

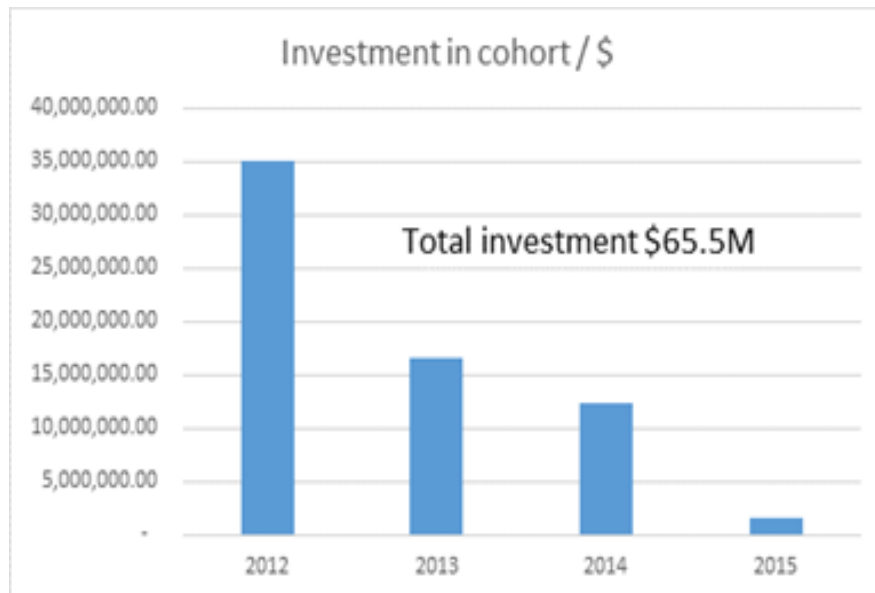
Journey through the Valley of Death  
From idea to investment

