

Welcome to the CETPartnership Annual Conference!

We will start at 09:00 CEST

Bridging the System Transition Gap – From Early Innovation to Demonstration and Deployment



Moderation:
Andreas Corusa

Head of Knowledge Community Management



Co-Moderation:
Tanja Suni

Head of Impact Management

22 October, 09:00 – 12:30 CEST

Annual Conference 2025

Practicalities

- The meeting will be recorded, and the recording will be published for future watching
- Online data declaration: Please be aware that your name will be displayed in the list of participants as well as in the chat window
- Please ask questions via SLIDO



Today's Agenda

09:00 – 09:55

Introduction & Presentations

- Introducing the Knowledge Community and Impact & Exploitation activities
- Presentation by Maria Velkova, EC Deputy Head of Unit – Finance for Innovation
- Presentation by Dr. Alex Cruz, Emerging Technologies Leader – Baker Hughes
- Q&A

10:00 – 11:45

Two Breakout-room Sessions (in parallel)

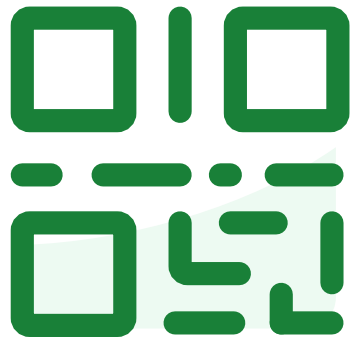
- **Knowledge Community Session:** *Peer Learning for System Transition Challenges*
- **Impact Session:** *Investor Readiness for System-Scale Demonstration*

11:45 – 12:10

Wrap up and next steps

12:10 – 12:15

Final words from the coordinator



**Join at slido.com
#8534529**

Who are you – SLIDO Question



Who are you?

Multiple Choice Poll  40 votes  40 participants

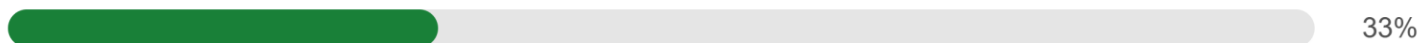
Applicants / Potential applicants - 11 votes



Funded project - 15 votes



Other - 13 votes



slido

Which organisation do you represent – SLIDO question



Which organisation do you represent?

Multiple Choice Poll

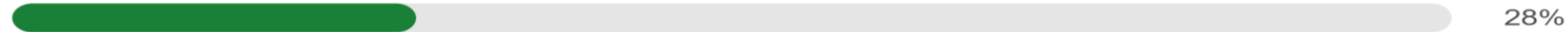


39 votes



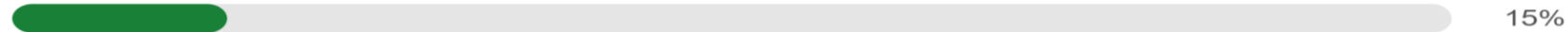
39 participants

Research Institute - 11 votes



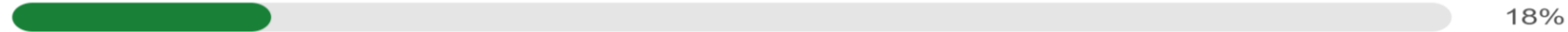
28%

Academia (University) - 6 votes



15%

Company - 7 votes



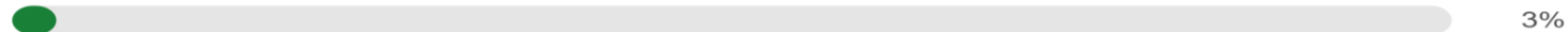
18%

Governmental Body - 11 votes



28%

NGO - 1 vote



3%

Other - 3 votes



8%

What is the Clean Energy Transition Partnership?

We facilitate and accelerate the Clean Energy Transition in Europe and beyond

By aligning innovation priorities, pooling funding and leveraging knowledge and experience from more than 30 countries, together with about 50 public funders

We have established an impactful transnational innovation community driving the Clean Energy Transition.

What we mean by impactful:

Projects which inspire action –
innovations which are recognized internationally – Transferable solutions which have been adopted by society

What we mean by community:

A community of change-makers from researchers, corporates, entrepreneurs, policy makers to visionaries who have created scalable and impactful solutions towards a climate neutral world.

CETPartnership project portfolio

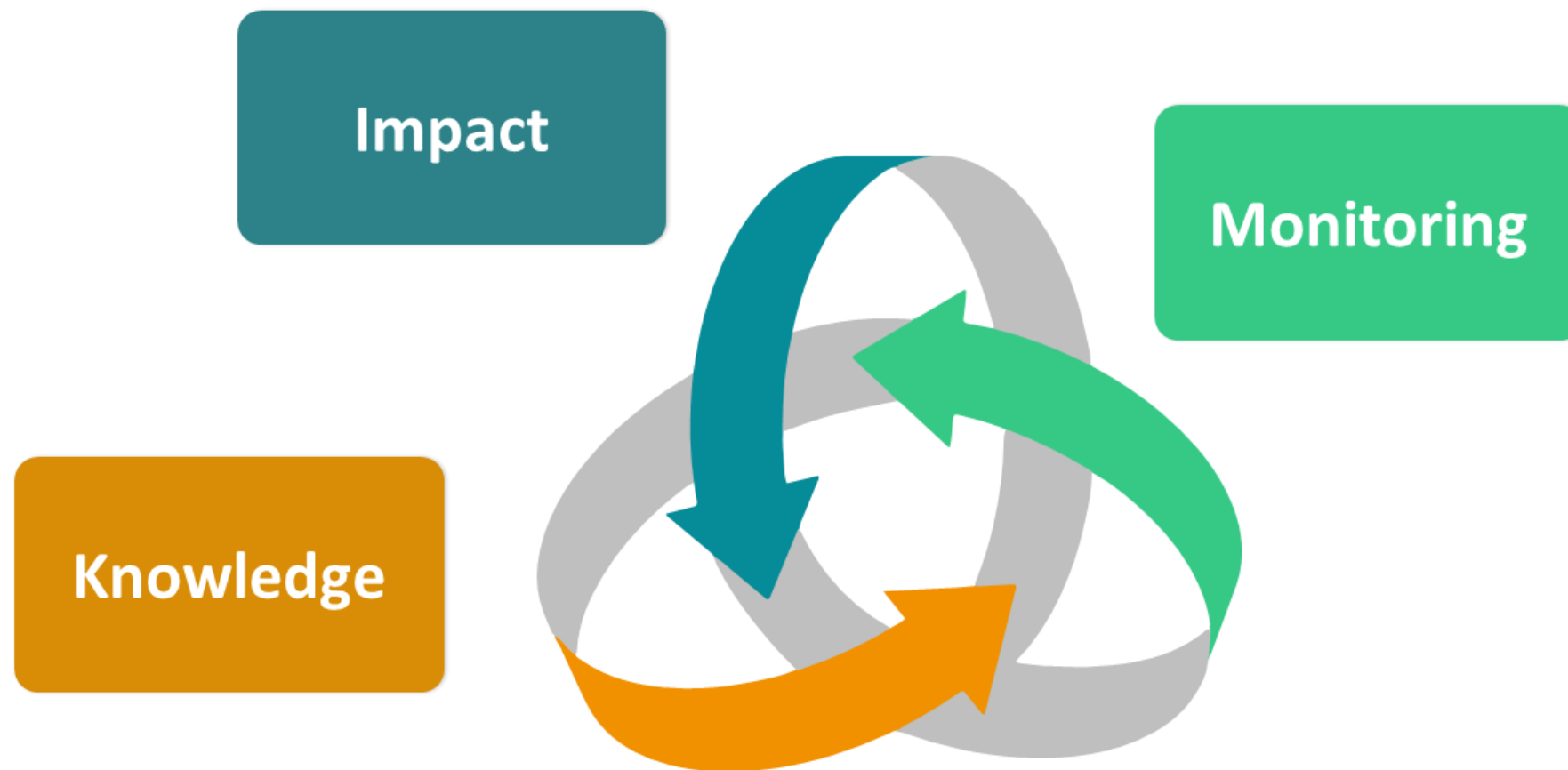
- 3 joint calls carried out
- 163* projects funded (JC2022, JC2023, JC2024)
- 40 countries involved with 1303 total partners
- 321,57 MEUR project volume, of which:
 - 294 MEUR funding
 - 1,8 MEUR average funding per project

** of which 55 are selected for funding*

SLIDO



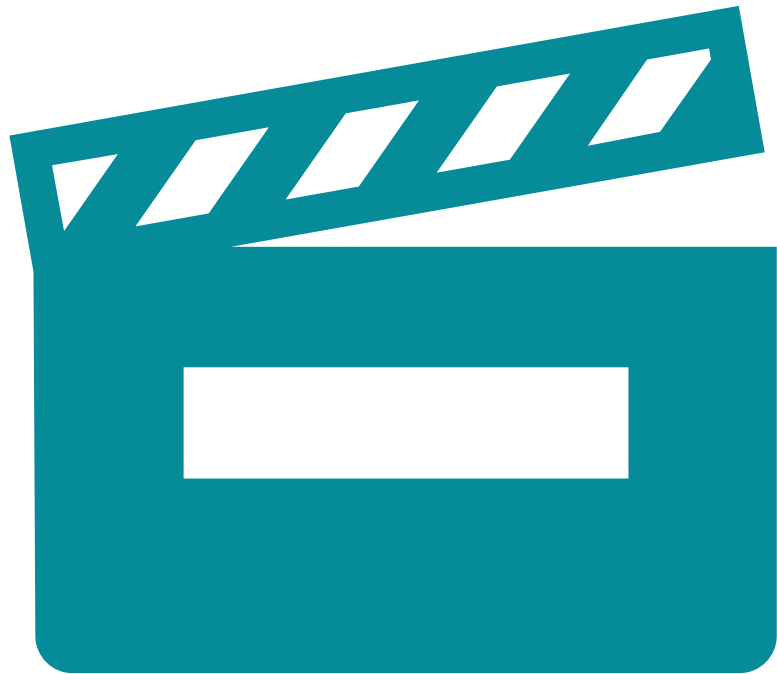
Knowledge Community and Impact: Who we are



SLIDO



What we offer:



[CETP Impact Support Video Guide](#)



Key Benefits of our Integrated Approach

- Knowledge sharing and networking
- Accelerated innovation in research
- Advancement of cutting-edge research
- Improved research outcomes and productivity
- Regular impact assessments and metrics tracking

Join Us and Stay Tuned

- Opportunities for collaboration
- Access to shared resources
- Be part of a growing research community



<https://cetpartnership.eu>



<https://www.linkedin.com/company/cetpartnership/>



<https://clean-energy-transition-partnership-2023.cetp.b2match.io/>



<https://www.youtube.com/@cetpartnership>

SLIDO



What makes a Demonstration Investable?



