EFFECTIVE

First Strategic Workshop – “Paving the way to effective clustering towards exploitation & dissemination of FoF project results”

SESSION-3: Framework and network of stakeholders for industrial exploitation of innovative technologies

Venture capital approach to technology transfer of innovations

Speaker’s Profile: Dr. Karl Ludwig Kley

- CEO of Bilfinger Venture Capital GmbH since 12/2011
- Initiated Bilfinger‘s CVC activities
- 3 years M&A and Corporate Development with Bilfinger
- 5 years Project Manager/ Construction Manager in several Infrastructure Projects in Norway, Ireland and Hungary
- 1 year Assistant to the Executive Board of Bilfinger
- PhD in Civil Engineering

Venture capital point of view: support of innovative ideas towards the market

Access to new technologies/markets

- Expand scope of current business areas
- Enlarge value chain

Expansion

Supported by technological cooperation and potential spin-in

Window on new technologies

- Provide insight into new developments
- Exploit growth opportunities

Exploration

Utilize VC investments to investigate of new business areas supplementary to R&D

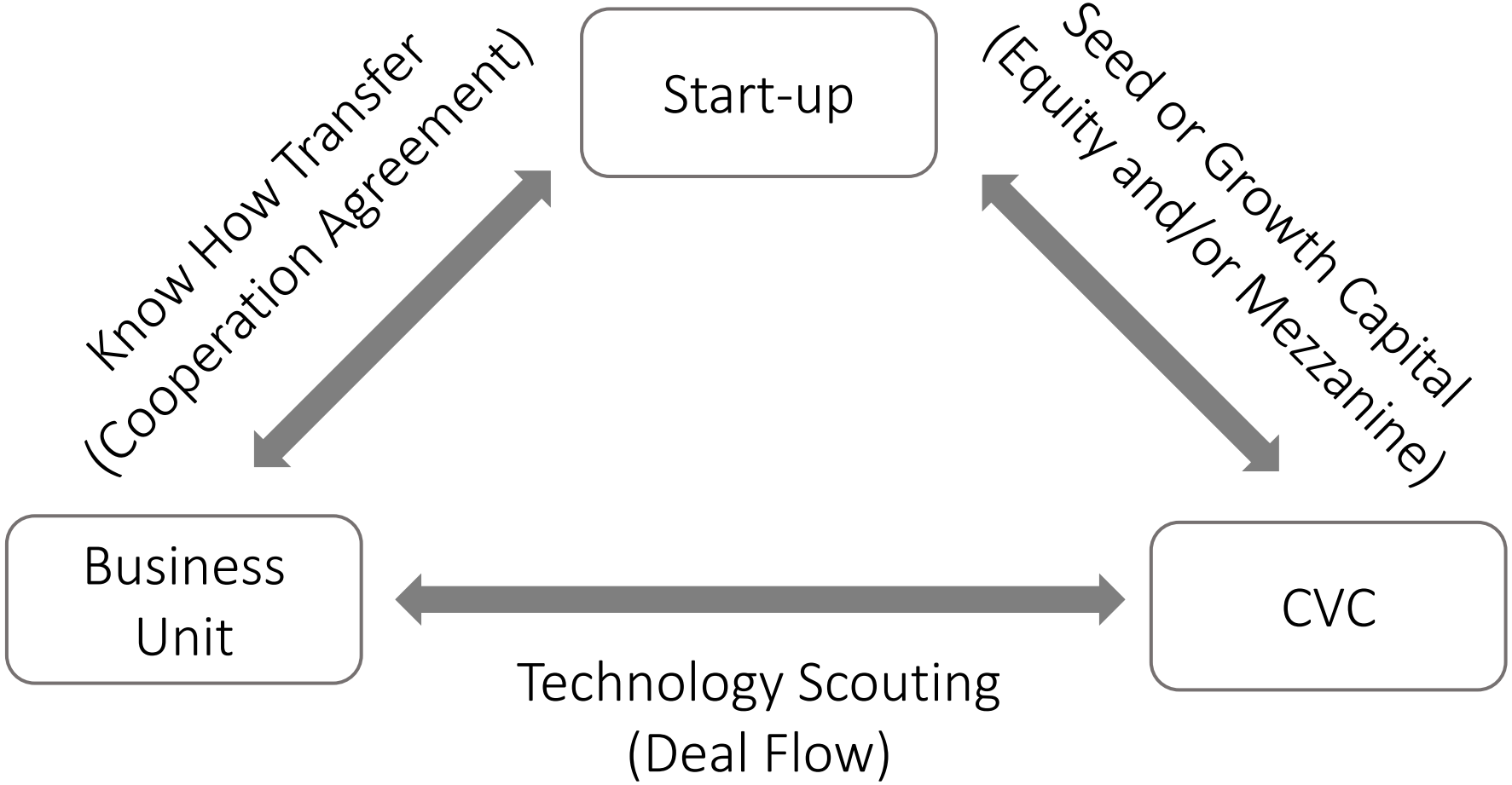
Observe disruptive technologies

- Identify new long-term developments
- Discover future business trends

Strategic Focus

Early awareness to adapt expansion strategy in time