# Key achievements

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



**Imperial College**  
**London**  
**Incubator**



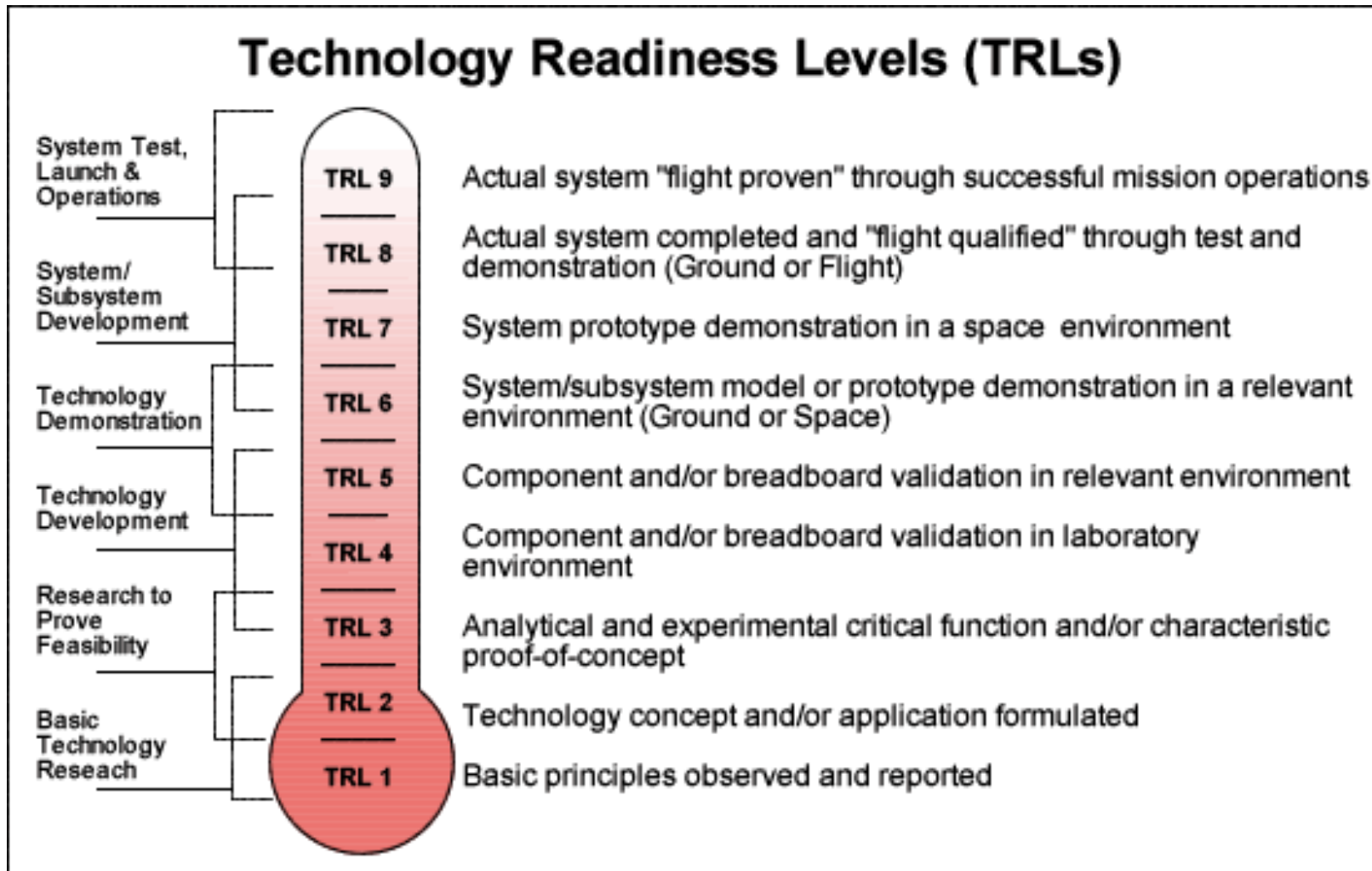
# Startup

Not a small sized company

Does not execute a business plan

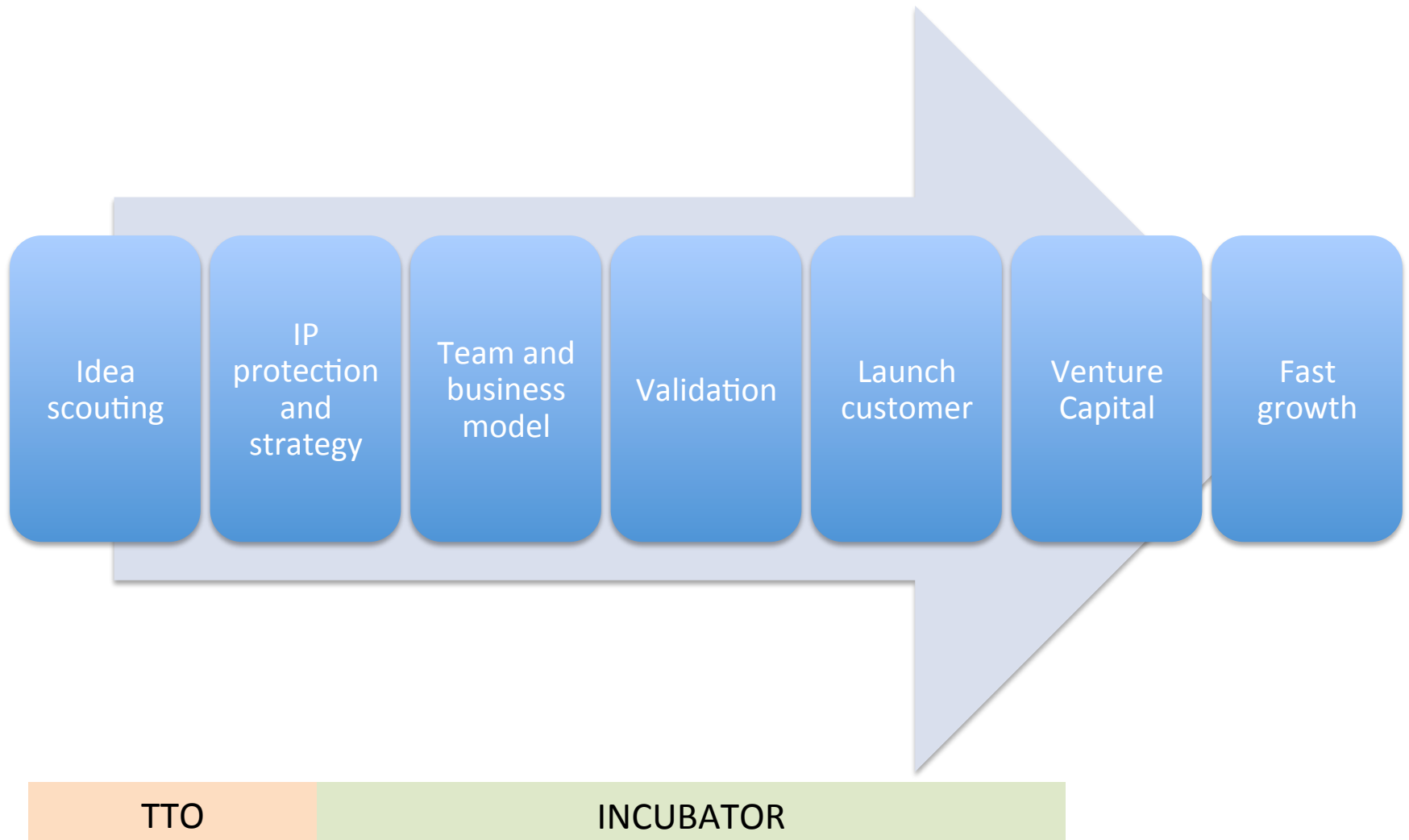
A temporary organisation searching for a replicable and scalable business model

