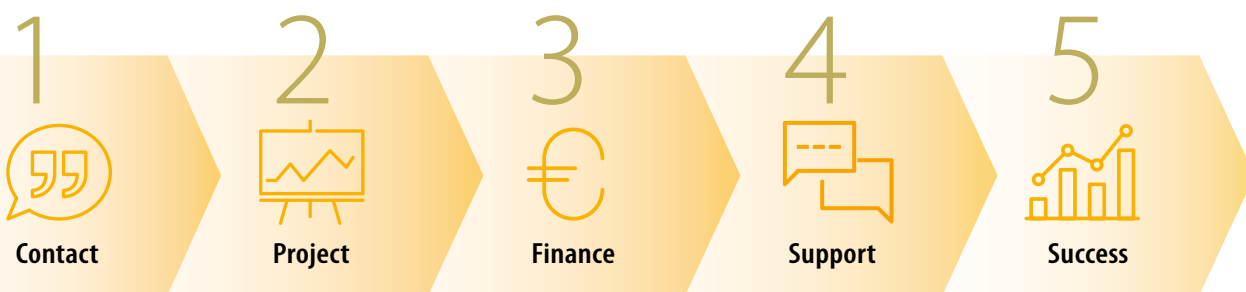
# Partnerships that turn prototypes into commercial products

Transforming a great idea into a viable solution requires a range of skills and resources. Innovation Projects from KIC InnoEnergy is all about bringing together partners to create individual projects that can deliver results.

We provide support to researchers, inventors and innovators in four key areas:

- **Value:** By connecting businesses of all sizes with researchers and inventors, we give Europe's energy industry the opportunity to invest in ideas that will add value to their businesses, and enhance commercial opportunities for new products.
- **Protection:** Because we invest our own resources in new product development, and engage potential customers at the beginning of the process, we establish an environment that protects the intellectual property of all our partners.
- **Support:** We offer technical and commercial support from across Europe, and ensure that complementary skills and resources are available to each project.
- **Returns:** We invest in a variety of lab-tested prototypes and proofs of concept, which gives us a strong interest in the commercial success of every project. We also seek out further funding for each project – and we only get a return on our investment if the project is a commercial success.

## How it works



**1 Contact**  
Got a proof of concept that you want to develop? Contact your nearest KIC InnoEnergy office.

**2 Project**  
Following an initial assessment, we'll help you create an expert project partnership with at least two of our partners – including the company that will take your idea to market.

**3 Finance**  
Once we have agreed your project's scope, budget and work plan, we will fund a feasibility study, and co-finance your product development.

**4 Support**  
During the development of your product we'll stay in touch, assess your progress, assist you to overcome any challenges or unexpected events, and help you keep your project on track.

**5 Success**  
Your new product is launched and KIC InnoEnergy receives the agreed percentage on sales – to reinvest in further projects.

# Proven products and solutions to enhance the bottom line

Across Europe, KIC InnoEnergy's Innovation Projects help researchers turn their ideas into valuable commercial products. Here are just three examples.



**Neptune**  
*Wind power from the Baltic to the Mediterranean*

The Neptune partnership is developing two commercial products that help reduce the costs and uncertainties involved in offshore wind measurements. Together they dramatically reduce the financial risk of developing wind farms. They also contribute to the expansion of offshore wind farming from the North and the Baltic Seas to the Mediterranean, and eventually other zones around the world.

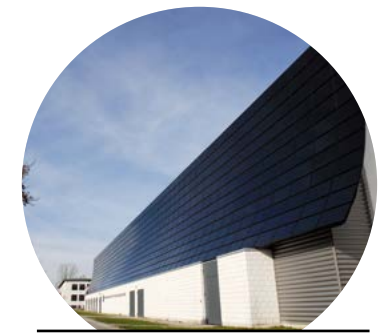
Innovation Projects from KIC InnoEnergy's co-location centres in Germany and Iberia helped put together a team of 15 people from universities, research centres, commercial companies and a European utility to support the product developers. In addition to providing seed funding, KIC InnoEnergy supported the researchers in delivering a viable product to the market and finding a first launch customer.



