

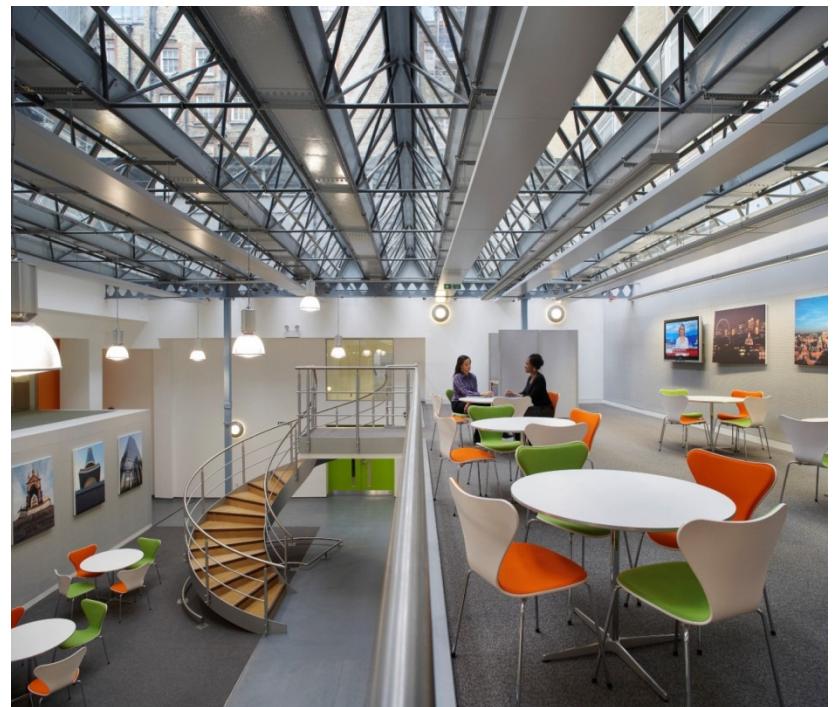
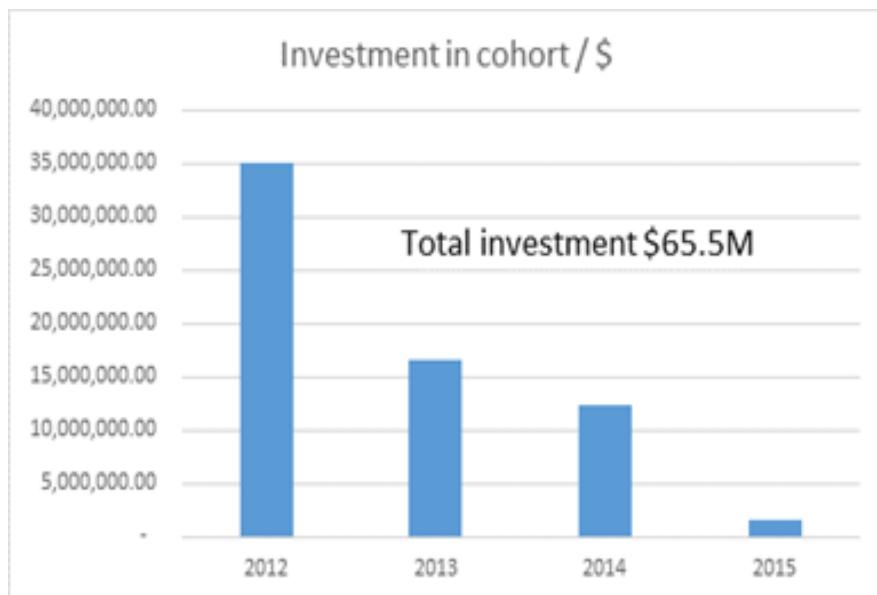
Journey through the Valley of Death
From idea to investment

Key achievements

Accelerated 66 startups since 2011
27 graduated from programme
Cumulative investment in startups
\$65.5 million



