Welcome to the CETPartnership Annual Conference!

We will start at 09:00 CEST

Co-funded by the European Union

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

Co-funded by the European Union

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

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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**

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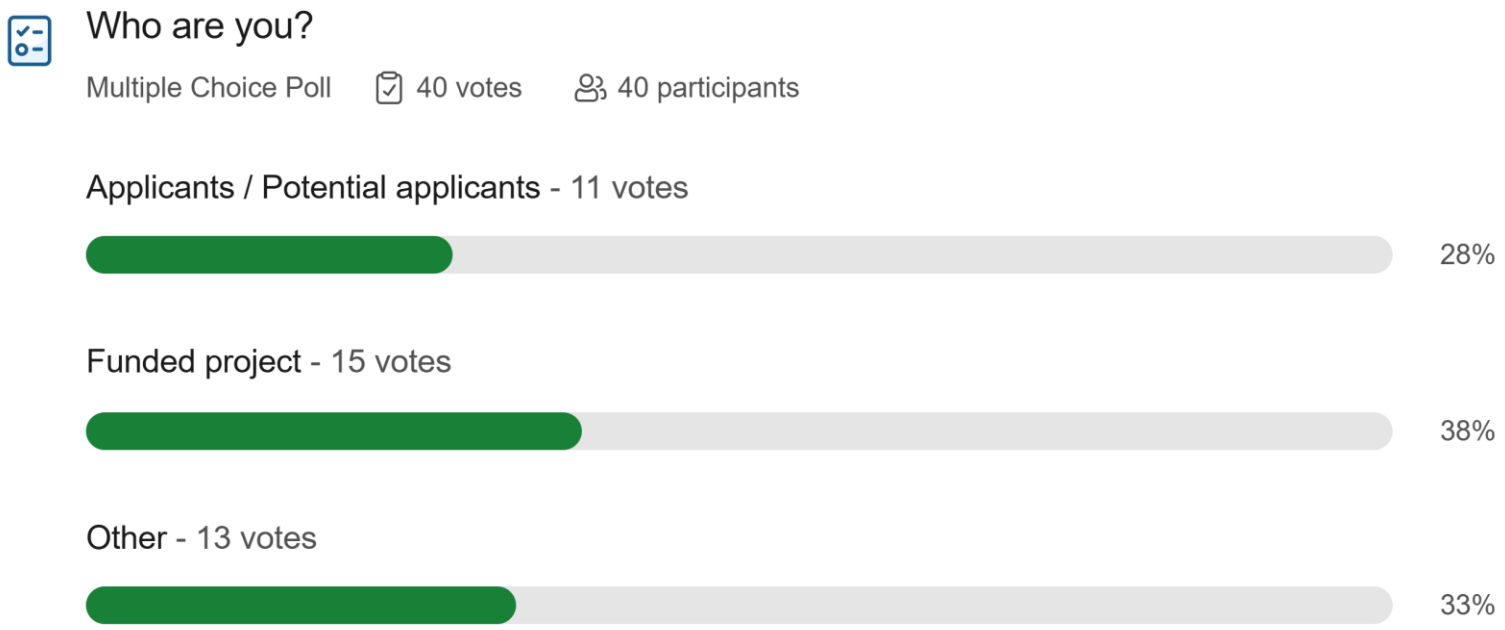
Join at slido.com
#8534529

Who are you – SLIDO Question



slido

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Which organisation do you represent – SLIDO question

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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.

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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

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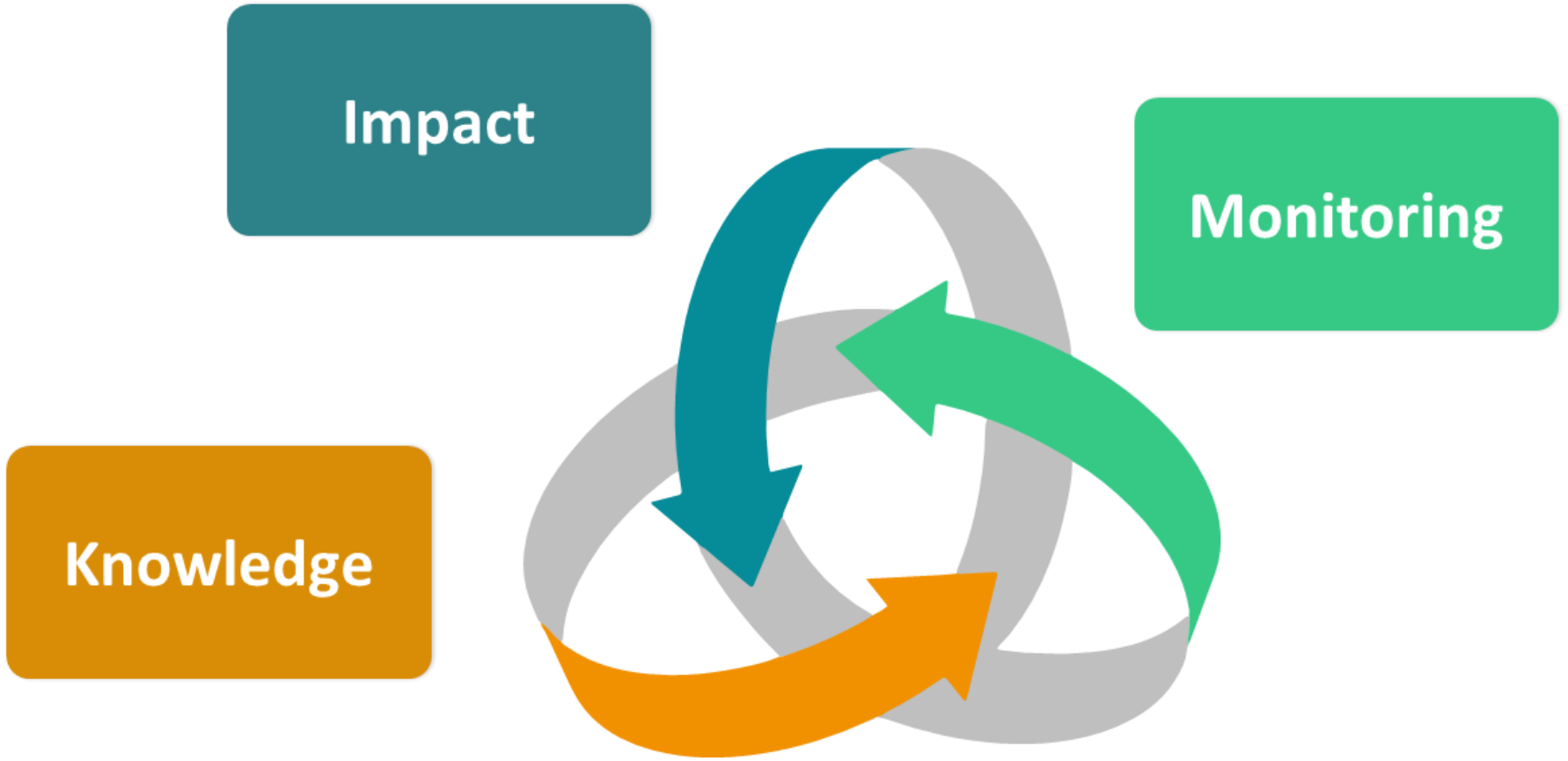
Knowledge Community and Impact: Who we are



SLIDO

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What we offer:

CETP Impact Support Video Guide

Co-funded by the European Union

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

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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

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What makes a Demonstration Investable?

Maria Velkova

EC Deputy Head of Unit – Finance for Innovation

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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

Funded by the EU Emissions Trading System

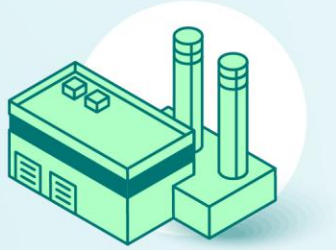
Deploying innovative net-zero technologies for climate neutrality

€40 billion* available between 2020-2030

grants awarded through regular calls and auctions

avoid GHG emissions, boost competitiveness

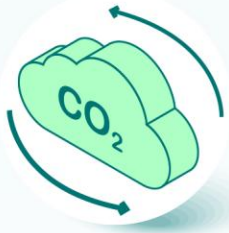
supporting innovation in:



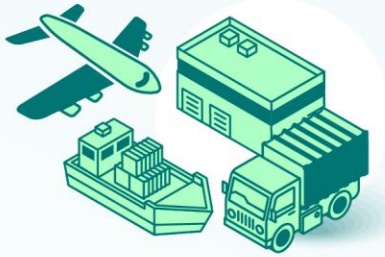
Energy-intensive industries

Renewable energy

Energy storage



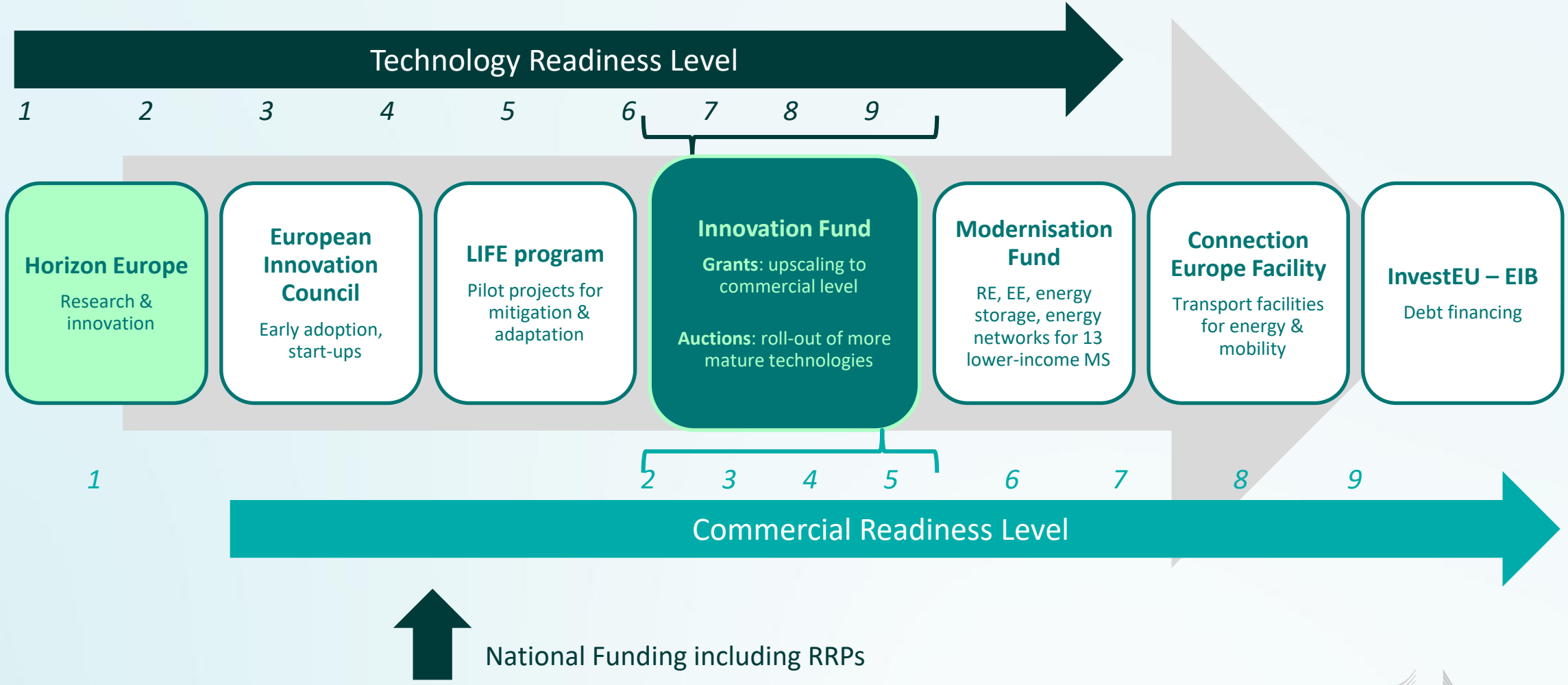
Carbon capture, use and storage



Net-zero mobility and buildings

*based on a carbon price of €75/tonne

A targeted projects portfolio



TRL & CRL are indicative

European Commission

Innovation Fund

In a nutshell

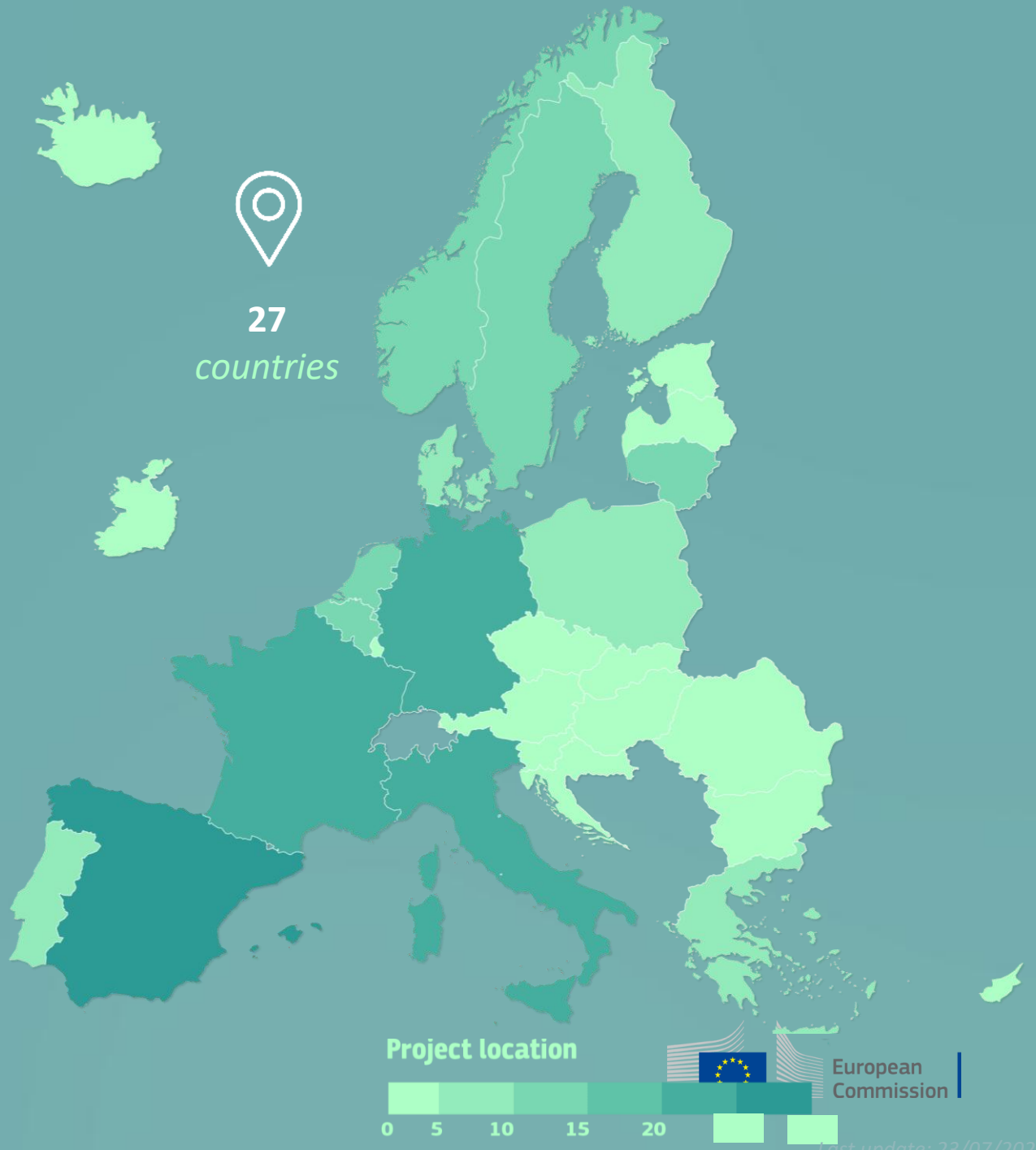
217 projects

> €12.9 billion

+ > €3.4 billion under evaluation

27
countries

>940 Mt CO_2e
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

Data from Q1-2025 (end) + 6 IF24-BATT + 18 IF24-RFNBO -AUC

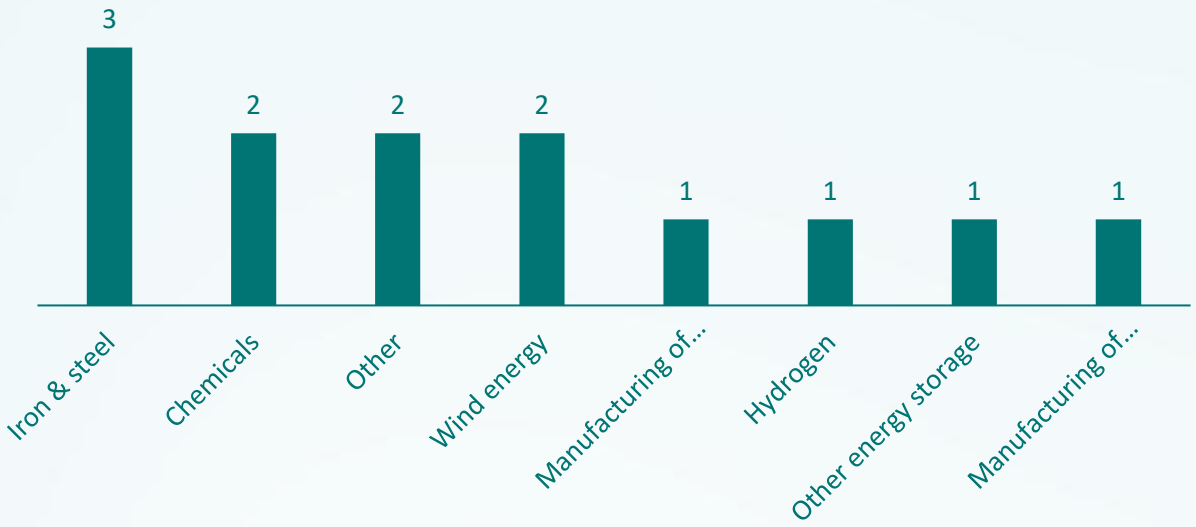
Last update: 23/07/202

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

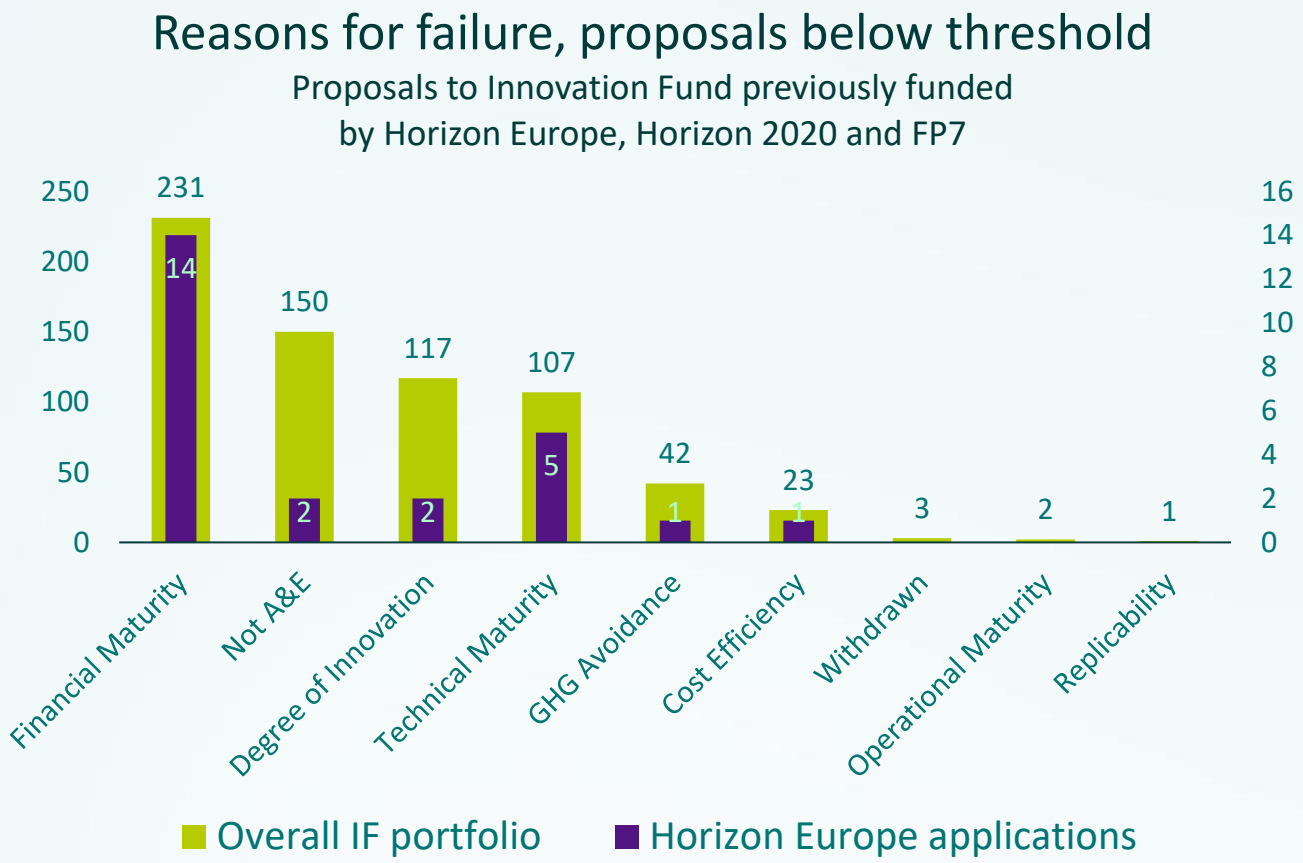


*Success rate defined as nbr of ongoing projects divided by all proposals submitted
**Data from IF2021 – IF2023, regular Grant calls and auctions

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



Proposals are evaluated according to the following cascade: (1) 'Degree of innovation', (2) 'GHG emission avoidance potential' and 'Project maturity', (3) 'Cost efficiency', (4) 'Replicability' and Bonus points. If a proposal scores less than the minimum threshold under each step, the evaluation is stopped (the remaining criteria are neither evaluated nor scored)