Maria Velkova

EC Deputy Head of Unit – Finance for Innovation



What Makes a Demonstration Investable? Lessons learned from Innovation Fund

*Maria VELKOVA, Deputy Head of Unit
DG CLIMA C.2 (Research and low carbon technology deployment)*



INNOVATION FUND

Deploying innovative net-zero technologies for climate neutrality

Funded by the EU Emissions Trading System



€40 billion* available
between 2020-2030

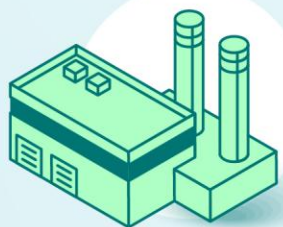


grants awarded through
regular calls and auctions



avoid GHG emissions,
boost competitiveness

supporting innovation in:



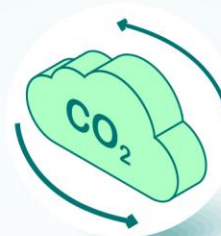
Energy-intensive
industries



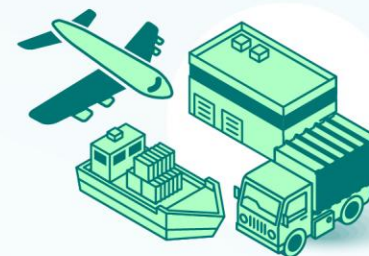
Renewable
energy



Energy
storage



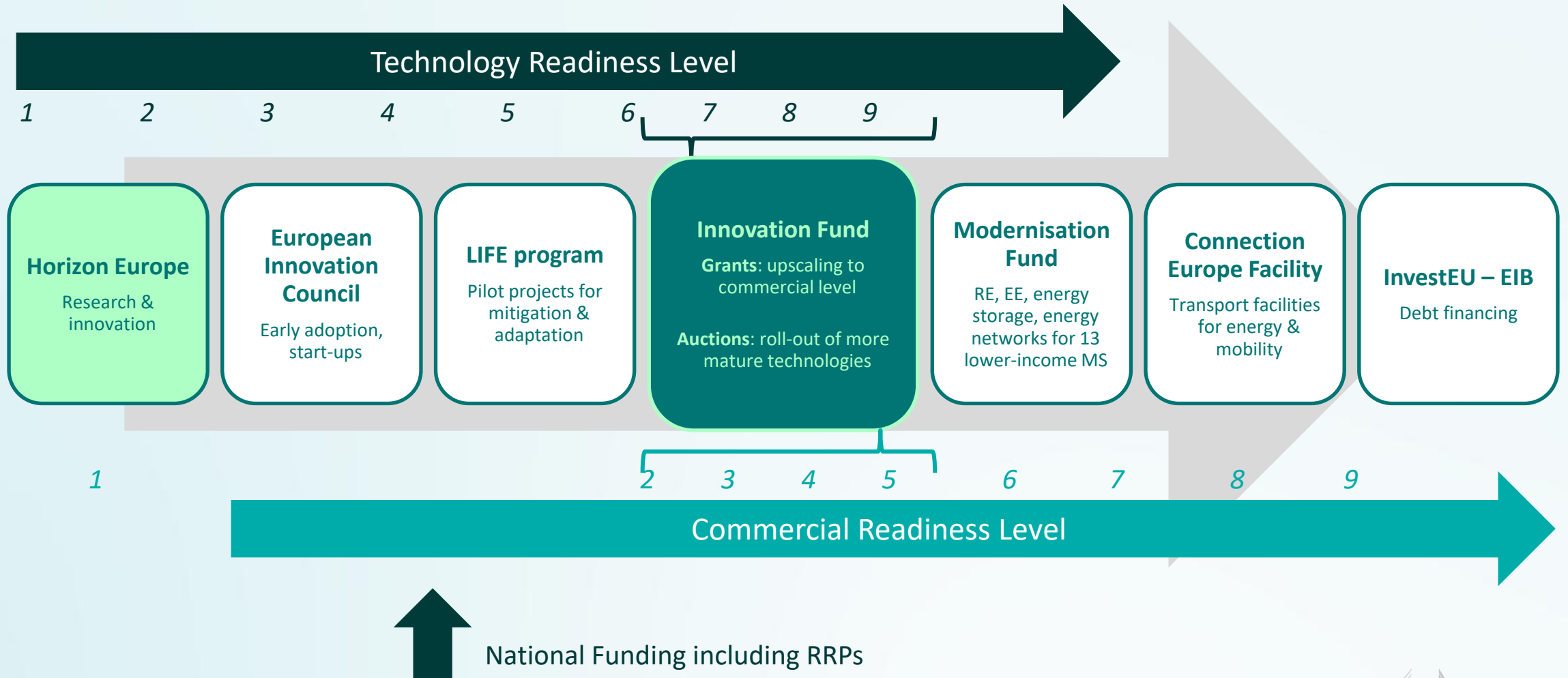
Carbon capture,
use and storage



Net-zero mobility
and buildings

**based on a carbon price of €75/tonne*

A targeted projects portfolio



In a nutshell



217 projects



> €12.9 billion

+ > €3.4 billion under
evaluation



>940 Mt CO₂e
to be avoided**
(840 Mt ongoing
+ 100 Mt GAP)

*Grant Agreement Preparation

**estimated based on 10 years of operations

¹ Results from the first projects which have passed 1Y of operations

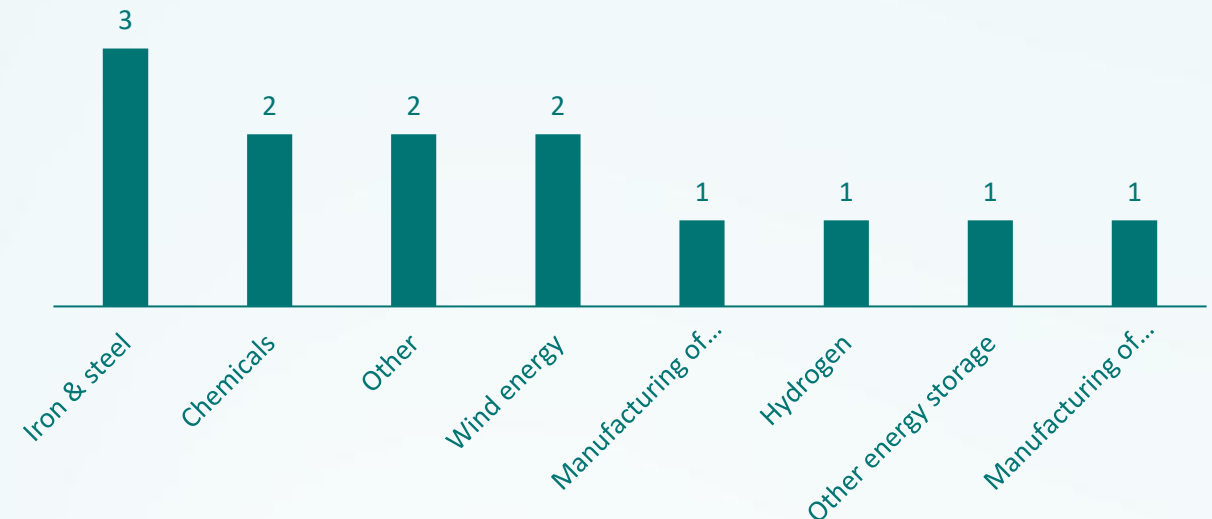


Moving from R&I to deployment stage

Projects from FP7, Horizon Europe and Horizon 2020 later funded by the Innovation Fund

- There are **13 ongoing** Innovation Fund projects previously funded by either FP7, Horizon Europe or Horizon 2020
- The **success rate*** of previously funded Horizon/FP7 projects is **32,5%** within the Innovation Fund, compared to the overall IF portfolio's success rate of 12%**

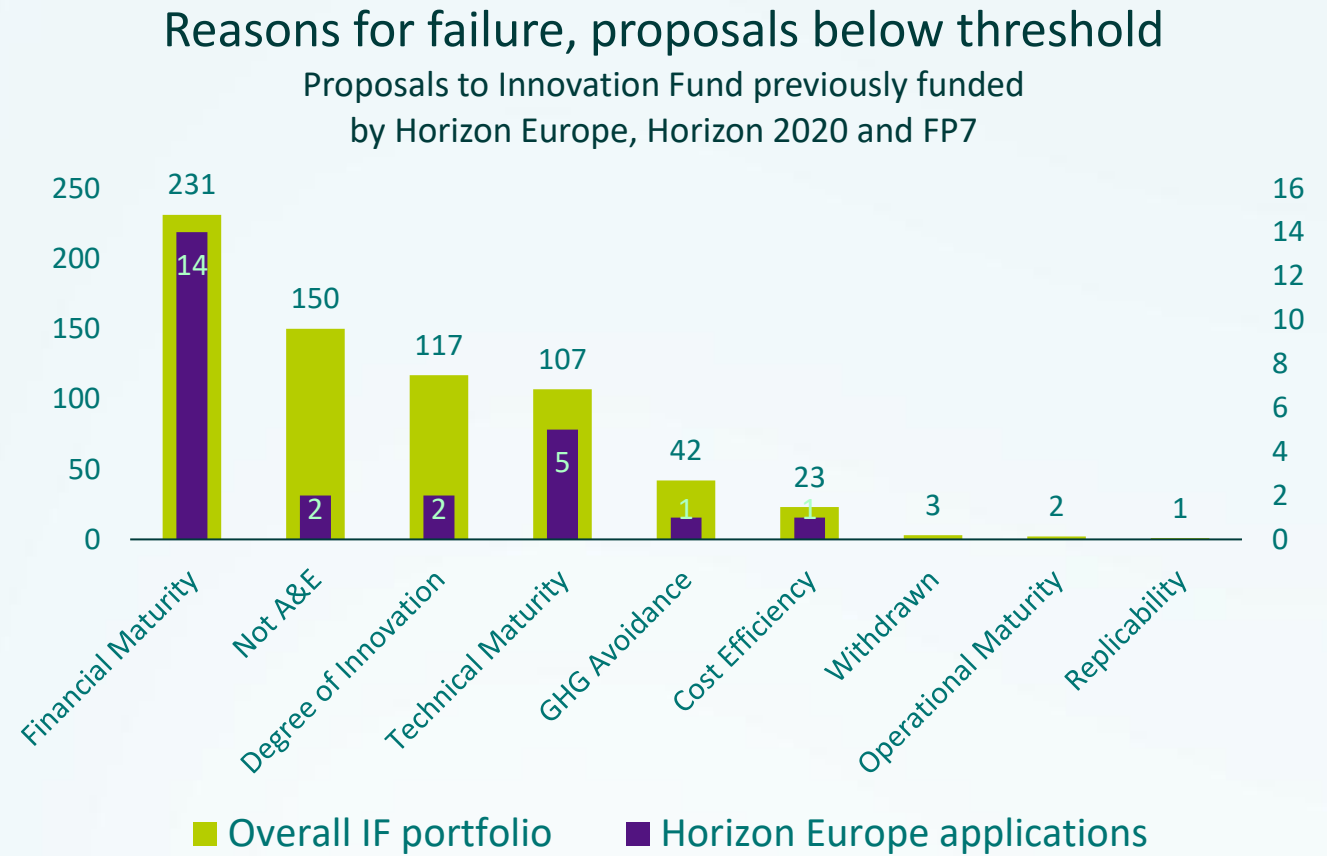
Ongoing Innovation Fund projects previously funded by Horizon Europe, Horizon 2020 or FP7



