

CLEANTECH INNOVATIONS FROM THE NORDICS & BALTICS

Are you interested in...

- ... finding promising cleantech startups that have an impact?
- ... valuable contacts and intelligence on the Nordic and Baltic cleantech scene?
- ... branding your company and collaborating in a network of international industry actors, cities & investors?



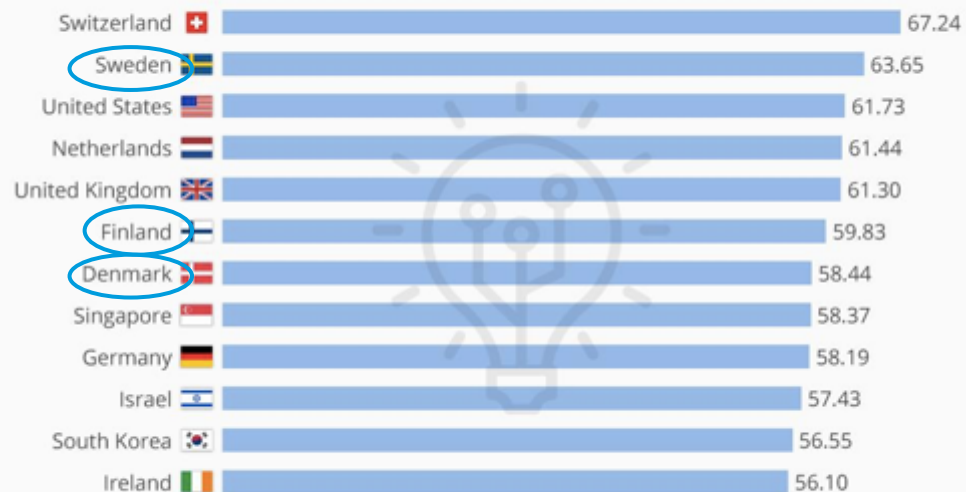
Then join us!

Cleantech Scandinavia is the trusted source of cleantech-related innovation scouting, collaboration projects, investment opportunities and business intelligence in the Nordics and Baltics. We provide and promote Nordic and Baltic cleantech innovations and offer a platform for our international members to connect with cleantech startups and to the local ecosystem.

Why the Nordics?

The World's Most Innovative Countries

2019 rankings of the Global Innovation Index (100=most innovative)

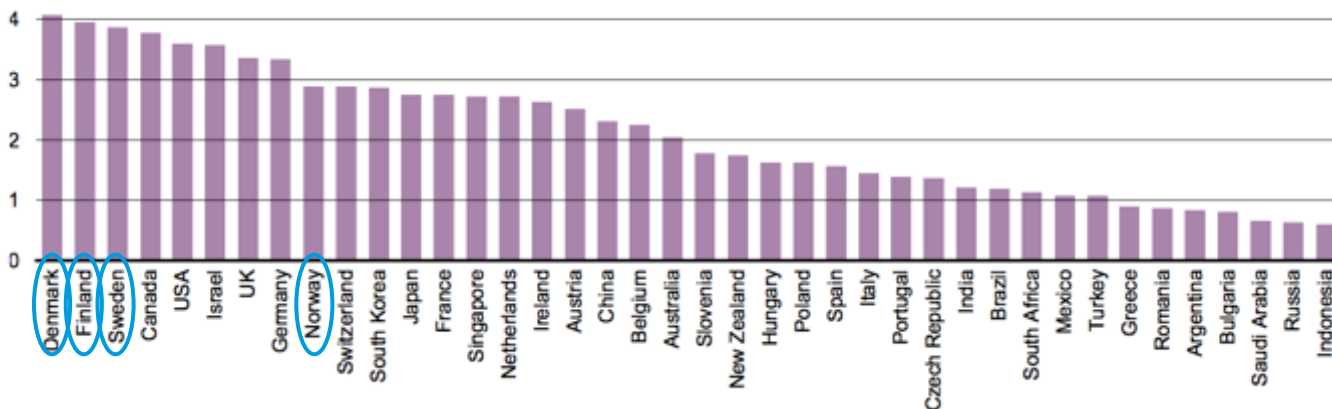


* Scores determined through various factors such as business sophistication, level of human & capital research and creative outputs.
@StatistaCharts Source: World Intellectual Property Organization