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

Lessons learned from previous IF calls

European Commission

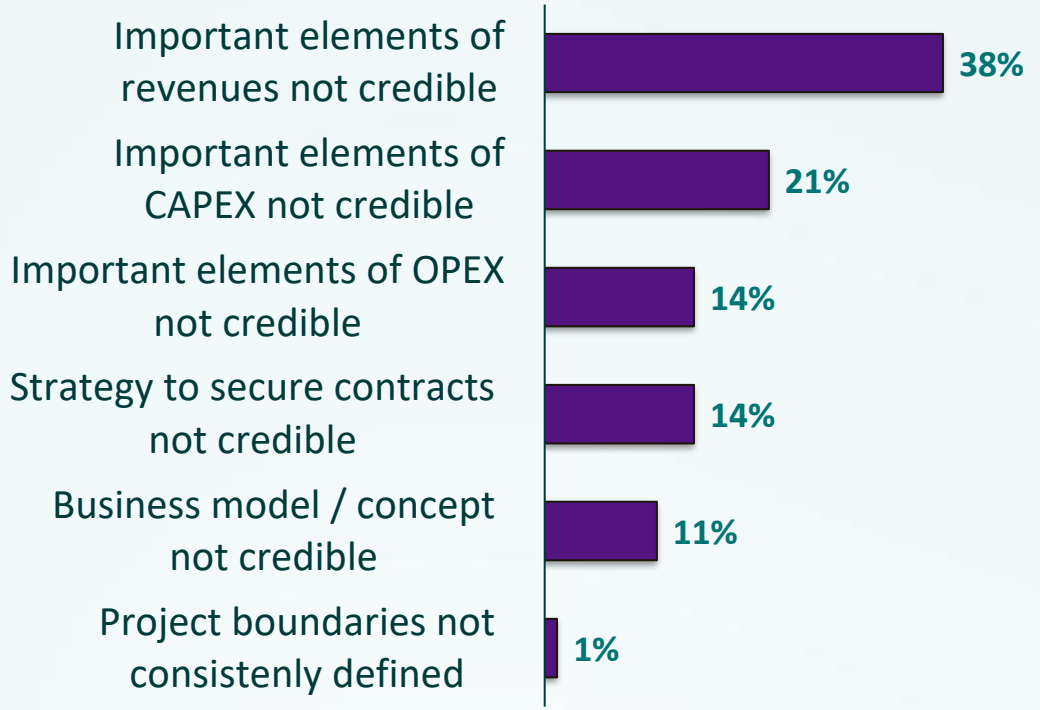
Main issues with the Business Plan

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)

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



- 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

European Commission

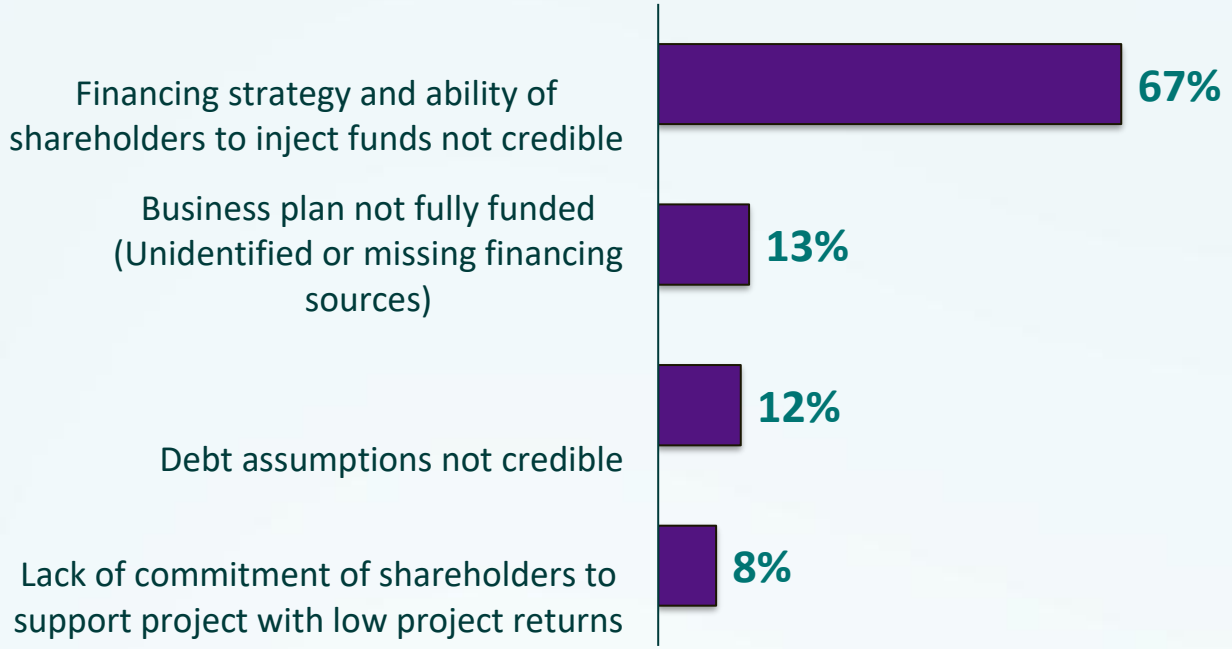
Main issues with the Financing Plan

Lessons Learned IF23 Call

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**

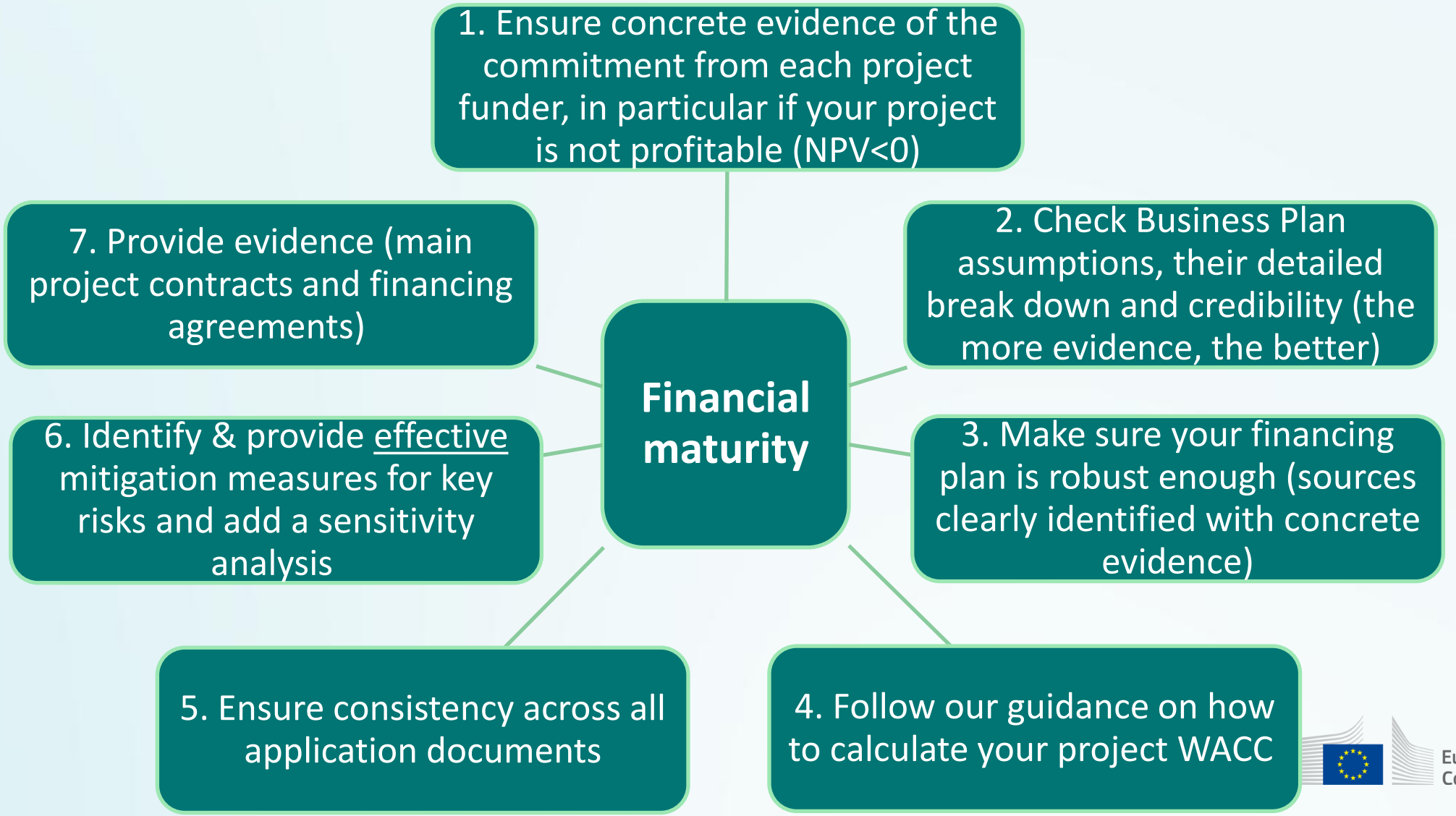
Out of 84 proposals, the main issues with the financing plan are:



- 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

European Commission

7 Golden Rules of Financial Maturity



European Commission

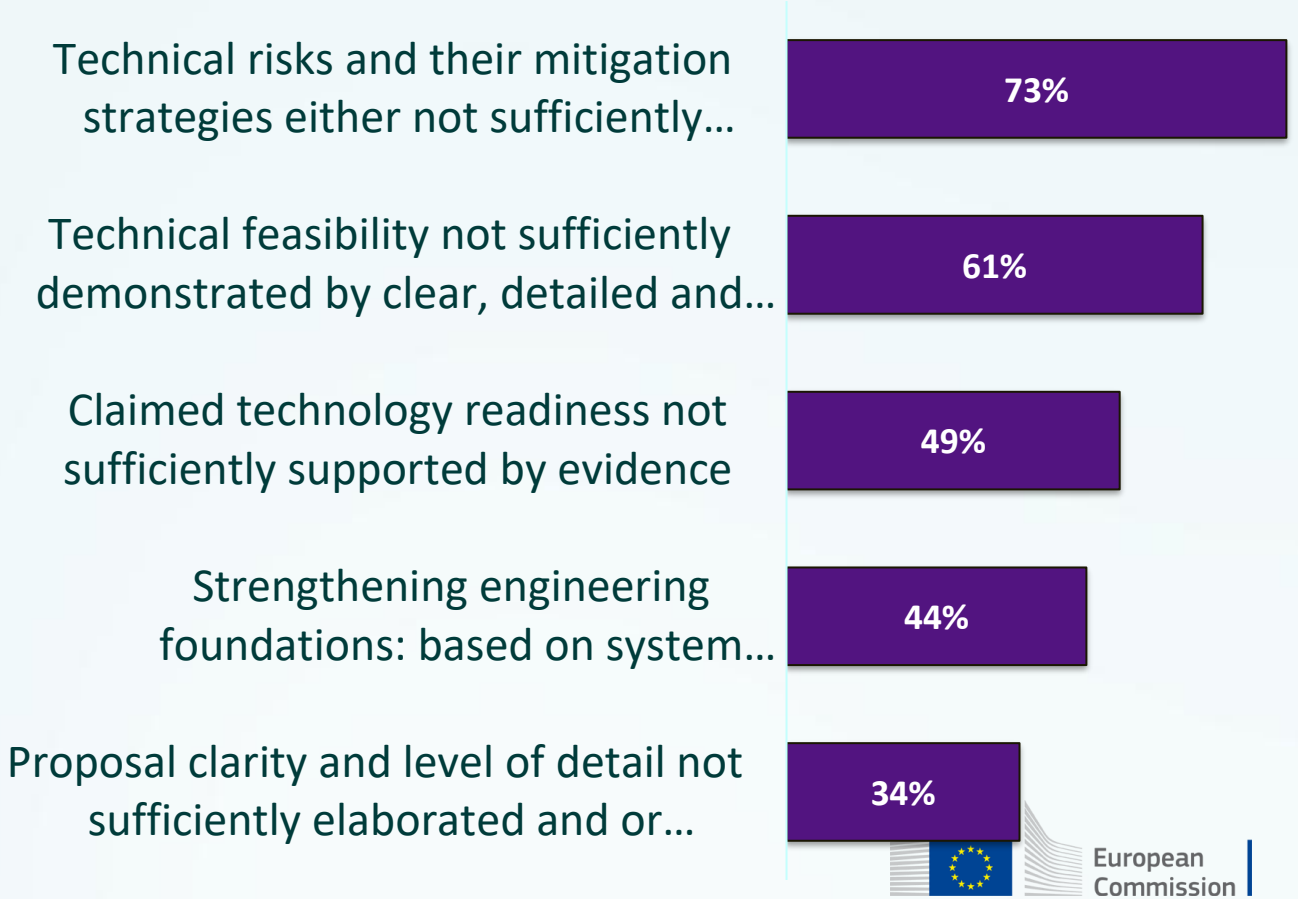
Technical Maturity: Lessons Learned IF23 Call

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:



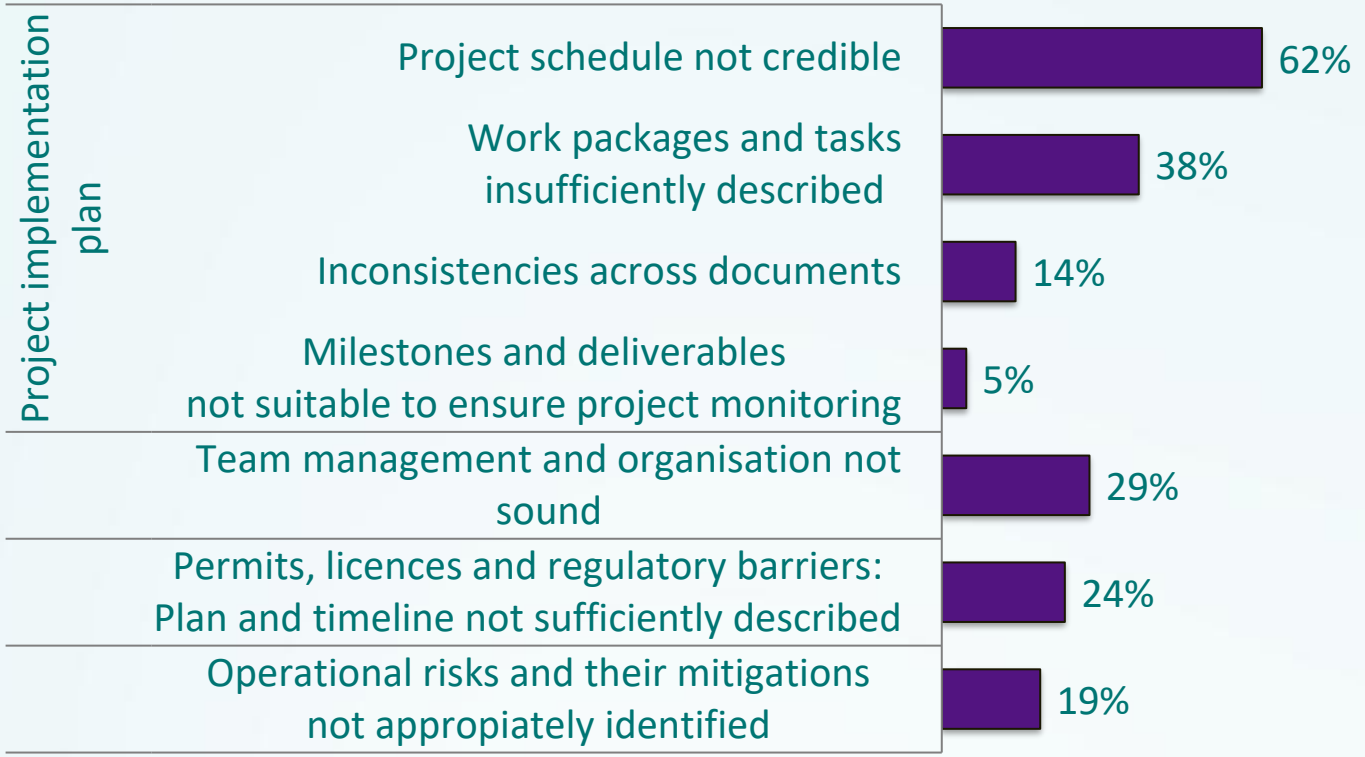
European Commission

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:



European Commission

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**.

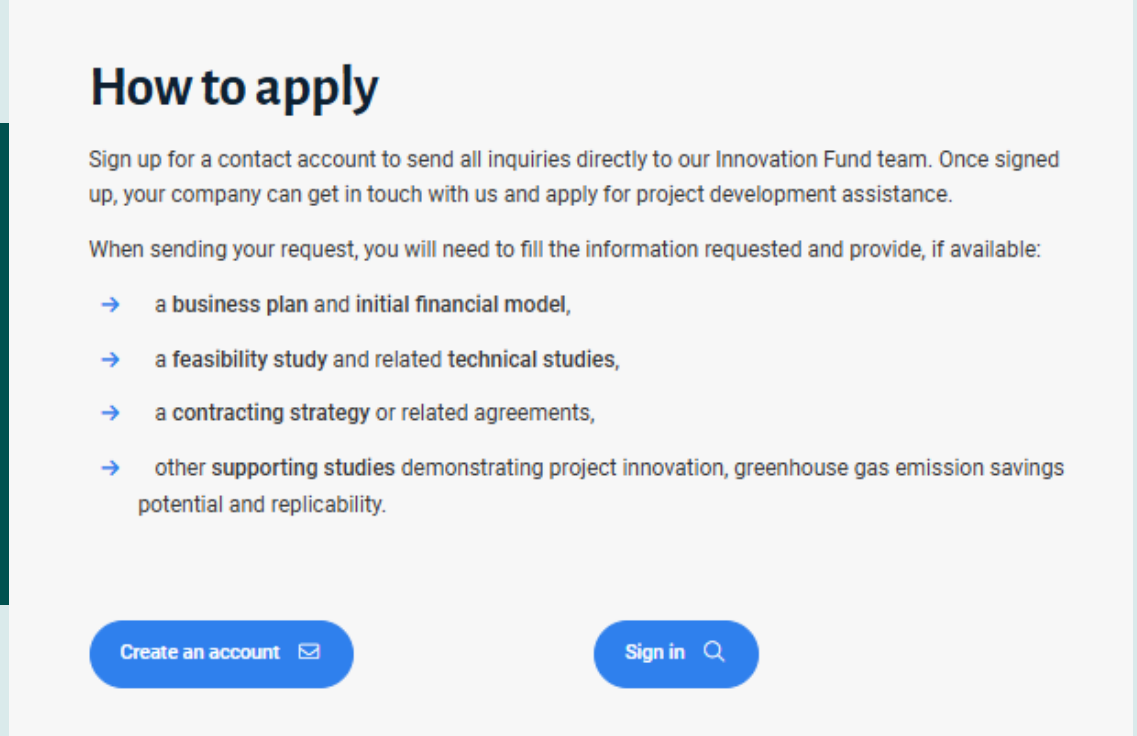
PDA support following a direct request to EIB

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

European Commission

Let’s keep in touch

climate.ec.europa.eu

Portfolio of IF projects

clima-innovation-fund@ec.europa.eu

@EUClimateAction

Subscribe to the Innovation Fund mailing list

@EUClimateAction

EU Environment and Climate

@EUClimateAction

@ourplanet_eu

European Commission

Setup for today‘s interactive session

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

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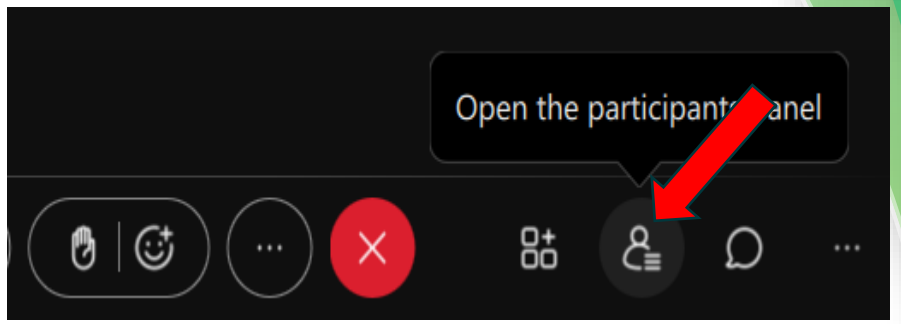
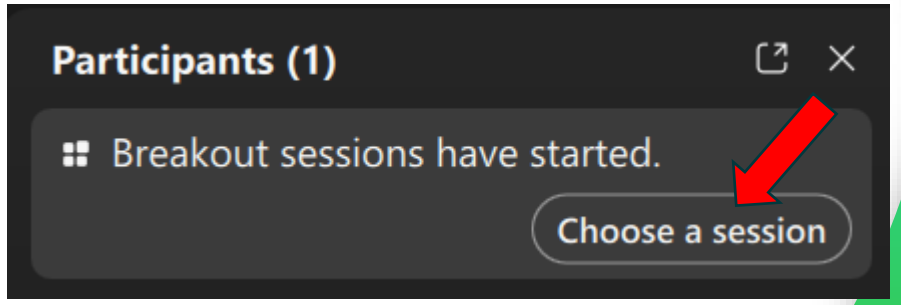
How to join breakout rooms

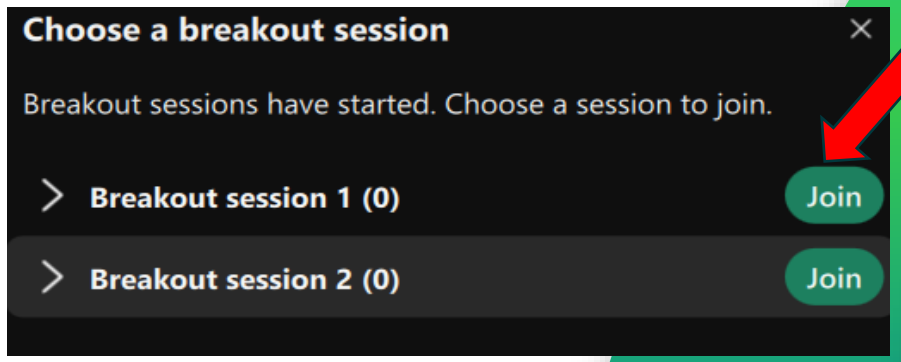
- Please go to **participants panel on the bottom right**



- In the participants panel, please select **choose a session** at the top.



