EDF OPEN INNOVATION & VENTURE CAPITAL

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EDF in a Nutshell: a Global Energy Player

A GLOBAL COMPANY

- Solidly anchored in Europe: France, the UK, Italy, Poland...
- Industrial operations in Asia (largest non-Chinese utility) and the United States (EnXco, EDF Trading, CENG)
- R&D centers in the US, the UK, Germany, China and France

WITH ACTIVITIES THROUGH THE FULL ENERGY VALUE CHAIN

- Upstream: Nuclear, thermal, hydro, renewables…
- Middle stream: Transmission & distribution
- Downstream: Power & gas sales, energy commodity trading, energy services, waste to energy…

KEY FIGURES

- 37.9 million customers worldwide
- 169,139 employees worldwide
- 630.4 TWh of energy generated worldwide
- 65.2 B€ of sales, of which 49% outside France
- 117.1 g of CO₂ per kWh generated
INNOVATION AT EDF: A CEO PRIORITY

“In 2012 EDF, a responsible and ambitious industrial company at the heart of the economic fabric, will put innovation and human capital at the centre of its investments.”

Henri Proglio, Chairman and CEO of EDF Group

...into actions:

- A strong R&D in close interaction with the business entities, fostered by …
- … a global scouting force to source start-ups and push demos & partnerships with EDF businesses
- … an international network of VC partners
- … a team dedicated to investment to co-operate ELECTRANOVIA CAPITAL fund with our GP partner
- … and EDF sponsorship of some start-up competitions
EDF CORPORATE R&D MODEL

- **Key Figures**
  - 500 M€ annual budget
  - 7 R&D centers across Europe & China
  - 12 shared laboratories
  - 2,000 people among which 370 PhDs, 200 research fellows
THE “OPEN INNOVATION” TEAM
TO PUSH DEMOS & PARTNERSHIPS WITH TOP START UPS WORLDWIDE

 ✓ SOURCING INNOVATION through EDF Group
    worldwide presence to finds best start-ups and technologies
    • 3 regional teams located in France, the USA and China
    • Partnerships with VC funds though LP positions
      (France, China, USA, Canada)

 ✓ ASSESSING TECHNOLOGIES leveraging
    EDF R&D expertise and EDF business units’ engineering departments’

 ✓ PROMOTING AND ACCOMPANYING best
    companies’ development within EDF Group business units
    • Proposing company solutions to EDF’s entities and R&D for testing or pilot
    • Following-up and supporting start-up business development within EDF Group
THE "OPEN INNOVATION" TEAM
OUR FOCUS: CLEAN TECHNOLOGIES

Smart Grid
- Power Generation
- Transmission, Transformation & Distribution
- Consumption
- Dispatch
- Communication Platform
- Energy Storage

Green Building & Green Lighting
- Infrastructure
- Design & Construction
- Management
- Retrofit
- LED
- Others

Industrial EE
- EE Service Industry
- Retrofit of Boiler/Kiln
- Motor System Energy
- Efficiency
- Recovery & Utilization of Waste Heat
- Others

Renewables
- Solar
- Wind
- Hydro
- Geothermal
- Biofuels/Bio-mass
- Wave/Tidal

Cleaner Fossil
- Cleaner Coal
- Cleaner Oil
- Cleaner Gas

Others
- Nuclear
- Hydrogen

EVs
- Raw Materials
- Batteries
- Drivetrain
- Charging Infrastructures

Sustainable Transportation

Energy Efficiency

Cleaner Fossil

Renewables

Industrial EE

Green Building & Green Lighting

New Energy
ELECTRANOVA CAPITAL
TO INVEST IN START UPS THROUGH A VENTURE CAPITAL FUND

ELECTRANOVA CAPITAL, THE EDF CLEAN TECH VENTURE CAPITAL FUND

First closing in May 2012 with a level of commitment of +60 M€, targeting 90 M€ by end of 2012
Focus on clean tech (all renewable energies, smart grid, storage, efficiency…)
Strong European focus (80%), but also North-America and China (up to 20%)
Focus on early stage companies with up to 10 M€ investment in a single company

ELECTRANOVA DEVELOPMENT IS SECURED THROUGH A STRATEGIC PARTNERSHIP WITH LEADING EUROPEAN VC FIRM IDINVEST PARTNERS

Partnership with a leading VC firm, selected as the independent manager of the fund. EDF colleagues seconded in the management team
Ability to leverage EDF R&D and business units to support due diligences and push portfolio companies
EDF SPONSOR OF STARTUP COMPETITIONS

Concours Energie Intelligente Lyon

Main partners:
Greater Lyon, Créalys (Lyon incubator), Regional Agency for Innovation, INSA, ECAM, Oséo

Main partners:
*Companies*: EDF, Régus,
*Governemental entities*: French Ministry of Environment, Oséo
Involving 15+ other French start-up competitions
SUCCESS STORIES
WHAT EDF AND STARTUPS DO
THANK YOU