Forbes statista

Global Innovation Index 2018 rankings

Country/Economy	Score (0-100)	Rank	Income	Rank	Region	Rank	Efficiency Ratio	Rank	Median: 0.61
Switzerland	68.40	1	Hi	1	EUR	1	0.96	1	
Netherlands	63.32	2	Hi	2	EUR	2	0.91	4	
Sweden	63.08	3	Hi	3	EUR	3	0.82	10	
United Kingdom	60.13	4	Hi	4	EUR	4	0.77	21	
Singapore	59.83	5	Hi	5	SEAO	1	0.61	63	
United States of America	59.81	6	Hi	6	NAC	1	0.76	22	
Finland	59.63	7	Hi	7	EUR	5	0.76	24	
Denmark	58.39	8	Hi	8	EUR	6	0.73	29	
Germany	58.03	9	Hi	9	EUR	7	0.83	9	
Ireland	57.19	10	Hi	10	EUR	8	0.81	13	
Israel	56.79	11	Hi	11	NAWA	1	0.81	14	
Korea, Republic of	56.63	12	Hi	12	SEAO	2	0.79	20	
Japan	54.95	13	Hi	13	SEAO	3	0.68	44	
Hong Kong (China)	54.62	14	Hi	14	SEAO	4	0.64	54	
Luxembourg	54.53	15	Hi	15	EUR	9	0.94	2	
France	54.36	16	Hi	16	EUR	10	0.72	32	
China	53.06	17	UM	1	SEAO	5	0.92	3	
Canada	52.98	18	Hi	17	NAC	2	0.61	61	
Norway	52.63	19	Hi	18	EUR	11	0.64	52	
Australia	51.98	20	Hi	19	SEAO	6	0.58	76	



Sweden, Finland, Denmark & Norway are among the Top 20 most innovative countries in the world...

(Global Innovation Index, 2018 & 2019)

...especially when it comes to cleantech innovations!

(The Global Cleantech Innovation Index, 2017)

Our members

INVESTORS



INDUSTRIES



CITIES AND REGIONAL HUBS



SERVICE PROVIDERS

Krogerus

VINGE

Our innovation roadmap



01

IDEAS & CONCEPTUALIZATION

- Breaking the innovation silos
- Founders and partners as patrons of start-ups from scratch

02

EARLY STAGE TO GROWTH

- Yearly 140+ applications to our start-up competition
- Observation tower of new innovations arising