- Click **join** to enter a breakout-room



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We are currently in breakout sessions

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

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Miro Work

Knowledge Community interactive session – Peer Learning for System Transition Challenges

19.05.2025

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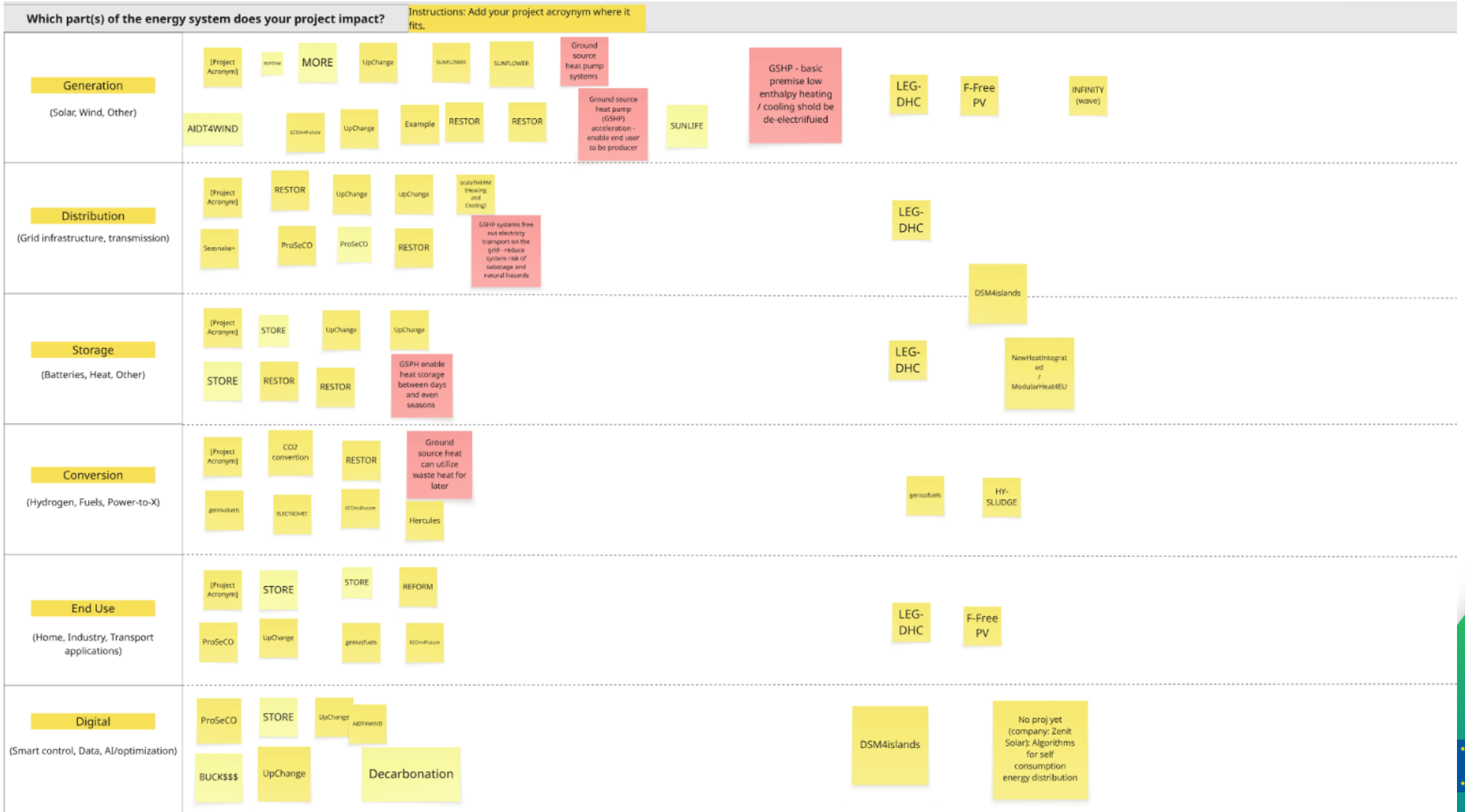
Which part(s) of the energy system does your project impact? – Miro Work



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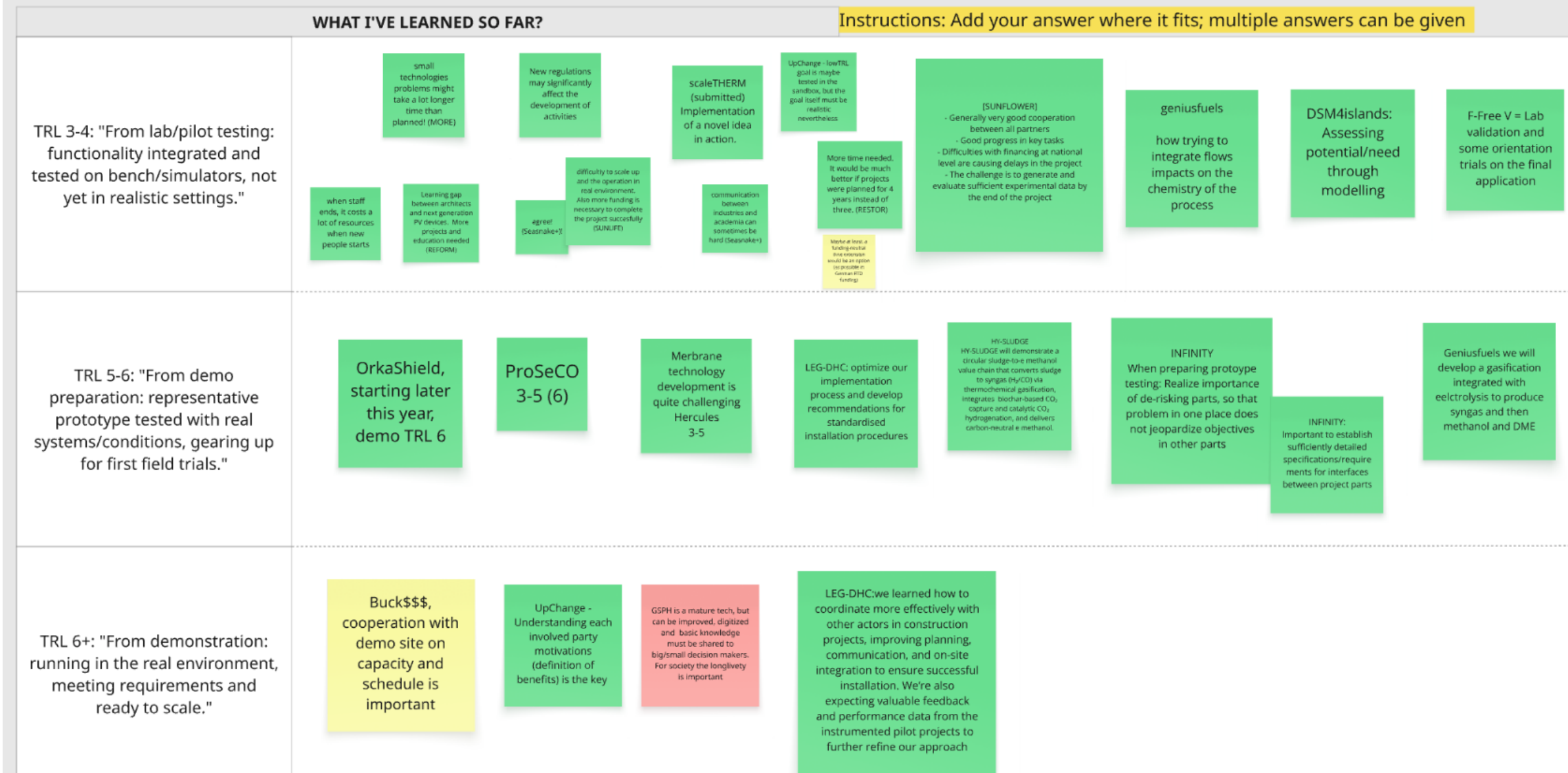
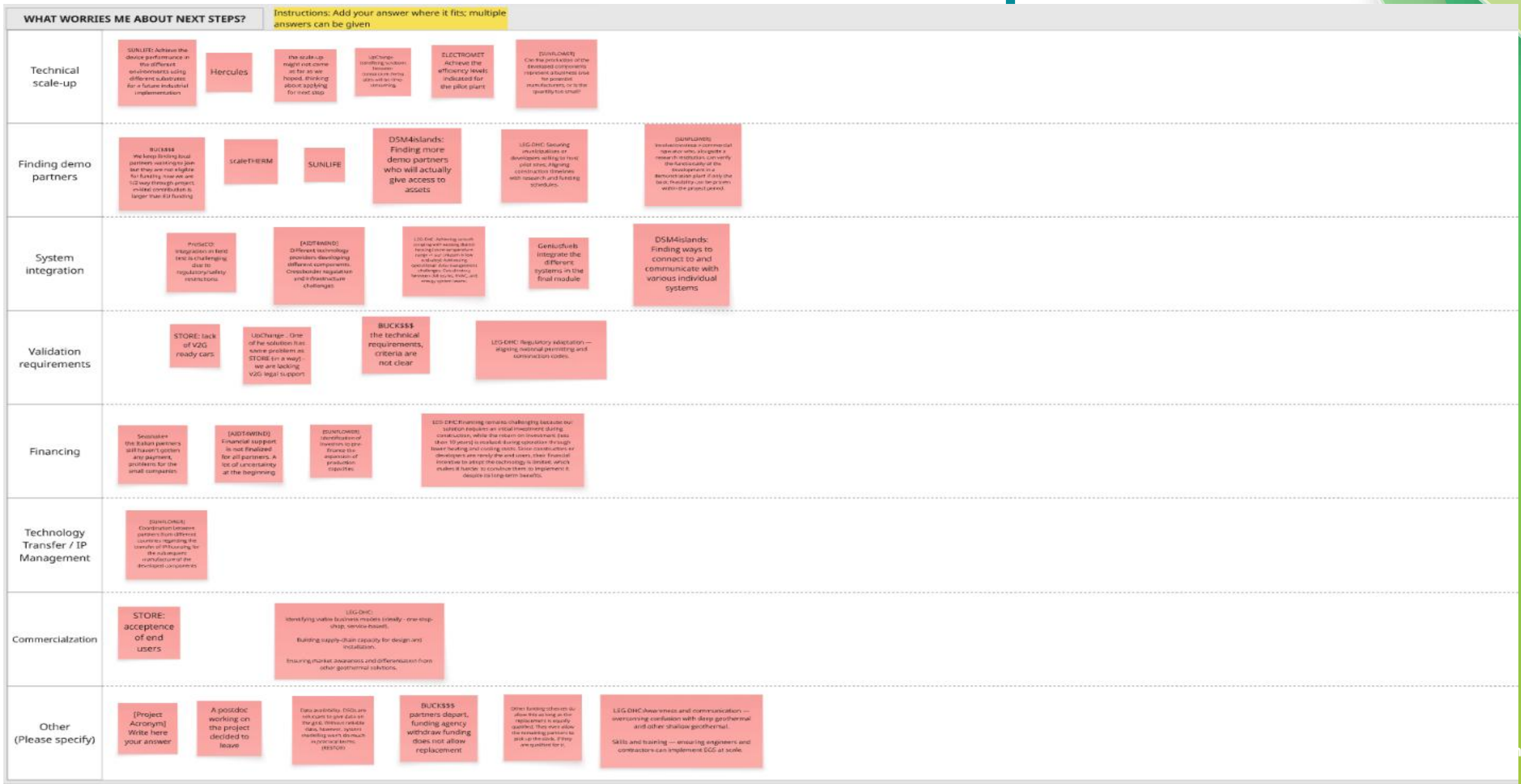
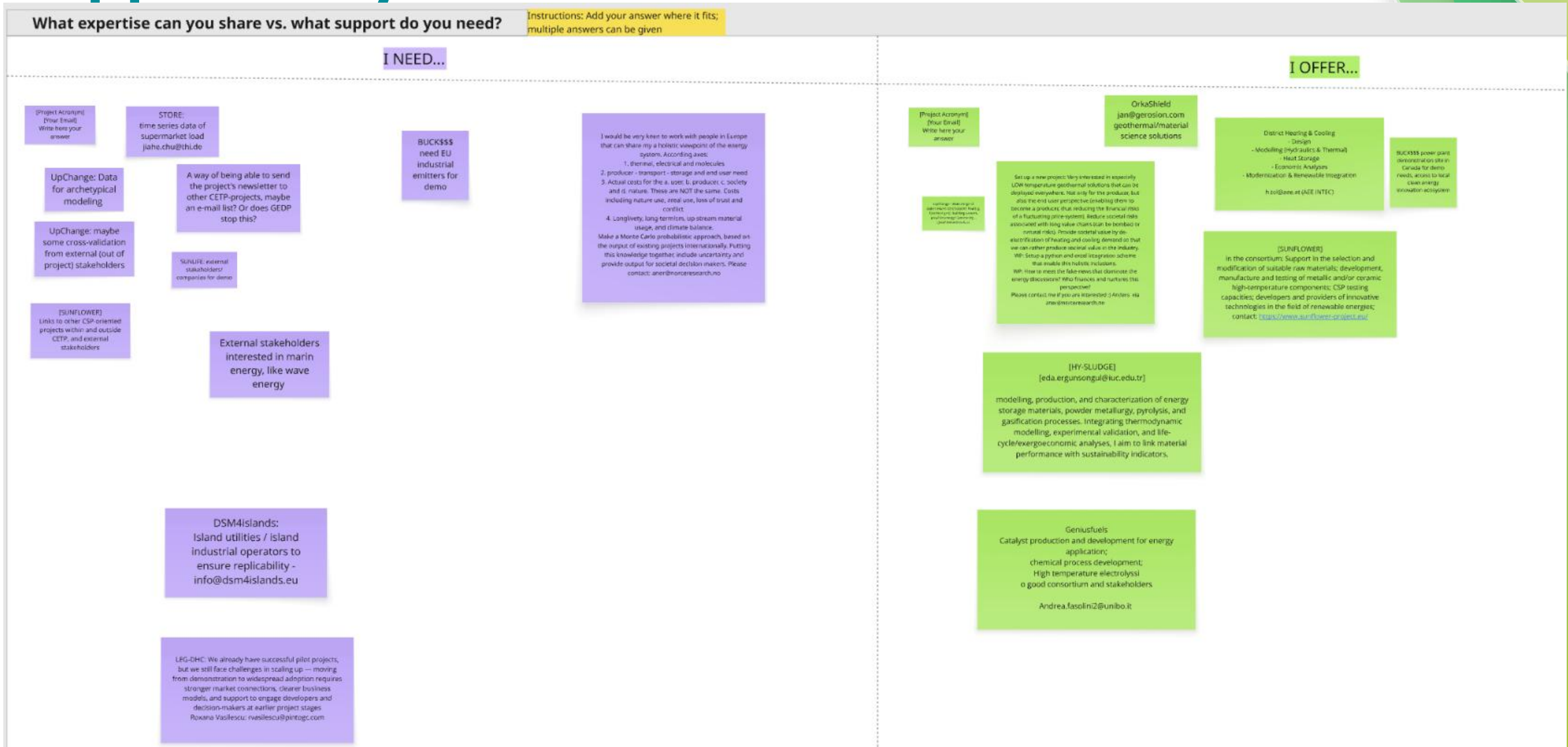
What I‘ve learned so far?



