



# EDF OPEN INNOVATION & VENTURE CAPITAL

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Ecosummit, Düsseldorf  
November 15, 2012



# EDF in a Nutshell: a Global Energy Player

## KEY FIGURES

**37.9** million  
customers worldwide

**630.4** TWh  
of energy generated worldwide

**169,139**  
employees worldwide

**65.2 B€**  
of sales, of which  
49% outside France

**117.1** g  
of CO<sub>2</sub> per kWh generated

## 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...

# 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

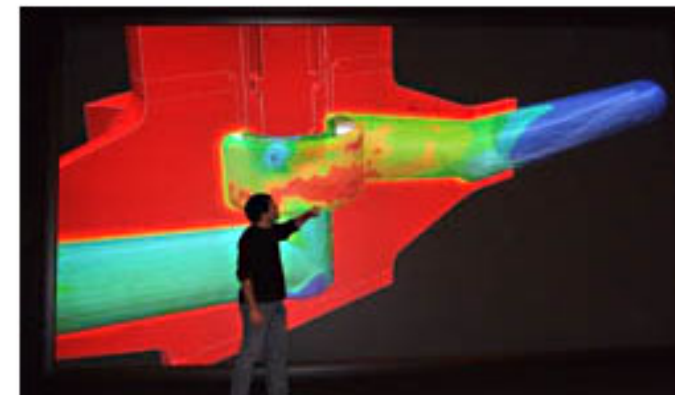
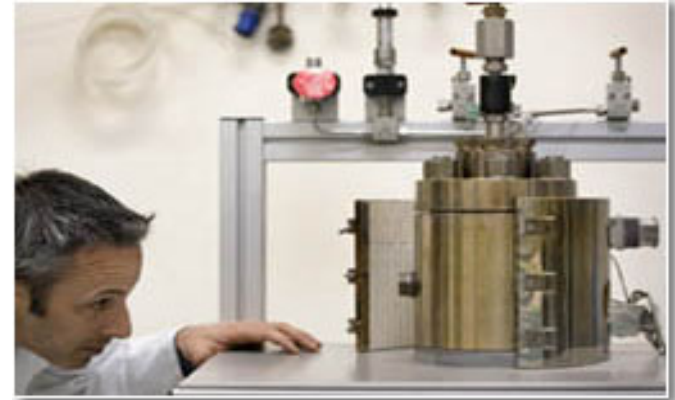
## ...INTO ACTIONS :

- 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 ELECTRANOVA 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 accross 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 find best start-ups and technologies

- 3 regional teams located in France, the USA and China
- Partnerships with VC funds through LP positions (France, China, USA, Canada)

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

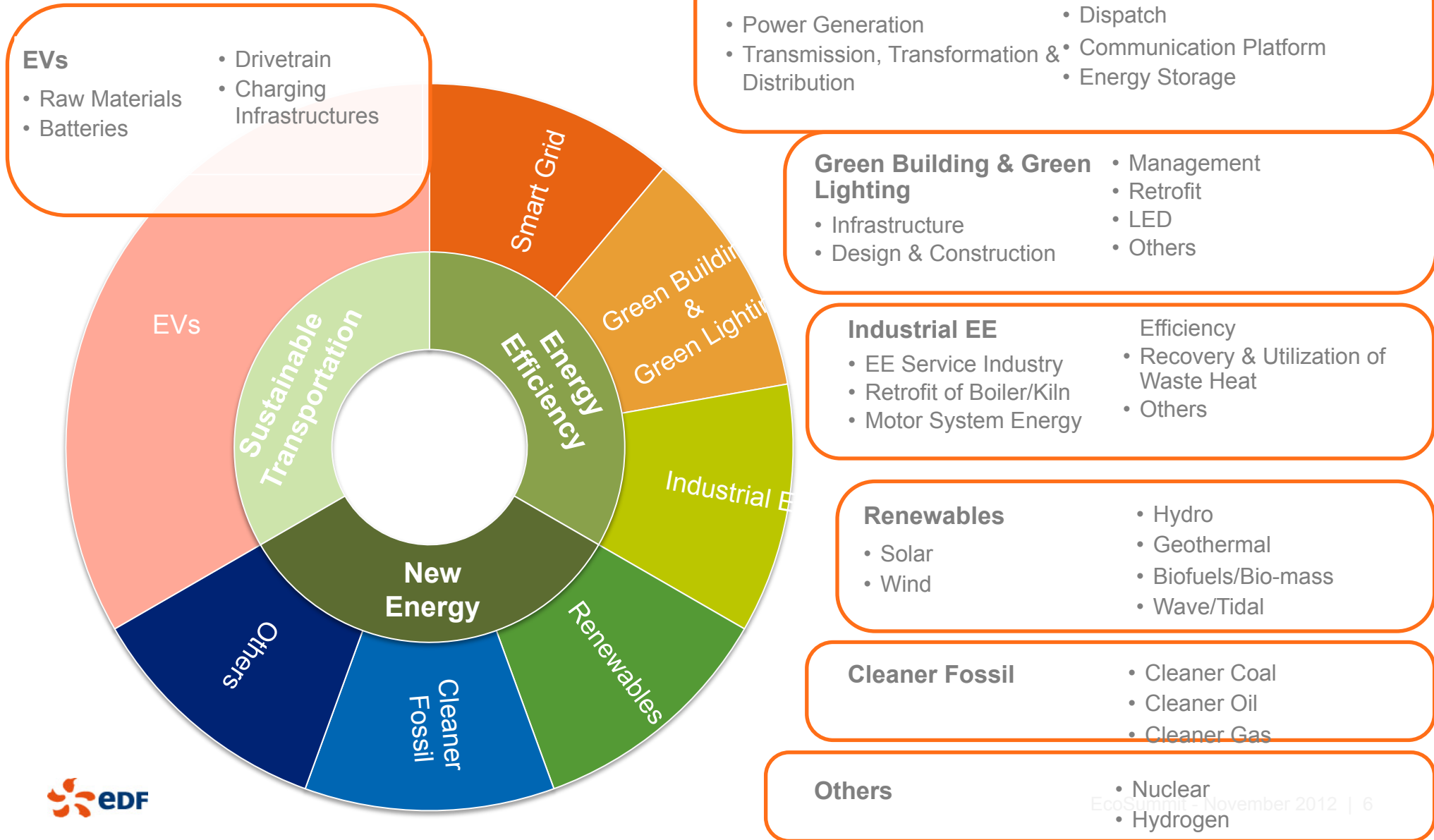
✓ **PROMOTING AND ACCOMPANYING** best  
companies’ development within EDF Group business units

- 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



# 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



Trouver, financer et accompagner les meilleures startups cleantech vers la croissance



## Main partners :

*Companies* : EDF, Régus,

*Governmental entities* : French Ministry of Environnement, Oséo

Involving 15+ other french start-up competitions





# SUCCESS STORIES

WHAT EDF AND STARTUPS DO



**THANK YOU**