Reasons for failure

Projects from FP7, Horizon Europe and Horizon 2020 applying for the Innovation Fund

- The large majority of previous Horizon/FP7 proposals fail on '**Financial maturity**', followed by 'Technical Maturity'
- 'Financial maturity' is also the most common reason for failure for Innovation Fund proposals overall, followed by 'Not A&E' and 'Degree of Innovation'
- 'Degree of Innovation' and 'GHG Avoidance' are criteria where former Horizon/FP7 project do better than the overall IF portfolio



The required elements for successful exploitation of R&I results towards deployment

Lessons learned from previous IF calls

Main issues with the Business Plan

Lessons Learned IF23 Call

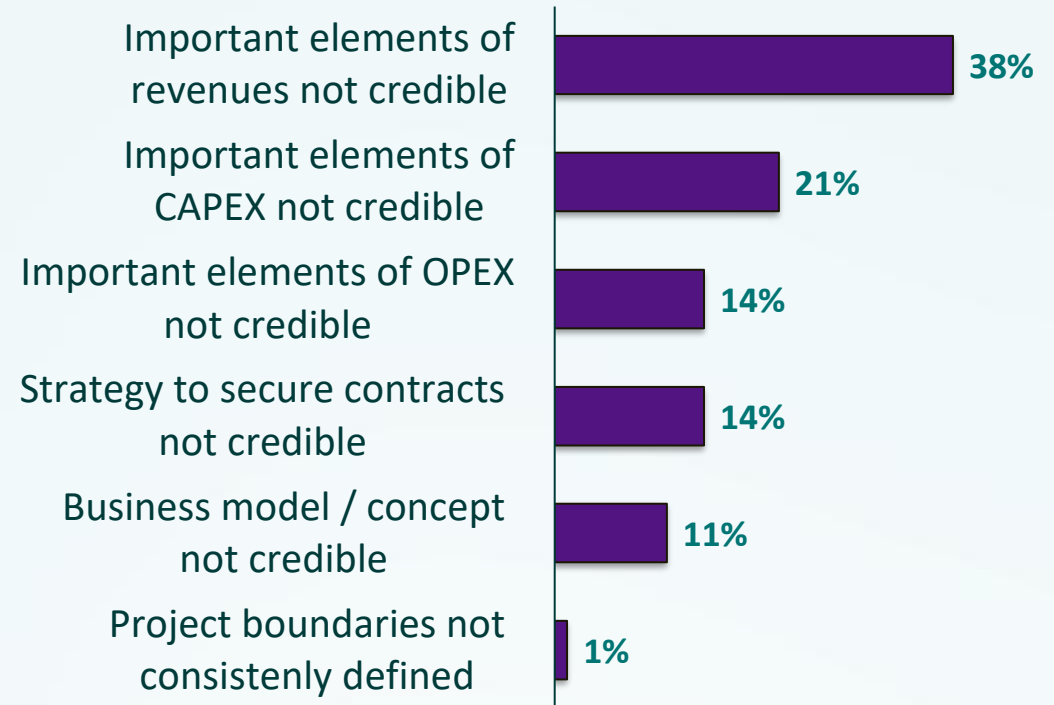
Most issues related to **business plan** refer to:

- **Revenues:** credibility and justification of prices, volumes
- **CAPEX:**
 - Justification missing,
 - No detailed breakdown,
 - Lack of evidence (including quotes from engineering and construction contractors)



- Fully describe, substantiate and evidence the main revenues, CAPEX and OPEX assumptions and include a detailed breakdown and description of prices and volumes
- See Annex 3 of call text for minimum requirements on project contract terms

Out of 84 proposals, the main issues with the business plan are:



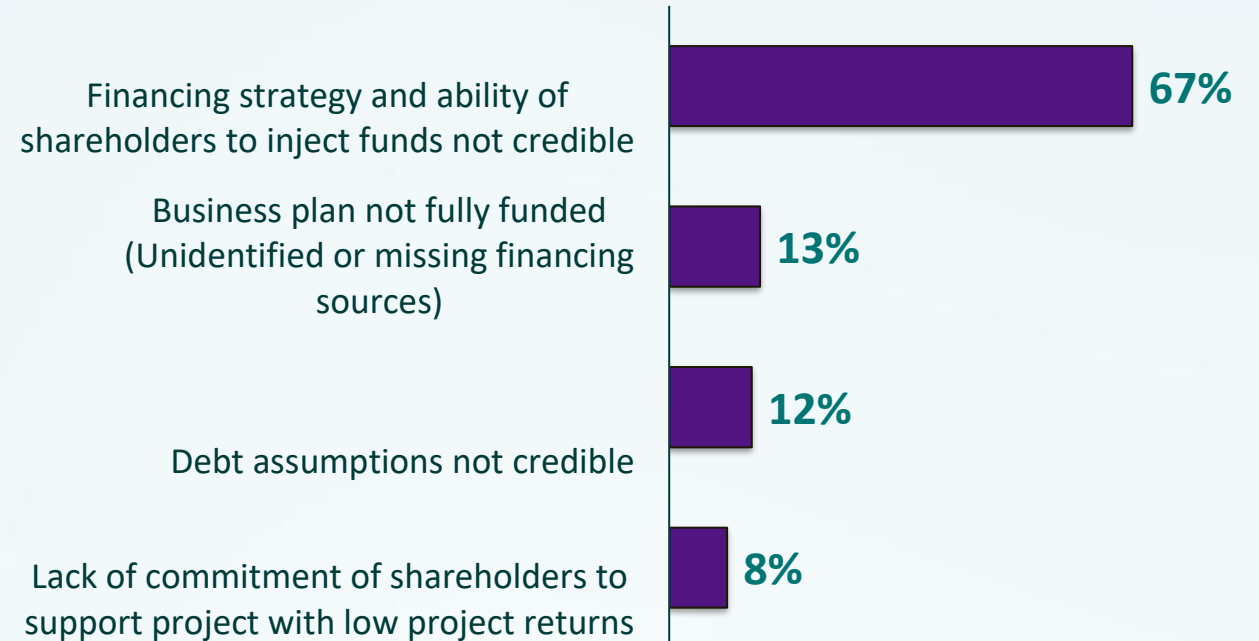
Main issues with the Financing Plan

Lessons Learned IF23 Call

Out of 84 proposals, the main issues with the financing plan are:

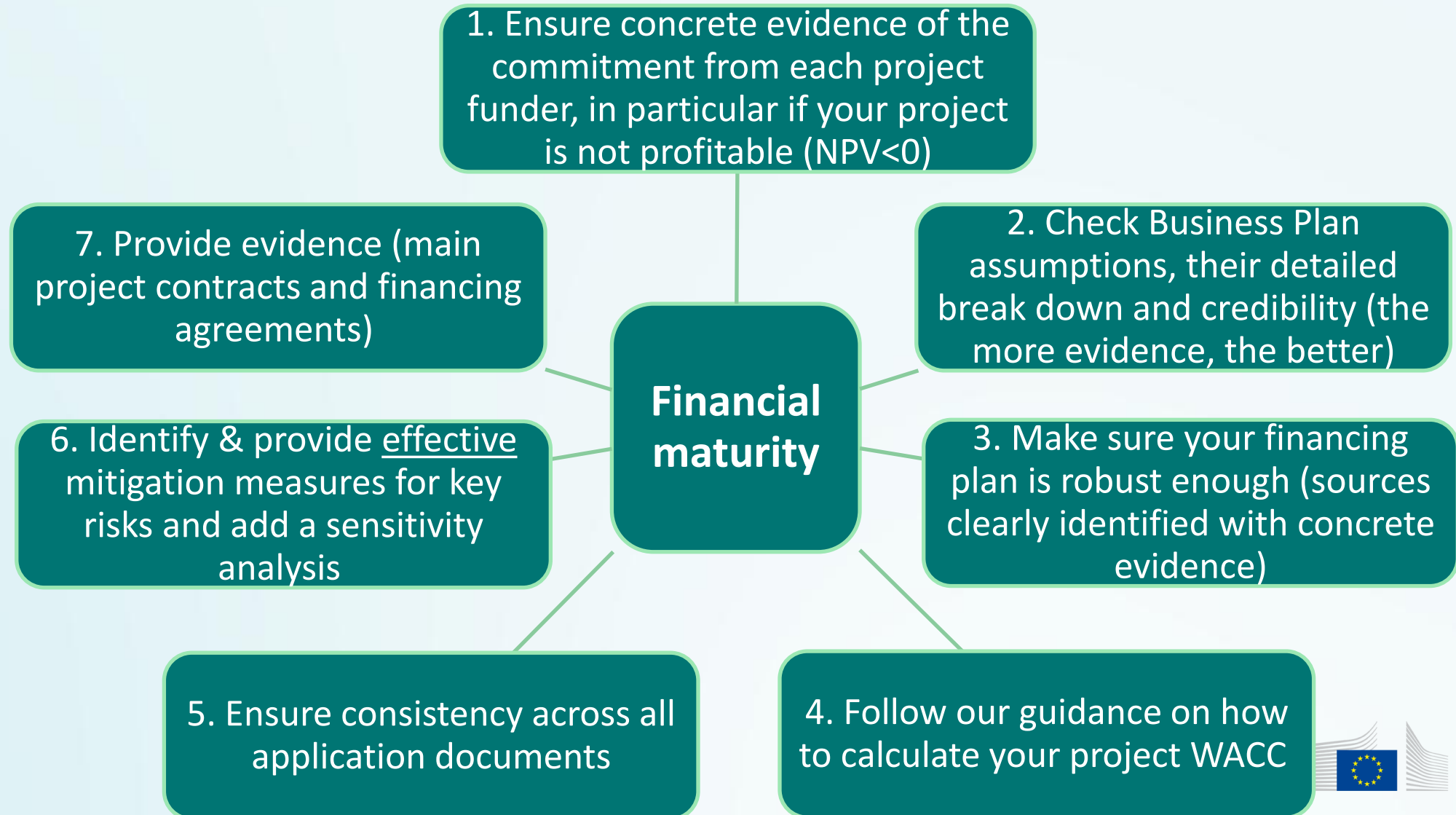
Main issues with financing strategy

- Ability to secure the required funding
- Commitment of shareholders
- Expected timing
- Steps to reach final investment decision
- Other issues related to **debt assumptions** (for instance debt repayment capacity)
- **Unidentified or missing funding sources**



- Clearly **identify all funding sources** with their terms and conditions and the progress made in defining and/or negotiating them with funding counterparts.
- Provide financial statements of the shareholder entities
- See Annex 3 of call text for minimum requirements on project funding support