What worries me about next steps?



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



Miro Work

Impact interactive session - Investor Readiness for Demonstration and Upscaling

19.05.2025

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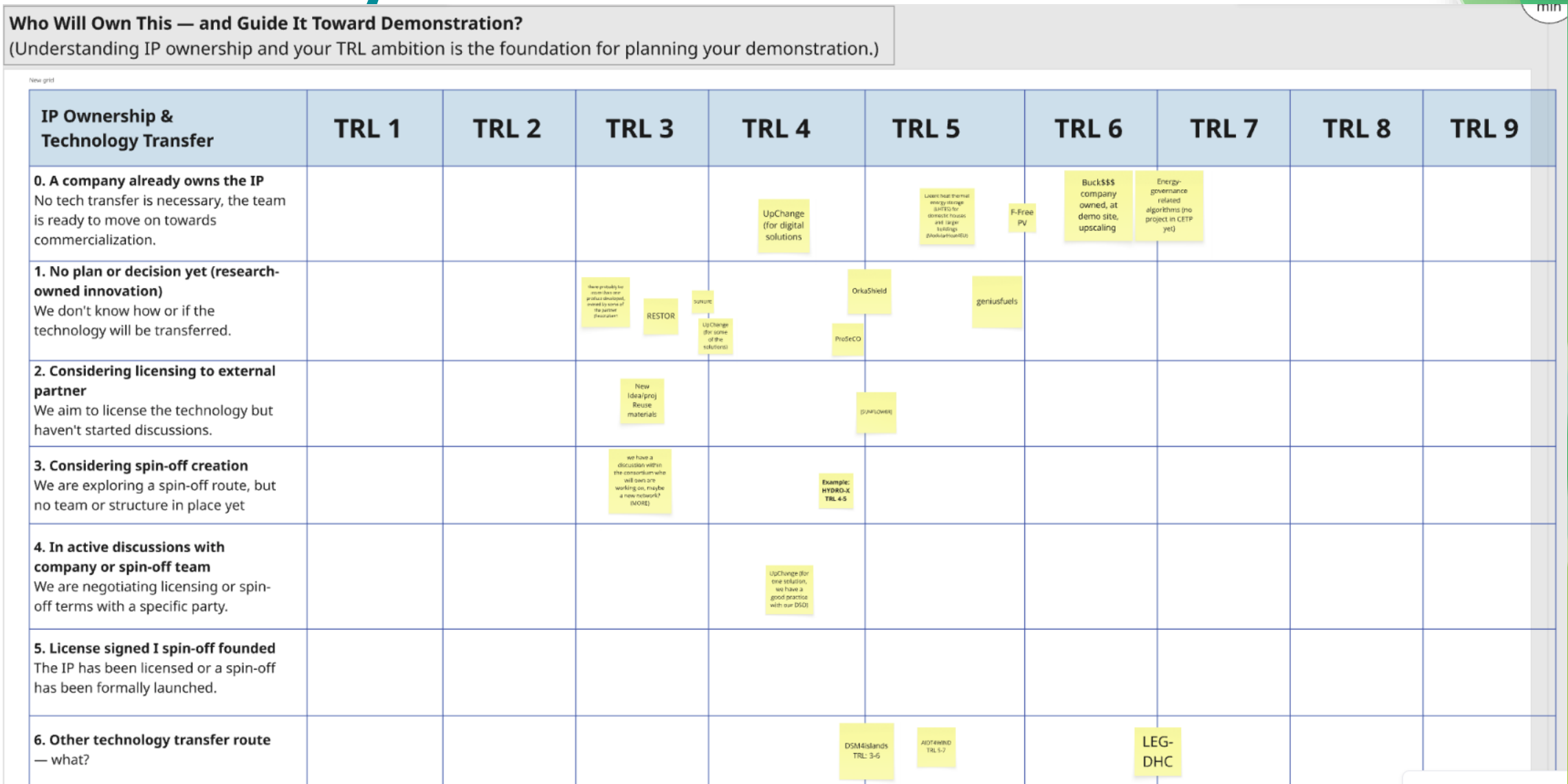
Stage 1 . Where are you now – and where are you headed?

Who Will Own This — and Guide It Toward Demonstration?
(Understanding IP ownership and your TRL ambition is the foundation for planning your demonstration.)

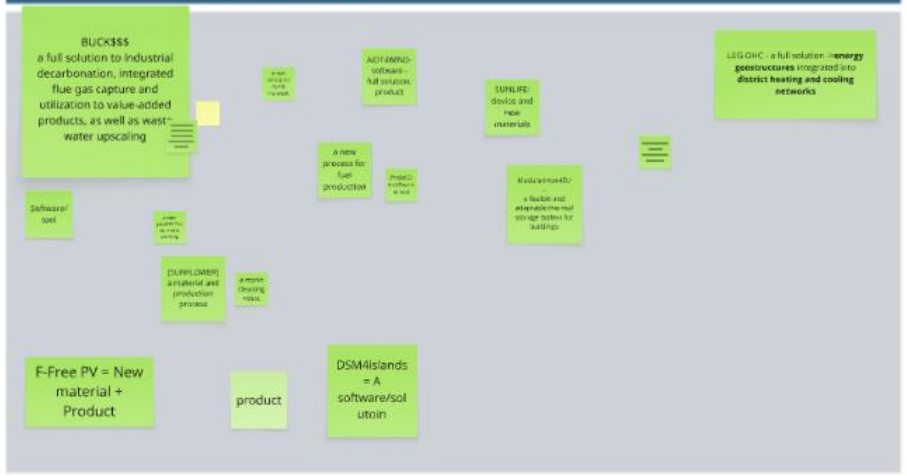


Stage 1 . Where are you now – and where are you headed?

