



InnoEnergy
Knowledge Innovation Community

Open energy marketplaces: some ingredients towards the scaling-up

Pierre Serkine – EIT InnoEnergy – Brussels – 8 March 2019

The Energy landscape is already evolving

New **energy services** (e.g. in B2C segment), new **players** (from other sectors as well), increasingly competitive market due to the combination of decarbonisation, stagnating demand and liberalisation of electricity markets (**digital is high on the agenda of energy players**), and **energy players** are also developing **corporate venturing activities**.

→ **Innovation** is a clear **imperative**.

→ For **digital Innovation**, an extra effort has to be made on **attitude and aptitude**.



Scheduling professional meetings along decades

Start-up is the new cool

Some key ingredients for the scaling-up

Many start-ups, but a crucial need of scale-ups:

- **Attracting investors** – better demonstrating the market traction & further initiating investment community to digital fundamentals
- **Upskilling & reskilling of the workforce** – also a matter of attractiveness of the energy sector
- Fostering **collaborations/interactions** between start-ups and larger players

5 key elements that lead to success *(borrowed from Bill Gross, CEO @ Idealab)*

Ideas



28%

Team



32%

Business Model



24%

Funding



14%

Timing

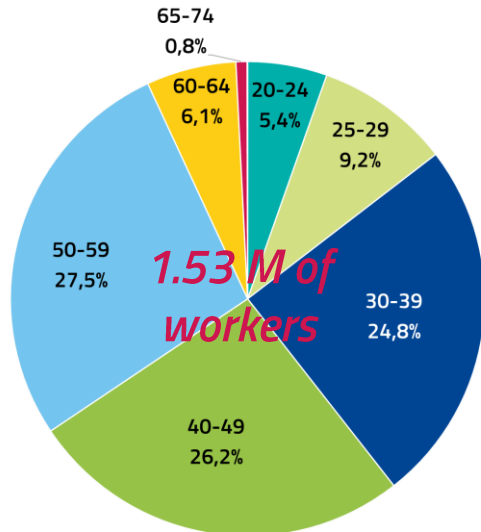


42%

A huge Human Resource challenge, even more in Energy

3 core dimensions: Upskilling, Reskilling, and developing a culture of life-long learning in energy companies (soft skills & hard skills). It is not only a **necessity**, but also an **opportunity** to attract new talents (in particular from the tech world) more easily, and it's **more cost-efficient**.

Workforce in electricity, gas, steam & air conditioning supply by age group in EU-28 (Q3 2018)



Source: EIT InnoEnergy from Eurostat data

Digital in Energy for Industry: **130 bn\$/y** (WEF) - for **electricity**, it's **64 bn\$** in 2025 (BNEF) → **around 50%**

Investment for the **energy transition**: **3430 bn\$/y** on average until 2050, including **510 bn\$/y** for **power grids and flexibility** (IRENA).

→ **Digital in Energy is (only) 3.8% of the energy transition.**

For this to unfold, we need to **invest in human capital**:

→ **Between 612 M€ and 1.84 bn€ annually in the EU** (assuming 2 k€ to 6k€ per year per worker over a 5-year period, and 20% of the workforce involved each year)

Thank you.