**DeBugger**  
*Making the most of biomass*

The DeBugger project is working on developing commercial products that can maximise the energy produced from currently unused human and animal waste, while recycling the plant nutrients for controlled fertilisation in agriculture. Together these technologies can add thousands of GWhs of energy to European grids, while minimising the environmental damage caused by phosphate and nitrogen pollution.

The DeBugger project is being carried out by scientists working for Outotec in Sweden and Germany in conjunction with KIC InnoEnergy partner, the University of Stuttgart. KIC InnoEnergy's financial support and highly specialised network has enabled the project stakeholders to develop their innovative idea into a marketable solution that has just completed an extensive pilot at a waste-water treatment plant in Skelleftea, Sweden.



**EFFIC**  
*Improving efficiency and cost of Solar PV*

The EFFIC project is providing a new way to bring solar PV cells to the market, ensuring that they are cheaper, more efficient and able to address new market segments.

In the EFFIC project, the solar PV cells are being developed with the following characteristics: 10% higher product quality at 20% lower costs in standard production, and increased added value through product customisation.

The ultimate goal of the project is to reduce the costs by: increasing the production yield and enabling less costly manufacturing processes.

KIC InnoEnergy is providing ongoing funding and advice to a project team made up of Meyer Burger (equipment manufacturer and the commercialising company), TNO (Technology centre), ECN (Research centre), CCM (substrate supplier) and Nexcis (PV manufacturer).



111

Early start-ups supported

55

New companies created

More than  
20

million euros of external investment raised

1292

Business ideas captured

## Business Creation Services

# Connecting entrepreneurs and start-ups to markets and customers

The drive towards energy sustainability demands new businesses to enhance and expand Europe's energy ecosystem. The possibilities are new, but the challenges of starting a new business and taking new products to market remain the same.

Our Business Creation Services help new start-ups and entrepreneurs create successful, sustainable businesses that bring valuable solutions to a global market.

We assess business ideas, provide tailored business services to owners and entrepreneurs, connect start-ups to capital and seed-funding, and invest our own funds and expertise in return for a financial stake.

We provide start-ups across Europe with access to a proven business development model. Our Europe-wide network of industry partners, universities and research centres provides an invaluable source of expertise and guidance.

Through our network, we are able to:

- Perform due diligence on every proposed solution to establish its potential
- Provide access to appropriate technical expertise as well as funding from across Europe
- Offer access to laboratories and technical platforms to develop proofs of concept
- Find the all-important first customer that sets a business on the path to success

The result is viable technologies, sustainable businesses and an entrepreneurial spirit that encourages new ways of thinking throughout Europe's energy industry.



*“Entrepreneurs are the lungs of our economy. They are the ones that bring fresh air. And they are the ones who have the energy and the motivation to bring new products and new solutions on to the market.”*

**Elena Bou**, Innovation Director, KIC InnoEnergy

# Supporting you from business plan to first sale

We support every one of our start-ups with individually tailored services through the KIC InnoEnergy Highway™, our one-stop shop for transforming a business idea into a successful enterprise.

Once on the Highway, start-ups receive services in four essential areas:

- **Product:** We assess the product's potential, identify and track possible competitors, and ensure IP is protected. We then support the enhancement, development, pilot, and industrialisation of our start-ups' solutions.
- **Market:** We identify gaps in the market, assess the opportunity, and help develop a business case and market positioning. We support business modelling, planning, and commercialisation strategy. And we discover and validate that all-important first customer.
- **People:** We assess each start-up's team and its capabilities, providing training and on-going support and mentoring. We help identify new skills to bring into the business, and help with its legal constitution.
- **Finance:** We provide access to seed money, our venture capital community and our network of business angels. We invest in the start-ups that we believe can make a difference. In return, we acquire an equity stake of five to 15 per cent in the company.

## How it works



**1 Submission**  
Got an idea? Contact your nearest KIC InnoEnergy office.

**2 Assessment**  
We assess your idea based on three criteria: innovation, novelty and technology; market potential; and the capabilities of your team.

**3 Coaching**  
Following a positive assessment we assign you a business coach who will help design a roadmap for your business with tailored services to match.