1. What kind of an innovation is this?

Examples:

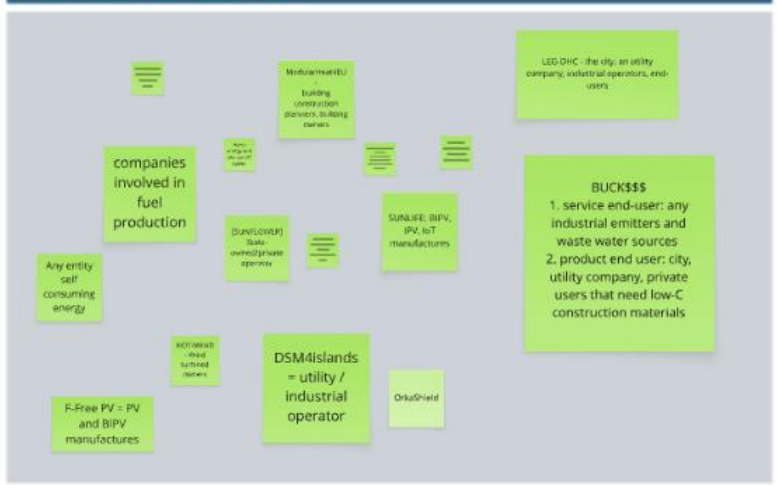
A product or device
A software or tool
A new material or process
A full solution or service
We're still figuring it out



2. Who might use this?

Examples:

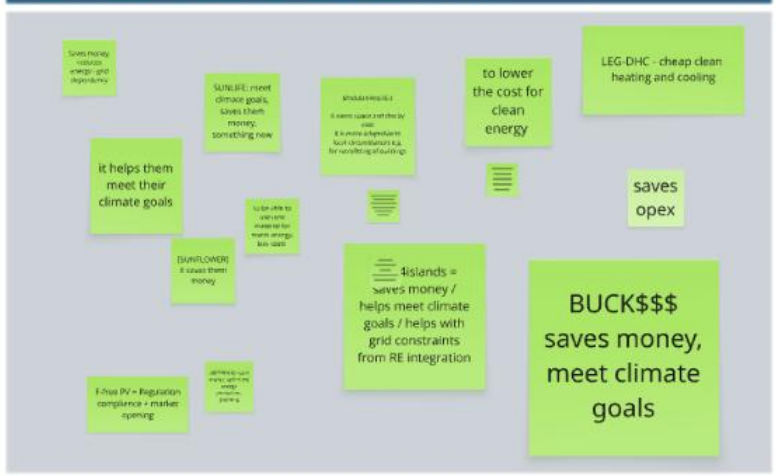
A city or utility company
A factory or industrial operator
A solar panel manufacturer
A logistics company
We don't know yet



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



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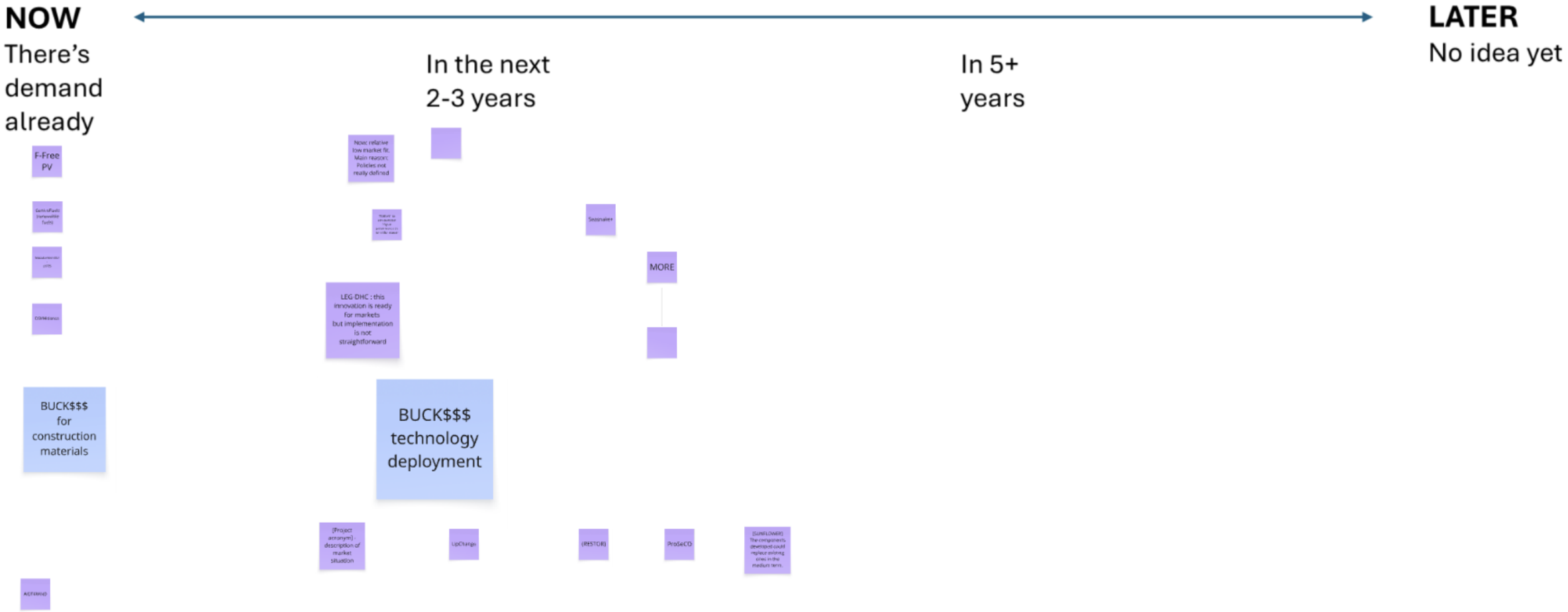
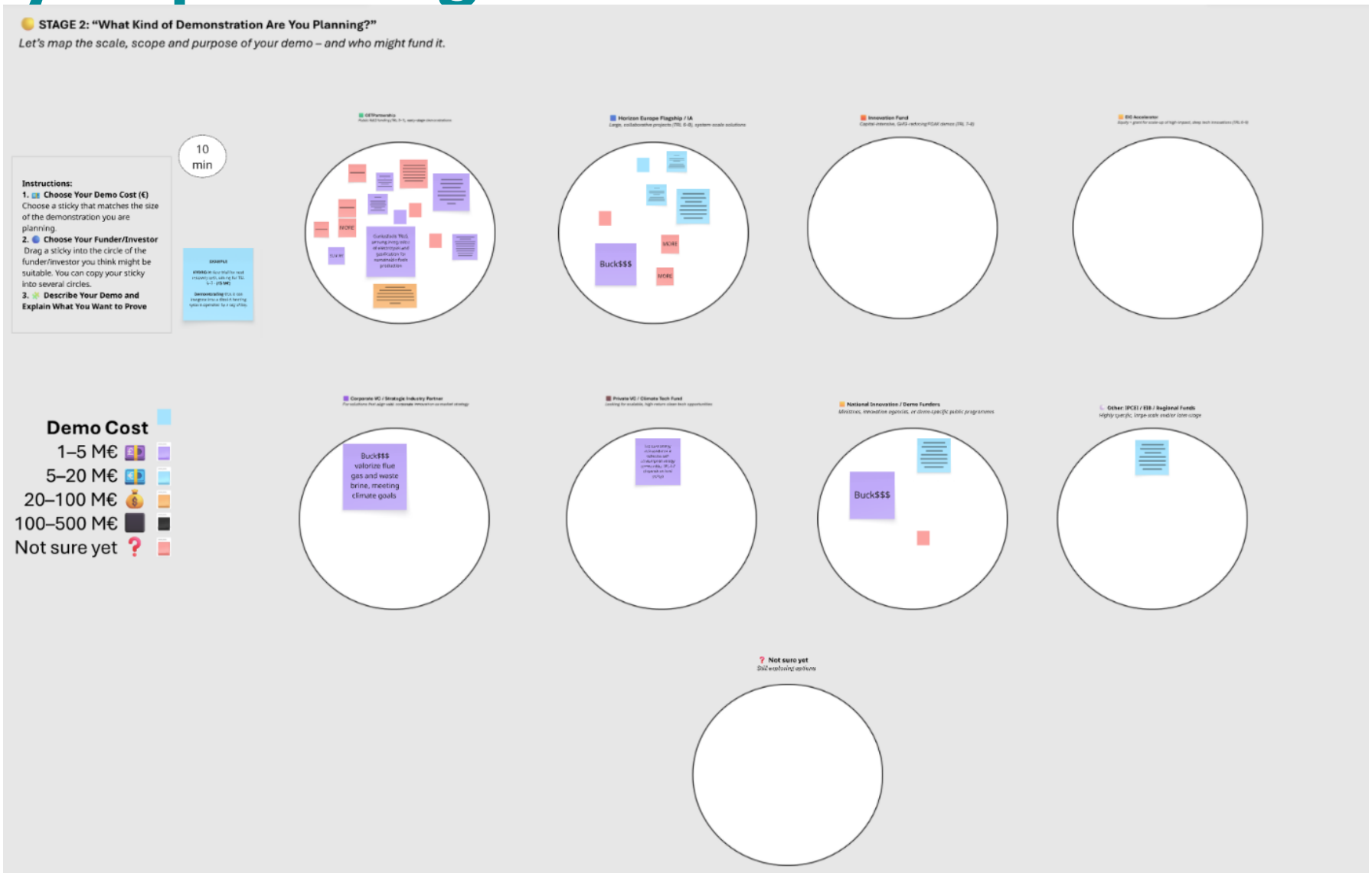
Stage 1 . Is this innovation relevant for markets now – or later?

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 Demostration are you planning?



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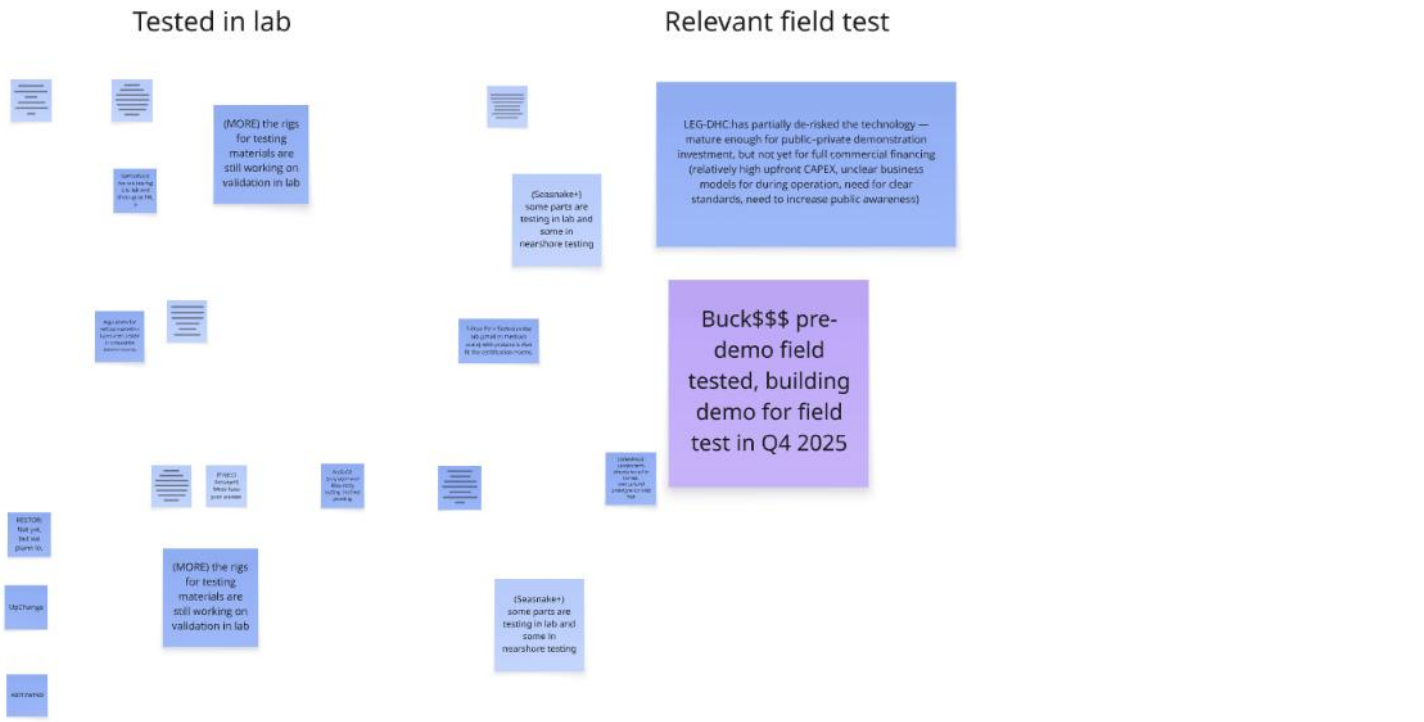
Stage 3. Can you convince an Investor?