03

INVESTMENTS, GROWTH & INDUSTRIAL PARTNERSHIPS

- Hands-on Acceleration Support for start-ups
- Test Bed community

04

AN ENTIRE ECOSYSTEM IN ONE PLACE

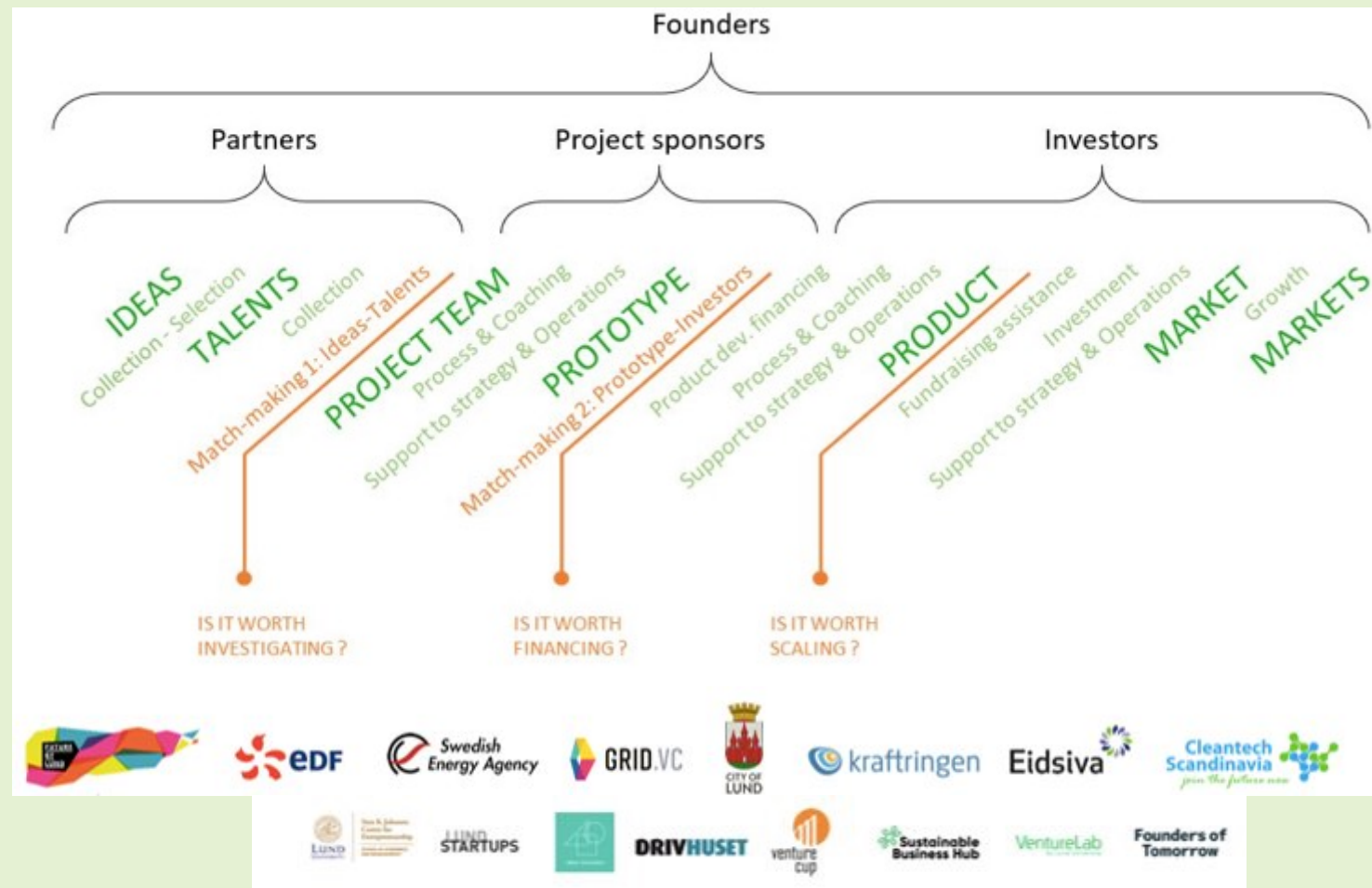
- The first and only Greentech community in Europe.
- Internationalization opportunities

01

IDEAS & CONCEPTUALIZATION

From Idea selection until Acceleration

- **Collaboration to break silos** in which innovation activities are happening
- Enhance **cooperation** between entrepreneurs, corporates, universities and cities
- Support the development of **cleantech ideas towards a prototype**
- **International focus** from the beginning



Startup competition: Nordic Cleantech Open

02

EARLY STAGE TO GROWTH

- Free participation in the High-profile Jury of Nordic Cleantech Open (NCO)
- Free participation in the Nordic Camp, an all-inclusive weekend between the Jury and Top25 NCO companies
- Find out more here: <https://www.nordiccleantechopen.com/>

Included in
membership



Examples of successful NCO Start-ups



- NCO 2011
- Leader in waste sorting robotics
- Turnover 2018: € 13,3M



- NCO 2014
- The first digital recirculating shower system
- Turnover 2018: € 3,4M



- NCO 2015
- Smart IoT network for buildings, cities and the energy sector
- Turnover 2018: € 2,3M



- NCO 2016
- Next generation power semiconductors based on Silicon Carbide
- Turnover 2018: € 1,9M



- NCO 2017
- Smart Building control and maintenance powered by IoT
- Turnover 2018: € 9,9M



- NCO 2018
- Electric and autonomous vehicles known as Einride pods (formerly T-pods)
- Turnover 2018: € 1,3M

Accelerator Program

03

INVESTMENTS, GROWTH & INDUSTRIAL PARTNERSHIPS

- We work hands-on with chosen startups to develop KPIs, find investments or collaboration projects
- We organise showcase events for our accelerator companies
- We help our accelerator companies with international expansion plans



Manufacturing
of bio polyol



Smart parking
solution



Intelligent
heating systems



Smart city
solutions



Manufacturing
of clay mineral
materials

Greentech Village



04

AN ENTIRE ECOSYSTEM IN ONE PLACE

Based on the experience of Medicon Village and the success of hosting the Life Science ecosystem in the same physical space, the Greentech Village aims to replicate the model in the cleantech sector.