7 Golden Rules of Financial Maturity



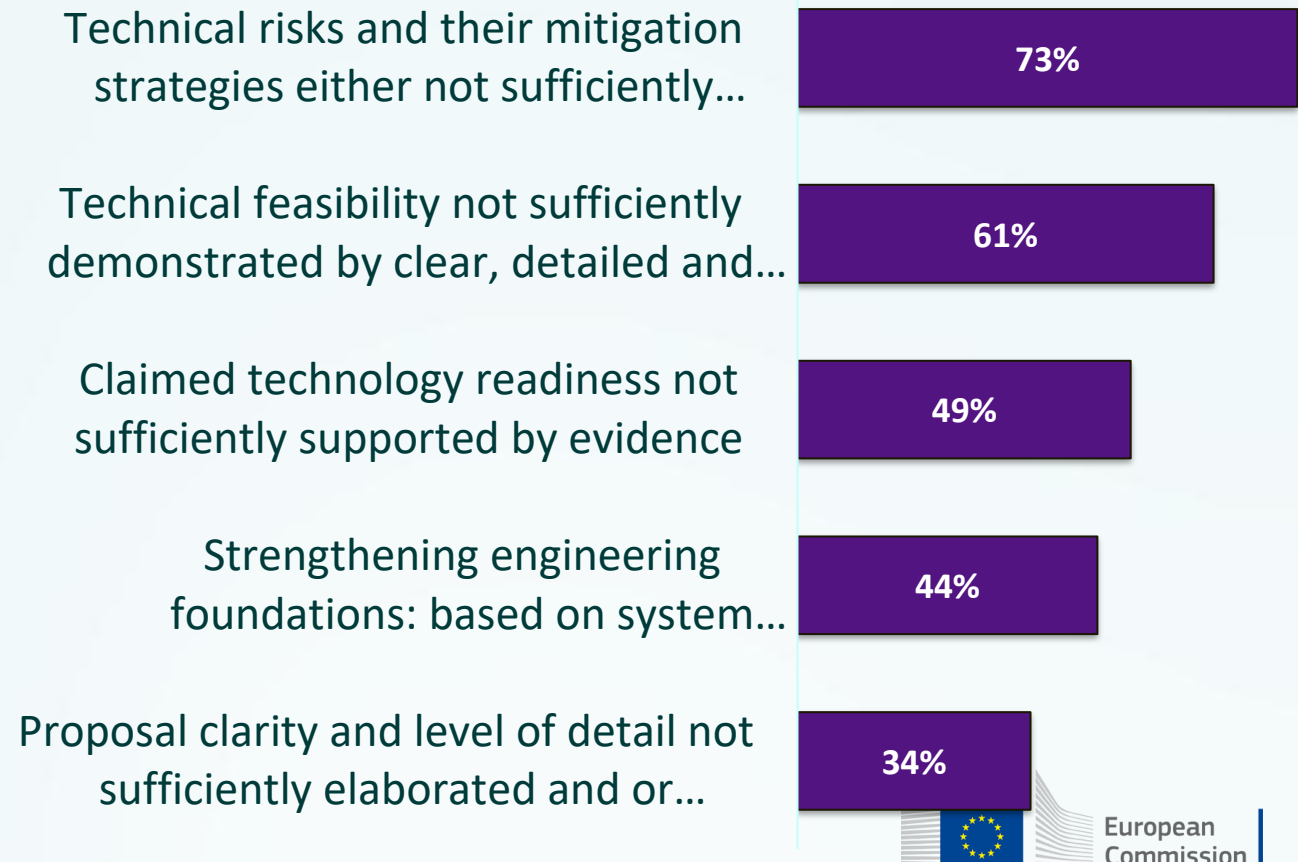
Technical Maturity: Lessons Learned IF23 Call

Key reasons for failure:

Technical feasibility claims not sufficiently supported by:

- Proper identification of risks and mitigation measures
- Credible data and evidence
- Detailed strategies to achieve targets

Out of 29 proposals failing technical maturity, the main reasons are:

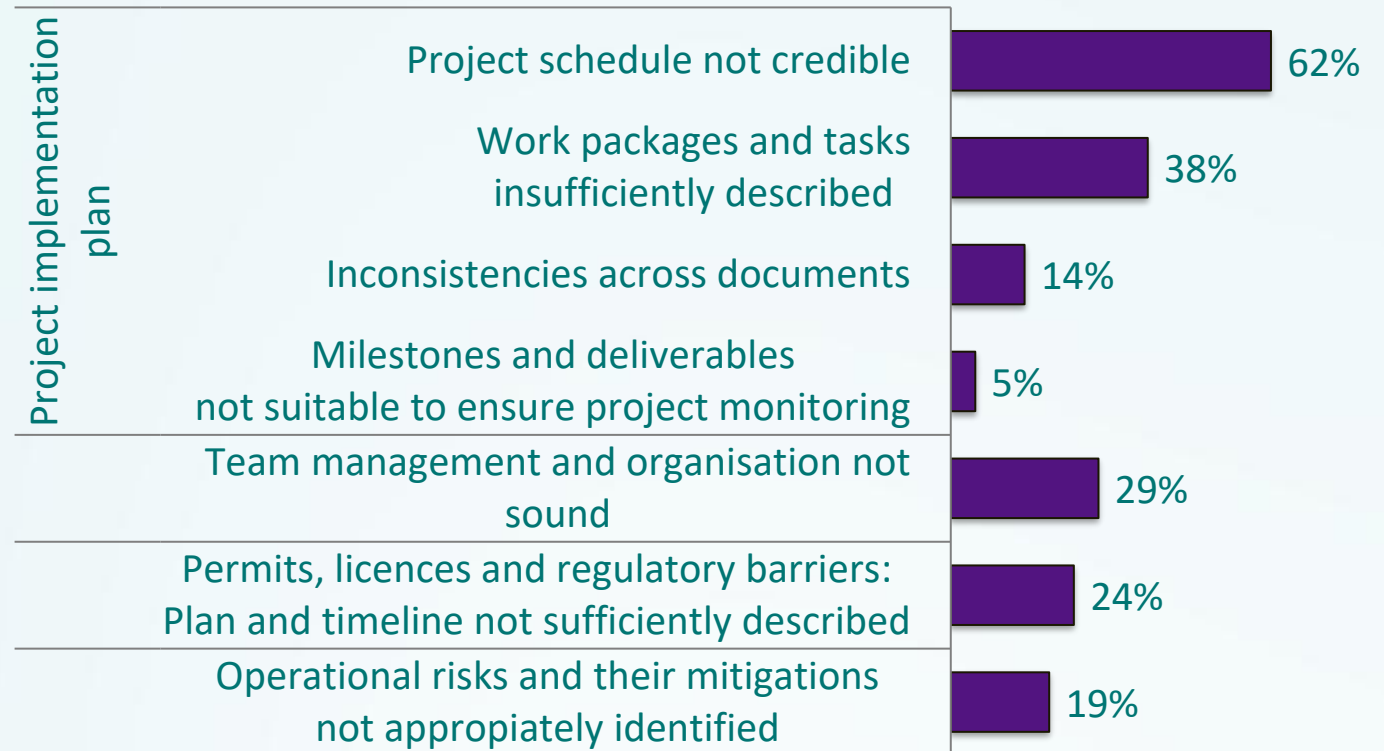


Operational Maturity: Lessons Learned IF23 Call

Key reasons for failure:

- Project implementation plan not credible
- Team management and organisation not sound
- Permitting and licences plan and timeline not sufficiently elaborated
- Operational risks and their mitigation strategies not adequate

Out of 21 proposals failing operational maturity, the main reasons are:



Project Development Assistance

EIB financial and technical experts provide Project Development Assistance (PDA)

to Innovation Fund eligible projects

WORKSTREAM 1

“open PDA”

- Project promoters who are interested in obtaining PDA support may **approach the EIB directly**.
- **Eligibility for the Innovation Fund is a prerequisite** for consideration of Open PDA.

WORKSTREAM 2

Following an application to IF Call for Proposals

- **After submitting an IF grant application, and if unsuccessful**, the project may be eligible for PDA.
- PDA aims to **enhance the financial viability and improve the technical maturity of project proposals** for submission to future Innovation Fund Calls (although not compulsory) or other EU funding requests, national grant preparation or financing from private sources.

- ✓ Applying or benefitting from PDA is **not dependent** on submitting an application to the Innovation Fund.
- ✓ Under the extended PDA process, **new sectoral and geographic targets are in place, and a larger number of projects will be supported.**



PDA support following a direct request to EIB

Direct request for PDA

Project promoters can reach out directly to the EIB if they would like to receive project development assistance support for their innovative project.

Interested projects can contact the EIB directly and apply through the dedicated website:

<https://www.eib.org/innovation-fund-pda>

How to apply

Sign up for a contact account to send all inquiries directly to our Innovation Fund team. Once signed up, your company can get in touch with us and apply for project development assistance.

When sending your request, you will need to fill the information requested and provide, if available:

- a business plan and initial financial model,
- a feasibility study and related technical studies,
- a contracting strategy or related agreements,
- other supporting studies demonstrating project innovation, greenhouse gas emission savings potential and replicability.

Create an account



Sign in



Thank you



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Slide xx: element concerned, source: e.g. Fotolia.com; Slide xx: element concerned, source: e.g. iStock.com

Let's keep in touch



climate.ec.europa.eu
[Portfolio of IF projects](#)



clima-innovation-fund@ec.europa.eu



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Setup for today's interactive session

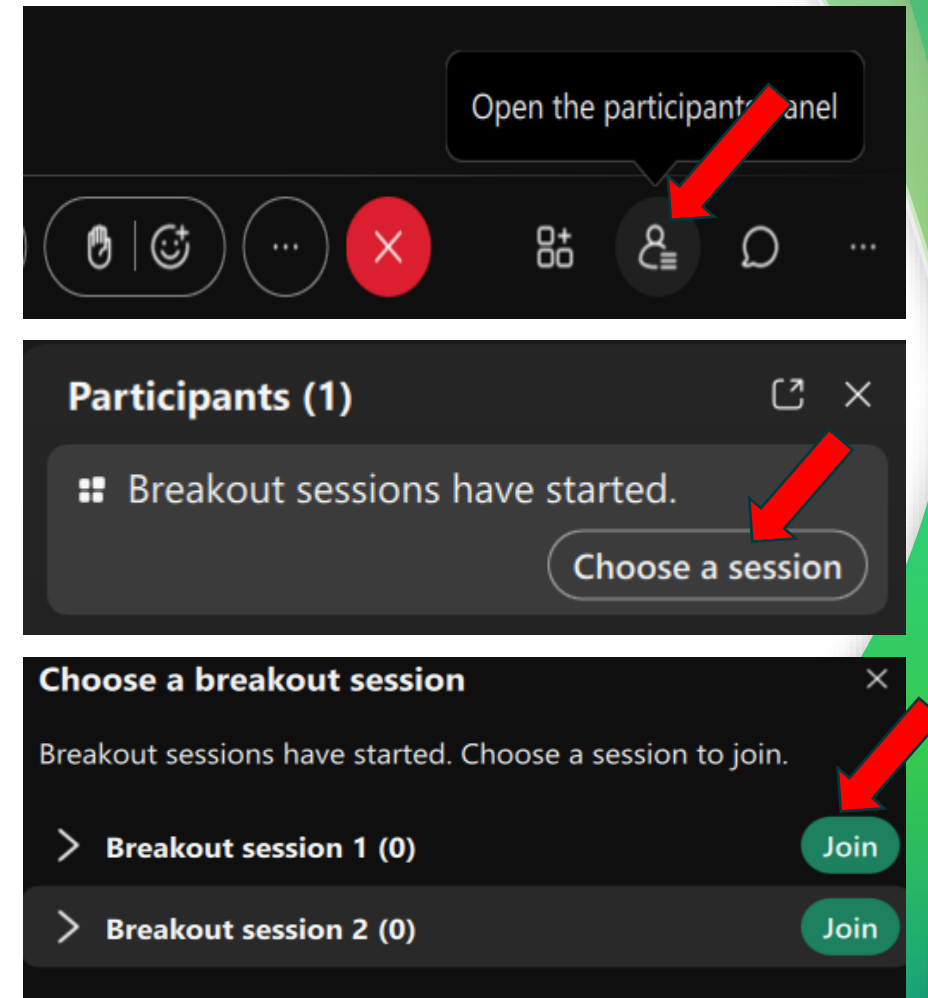
What to expect in the group sessions?