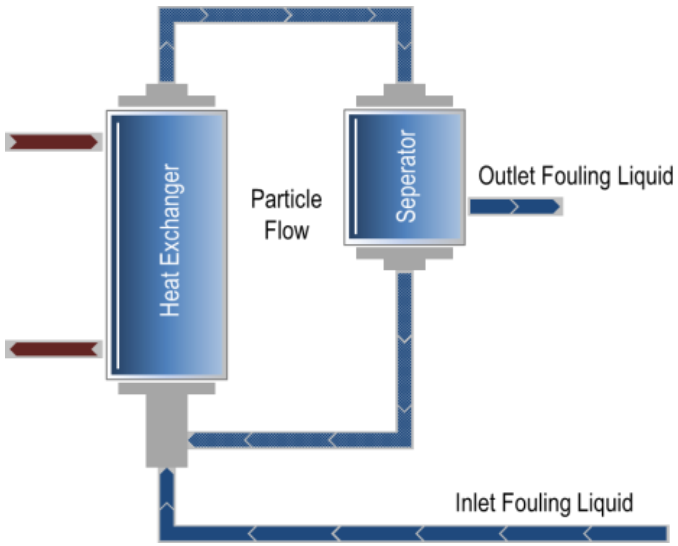
Venture capital point of view: support of innovative ideas towards the market



Criteria of selection and path to success: key aspects to be managed

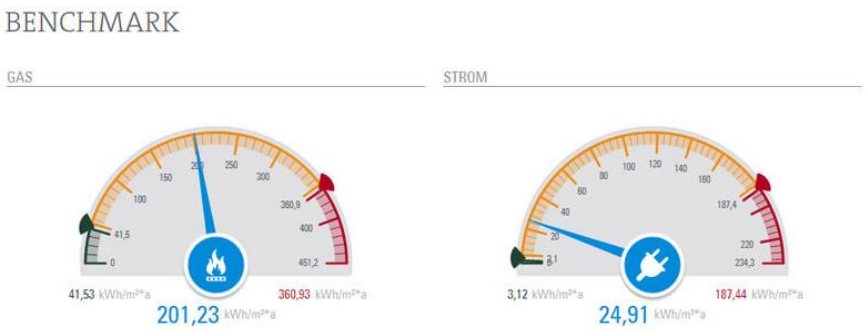
- Strategic relevant
- Innovative/ Unique
- Strong IP Position
- Scalable
- Extraordinary Team
- Clear route to market
- Financeable

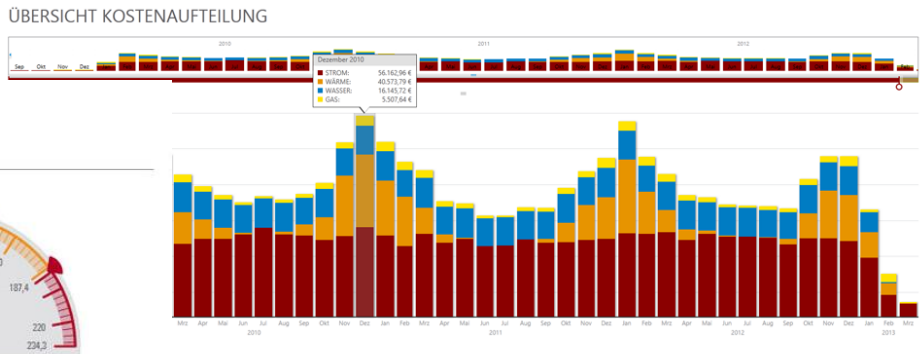
Success (and failure) stories



Klaren International develops and markets innovative self-cleaning heat exchange solutions for applications in the Chemical Process Industry for both new installations and the revamp of existing severely fouling installations into a self-cleaning configuration. The revamp opportunity particularly applies for reboilers, evaporators and crystallizers.

Success (and failure) stories





smartB develops a software based energy management solution for commercial buildings. smartB employs cutting-edge non-intrusive technologies, algorithms and advanced sensor technologies to make their energy usage transparent for our customers and enable them to achieve step changes in energy efficiency.

Lessons to be learnt: positive and negative aspects of the VC approach

CVC view

- Dilemma of strategic vs. financial approach
- Reliability, dependability and continuity

Founders view/ dilemmas

- Valuation, waterfall
- Losing control
- Gaining professionalism