



Bridging innovation finance and energy technology

Energy Sector Innovation-Financial Network



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Innovation in the energy sector has found relevant barriers to access to finance services:

- Some project promoters need more knowledge about financing alternatives, access to financial resources procedures, structured finance, project evaluation methodologies, economic valuation of the project environmental impact, business plan elaboration, risk management.
- Projects with long maturation periods that need to adapt project financial structure to this characteristic.
- Usually these projects require high volume of financial resources, in some cases the promoters have problems to engage guaranties to obtain the finance support.
- Projects with high volatility cash flows due to: technology risk, regulatory risk, commodity price risk.
- How to access to financial services.



Who we are



We are an international, multi-disciplinary team gathering together innovation, energy technology and financial specialists. We are fully dedicated to helping and guiding those who have carried out innovation and wish to obtain financing with a view to setting up a business venture based on the results of this innovation.



Participant name	Country
Deloitte	Spain
Instituto Tecnológico de Canarias	Spain
Institut für Solare Energieversorgungstechnik	Germany
SC IPA SA CIFATT Craiova	Romania
Lietuvos energetikos institutas	Lithuania
Ente Vasco de la Energía	Spain
Korona Power Engineering d.d.	Slovenia
Innovation NCP	Poland
ZAB ZukunftsAgentur Brandenburg	Germany
Consorzio Catania Ricerche	Italy
Instituto de Empresa	Spain
Institute of Power Engineering	Poland

What we will provide

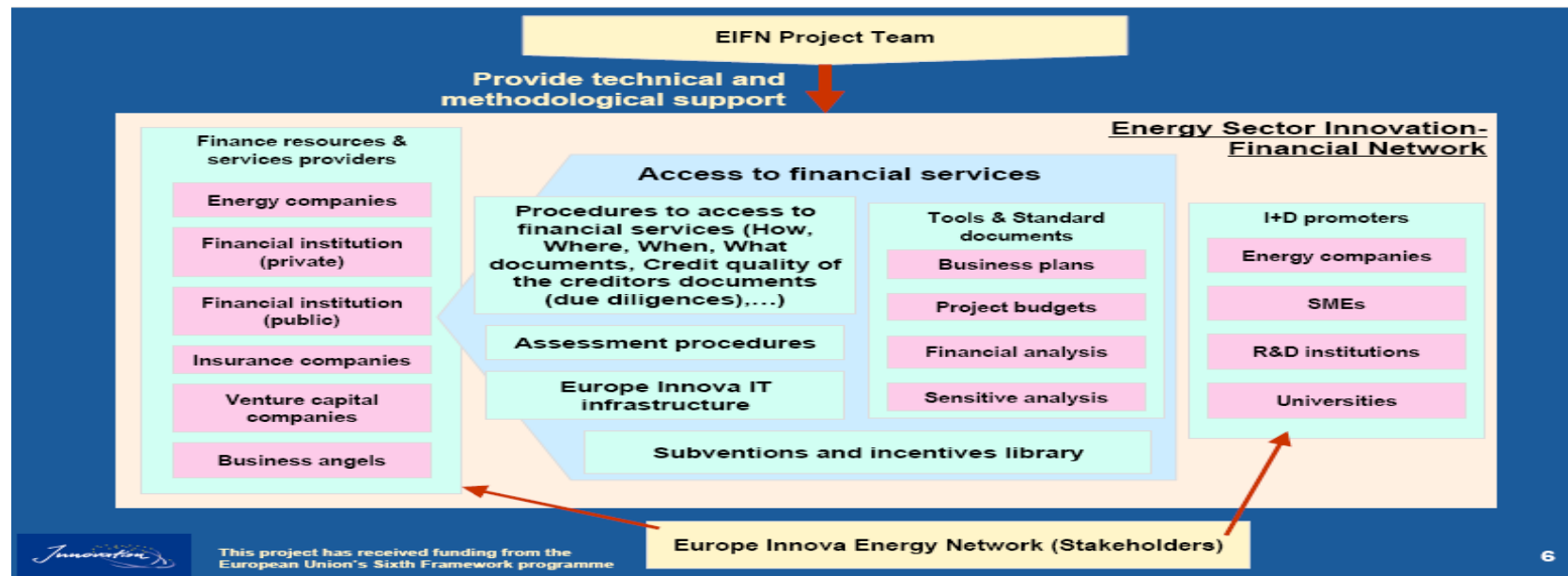


- ✓ A complete information package including an assessment tool to enable promoters to establish the state of advancement of their prospective venture and a business planning model to help them prepare a viable business plan
 - ✓ Access to guides and directories on innovation finance and sources of finance at EU, national and regional level.
 - ✓ Access to workshops and roundtables providing both a general introduction to innovation finance and more specific and practical guidance on the financing process and presentations to investors.
 - ✓ Online helpdesk support to provide a readily accessible source of assistance and advice.
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Main activities of the EIFN project