Imperial College
London
Incubator



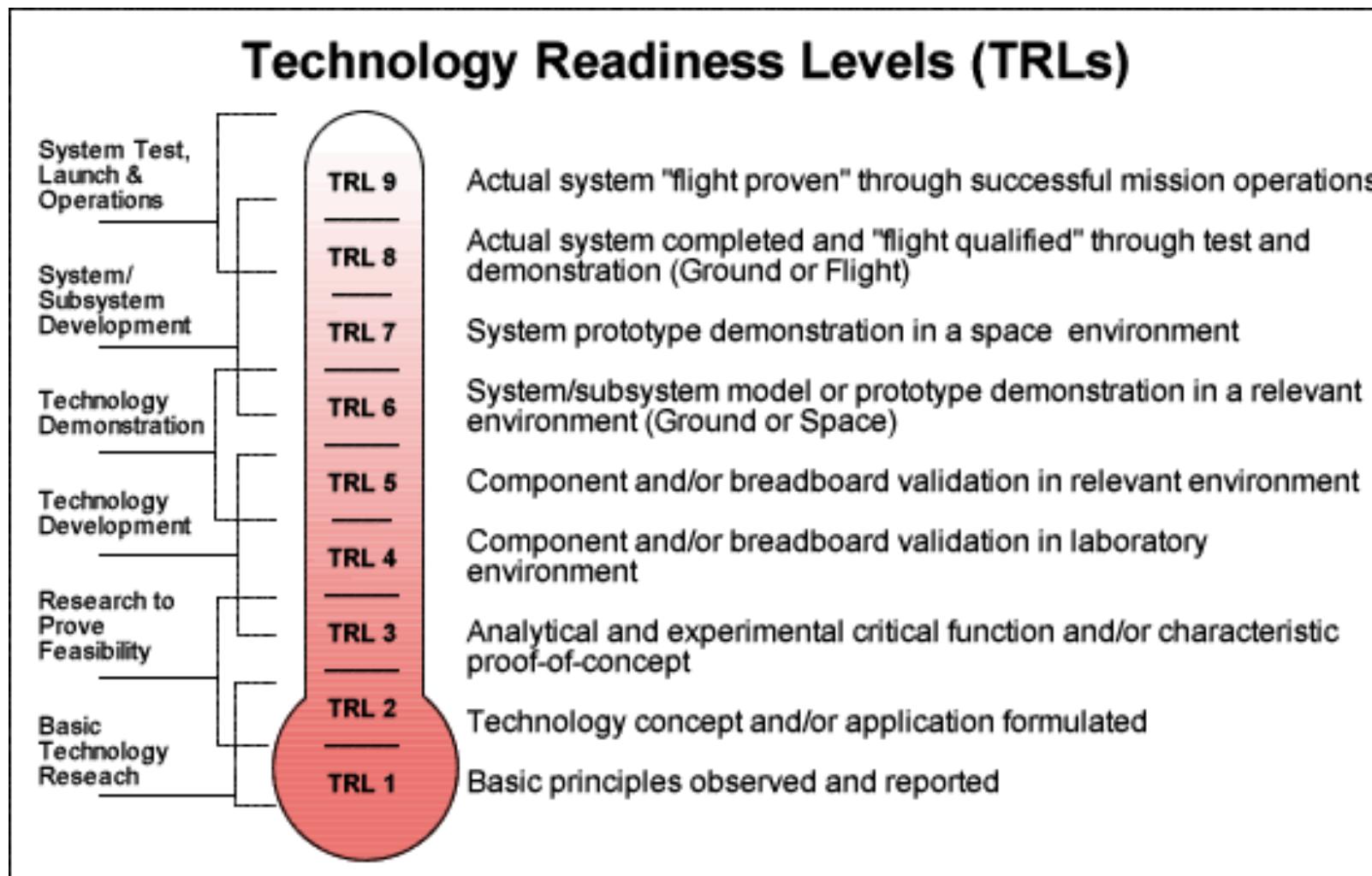
Startup

Not a small sized company

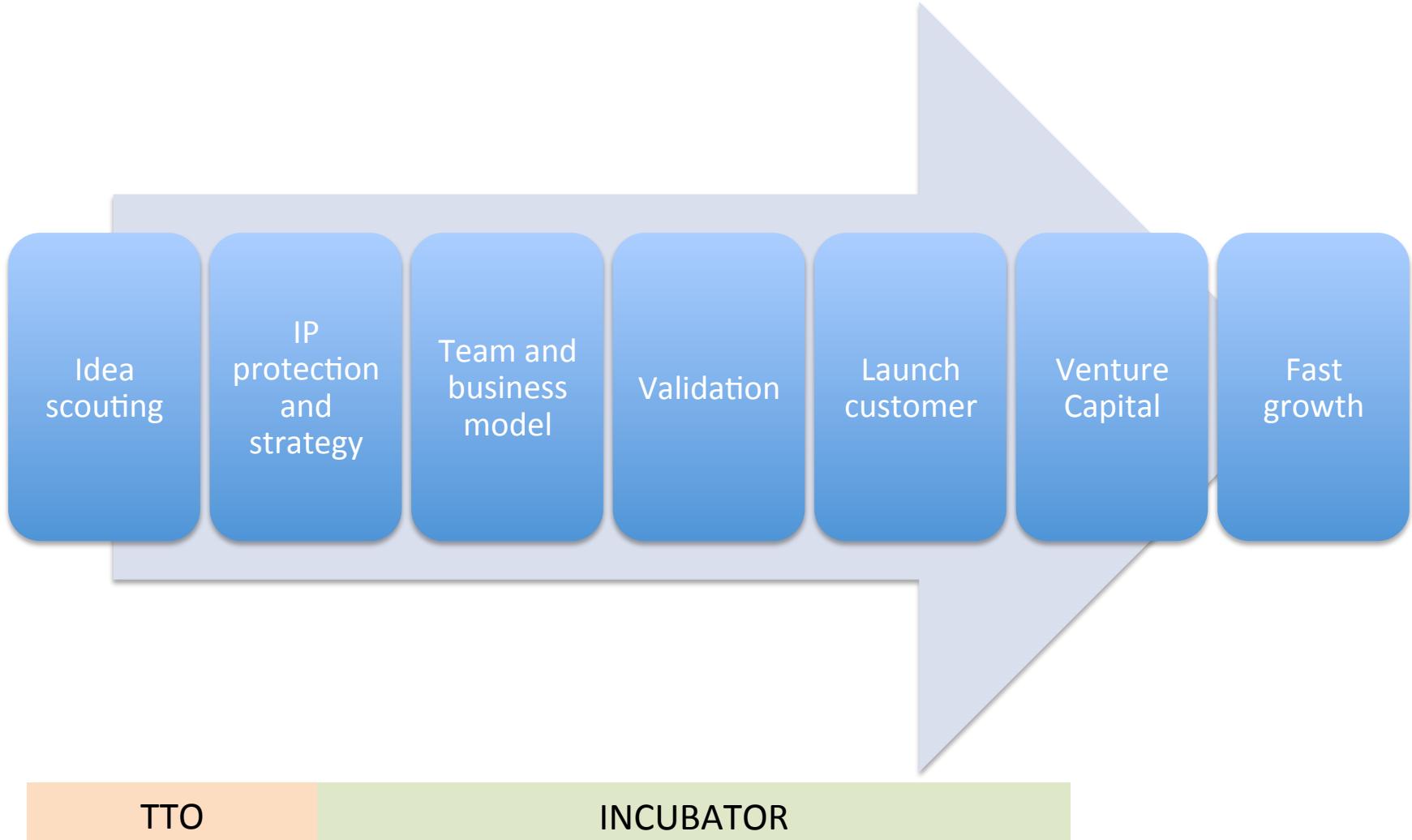
Does not execute a business plan

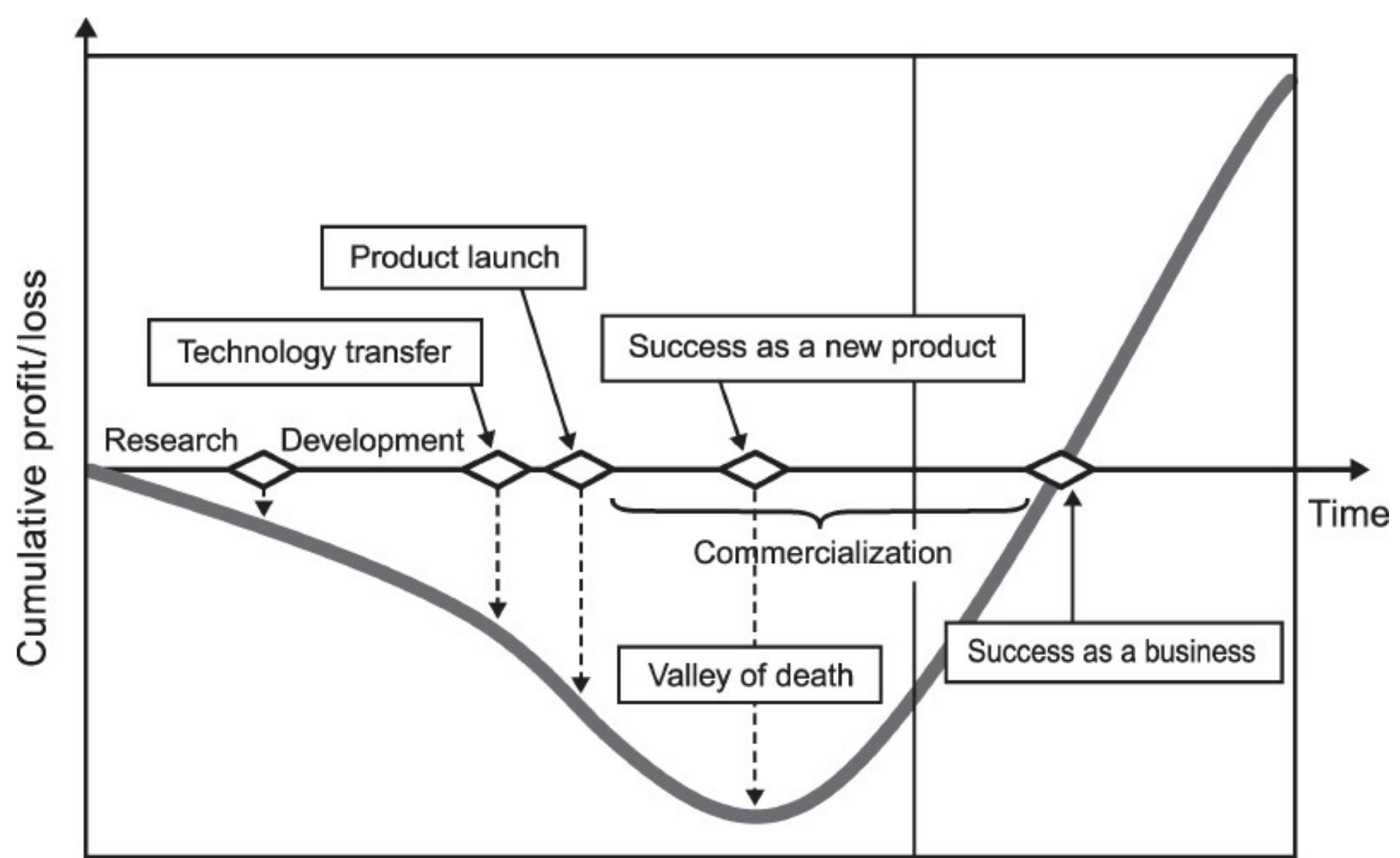
A temporary organisation searching for a replicable and scalable business model

Technology readiness levels (TRL) a method of estimating technology maturity of Critical Technology Elements (CTE) of a program during the acquisition process. TRL are based on a scale from 1 to 9 with 9 being the most mature technology. The use of TRLs enables consistent, uniform discussions of technical maturity across different types of technology



R&D Commercialisation chain





View of the valley from Osawa and Miyazaki

Incubator - Acceleration

An incubator is a company that helps new and startup companies to develop by providing services such as management training or office space

- Helps ideas grow from early stage (R&D) to maturity
- Funds vs. investment
- Training (skills, team, strategies, pitch)
- Services