**4 Delivery**  
Through our network of European partners, we provide the agreed services to support all aspects of your project.

**5 Success**  
We are committed to finding your first customer, and setting you on the path to long-term commercial success.

# Investing in the future of Europe's energy industry

KIC InnoEnergy's Business Creation Services are supporting over 110 new start-ups across Europe and have helped launch more than 50 new independent businesses. These are some of our earliest successes.



**Dracula Technologies**  
*See the light with printed PV cells*

Dracula Technologies is rapidly developing into a leading European player in the production of organic photovoltaic energy. The company has developed and launched an innovative process for digitally printing photovoltaic cells as well as an energy-storage device that can be easily integrated with a whole range of small or portable devices, accessories, sports equipment and clothing.

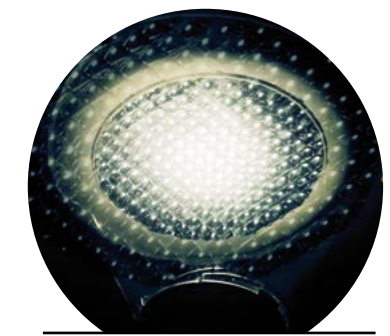
The company was supported by KIC InnoEnergy's Business Creation Services in France, which introduced it to important decision-makers as well as design and communication advisors. As a result, the company has already enjoyed high-profile success – including the launch of a tennis racket at Roland Garros that incorporates solar-powered game analytics to help improve player performance.



**OpenDomo**  
*From idea to first customer in 18 months*

Founded by five entrepreneurs with a background in IT and financial services, OpenDomo is dedicated to the research, development, manufacture and marketing of intelligent control products. Its initial product is ODEnergy, a solution that uses artificial intelligence to analyse the individual energy consumption of appliances or electric systems.

With coaching from KIC InnoEnergy's Business Creation Services in Barcelona, the company has been able to progress rapidly. KIC InnoEnergy has also supported the company in the search for business backers, created opportunities for collaboration with other start-ups, and provided access to the whole European market via our network of partners. Most importantly we have helped OpenDomo find its first commercial customer after only 18 months.



**GRADIS**  
*A new era of smart lighting*

GRADIS started life as a project supported by KIC InnoEnergy's Benelux Innovation Projects service. The aim of the project was to develop a business model for implementing innovative solutions that would lead to energy savings in cities. Out of that project, scientists from the AGH University of Science and Technology created a new company, GRADIS, to develop a complete solution for optimising and controlling outdoor lighting systems. When implemented, the new system typically reduces lighting costs by 10 to 40 per cent.

The Business Creation Services officer at KIC InnoEnergy in Poland spotted the commercial potential of the technology, known as PhoCa. While KIC InnoEnergy took care of the administration details, PhoCa's developers were able to focus on the product itself. GRADIS is now in talks with a municipality near Kraków about implementing the project.



280

Graduates from the  
KIC InnoEnergy  
Master's School

8000

Applicants to  
KIC InnoEnergy  
Master's School

93%

Graduates who find  
a job within six months  
of graduating

15%

Average annual  
salary earnings  
over graduates  
of similar programmes

## Education

# Connecting graduates and employers, researchers and industry

We need an informed, engaged and ambitious workforce to join the sustainable energy revolution and achieve a sustainable European energy industry. Engineering and technical knowledge must be combined with commercial awareness and an entrepreneurial spirit.

Through our Education service, we connect Europe's best universities with its best students, the top business schools and first-class employers. Together they help us create an education programme that delivers what the industry and the people working in it need.

Our programmes enable pan-European collaborations and partnerships, and enhance opportunities for employment and recruitment. We offer post-graduate education programmes at Master's and PhD level, as well as Executive programmes and online courses to encourage innovation and entrepreneurship at every stage of your career.

KIC InnoEnergy is redefining how we think about education. With our network of academic, research and industry partners we are able to:

- Improve the career prospects of our students and graduates
- Deepen the industry's talent pool and enhance the skills of existing workers
- Encourage innovation, entrepreneurship and commercial awareness
- Increase the competitiveness of Europe's energy sector

The result is smart people who understand what the industry needs and have the skills and connections to deliver it.



