

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



Our Start-up Success Stories



isar aerospace



inveox®

FLiX



LILIUM

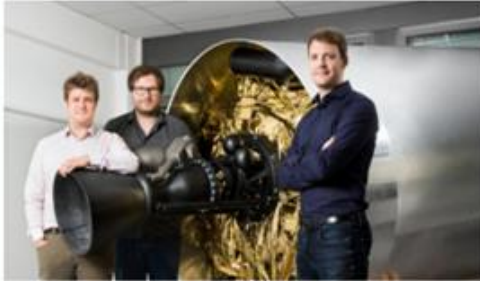


celonis



KONUX

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° 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.



EFFICIENCY

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, Lakestar and NEA
- Founded in 2002, owned by industrial entrepreneur Susanne Klatten
- Average annual growth rate >25% (output, sales and employees)

ENTREPRENEURSHIP



Entrepreneurship and tech education:

(Pre-)incubation of start-up projects:

Start-up development and acceleration:

VC and start-up financing:

>12.500
participants
in 2022

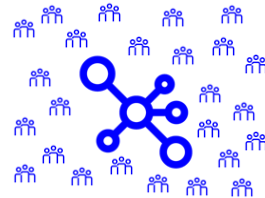
>650
start-ups + tech
projects in 2022

>350
supported start-ups
in 2022

>50
new scalable
start-ups in 2022

2.200
million US dollar
in 2022

INNOVATION



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



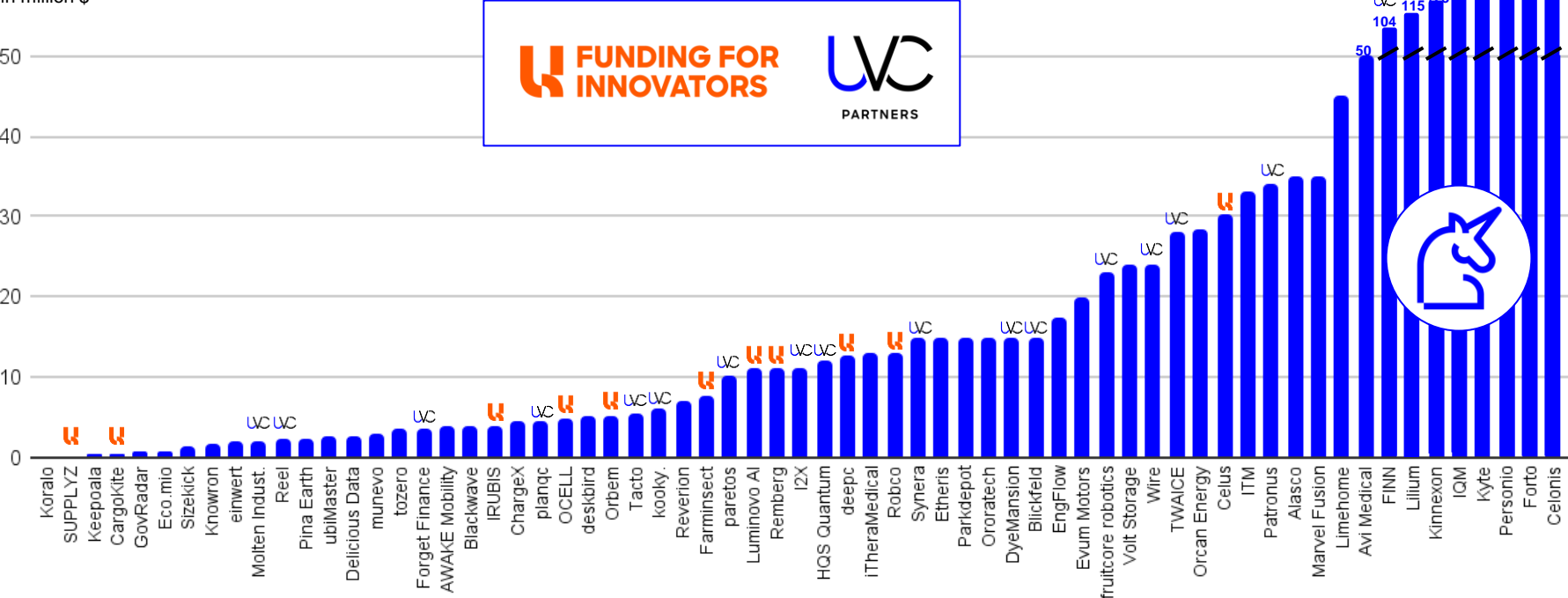
Facilitate innovation and
scale businesses:

>250
business creation
projects in 2022

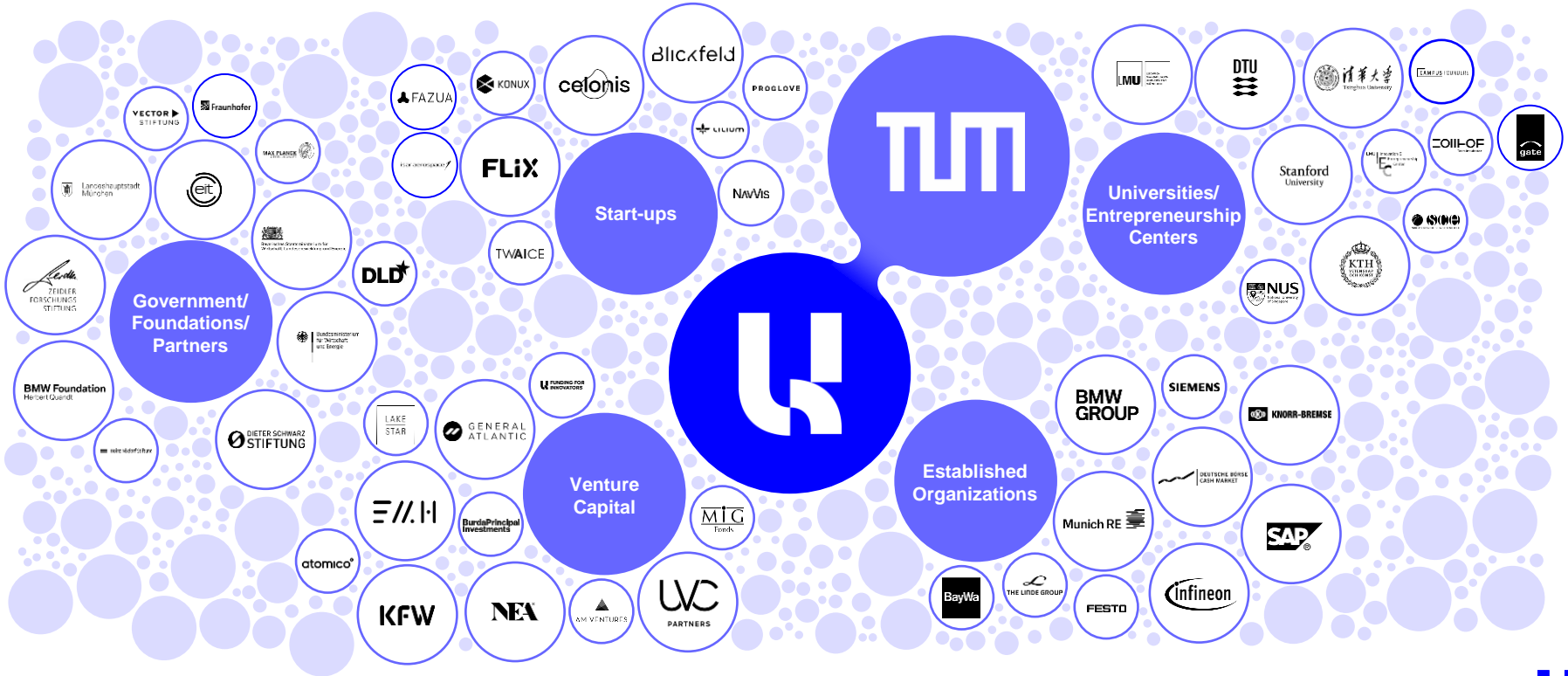
UnternehmerTUM and TUM Start-ups Have Raised Over \$ 2 Billion in 2022

Start-ups

in million \$



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 ...



Large Corporations:

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



Family Offices/Foundations:

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



FamilienUnternehmerTUM partner, eg.:



Bringing Innovation Forward

Our programs and initiatives

Entrepreneurship Education



Start-up Programs



Innovation for Companies



High-Tech Ecosystem



Smart Capital



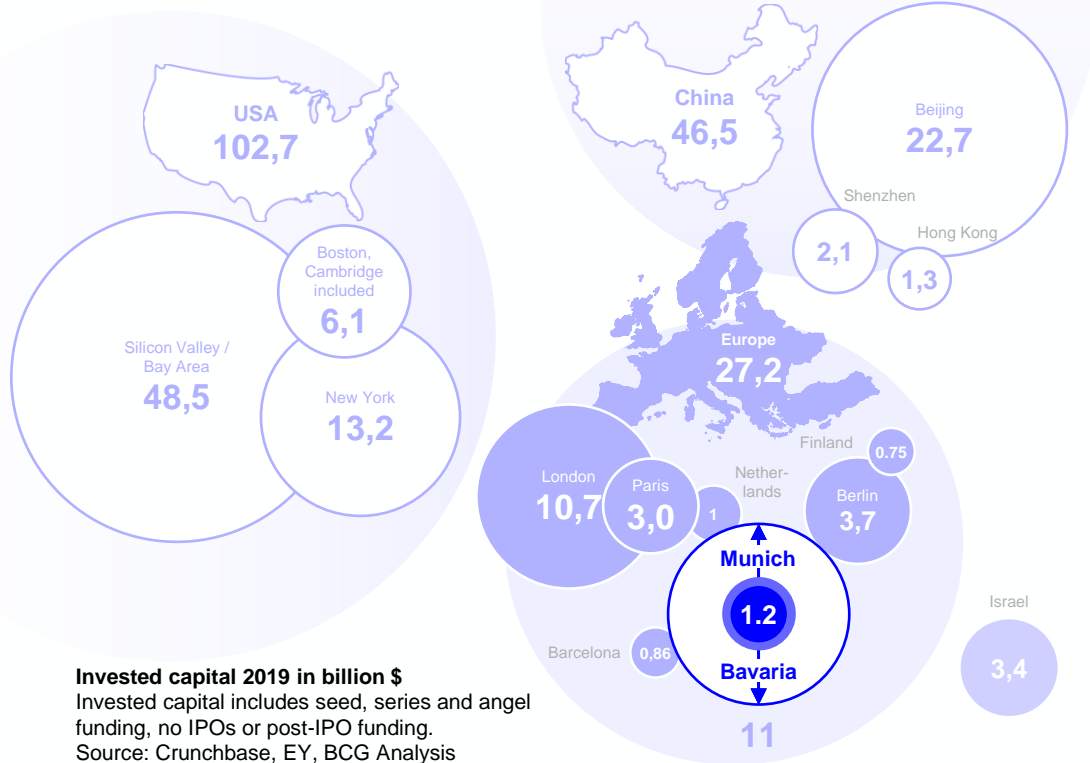
Our joint ventures



Our collaborations



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 \$
New jobs / year	1.000	> 10.000
Corporate partners	100	> 500
Accompanied talents / year	5.000	> 25.000

Thank you!

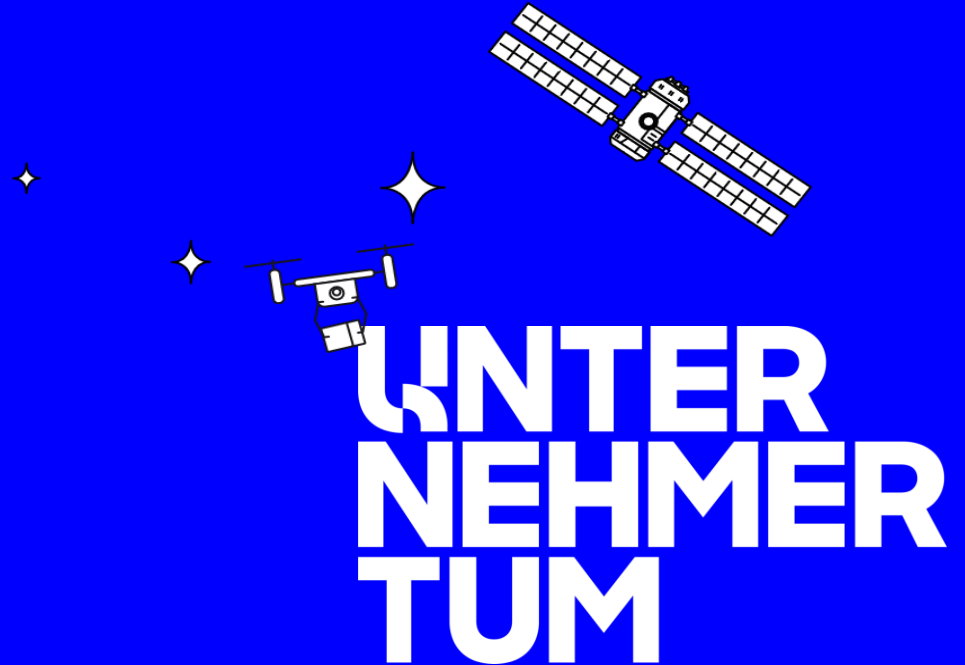
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UnternehmerTUM in Press – Highlights



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