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



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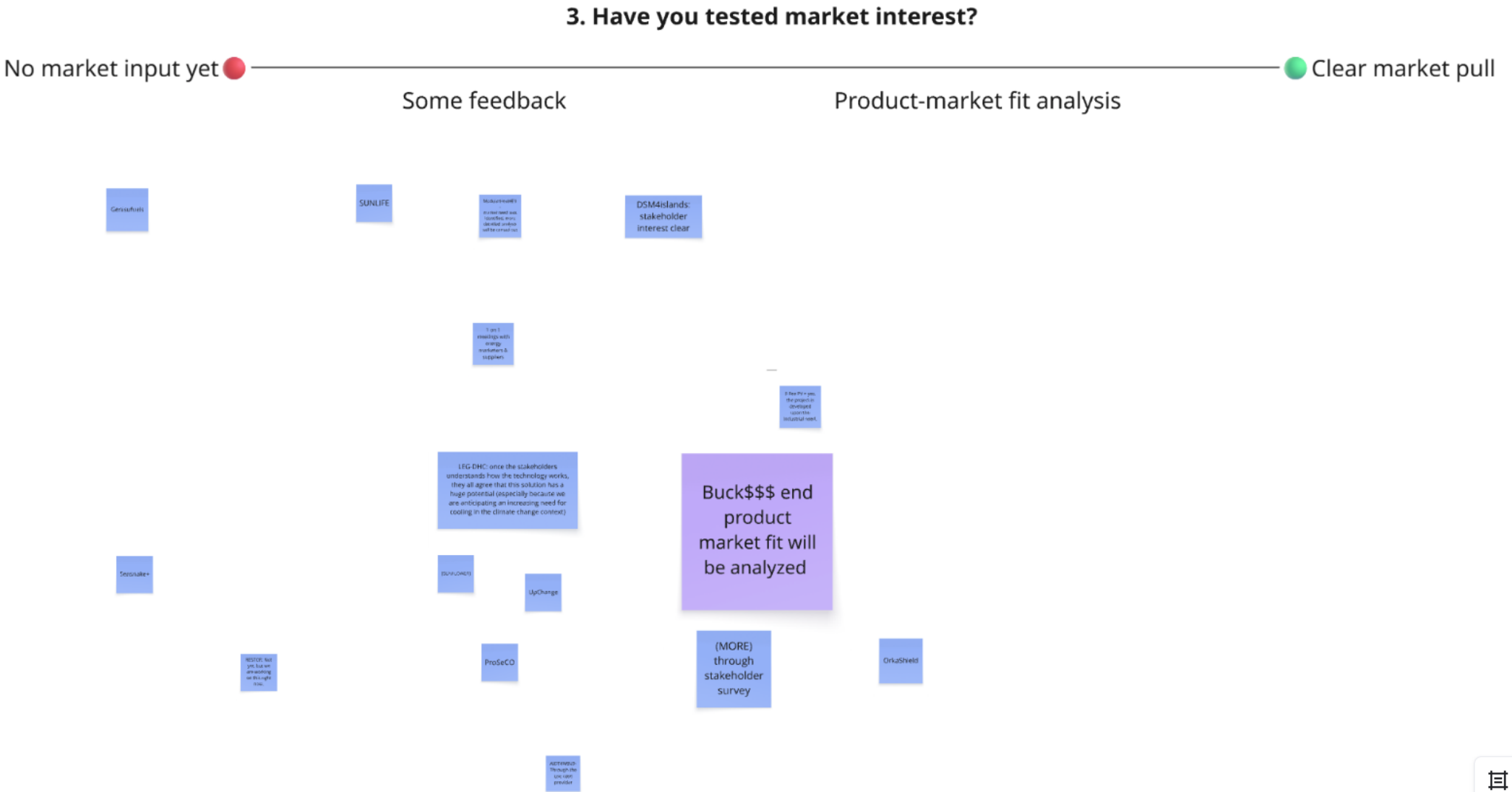
Stage 3. Can you convince an Investor?

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?



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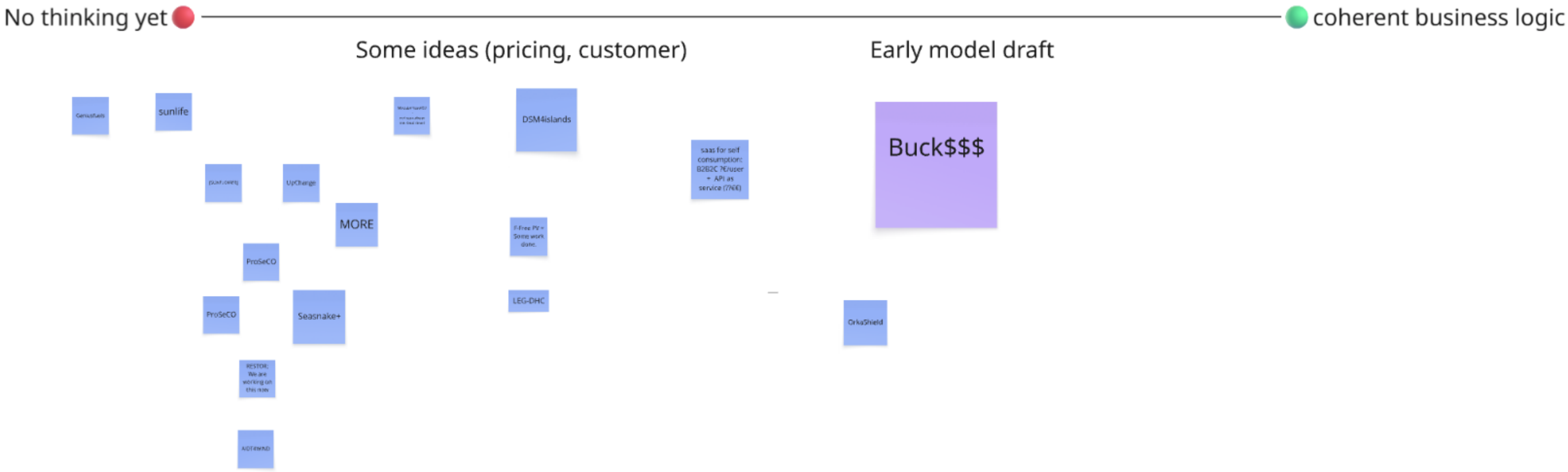
Stage 3. Can you convince an Investor?

4. Have you started shaping your business model?



Stage 3. Can you convince an Investor?

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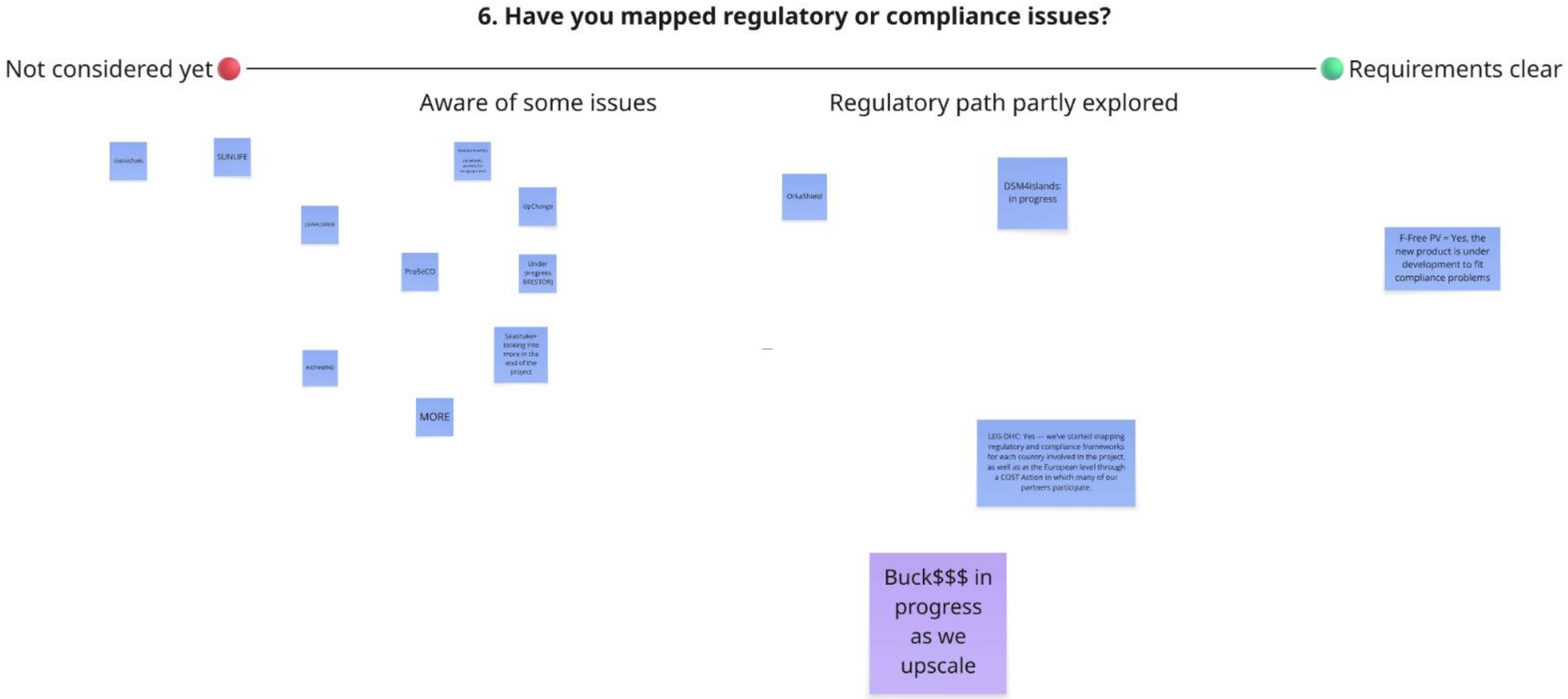

Stage 3. Can you convince an Investor?

Wrap-up in plenary

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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

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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

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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.

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Knowledge Community Contact Points

- Please contact us on knowledgecommunity@cetpartnership.eu

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Final reflections & future outlook

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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*

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Thanks!

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