*“We get independent thinkers coming to us – and they may not know much about entrepreneurship or innovation or the technical issues. But when they come out, many are full-blown engineers, entrepreneurs and innovators who are ready to give their ideas to the market.”*

**Torsten Fransson**, Education Director, KIC InnoEnergy

# Technical excellence, entrepreneurial and innovation skills, commercial awareness



We offer students the opportunity to enrich their technical skills, their entrepreneurial abilities and their commercial awareness at each stage of their education.

## KIC InnoEnergy Master's School

We offer seven Master's programmes that combine engineering and entrepreneurship to address each of our thematic fields. Students study at two or more of our European University and business school partners. In addition to exemplary teaching, we offer students access to summer schools, study visits, guest lectures, degree projects and internships from our business partners. Each programme involves studies at two of our partner universities. Thanks to our network of partners, graduates from our Master's School have the connections to enhance their employment opportunities or even to start their own companies.

## KIC InnoEnergy PhD School

Our PhD School is designed for doctoral candidates who demonstrate technical excellence. Every student receives customised training in innovation, business creation and entrepreneurship in addition to their own research. Our PhD students have access to different facilities from our partners, which helps strengthen their knowledge of how organisations work and innovation is enabled. They gain experience of different commercial disciplines, including product development, finance and marketing. Researchers in our PhD school also have access to our Innovation Projects and Business Creation Services to help transform research results into successful products or businesses.

## Executive and post-Master's education

Our programmes are designed to give graduates a deep understanding of the world's energy challenges, industrial perspectives and insight into how energy businesses are created. We offer three courses that last at least one year each:

- Executive MSc in Energy Engineering and Management
- MSc in Innovation and Entrepreneurship
- PDEng in Smart Energy Buildings and Cities

We have also developed a four-day online learning module in Social Innovation and Transition in Energy.

# Educated individuals, engaged researches, better business

Some of our alumni explain what they have been doing since graduation – and what they think of the KIC InnoEnergy Master's School



*“We need to invest more in green power”*

**Gregory Kotsis**, *Project engineer at KIC InnoEnergy partner, IREC.*  
Barcelona, Spain

Gregory attended the MSc SENSE programme at the KIC InnoEnergy Master's School, studying smart electrical networks and systems in three different countries. He found his current job when working on his master's thesis at IREC and was offered the chance to stay on.

Gregory started out studying electrical engineering, and found the study of production and consumption of energy really stimulating. The courses in entrepreneurship also helped him develop and improvise with new ideas. *“The environmental problems were the reason I took an interest in sustainable energy. My ambition is to return to Greece in the future. There is a lot of potential there when it comes to green power and I want to inject even more and make it more sustainable,”* he says.



*“Long-term vision is the key to the future”*

**Roberta Cirillo**, *Research engineer at KIC InnoEnergy partner, CEA.*  
Grenoble, France

Studying nuclear energy on the MSc EMINE programme led Roberta to a job working with dynamic simulations at the CEA fusion nuclear project in Grenoble, France, which she secured after completing an internship with the company.

Our network of industrial partners really helped focus her search for an internship. *“When you are in a new field and a new country, it's hard to know where to ask for internships. The network has been really helpful in order for me to find the right organisations. It put me on the right track,”* she says. She also feels that her education has given her a more complete approach to any kind of technical discussions. *“I can see more aspects of projects and ideas, even if it's not required for my current position at the CEA.”*



*“Versatility, entrepreneurship and international experience”*

**Joeri Siborgs**, *R&D project engineer at Elia,*  
Belgium's transmission system operator

For Joeri, the focus on entrepreneurship during his MSc Energy for Smart Cities programme has been key to his career so far. His work in the strategy and innovation department at Elia consists of trying to position the company for the future, ensuring it stays relevant in the changing energy landscape. *“In the shorter term we look into innovation in order to find a better way to do things, in the longer term we work on rethinking our business, both to change our business model and to change the way we monetise it. We are constantly being entrepreneurial and thinking outside the box,”* he says.

