UNTER NEHMER TUM

The potential of deep tech and start-ups for leveraging innovation ecosystems

European Commission's Deep Tech workshop

Helmut Schönenberger

Munich, 29 March 2023



Building new tech businesses together to shape the world we want to live in.

At UnternehmerTUM, visions turn into value. Our teams empower innovation enthusiasts to take entrepreneurial action. Together with start-ups and established companies, we drive tech ventures forward - from first idea to market leadership.

In collaboration with the Technical University of Munich (TUM) and entrepreneur Susanne Klatten, we've been promoting future-forward start-ups such as Celonis, Konux, Lilium, inveox, and Isar Aerospace since 2002.



Our Start-up Success Stories



TUM & UnternehmerTUM start-ups are drivers for resilience



Isar Aerospace

Isar Aerospace offers flexible, sustainable and cost-effective access to space for satellite constellations.



INNOVATION



tado°

tado^o develops smart thermostats that ensure a comfortable and healthy room temperature, whilst considerably reducing energy consumption.



SUSTAINABILITY



Celonis

Celonis is a leading provider of business transformation software that harnesses the power of process mining technology.

And a major employer in the region.



EFFICENCY



Review 2022

- Largest European entrepreneurship center: From first idea to IPO
- Part of TUM Technical University of Munich. Germany's number one technical university
- Biggest open B2B start-up platform with corporate partners like BayWa, BMW, Festo, Infineon, Knorr-Bremse, Linde, SAP. Siemens
- High performance VC fund with EUR 386 million under management - cooperation with leading global VCs like atomico, Burda Principal Investments, GA.
- entrepreneur Susanne Klatten

ENTREPRENEURSHIP

INNOVATION

Entrepreneurship and tech education:

(Pre-)incubation of start-up projects: Start-up development and acceleration:

>50

new scalable

VC and start-up

financing:

million US dollar in 2022

>12.500

participants in 2022

>650

start-ups + tech projects in 2022 >350

supported start-ups in 2022

start-ups in 2022

Lakestar and NEA

Founded in 2002, owned by industrial

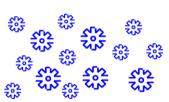
Average annual growth rate >25% (output, sales and employees)



Outside in / inside out facilitation:

>300

established organizations part of our ecosystem in 2022



Recognize opportunities and develop business models:

>180

corporate innovation partners in 2022



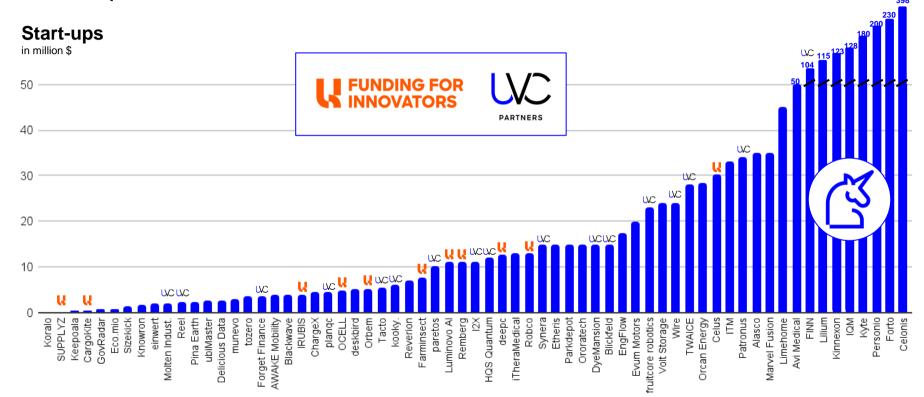
Facilitate innovation and scale businesses:

>250

business creation projects in 2022

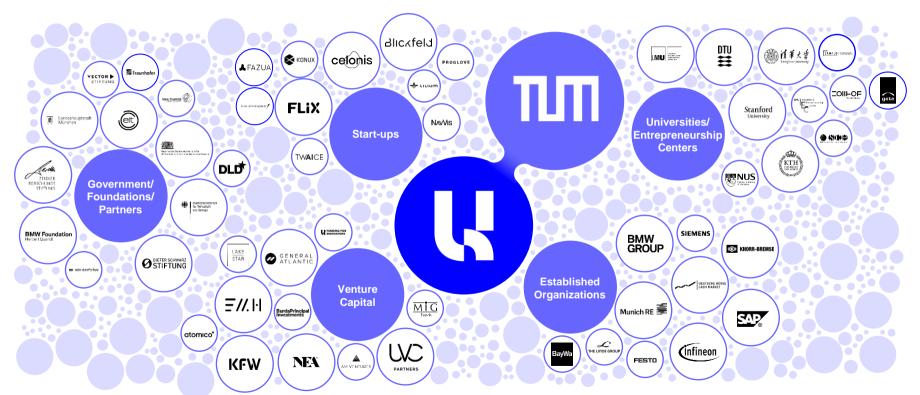


UnternehmerTUM and TUM Start-ups Have Raised Over \$ 2 Billion in 2022





We Bring Together a Community that Creates Value for Good







UnternehmerTUM Board and Management

"Through my commitment, I want to encourage entrepreneurship in Germany. As an entrepreneur I know that the work of UnternehmerTUM is an important step towards a new culture of entrepreneurship in our society."