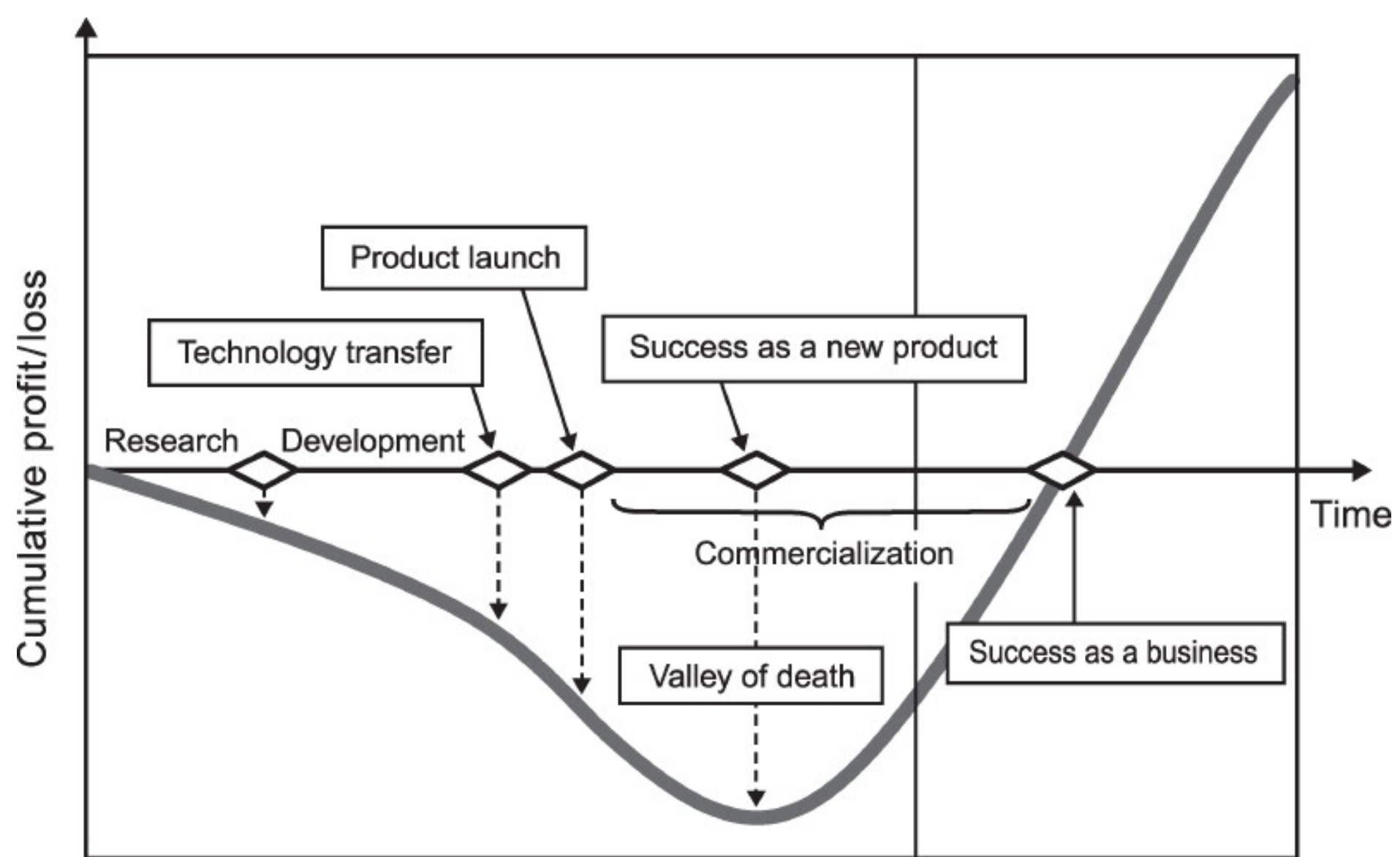
**Technology readiness levels (TRL)** a method of estimating technology maturity of Critical Technology Elements (CTE) of a program during the acquisition process. TRL are based on a scale from 1 to 9 with 9 being the most mature technology. The use of TRLs enables consistent, uniform discussions of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