He also emphasises the benefits of living and studying abroad. Doing his thesis at ABB in Sweden has prepared him well for his current job and given him useful insight into how people work in international organisations.

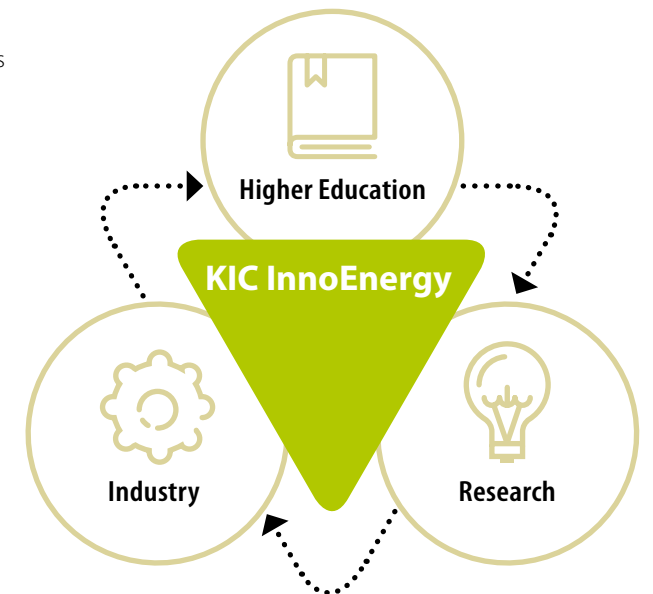


## KIC InnoEnergy and the EIT

# Bringing the knowledge triangle to life

KIC InnoEnergy was established in 2010 and is supported by the European Institute of Innovation and Technology (EIT). Like all Knowledge and Innovation Communities (KICs) established by the EIT, KIC InnoEnergy brings together the three elements of what we call the Knowledge Triangle – higher education, research and industry – to tackle some of the biggest challenges facing Europe today.

By integrating the elements of the knowledge triangle with Europe's entrepreneurs and innovators, KIC InnoEnergy reinforces the innovation capacity of the EU member states, creates the entrepreneurs of tomorrow and prepares them for innovative breakthroughs in the future. Together the KICs play a critical role in increasing sustainable growth and competitiveness in Europe.



### EIT and Horizon 2020

The EIT strongly contributes to the objectives set out in Horizon 2020, the EU's biggest ever research and innovation programme. Horizon 2020 is a key pillar of the Innovation Union, a Europe 2020 flagship initiative aimed at enhancing Europe's global competitiveness. The goal is to ensure Europe produces world-class science, removes barriers to innovation and makes it easier for the public and private sectors to work together in delivering innovation.