Accelerator

- Enterprise development programme
- Shorten time to market
- Stages and gates

Incubator services

Help with business basics

Networking activities

Marketing assistance

Market Research

High-speed Internet access

Help with accounting/financial management

Access to bank loans, loan funds and guarantee programs

Help with presentation skills

Links to higher education resources

Links to strategic partners

Access to angel investors or venture capital

Comprehensive business training programs

Advisory boards and mentors

Management team identification

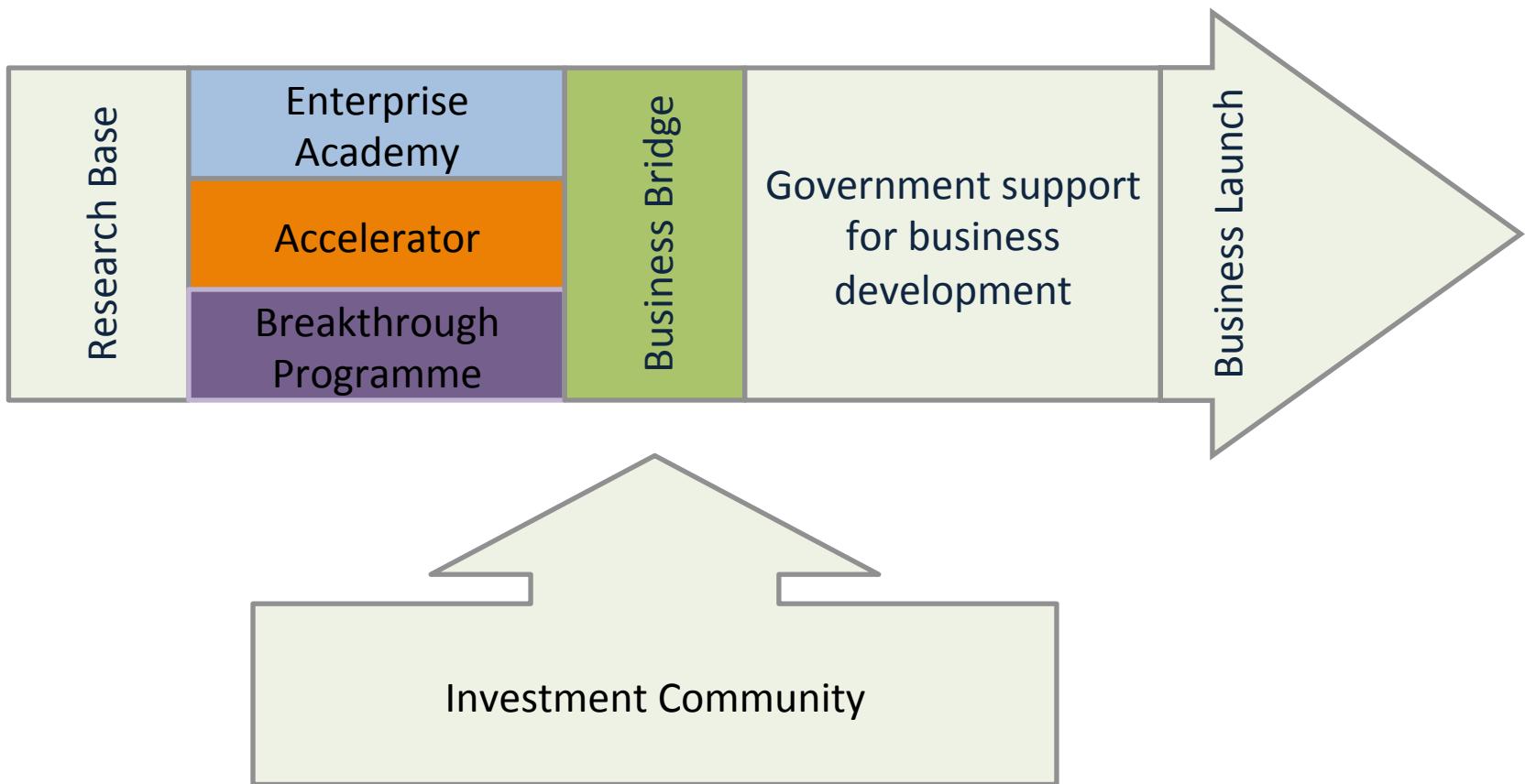
Help with business etiquette

Technology commercialization assistance

Help with regulatory compliance

Intellectual property management

Incubator design



Elements of Acceleration

A staged accelerator approach and start-up support mechanisms are applied, where appropriate, to all early stage innovation and business creation activities.