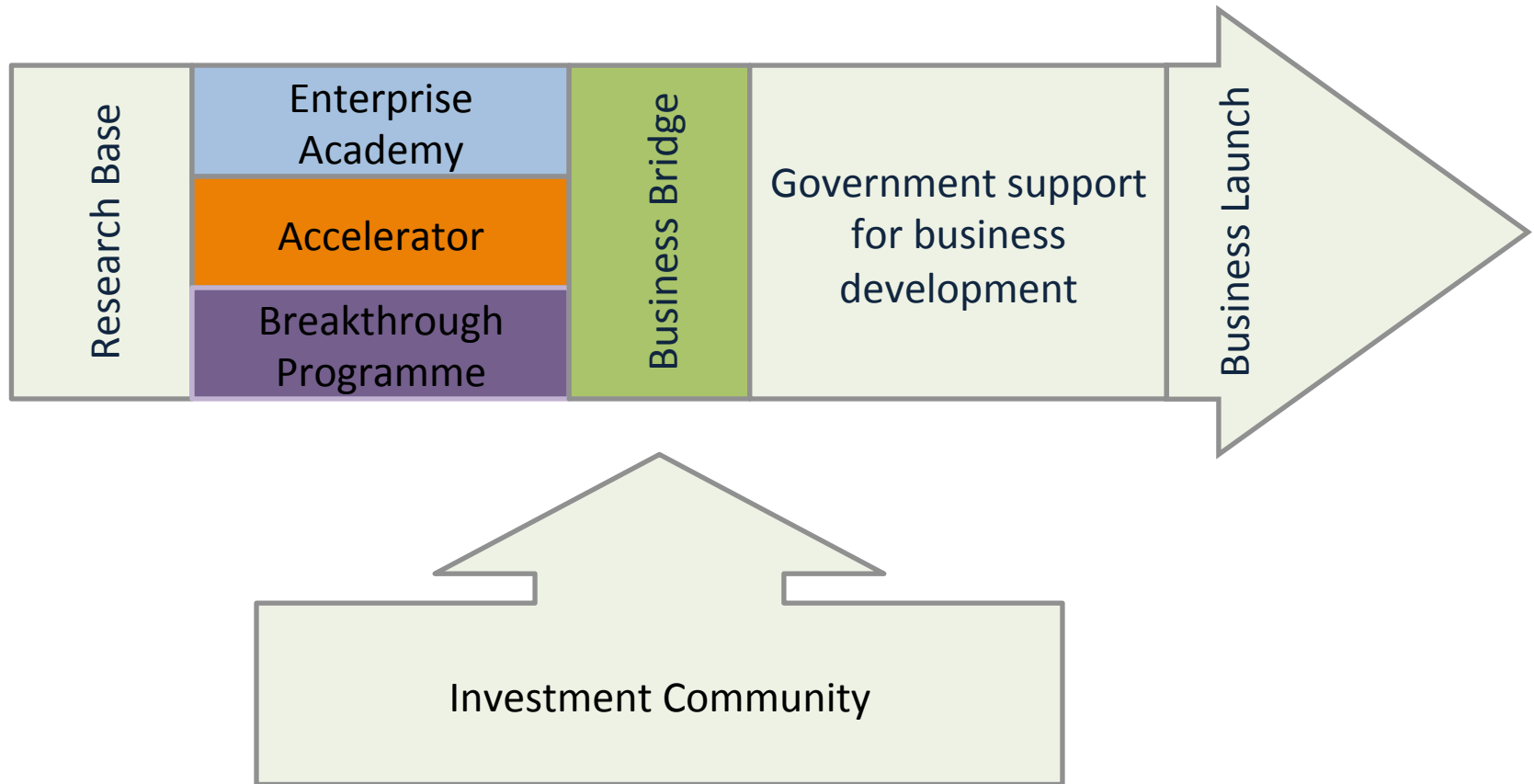
# Incubator services

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.

