

# Innovation Fund Workshop

Friday, 17/02/2017

ABC, Brussels

# Questions Raised

- **What kind of innovation** is needed to successfully make the transition to a low-carbon economy in your industry/area of investments?
- **With which type of support** and financial instruments could the EU facilitate the development and quick adoption of breakthrough innovation that we need?
- **Which modalities for public support** can make the difference between failure and success from your point of view?

# Kind of Innovation : Technology, Business, Market

- **What kind of innovation** is needed to successfully make the transition to a low-carbon economy in your industry/area of investments?
- What is the **change in foreseen technologies**?
- What are the technology changes/investments for decarbonisation that you are already aware of? **Please name 5 key innovations that you already plan of or implement**
- How will your industry evolve – in isolation (specific and tailored technologies), or there can be more industrial symbiosis expected? Which industries will work more together?
- How will the products of the future change your current production patterns and infrastructure?
- What is the sequence for the change – which things need to happen first, and which will follow?
- What key technology risks do you see – how to address them?
- What could be the range of investments needed – per industrial sector over 2021-2030? (more detailed finance-related questions will be discussed in the afternoon session.)

# Kind of Innovation : Technology, Business, Market

- What are technology and innovation needs for turning non-ferrous metals industries into a low-carbon mode?
- energy-saving solutions: how much mitigation can they deliver?
- breakthrough process solutions: what are they?
- Focus on processes or products? Examples?
- what can CCS and CCU deliver?
- synergies with other sectors?
- what temporalities for demonstrators, first implementation and deployment?
- how to aggregate a panel of technologies to achieve low-C production by 2050 in Europe and in the world?
- more breakthrough solutions?

# Kind of Innovation : Technology, **Business**, Market

- How will the **business model** of your industry change/evolve?
- How will the value chain change?
- What are your products of the future?
- Any change in materials used for production?
- Will you be using reverse logistics and “closing the loop” concept to recycle even more
- Will your working space restricted primary to developed world or will also include emerging countries
- What will this mean for your business model?
- What key business model-related risks you can anticipate? How to tackle them?
- Will there be more scope for leasing of the metal during the “entire metal value chain”

# Kind of Innovation : Technology, Business, **Market**

- How will the **market** for your products/services evolve?
- What are your expectations as regards the changes in the whole industry and other connected industries from the perspective of product innovations that will influence the demand, production and supply?
- Where do you expect the demand evolving?
- Will your consumer/customer base change? How?
- What changes in the competition/productivity do you foresee?
- Any other specific market risks (relevant for your business and your competitors)
- How these risks could be mitigated?
- What risk-protection measures could be thought of?

# How to aid this transformation

- What are the emerging business models for low-carbon innovations?
- How to finance the LCS demonstrators?
- How to pay for LCS deployment?
- Capital needs and needs for production costs?
- Would one solution pay for itself?
- Who pays? Polluter or society or fossil fuels pay or...
- Cooperative R&I?
- PPP-style?
- Industrial symbiosis?
- Role of individual companies?
- Export support – is there a link with innovation?

# How could innovation fund help

- Should the IF focus on many small things or few big ones?
- Grants or a combination of grants and other products (guarantees, risk capital, equity, loans...)
- How should the project selection criteria be best set - fair but robust
  - Minimum and Maximum amount of finance requested
  - Equal priority for the decarbonisation pathway? energy efficiency / electrification based on RE / process improvement / product improvement ?
  - Equal priority for scope (within a company / within a sector / within different sectors
  - Priority for breakthrough technologies or for evolutionary improvement
- How ranking should be done?
- Other questions?
  - Innovation fund in combination with other funds (EFSI, Modernisation Fund, H2020 etc.
  - Innovation fund as a qualifier for additional support from the Member States
  - Innovation fund as a qualifier for additional funding from Private Equity
  - Innovation fund as a qualifier for additional funding from EIT-KIC's?

*(Finance-related – structuring – questions will be addressed in the afternoon session).*

# Questions

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