We will automatically assign you to one of the rooms

Room 1:	Room 2:
10:00 – 10:45	10:00 – 10:45
Peer Learning for System Transition Challenges	Investor Readiness for Demonstration and Upscaling
Moderator: Andreas Corusa	Moderator: Tanja Suni
11:00 – 11:45	11:00 – 11:45
Investor Readiness for Demonstration and Upscaling	Peer Learning for System Transition Challenges
Moderator: Tanja Suni	Moderator: Andreas Corusa

How to join breakout rooms

- Please go to **participants panel on the bottom right**
- In the participants panel, please select **choose a session** at the top.
- Click **join** to enter a breakout-room



We are currently in breakout sessions

Room 1	Room 2
10:00 – 10:45	10:00 – 10:45
Peer Learning for System Transition Challenges	Investor Readiness for Demonstration and Upscaling
Moderator: Andreas Corusa	Moderator: Tanja Suni
11:00 – 11:45	11:00 – 11:45
Investor Readiness for Demonstration and Upscaling	Peer Learning for System Transition Challenges
Moderator: Tanja Suni	Moderator: Andreas Corusa

Miro Work

Knowledge Community interactive session – Peer Learning for System Transition Challenges

Which part(s) of the energy system does your project impact? – Miro Work

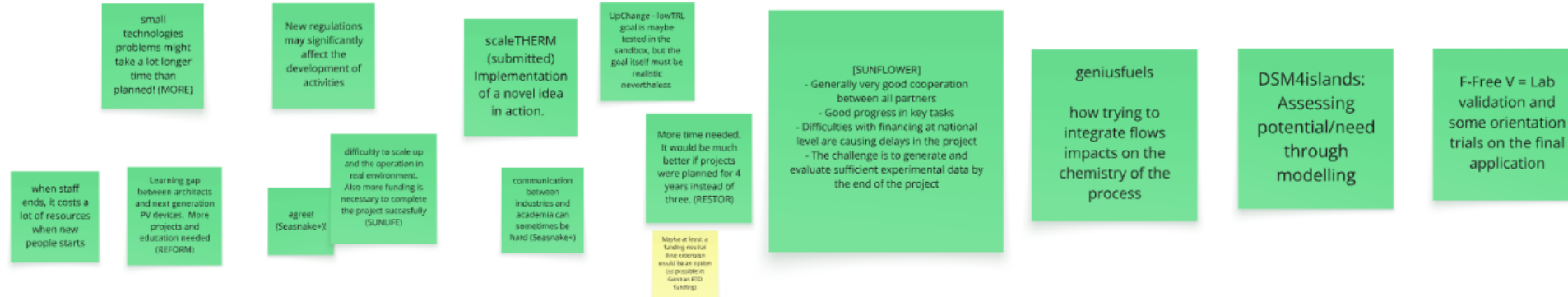
Which part(s) of the energy system does your project impact?		Instructions: Add your project acronym where it fits.	
Generation (Solar, Wind, Other)	[Project Acronym] arrow MORE UpChange SUNFLOWER SUNFLOWER Ground source heat pump systems GSHP - basic premise low enthalpy heating / cooling should be de-electrified LEG-DHC F-Free PV INFINITY (wave) AIDT4WIND ECOHOUSE UpChange Example RESTOR RESTOR Ground source heat pump (GSHP) acceleration - enable end user to be producer SUNLIFE		
Distribution (Grid infrastructure, transmission)	[Project Acronym] RESTOR UpChange UpChange smartHEAT (heating and cooling) LEG-DHC Seasaker ProSeCO ProSeCO RESTOR GSHP systems free out electricity transport on the grid - reduce system risk of sabotage and natural hazards		
Storage (Batteries, Heat, Other)	[Project Acronym] STORE UpChange UpChange LEG-DHC DSM4islands STORE RESTOR RESTOR GSHP enable heat storage between days and even seasons NewHeatIntegrated / ModularHeat4EU		
Conversion (Hydrogen, Fuels, Power-to-X)	[Project Acronym] CO2 conversion RESTOR Ground source heat can utilize waste heat for later genusfuels HY-SLUDGE genusfuels ELECTROMET STONISOLAR Hercules		
End Use (Home, Industry, Transport applications)	[Project Acronym] STORE STORE REFORM LEG-DHC F-Free PV ProSeCO UpChange genusfuels ECOHOUSE		
Digital (Smart control, Data, AI/optimization)	ProSeCO STORE UpChange NOTWIND DSM4islands No project (company: Zenit Solar): Algorithms for self consumption energy distribution BUCK\$\$\$ UpChange Decarbonation		

What I've learned so far?

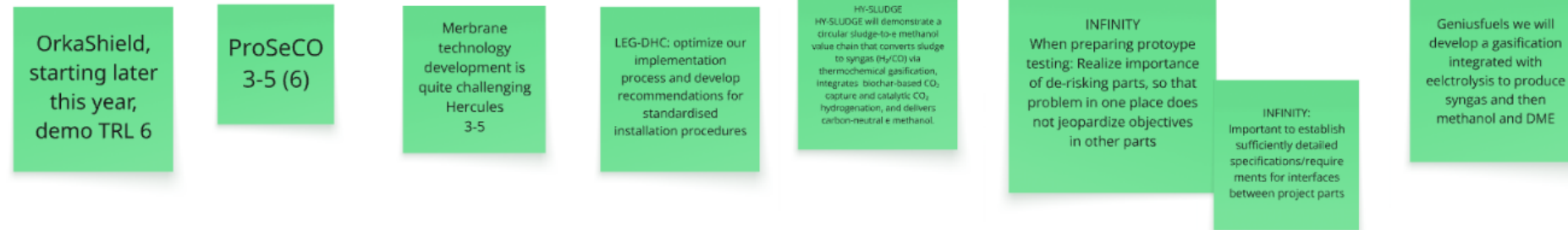
WHAT I'VE LEARNED SO FAR?

Instructions: Add your answer where it fits; multiple answers can be given

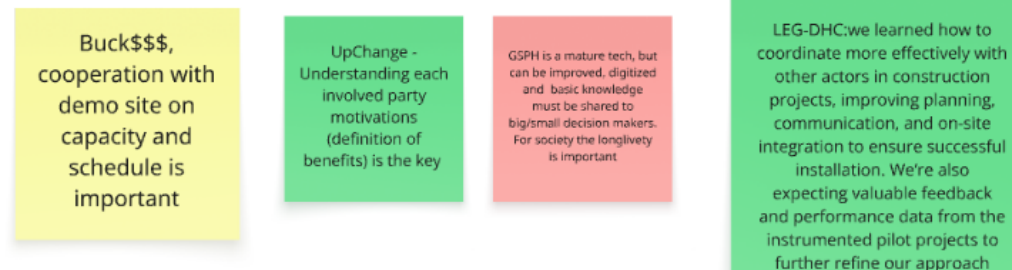
TRL 3-4: "From lab/pilot testing: functionality integrated and tested on bench/simulators, not yet in realistic settings."



TRL 5-6: "From demo preparation: representative prototype tested with real systems/conditions, gearing up for first field trials."



TRL 6+: "From demonstration: running in the real environment, meeting requirements and ready to scale."



What worries me about next steps?

WHAT WORRIES ME ABOUT NEXT STEPS?		Instructions: Add your answer where it fits; multiple answers can be given	
Technical scale-up	SUNLIFE: Achieve the device performance in the different environments using different substrates for a future industrial implementation Hercules the scale-up might not come as far as we hoped, thinking about applying for next step UpChange: transferring technology between zones as we have plans will be time consuming ELECTROMET: Achieve the efficiency levels indicated for the pilot plant DSMFLOWER: On the pilot scale of the developed components, implement a business case for potential manufacturers or to test quantity for scale		
Finding demo partners	BUCKSSS: we keep finding local partners willing to join but they are not eligible for funding, however we are looking through project, existing contribution is larger than EU funding scaleTHERM SUNLIFE DSM4islands: Finding more demo partners who will actually give access to assets LEG-DHC: Securing identification of developers willing to host pilot plant, signing construction timeline with research and funding schedules DSMFLOWER: Implementing a commercial operation with a partner, a research institution, can verify the feasibility of the development in a demonstration plant if only the local feasibility can be proven within the project period		
System integration	PROSECO: integration in field (the is challenging due to regulatory/safety restrictions) ADT4WIND: Different technology providers developing different components. Crossborder negotiation and infrastructure challenges LEG-DHC: Achieving smooth integration with existing B2B heating infrastructure. Finding a new organization to manage the system is not a simple task. Managing additional data management challenges. Cross-border negotiation. All points, time, and energy system issues GeniusHub: integrate the different systems in the final module DSM4islands: Finding ways to connect to and communicate with various individual systems		
Validation requirements	STORE: lack of V2G ready cars UpChange: One of the solution has some problem as STORE (in a way) we are lacking V2G legal support BUCKSSS: the technical requirements, criteria are not clear LEG-DHC: Regulatory adaptation — signing national permitting and connection codes		
Financing	Seamless: the Italian partners still haven't gotten any payment, problems for the small companies ADT4WIND: Financial support is not finalized for all partners. A lot of uncertainty at the beginning DSMFLOWER: identification of investors to finance the expansion of production capacities LEG-DHC: Financing remains challenging because our solution requires an initial investment during construction, while the return on investment (less than 10 years) is realized during operation through lower heating and cooling costs. Since construction or development are ready the end users, clear financial incentive to adopt the technology is limited, which makes it harder to convince them to implement it despite its long-term benefits		
Technology Transfer / IP Management	DSMFLOWER: Coordination between partners from different countries regarding the transfer of IP/licensing for the subsequent commercialization of the developed components		
Commercialization	STORE: acceptance of end users LEG-DHC: Identifying viable business models (initially — one stop-shop, service based). Building supply-chain capacity for design and installation. Ensuring market awareness and differentiation from other geothermal solutions		
Other (Please specify)	[Project Acronym] Write here your answer A postdoc working on the project decided to leave Data availability: DSM are reluctant to share data on the pilot, without reliable data, business system modelling won't do much (upchange) BUCKSSS: partners depart, funding agency does not allow replacement Other funding schemes do allow this as long as the requirements is equally shared. They don't allow the remaining partners to pick up the work, if they are patient for it LEG-DHC: Awareness and communication — overcoming confusion with deep geothermal and other shallow geothermal. Skills and training — ensuring engineers and contractors can implement GCS at scale		

What expertise can you share vs. What support do you need?