It will be **the first and only Greentech community in Europe**. The Greentech Village provides actors in the cleantech sector with a creative hub and the opportunities to develop, create and internationally connect their businesses.



Soft Landing



Peer 2 Peer community



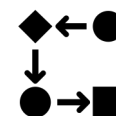
Access our testbed community



Access Investments



Acceleration on-demand program



Business Development
(on going: Impact Venture Building)



Access the World
(Established partnerships with East US,
The Netherlands, Singapore, India)

Cleantech Scandinavia & Greentech Village Ecosystem

Advanced & Sustainable Materials



Smart City Solutions



1st Tier Member Network



2nd Tier Collaborative Network

Real Estate & Smart Building



Smart Industry and Energy



3rd Tier International Exchange Network

Becoming a member

01

SOURCING & SHOWCASING

- Growing database of 2,000+ companies
- Cleantech Dealflow Webseries: Monthly online event

02

INVESTMENT COMMUNITY & INDUSTRIAL PARTNERSHIPS

- 50+ members network
- Conferences & workshops
- Branding and Spotlight opportunities

03

MEMBER SERVICES FOR GROWTH AND COLLABORATION

- Customized research, projects & match-making
- Business intelligence
- Impact Assessment

01

SOURCING & SHOWCASING

- Access to 2,000 + Nordic and Baltic cleantech companies
- Sorted by cleantech segments
- Reporting on turnover, profit, investments received etc.

Included in
membership

The screenshot shows the Cleantech Scandinavia website's search interface. At the top, there is a navigation bar with links for DASHBOARD, NEWS, SEARCH, PUBLICATIONS, MEMBERS, and EVENTS. Below the navigation bar is a search bar with a 'Submit' button. The main content area is divided into three columns for filtering results. The first column, 'Country', lists Denmark, Estonia, Finland, Iceland, Norway, and Sweden, all of which are checked. The second column, 'Segment', lists Advanced Materials, Air and Environment, Energy Generation, Energy Storage (checked), Recycling and Waste, and Water and Wastewater. The third column lists Agriculture, Energy Efficiency, Energy Infrastructure, Manufacturing and Industrial, and Transportation and Logistics (checked). Below these filters is a 'Sub-segment' section with a dropdown menu currently set to 'Advanced Materials'. Under this dropdown, there are three columns of checkboxes for various sub-segments: Nano technology, Insulation materials, Electronic components, Fire retardants, Chemical production, Paint and coatings, Eco- and bio- plastics, Wood protection, Packaging solutions, Material savings and lightweight solutions, and Building materials. Below this, there is another dropdown menu set to 'Energy Efficiency', which also has three columns of checkboxes for sub-segments: Fuel cell solutions, Energy savings, Heat exchanger technology, Cooling solutions, Hydrogen, production, storage, etc., Heat recovery, LED and lighting, and Power monitoring. At the bottom, there is a dropdown menu set to 'Agriculture' with one checkbox for 'Agriculture solutions'.