Susanne Klatten

From right top to right bottom:
Ann-Kristin Achleitner (SB)
Christian Mohr (MB)
Peter Schwarzenbauer (SB)
Stefan Drüssler (MB)
Claudia Frey (MB)
Dr. Konstantin Reetz (SB)
Andreas Liebl (MB)
Prof. Dr. Thomas F. Hofmann (SB)
Susanne Klatten (SB)
Prof. Dr. Helmut Schönenberger (MB)
Thomas Zeller (MB)
Not depicted: Prof. Dr. Frank Richter (SB)
Management Board (MB), Supervisory Board (SB)

Our joint success is based on the collaboration with strong innovation partners and family entrepreneurs

Family Businesses:

Innovation strategy and execution, CVC, talents, reskilling, NextGen ...



FamilienUnternehmerTUM partner, eq.:



Large Corporations:

Trends, Startup collaboration, CVC, Tech- and Digital- projects, talents ...





Family Offices/Foundations:

Investments, ecosystem initiatives like education and startup support ... eg.:





Bringing Innovation Forward

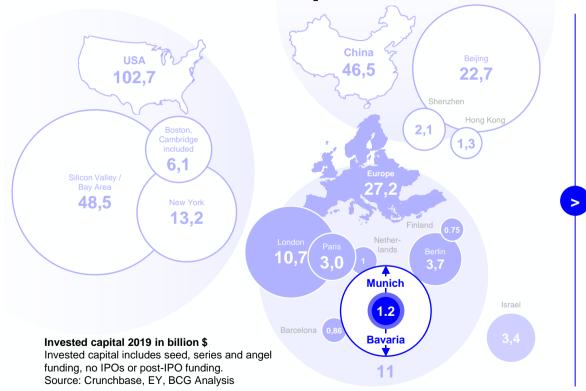
Our collaborations Our programs and initiatives **Our joint ventures Entrepreneurship** DIGITAL SCHMIEDE Erasmus for Young DIGITAL Entrepreneurs MANAGE AND MOP ACADEMY FOR INNOVATORS Education PRODUCT AND MORE MBAMINNOVATION& U TIM VENTURE **Start-up Programs** TECH FOUNDERS **TUM Entrepreneurial XPRENEURS** X INCUBATOR **⚠** XPLORE WECONOMY Masterclass **Innovation for CIRCULAR** initiative for applied artificial intelligence DIGITAL HUB MOBILITY **Companies** BUSINESS CREATORS NextGen Bavaria REPUBLIC **High-Tech** Manich **MAKERSPACE** U∗ban **Ecosystem** Colab **Smart Capital** FUNDING FOR INNOVATORS



We Foster Entrepreneurship in the Major Technology-Driven Opportunity Fields

TUM Venture Labs are the new initiative of TUM and UnternehmerTUM with partner institutions and companies. Quantum Mobility Software/Al Leveraging the unique research power, the Additive **Built Environ**goal is to increase the quality and quantity of Robotics/AI Manument facturing scalable technology spin-offs and ventures in Sustainthe region by a factor of ten. Food/Agro/ Chem ability & **SPACE Biotech** Circular Healthcare Aerospace Legal Tech

UnternehmerTUM, TUM and Our Ecosystem are Reaching to Establish a European Tech Center in Munich



// Key problem for Germany/EU identified

Venturing is the bottleneck when leveraging outstanding research for economic growth.

		2020		2030
%	Scalable spin- offs / year	75	>	250
=	Patent applications	50	>	500
	Invested capital / year	1 billion \$	>	10 billion \$
ññ	New jobs / year	1.000	>	10.000
F	Corporate partners	100	>	500
盒	Accompanied talents / year	5.000	>	25.000



Thank you!

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UnternehmerTUM in Press – Highlights









European Commission

EUROPEAN INSTITUTE OF INNOVATION AND TECHNOLOGY

• Climate/ Food/ Urban Mobility/ Health

EUROPEAN INNOVATION FUND

 Investments for UnternehmerTUM Funding and UVC Partners

SCALE UP FOR EUROPE

- · Cross-border operating "Scaleup Labs"
- Smart Region, AgTech, Agile Manufacturing and Health

ERASMUS FOR YOUNG ENTREPRENEURS

- Ongoing exchange program
- Matching aspiring entrepreneurs from Europe with experienced global entrepreneurs

EUROPEAN INNOVATION COUNCIL

- · EIC Partnership and EIC Accelerator
- Support for UnternehmerTUM teams

NEW EUROPEAN BAUHAUS

- Creating neighborhoods together
- Munich is one of 6 lighthouse demonstrators