What expertise can you share vs. what support do you need?

Instructions: Add your answer where it fits;
multiple answers can be given

I NEED...

[Project Acronym]
[Your Email]
Write here your answer

STORE:
time series data of
supermarket load
jahe.chu@thi.de

UpChange: Data
for archetypical
modeling

A way of being able to send
the project's newsletter to
other CETP-projects, maybe
an e-mail list? Or does GEDP
stop this?

SUNFLOWER:
external
stakeholders/
companies for demo

UpChange: maybe
some cross-validation
from external (out of
project) stakeholders

[SUNFLOWER]
Links to other CSP-oriented
projects within and outside
CETP, and external
stakeholders

External stakeholders
interested in marin
energy, like wave
energy

DSM4islands:
Island utilities / Island
industrial operators to
ensure replicability -
info@dsm4islands.eu

LEG-DHC: We already have successful pilot projects,
but we still face challenges in scaling up — moving
from demonstration to widespread adoption requires
stronger market connections, clearer business
models, and support to engage developers and
decision-makers at earlier project stages
Roxana Vasilescu: rvasilescu@petrotgc.com

BUCK\$\$\$
need EU
industrial
emitters for
demo

I would be very keen to work with people in Europe
that can share my a holistic viewpoint of the energy
system. According axes:
1. thermal, electrical and molecules
2. producer - transport - storage and end user need
3. Actual costs for the a. user, b. producer, c. society
and d. nature. These are NOT the same. Costs
including nature use, steel use, loss of trust and
conflict.
4. Longevity, long termities, up stream material
usage, and climate balance.
Make a Monte Carlo probabilistic approach, based on
the output of existing projects internationally. Putting
this knowledge together, include uncertainty and
provide output for societal decision makers. Please
contact: aneri@norcrossanthuino

I OFFER...

[Project Acronym]
[Your Email]
Write here your answer

OrkaShield
jan@gerosion.com
geothermal/material
science solutions

UpChange: Data for
archetypical modeling

Get up a new project: Very interested in especially
LOW temperature geothermal solutions that can be
deployed everywhere. Not only for the producer, but
also the end user perspective enabling them to
become a producer, thus reducing the financial risk
of a fluctuating price system. Reduce societal risks
associated with long value chains (can be bombed or
climate index). Provide societal value by de-
carbonizing the chain of heating and cooling demand so that
we can rather produce societal value in the industry.
WH: Setup a python and excel integration scheme
that enable the holistic inclusion.
WH: How to meet the false views that dominate the
energy discourse? Who finances and nurtures this
perspective?
Please contact me if you are interested: J Anders - Ha
jander@norcrossanthuino

District Heating & Cooling
- Design
- Modelling (hydraulics & Thermal)
- Heat Storage
- Economic Analyses
- Modernization & Renewable Integration
h.rol@see.nl (ATE INTEC)

BUCK\$\$\$ power plant
demonstration site in
Canada for demo
needs, access to local
clean energy
innovation ecosystem

[SUNFLOWER]
In the consortium: Support in the selection and
modification of suitable raw materials; development,
manufacture and testing of metallic and/or ceramic
high-temperature components; CSP testing
capabilities; developers and providers of innovative
technologies in the field of renewable energies;
contact: <https://www.aurel-test-projects.eu/>

[HY-SLUDGE]
[eda.ergunsongul@iuc.edu.tr]

modeling, production, and characterization of energy
storage materials, powder metallurgy, pyrolysis, and
gasification processes. Integrating thermodynamic
modelling, experimental validation, and life-
cycle/exergoeconomic analyses, I aim to link material
performance with sustainability indicators.

Geniusfuels
Catalyst production and development for energy
application;
chemical process development;
High temperature electrolysis
a good consortium and stakeholders
Andrea.fasolin2@unibo.it

Miro Work

Impact interactive session - Investor Readiness for Demonstration and Upscaling

Stage 1 . Where are you now – and where are you headed?

Who Will Own This — and Guide It Toward Demonstration?

(Understanding IP ownership and your TRL ambition is the foundation for planning your demonstration.)

New grid

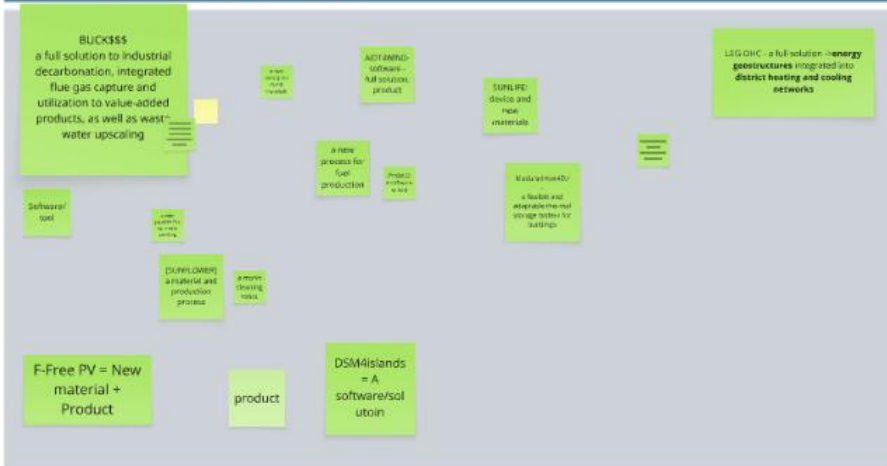
IP Ownership & Technology Transfer	TRL 1	TRL 2	TRL 3	TRL 4	TRL 5	TRL 6	TRL 7	TRL 8	TRL 9
0. A company already owns the IP No tech transfer is necessary, the team is ready to move on towards commercialization.				UpChange (for digital solutions)	Learn heat thermal energy storage suited for domestic houses and large buildings (Buckingham)	F-Free PV	Buck\$\$\$ company owned, at demo site, upscaling	Energy-governance related algorithms (no project in CETP yet)	
1. No plan or decision yet (research-owned innovation) We don't know how or if the technology will be transferred.			How probably for some low end product developed, owned by some of the partner (Buckingham)	RESTOR	OrkaShield	geniusfuels			
2. Considering licensing to external partner We aim to license the technology but haven't started discussions.			New (idea/proj) Reuse materials	UpChange (for some of the solutions)	ProSeCO				
3. Considering spin-off creation We are exploring a spin-off route, but no team or structure in place yet			We have a discussion within the consortium who will own or working on, maybe a new network? (MORE)		Example: HYDRO-X TRL 4-5				
4. In active discussions with company or spin-off team We are negotiating licensing or spin-off terms with a specific party.				UpChange (for one solution, we have a good practice with our DSO)					
5. License signed I spin-off founded The IP has been licensed or a spin-off has been formally launched.									
6. Other technology transfer route — what?					DSM4islands TRL 3-6	AOT4wind TRL 5-7	LEG-DHC		

Stage 1 . Where are you now – and where are you headed?

1. What kind of an innovation is this?

Examples:

- A product or device
- A software or tool
- A new material or process
- A full solution or service
- We're still figuring it out



2. Who might use this?

Examples:

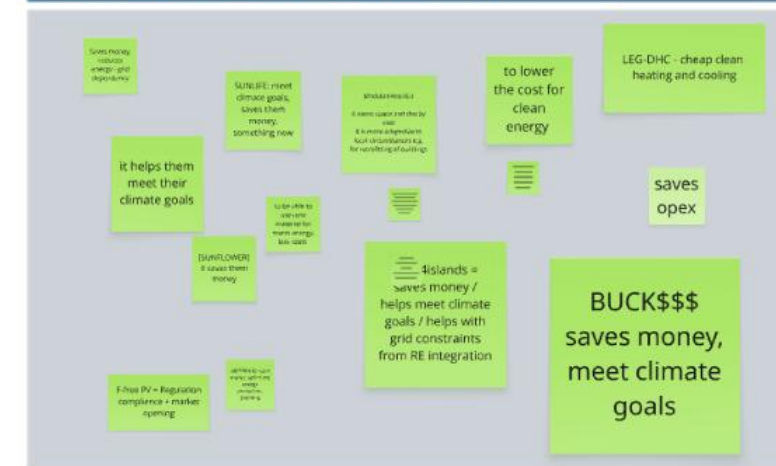
- A city or utility company
- A factory or industrial operator
- A solar panel manufacturer
- A logistics company
- We don't know yet



3. Why would they want it?

Examples:

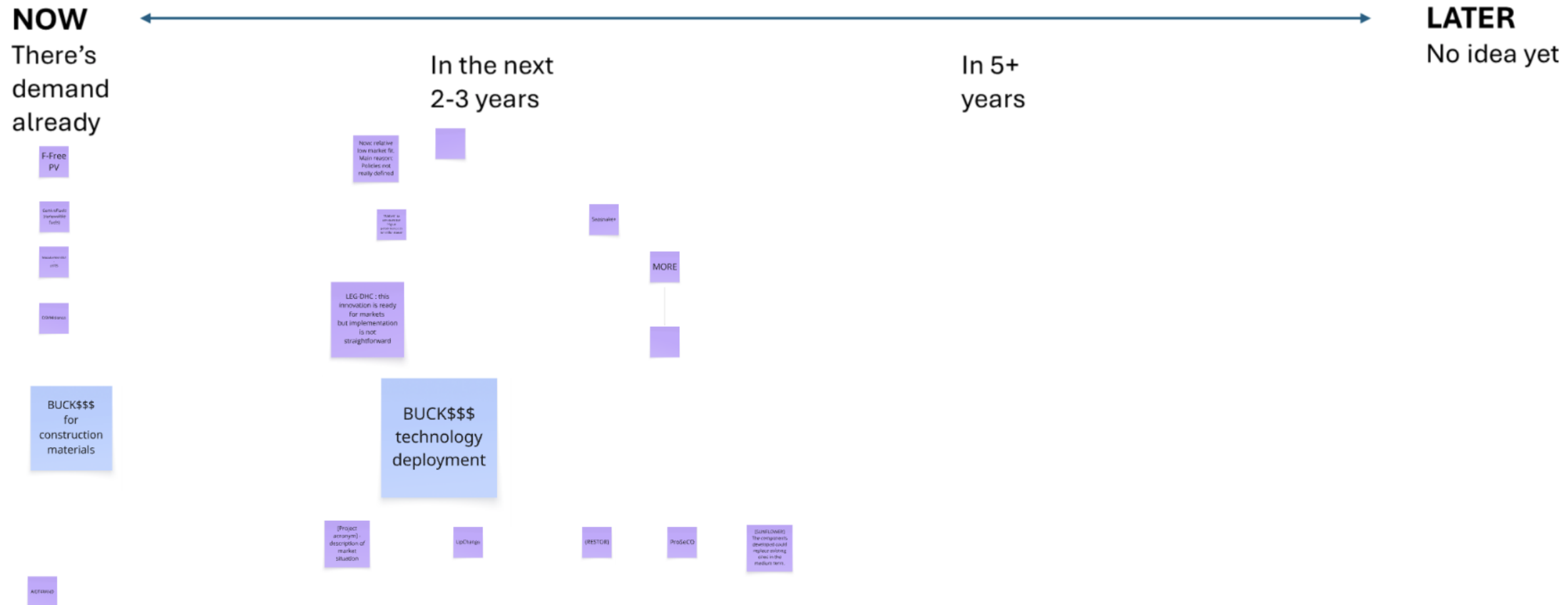
- It saves them money
- It helps them meet climate goals
- It solves a tricky problem
- It lets them do something new
- We haven't thought about this yet



Stage 1 . Is this innovation relevant for markets now – or later?