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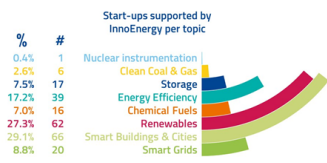
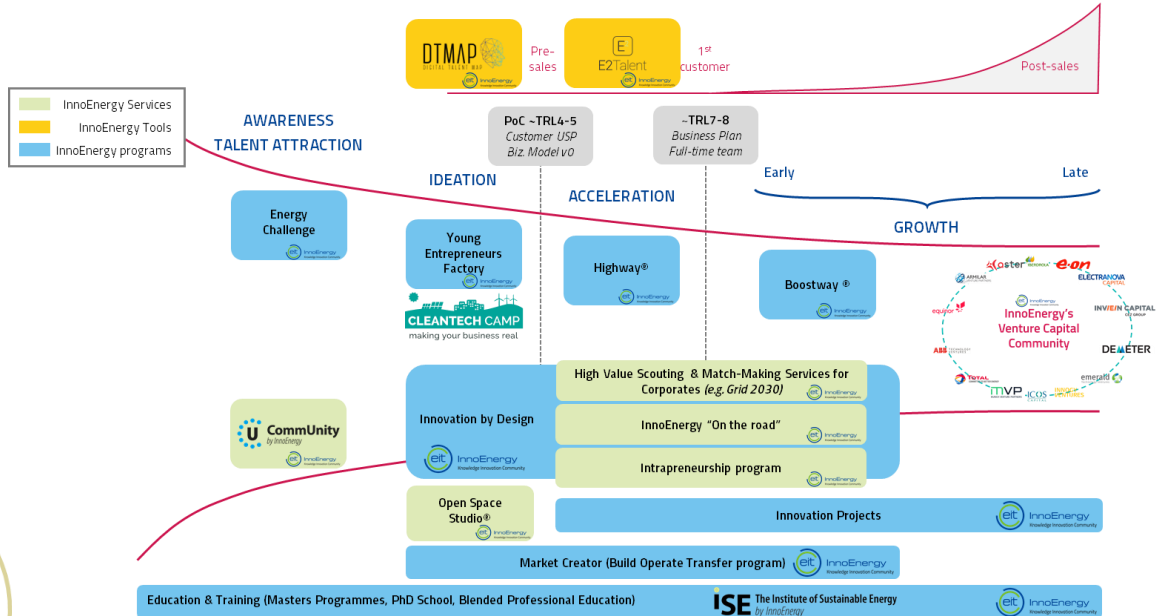
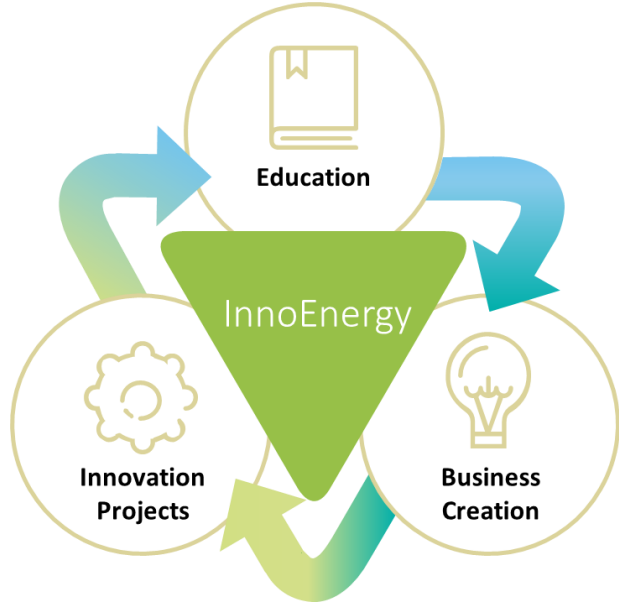


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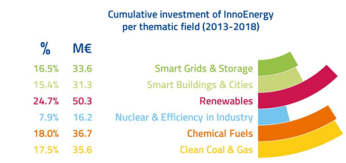


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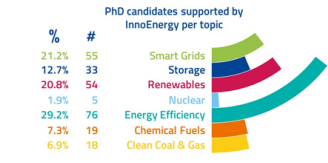
The leading innovation engine for sustainable energy across Europe...



200 start-ups supported
117 M€ of external investment raised



105 Innovation Projects
430+ partners
204 M€ of InnoEnergy investment
1.5 bn€ in project costs



870+ graduates from InnoEnergy Master's School
260+ PhD candidates supported
20+ Professional learning courses

...catalysing entrepreneurship and innovation from classroom to customer.