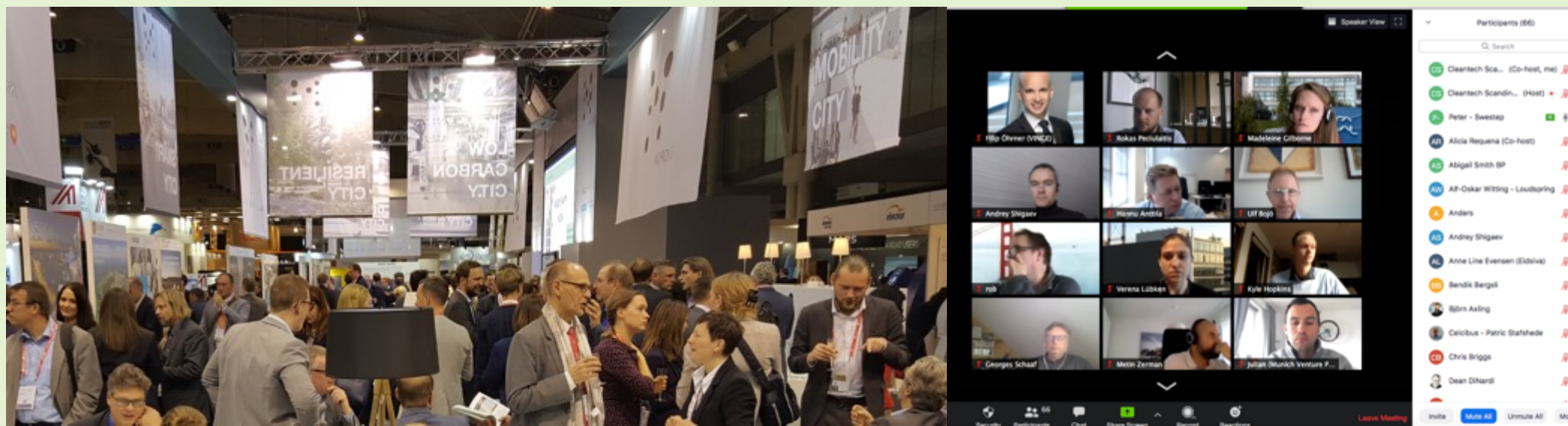
Networking & Branding

02

INVESTMENT COMMUNITY & INDUSTRIAL PARTNERSHIPS

- Exposure as a member of our community in all our network tiers
- Collaboration projects, co-investments etc. by networking with other members and startups
- Expand your audience reach via key speaker, moderator and panelist slots
- Conferences & workshops: Join our events (e.g. Cleantech Capital Day), workshops (e.g. on impact investments) and international trade missions (e.g. Smart City Expo Barcelona)