4. Is this innovation relevant for markets now – or later?

(When do you think the need or demand will really appear?)



Stage 2. What kind of Demonstration are you planning?

STAGE 2: "What Kind of Demonstration Are You Planning?"
Let's map the scale, scope and purpose of your demo – and who might fund it.

Instructions:

- Choose Your Demo Cost (€)**
Choose a sticky that matches the size of the demonstration you are planning.
- Choose Your Funder/Investor**
Drag a sticky into the circle of the funder/investor you think might be suitable. You can copy your sticky into several circles.
- Describe Your Demo and Explain What You Want to Prove**

Demo Cost

- 1–5 M€
- 5–20 M€
- 20–100 M€
- 100–500 M€
- Not sure yet ?

10 min

CEP Investment
Based on funding (€), 1-5, early stage demo validation

Horizon Europe Flagship / IA
Large, collaborative projects (70-200 M€), system scale solutions

Innovation Fund
Capital intensive, G4/G5 technology (100M+ demo) (200-700 M€)

ERC Accelerator
Based on scientific excellence of high impact, deep tech innovation (200-500 M€)

Corporate VC / Strategic Industry Partner
For solutions that address strategic challenges, commercial potential strategy

Private VC / Climate Tech Fund
Seeking for scalable, high return stage, tech representation

National Innovation / Demo Funders
Ministries, innovation agencies, or other specific public programmes

Other (PCE) / EIR / Regional Funds
Highly specific, large scale and/or later stage

Not sure yet
Still exploring options

Sticky Examples:

- Sticky 1:** "Carbon capture and storage (CCS) demonstration plant, 1-5 M€ cost, funded by CEP Investment, aiming to prove the technology's viability for industrial use."
- Sticky 2:** "Hydrogen production from renewable energy, 5-20 M€ cost, funded by Horizon Europe Flagship / IA, aiming to prove the technology's scalability for industrial use."
- Sticky 3:** "Advanced battery technology for electric vehicles, 20-100 M€ cost, funded by Innovation Fund, aiming to prove the technology's performance and safety for commercial use."
- Sticky 4:** "Artificial intelligence for drug discovery, 100-500 M€ cost, funded by ERC Accelerator, aiming to prove the technology's ability to accelerate drug development for rare diseases."
- Sticky 5:** "Advanced manufacturing process for carbon fiber, 1-5 M€ cost, funded by Corporate VC / Strategic Industry Partner, aiming to prove the technology's cost-effectiveness and scalability for industrial use."
- Sticky 6:** "Advanced manufacturing process for carbon fiber, 5-20 M€ cost, funded by Private VC / Climate Tech Fund, aiming to prove the technology's cost-effectiveness and scalability for industrial use."
- Sticky 7:** "Advanced manufacturing process for carbon fiber, 20-100 M€ cost, funded by National Innovation / Demo Funders, aiming to prove the technology's cost-effectiveness and scalability for industrial use."
- Sticky 8:** "Advanced manufacturing process for carbon fiber, 100-500 M€ cost, funded by Other (PCE) / EIR / Regional Funds, aiming to prove the technology's cost-effectiveness and scalability for industrial use."

Stage 3. Can you convince an Investor?

● STAGE 3: "Can You Convince an Investor?"

Let's check how far your team is in reducing risk and proving relevance.

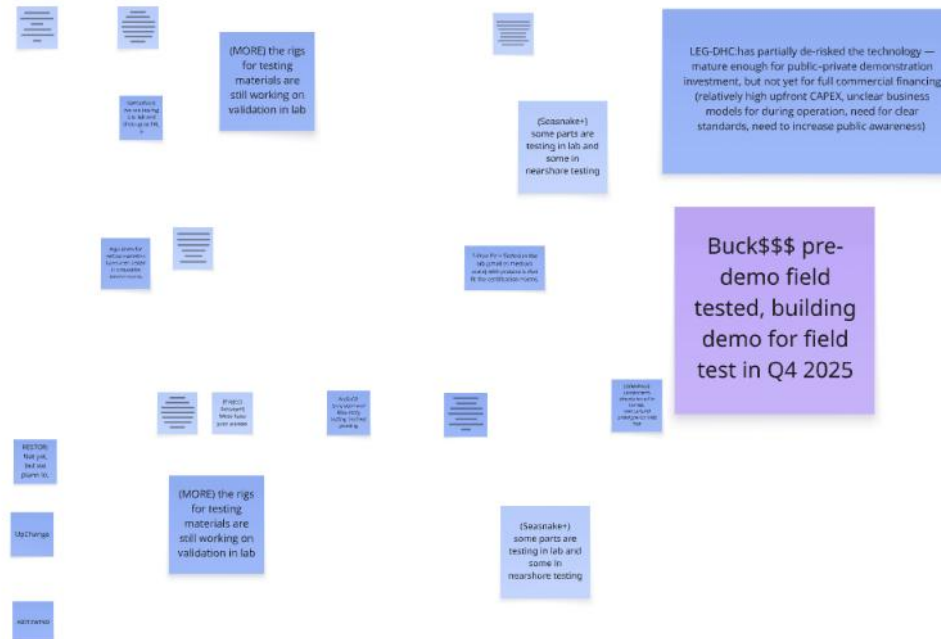
1. Have you de-risked the technology enough to satisfy an investor?

Not tested at all ●

- Confidently validated

Tested in lab

Relevant field test



Stage 3. Can you convince an Investor?

2. Do you understand the use case and real user need?

No clear use case ●

- ● User need is well-defined

General idea

Early adopter identified



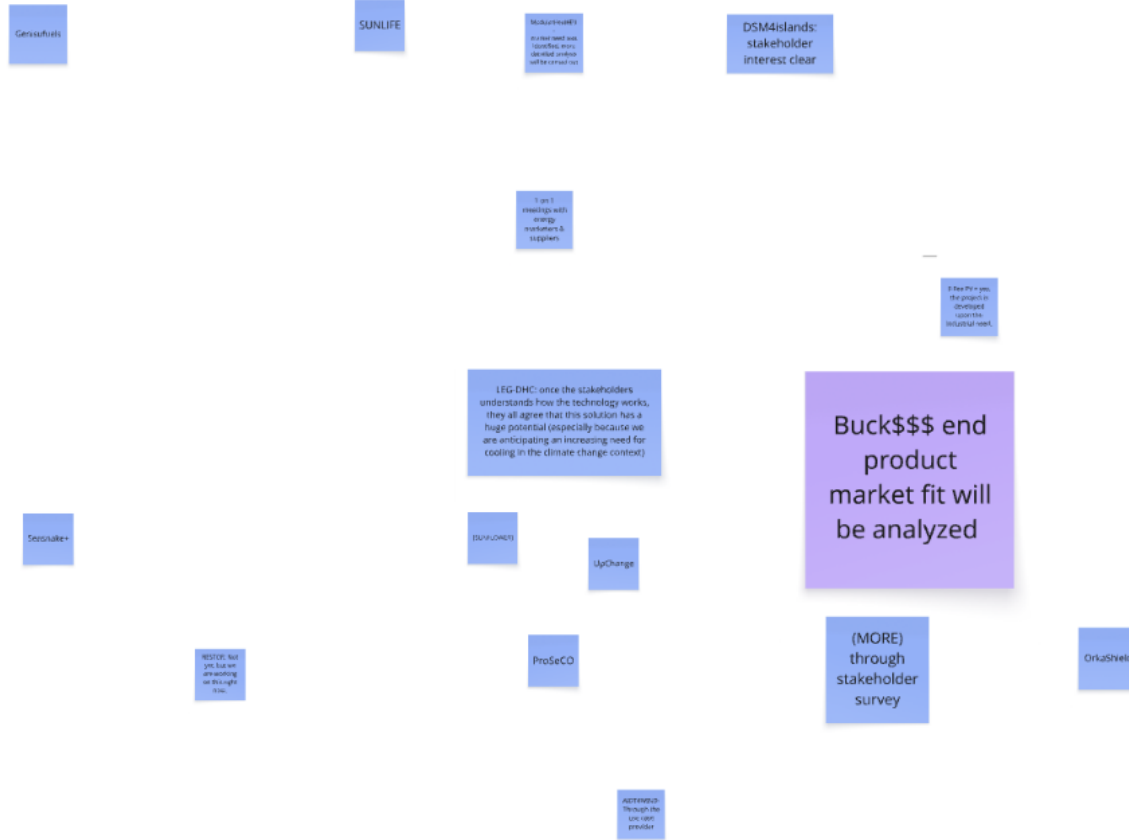
Stage 3. Can you convince an Investor?

3. Have you tested market interest?

No market input yet ● ————— ● Clear market pull

Some feedback

Product-market fit analysis



Stage 3. Can you convince an Investor?