# Join our community



**We are full of energetic, enthusiastic people to make the world a lot better**

**We think that very smart people can affect big industry, and disrupt the ecosystem**



**We are about cross cultural, cross border co-operation**



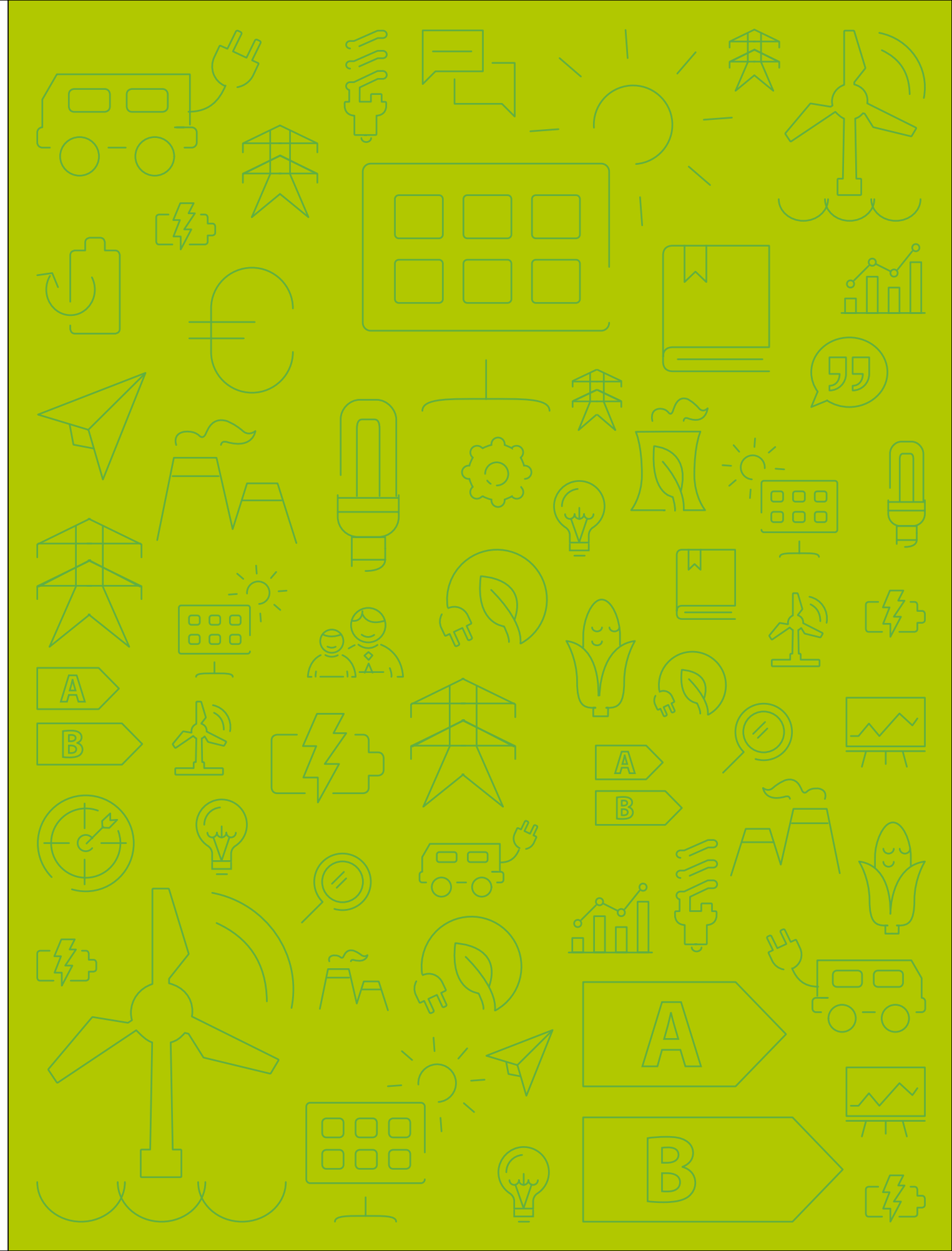
**We are about the business values of the future – complementary competencies and capacities**



**Everybody here has an authentic passion about what we are doing**



**We are KIC InnoEnergy**







### **KIC InnoEnergy SE**

High Tech Campus 69  
5656 AG Eindhoven  
The Netherlands  
Info@kic-innoenergy.com

### **Find out more**

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[youtube.com/user/InnoEnergy](https://youtube.com/user/InnoEnergy)

### **KIC InnoEnergy Benelux**

Technical University Eindhoven (TU/e)  
Connector 1.08  
Het Eeuwsel 6  
5612 AS Eindhoven, The Netherlands  
benelux@kic-innoenergy.com

### **KIC InnoEnergy France**

Immeuble L'Alizée  
32, rue des Berges  
38000 Grenoble, France  
france@kic-innoenergy.com

### **KIC InnoEnergy Germany**

Albert-Nestler-Straße 26  
76131 Karlsruhe, Germany  
germany@kic-innoenergy.com

### **KIC InnoEnergy Iberia**

Edifici Nexus II Oficina 0A  
Jordi Girona, 29  
08034 Barcelona, Spain  
iberia@kic-innoenergy.com

### **KIC InnoEnergy Poland Plus**

ul. Czerwone Maki 84, Bldg C  
30-392 Kraków, Poland  
polandplus@kic-innoenergy.com

### **KIC InnoEnergy Sweden**

Valhallavägen 79  
SE-114 28 Stockholm, Sweden  
sweden@kic-innoenergy.com



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