

Financing Energy Innovation

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Imperial Innovations
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success



experience



diversity

Imperial Innovations

- Innovations is a leading technology commercialisation company
- Public company - listed on AiM 31 July 2006
- Activities include technology transfer, incubation and investment
- Imperial College
- Carbon Trust Incubator Programme
- Waste Resources and Action Programme
- Commercialisation of IP from Major Engineering Corporations
- Consensus Imperial Innovations Commercialisation Centre
- Track Record
 - 200 new ideas each year, with 50 new patents filed each year
 - 96 commercial IP deals in bioscience and engineering
 - Licence revenue >£10m, 58 spin-outs
- Team of 41 people, with expertise in:
 - IP management
 - Product development and marketing,
 - Licensing,
 - Business planning,
 - Incubation
 - Investment



Carbon Trust Incubator Programme Experience

- Record
 - Introduced 25 potential candidates,
 - 11 approved for incubation,
 - 7 reaching investment readiness, having raised, or due to complete, over £7m.
- Experience
 - Incubation accelerates path of commercialisation
 - Funding is a key part of acceleration
 - Preparing company has a major effect on getting funding.

Funding can accelerate technology deployment – Three Examples

Company A - “start-up in the doldrums”

- Interesting technology with potential to provide energy efficiency in a number of industrial processes
- Experienced entrepreneurs NEDs but part-time nature meant slow progress
- CT Incubator assisted in identifying and attracting soft funds (grants) and equity investment
- Funding process catalysed action
- Hired permanent CEO
- Have the stature and financial stability to engage with industrial partners

Funding can accelerate technology deployment – Three Examples

Company B - “successful start-up needing to expand”

- Seed funded start-up has developed small scale demonstration unit
- Interest from potential customers but need to demonstrate technology at full scale
- Substantial investment needed :
 - to build and test full scale unit,
 - build sales and marketing capabilities
 - develop infrastructure to meet product demand
- Incubation to build investment proposition and reduce risk profile of investment
 - Hire new CEO
 - Independent testing and certification of technology
 - Coherent and achievable business plan

Funding can accelerate technology deployment – Three Examples

Company C - “promising technical idea”

- University academics have commercially attractive idea
- Need to build demonstrator to test and prove concept
- Typical university research funding process can lead to long time scale and inappropriate resourcing
- Funding required to accelerate technical and commercial development
- Incubation identifies alternative funding sources, and brings commercialisation viewpoint
- Result – demonstrator and results available in 1 – 1.5 years instead of 3, industrial input into demonstrator design and testing programme – will be ready for commercialisation faster