Included in
membership



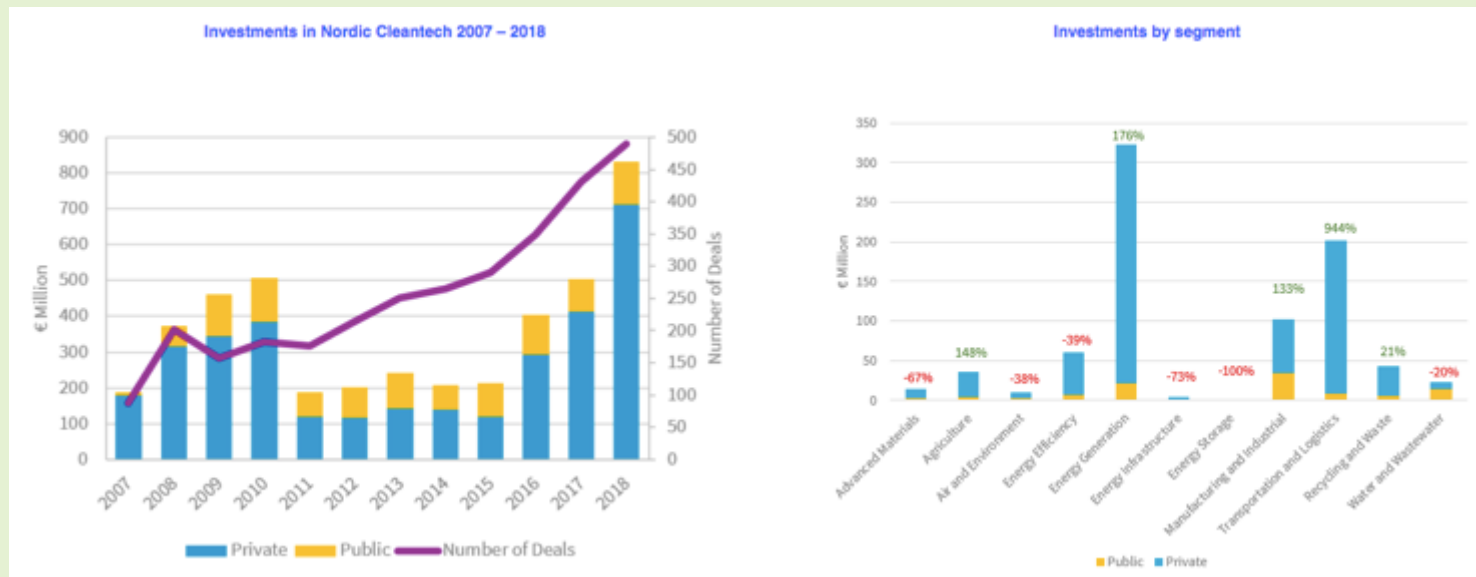
Business Intelligence

03

MEMBER SERVICES FOR GROWTH AND COLLABORATION

- Dealfow report: statistics on investments done into Nordic cleantech startups over the previous year
- Growth report: financial cleantech startup performance (development of turnover, profit etc.)
- Regular newsletters
- Find out more here: <https://cleantechscandinavia.com/publications/reports/>

Included in
membership



Impact Assessments

03

MEMBER SERVICES FOR GROWTH AND COLLABORATION



Research



ViableCities™
Smart, sustainable and attractive.



- Consortium research project to explore the best way to encourage sustainable investments through bonds, specifically in Swedish Municipalities.
- Overarching effects: build up a sound base of knowledge on impact assessment metrics and work towards a set of generally accepted principles within the industry.

We are creating a base of knowledge to provide our network with the capacity to better convey their potential impacts and to make better investment decisions for their institution.

Cleantech Scandinavia applies globally recognized standards such as the Greenhouse Gas Protocol and Life Cycle Analysis to obtain the climate impact of your solution or organization, which you can use as a base for decision-making as well as for internal and external communications.

For Start-ups and Scale-ups

If you are proposing an innovative technology in sustainable systems, Cleantech Scandinavia's assessment method will calculate the emissions reduction potential of solution. Clearly show your potential impact to your clients and investors.

Climate Reporting of operations and investment portfolio

If you have an established company, we can help you report your current emissions through a comprehensive assessment, evaluate its impact and suggest potential areas of improvement.

Not
Included in
membership

Consultancy services and Sponsorships

03

MEMBER SERVICES FOR GROWTH AND COLLABORATION

- Customized cleantech innovation scouting
- Open Calls & Competition campaigns
- Project and event management
- Impact assessments
- Research activities
- Customized workshops

Addition to
membership



Membership Deliverables

Access to Dealflow from the Nordics & Baltics

- 2,000+ Cleantech companies database
- Free attendance at all our events: Monthly dealflow webseries, Cleantech Capital Day & other Cleantech Scandinavia Events
- Nordic Cleantech Open – Jury Member
- Free attendance Nordic Camp – including Trolleholm Castle
- Access to collaboration discussions between our network and wider ecosystem.

Networking & Branding

- Branding in members database
- Visibility on web and other information materials
- Introductions
- Speaker/Panel slots at events
- Your news announcement in our newsletter.

Business Intelligence

- Growth/ Dealflow report
- Other reports
- Regular newsletter

Membership Fee: € 3,000 / Year (excl. VAT)

+ Consultancy services on an individual assignment basis

(Customized scouting, project and event management, research activities, ...)

Price dependent on service

Year 2020/2021

- Nordic Business Day – Feb 4th, Rotterdam
- Sustaintech Venture Day – Feb 6th, Stockholm
- Nordic Camp, Trolleholm castle – May 12th and 14th
- September: Start of Nordic Cleantech Open 10th Edition (NCO 10)
- NCO 9th Edition Finals & Cleantech Capital Day – To be rescheduled in September/October*
- Smart City Digital Business Event is 10-12 November
- Sustaintech Venture Day 2021

(Due to corona crisis, we have kept our program online with 2 events to be confirmed)

Let's connect!



Magnus Agerström
Managing Director
+46 (0) 739 402 070
magnus@cleantechscandinavia.com



Laura Fostinone
Innovation Scout & Project Manager
46 (0) 701 403 857
laura@cleantechscandinavia.com



Alicia Requena Carrión
Project Manager
alicia@cleantechscandinavia.com
+46 (0) 70 1403 850



Toby Hörnlein
Project Manager/ Business Relations
toby@cleantechscandinavia.com
+46 (0) 708 561 314

**We will be happy to hear back from you, get to know you and answer
any questions about Cleantech Scandinavia!**

<https://cleantechscandinavia.com>
<https://www.linkedin.com/company/cleantech-scandinavia/>