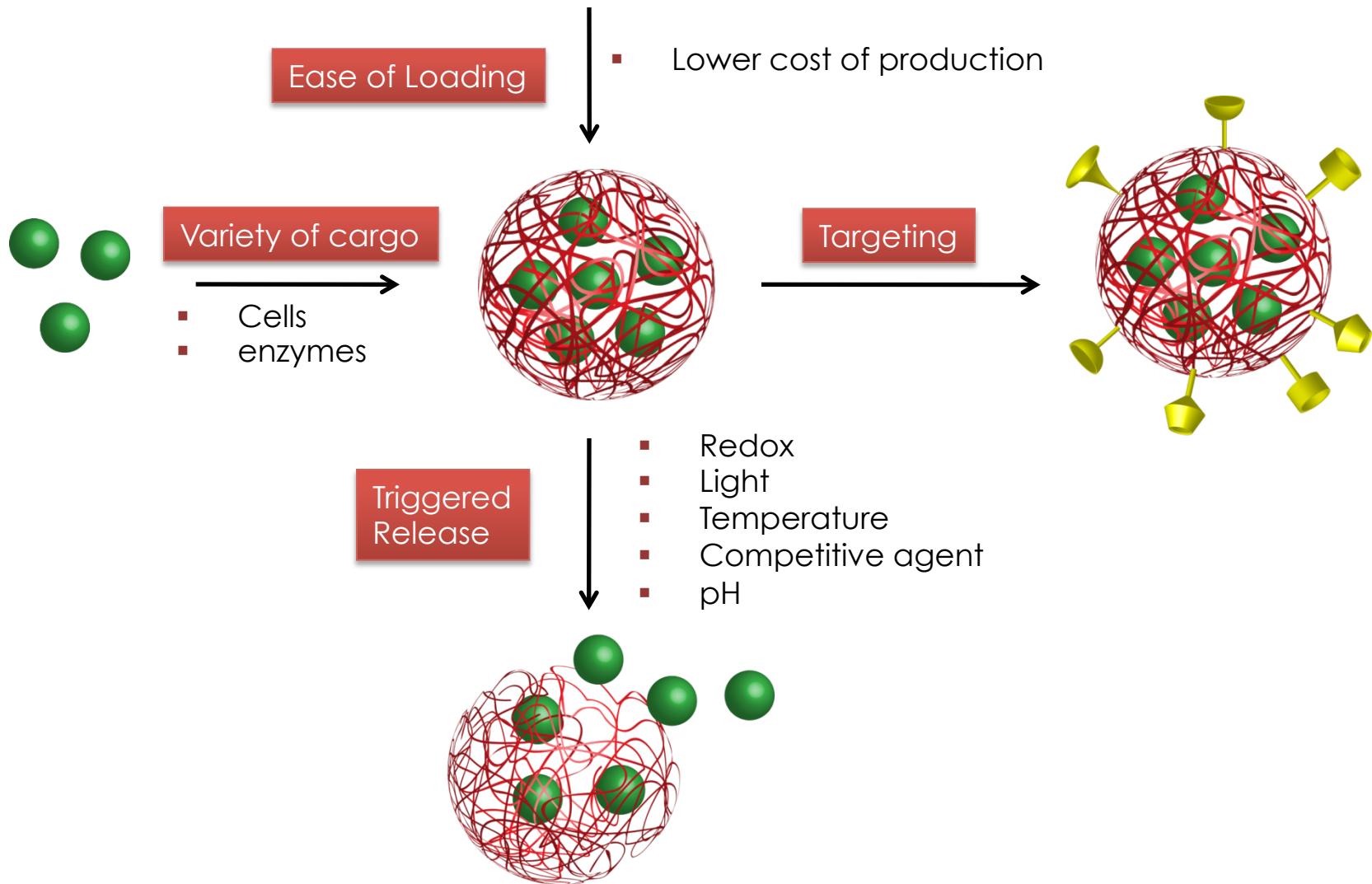
- Stage 1: business model development
- Stage 2: customer discovery
- Stage 3: team establishment

Climate-KIC Stage 3 Incubation Programme

aqdot



Platform Technology



Application Potential



Oil and Gas



Paints & Coatings



Paper



Textile



**Adhesive,
Sealants, &
Lubricants**



Food



**Pharma and
Medicine**



Household Care



Agriculture



Personal Care

Industry Validation

aqdot

Climate-KIC added value

Links between UK start-up and enzyme industry giant
Novozymes

R&D Director confirms that aqdot's approach is novel and
potentially applicable to Novozymes enzyme systems
Application for funding of aqdot/Novozymes innovation
project submitted to Climate-KIC in 2014



novozymes®
Rethink Tomorrow

Debrecen Venture Catapult I.



Debrecen Venture Catapult II.



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