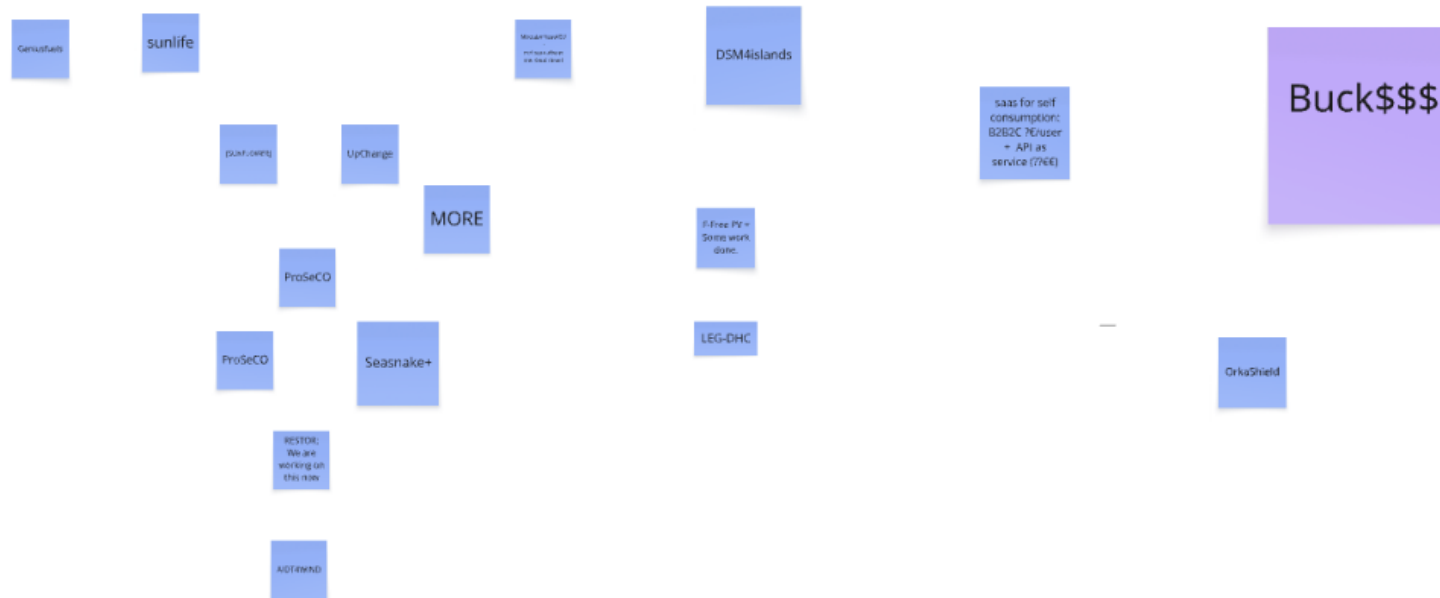
4. Have you started shaping your business model?

No thinking yet ●

● coherent business logic

Some ideas (pricing, customer)

Early model draft



Stage 3. Can you convince an Investor?

5. Could social acceptance be a factor?

Haven't considered ●

- Acceptance mapped

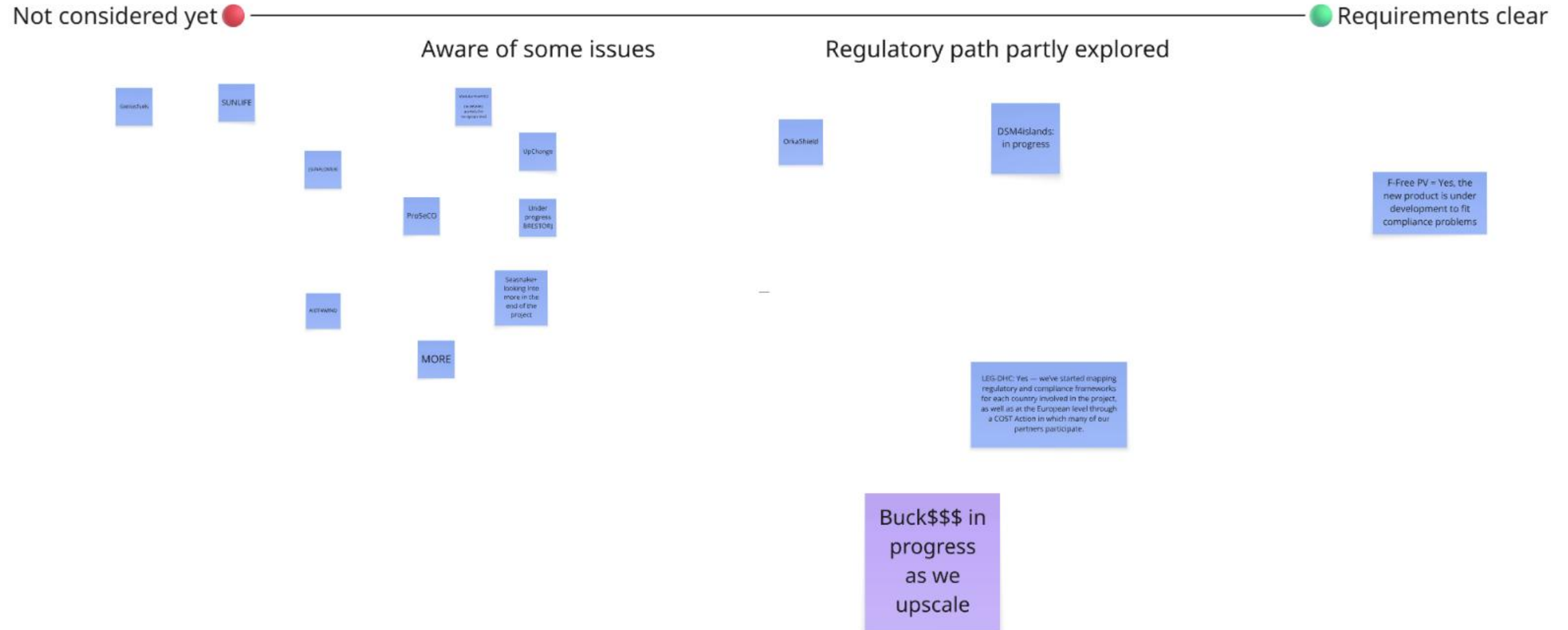
Discussed internally

Talked with stakeholders



Stage 3. Can you convince an Investor?

6. Have you mapped regulatory or compliance issues?



Stage 3. Can you convince an Investor?

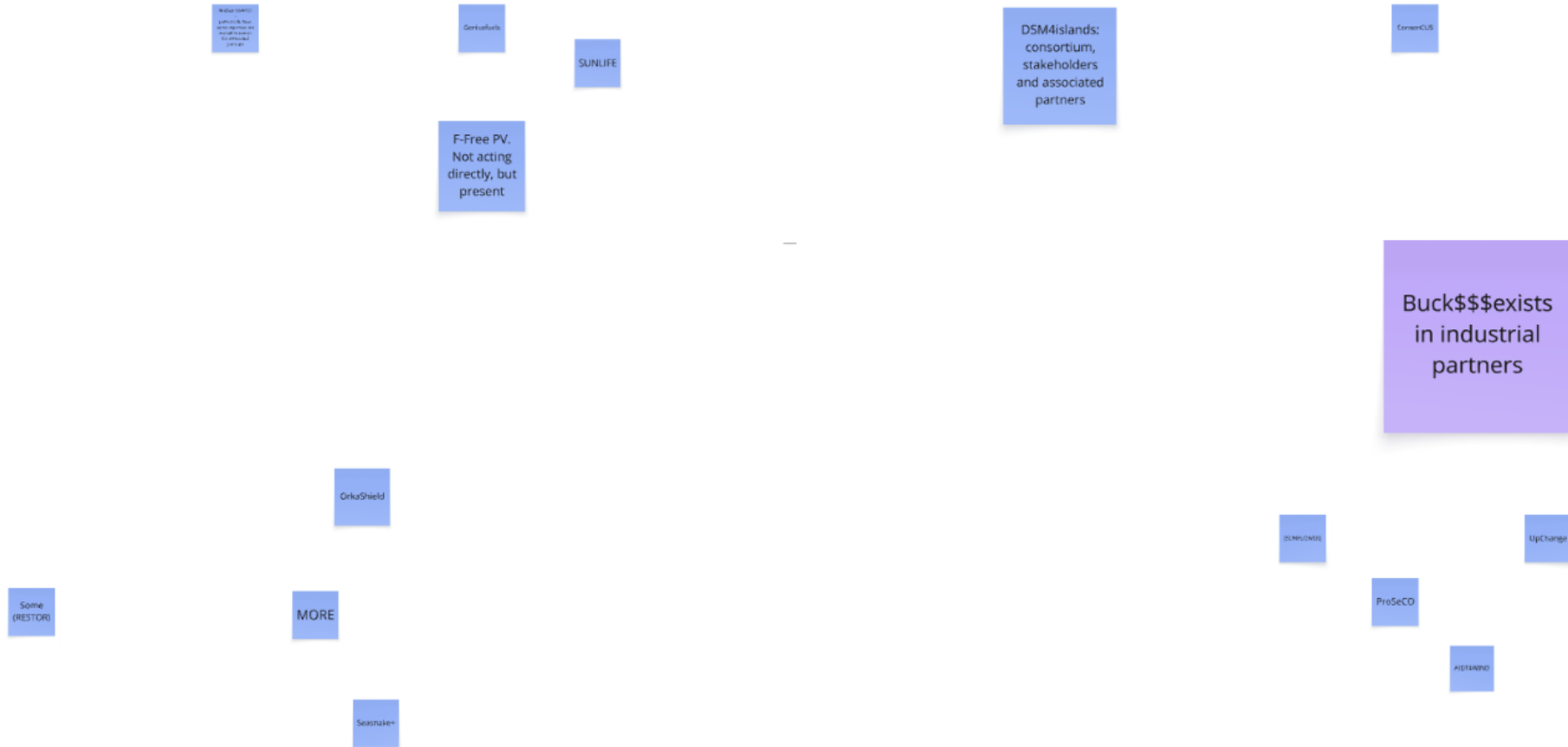
7. Does your team include market or commercial expertise?

No commercial skills yet ●

● In-house experience exists

Some external advice

Named advisor or hire planned



Wrap-up in plenary

SLIDO



Co-funded by
the European Union

How can the Knowledge Community and Impact teams better support your work? - SLIDO



How can the Knowledge Community and Impact teams better support your work?

Wordcloud Poll ☒ 19 responses  11 participants



What's next?

- Documentation of presentations and discussions will be shared in coming days.
- Answers to any remaining questions will be included in the documentation.
- A short survey link about the Annual Conference will also be sent along the documentation.
- We look forward to your valuable feedback to help us improve future events

Upcoming Events

- **Knowledge Community Working Group Meeting: System Integration in the Energy Sector** – 18th November (13:00 – 16:00). Register [here](#)

Save the dates:

- Training webinar on **Demonstration & Investor Readiness** on 27 November at 13:00 – 14:30. Registration opens next week.
- **Investor Sparring Session** on 13 January 14:00 – 16:00 for interested projects. Invitation round opens in November.

Knowledge Community Contact Points

- Please contact us on knowledgecommunity@cetpartnership.eu



Andreas Corusa



Tanja Suni



Katharina Reffel



Marcel Gutschner

Final reflections & future outlook



Michael Huebner
CETPartnership Coordinator

SET Plan Conference 2025 Side Event

When?

4-5 November 2025, 16.00 – 17.00

Where?

Odense, Denmark

What?

Side Event, during Day 1 organised by CETPartnership and the DUT Partnership, followed by Signing ceremony of Letter of Intent with Mission Innovation

Register here <https://www.setplan2025.dk/>

Strengthening European and International Collaboration in Research

– Impact and value of strategic collaboration in Europe and beyond to accelerate the clean energy transition

Participants:

- Beatrice Coda, European Commission, Directorate-General for Research and Innovation - (RTD.C.2)
- Eleanor Webster, Head of Mission Innovation Secretariat and member of the CETPartnership Strategic Advisory Board
- Andrew Barney, Uppsala University, Sweden CETPartnership project RESTOR
- TBC
- *Moderator: Wickie Lassen Agdal Danish Energy Agency, Denmark, CETPartnership Governing Board Member*

Thanks!

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