- ✓ Establish a comprehensive network to improve the financing innovation in the energy sector (Europe Innova Energy Network - 350 stakeholders).
- ✓ Identify and design financial services (solutions) according to the specific characteristics of the innovation in the energy sector (map linking needs of innovation in energy sector and funding sources).
- ✓ Design and develop of methodologies and tools to elaborate business plans and financial analysis for the innovation projects (mainly focus on long term mature and high volatility: Multi-scenarios, sensitivity and simulation analysis and real options approaches).
- ✓ Develop a facility that improves the access of innovation energy enterprises and institutions to financing.
- ✓ Practical test.
- ✓ Dissemination activities: Workshops (24 ws-1,000 attends), roundtables, newsletters.





The EIFN results

EIFN will be a one-stop-shop

- ✓ For the energy innovative entrepreneur, giving access to:
 - Business plan preparation tool package
 - Business plan diagnostic
 - Discussion forums
 - Industry news and events
 - Investor identification and matching tool
 - Service provider directory
 - Roundtables and workshops
 - Access to a network of local intermediaries
- ✓ For innovation professionals and intermediaries
in particular Incubator Managers, business associations managers, innovation Relay Centres managers, venture Capital Investors, etc.
- ✓ For good practice benchmarking
 - Good practice repository with guides, standard texts, etc.
 - workshops for interested parties

For professional development

- Access to experts, trainers and speakers
- Industry conference access
- ✓ For community and networking
 - Associations of venture capital investors
 - Energy sectorial federations
 - Networks technology incubators
 - Innovation managers
 - Network of academics and entrepreneurship trainers
- ✓ For tools and resources
 - Investor and technology matching service
 - Online membership and competence directory
 - A support package for entrepreneurship training providers



The role of the EIFN Stakeholder Committee

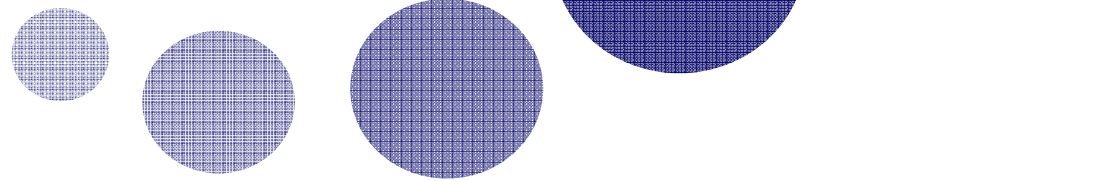
The Stakeholder Committee will

Be periodically informed on the project development

Participate in the project activities such as workshops and roundtables

Create a user panel devoted to test and review the project tools and materials in order to be sure it could fulfil user needs and expectations

Approve and disseminate the project outputs of general interest. The members of the Stakeholder Committee could contribute in arising awareness of the importance of facilitating bridging services between financiers and innovative companies working in the field of energy.





Stakeholder Committee participation basis

- ▶ The members of the Stakeholder Committee should be experienced in innovation, project finance or energy sector.
- ▶ The members of the Stakeholder Committee have to co-operate with the project consortium in testing the functionality of the project tools and materials and they will be interested in contributing to disseminate the general interest aspects raised by the project development.
- ▶ Basically, members of the Stakeholder Committee will be representatives of financial organisations (banks, venture capital funds, business angels, etc.) and representatives from experienced private companies of the energy sector and their intermediaries. Innovation promoters and managers can also be admitted.
- ▶ The Stakeholder Committee will be composed by approx. 350 members from different EU and candidate countries.
- ▶ There is no maximum number of members, but there is a restriction of 1 person representing the same organisation.
- ▶ The nomination for the Stakeholder Committee is honorific and not remunerated.



EUROPE INNOVA

Innovation and Financing

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