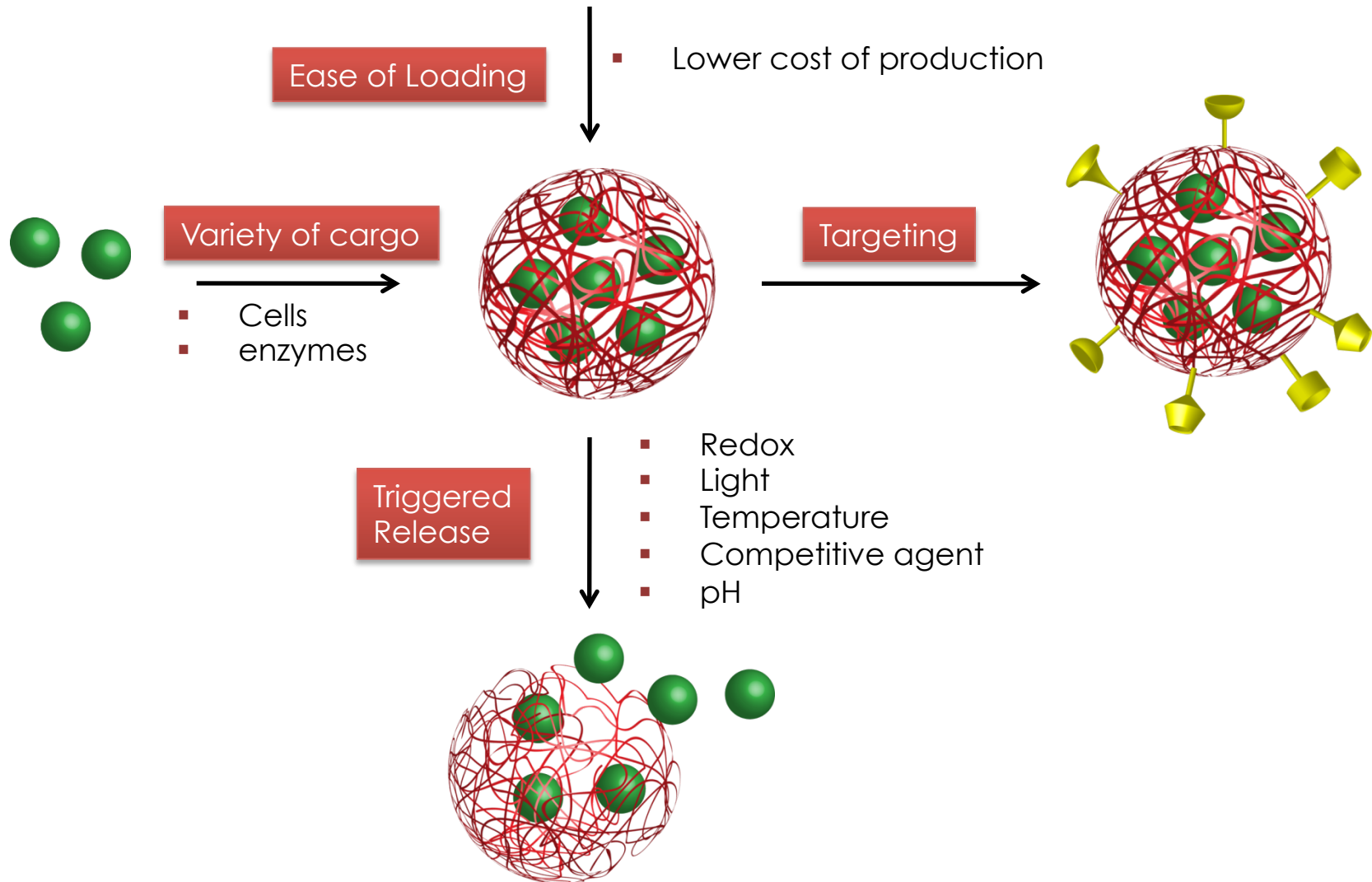
- Stage 1: business model development
- Stage 2: customer discovery
- Stage 3: team establishment

# 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

The logo for aqdot, featuring the word "aqdot" in a bold, orange, lowercase sans-serif font.

## **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

The Novozymes logo, consisting of the word "novozymes" in a dark purple, lowercase sans-serif font, followed by a registered trademark symbol (®).

Rethink Tomorrow





# Debrecen Venture Catapult I.





# Debrecen Venture Catapult II.





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