



## EIT InnoEnergy Private Placement Appendix: Investor appendix quotes

### Capgemini

**Cyril Garcia, Head of Global Sustainability Services and Corporate Responsibility and Group Executive Board Member**

"We are glad to continue to support InnoEnergy's development strategy. InnoEnergy has a central place in the European climate tech ecosystem of startups and in the decarbonisation of key industries to reach net zero European targets. Its focus on batteries, clean hydrogen, and solar photovoltaics, makes it particularly relevant for Capgemini as we see this ecosystem as pivotal to help our clients reduce their carbon footprint by 10M tons by 2030."

### PULSE – CMA CGM Energy Fund

**Michel Sirat, Executive Vice-President, Strategy & M&A in charge of the CMA CGM Fund for Energies**

"Accelerating sustainable energy innovations is key to achieve CMA CGM's commitment to reach Net Zero Carbon by 2050. CMA CGM Fund for Energies is delighted to join InnoEnergy's cap table among other industrial, academia and financial actors, to pave the way to a more sustainable European industry."

Michel Sirat, Executive Vice-President M&A en charge du Fonds Energie PULSE : "L'accélération des innovations dans les énergies durables est clé pour l'engagement de CMA CGM d'atteindre l'objectif Net Zero Carbon d'ici 2050. PULSE, le Fonds Energie CMA CGM, devient actionnaire d'InnoEnergy aux côtés d'autres acteurs industriels, académiques et financiers, pour ouvrir la voie à une industrie européenne plus durable."

### ENGIE

**Johann Boukhors, Managing Director, ENGIE Ventures**

"ENGIE is glad to support the growth of EIT InnoEnergy as both a partner and an investor. EIT InnoEnergy is playing a key role in the development of the innovation ecosystem and the decarbonisation of the energy value chains, both by investing in innovative early-stage startups and creating new build-up ventures. This is well aligned with ENGIE's mission to lead the energy transition and achieve Net-zero by 2045."

## **GROUPE IDEC**

### **Patrice Lafargue, Chairman and CEO**

“The strengthening of our participation in EIT InnoEnergy underlines our desire to value and promote the most innovative solutions in the service of decarbonisation. For almost two years, we have been working hand in hand to bring out, support and industrialise offers and services imagined by startups of all sizes operating in the key sectors of green energy, carbon-free mobility and innovative technologies. The great joint successes already achieved, our complementarity and the synergies between our two structures, including support for real estate solutions, encourage us to continue this association which is doing everything possible to meet the challenges of energy and environmental transition”.

“Le renforcement de notre participation dans EIT INNOENERGY souligne notre volonté de valoriser et de promouvoir les solutions les plus innovantes au service de la décarbonation. Depuis presque deux ans, nous travaillons main dans la main pour faire émerger, accompagner et industrialiser des offres et services imaginés par des startups de toutes tailles intervenant dans les secteurs clés des énergies vertes, de la mobilité décarbonée et des technologies innovantes. Les beaux succès communs déjà concrétisés, notre complémentarité et les synergies entre nos deux structures, y compris sur l’accompagnement de solutions immobilières, nous poussent à poursuivre cette association qui met tout en œuvre pour relever les enjeux de la transition énergétique et environnementale”.

## **ING**

### **Mark Weustink, Head of Sustainable Investments at ING**

“Our partnership with EIT InnoEnergy reflects our strategy to accelerate the energy transition on a Pan-European scale. InnoEnergy successfully supports innovative startups and scaleups with their growth ambitions through financial, strategic, and operational support. Its ecosystem also enables portfolio companies, investors, universities, and EU policymakers to share knowledge. Through InnoEnergy, sustainable companies are able to make a significant contribution to the decarbonisation of Europe, including scaling-up batteries and developing solutions for hard-to-abate industries like steel. We strongly believe in InnoEnergy and its ecosystem. So, after becoming the first financial institution in InnoEnergy’s shareholder base in 2021, our latest investment in this capital round showcases our commitment to further enhance and intensify our relationship with InnoEnergy, and contribute to accelerating the energy transition in Europe.”

“Onze samenwerking met EIT InnoEnergy weerspiegelt onze strategie om de energietransitie op pan-Europees niveau te versnellen. InnoEnergy ondersteunt met succes innovatieve start-ups en scale-ups bij hun groeiambities door financiële, strategische en operationele ondersteuning te bieden. Het ecosysteem stelt ook portfoliobedrijven, investeerders,



universiteiten en EU-beleidsmakers in staat kennis te delen. Via InnoEnergy zijn duurzame bedrijven in staat om een aanzienlijke bijdrage te leveren aan de decarbonisatie van Europa, waaronder ook het opschalen van batterijen en het ontwikkelen van oplossingen voor bedrijfstakken waar de verduurzaming moeilijk verloopt, zoals de staalindustrie. Wij geloven sterk in InnoEnergy en zijn ecosysteem. Na in 2021 de eerste financiële instelling te zijn geworden in InnoEnergy's aandeelhoudersbasis, toont onze nieuwste investering in deze kapitaalronde ons streven om onze relatie met InnoEnergy verder te versterken en te intensiveren, en bij te dragen aan het versnellen van de energietransitie in Europa."

**Kees Koolen, CEO, Koolen Industries**

"Our mission at Koolen Industries is to make clean energy the new normal for everyone. Affordable. Attainable. Available. We share this mission with EIT InnoEnergy and are therefore proud of our renewed investment. We will continue our cooperation to further accelerate the energy transition by investing early in crucial innovations and maximise value as the start-ups we support speed up their journey to commercial success."

"Onze missie bij Koolen Industries is om schone energie het nieuwe normaal te maken voor iedereen. Betaalbaar. Bereikbaar. Beschikbaar. We delen deze missie met EIT InnoEnergy en zijn dan ook trots op onze hernieuwde investering. We zullen onze samenwerking voortzetten om de energietransitie verder te versnellen door vroeg te investeren in cruciale innovaties en de waarde te maximaliseren terwijl de start-ups die we ondersteunen hun weg naar commercieel succes versnellen."

**NIIT**

**Sailesh Lalla, Chief Business Officer at NIIT MTS**

"As the world accelerates decarbonization initiatives, NIIT MTS has a two-fold commitment to the green energy transition as a strategic partner of EIT InnoEnergy. On the one hand, we are excited to be the strategic learning services partner of the InnoEnergy Skills Institute to help rapidly scale and create the highly skilled and certified human capital essential for the rapid transition to Green Energy. On the other, we believe that EIT InnoEnergy is poised to be the green transition thought leader and partner of choice for corporations and governments globally. This is why we have strategically invested in EIT InnoEnergy as a shareholder to reinforce our commitment to the partnership. This partnership will also help us make a meaningful contribution to decarbonization while leveraging our core strength of developing the human capital and skills to meet the needs of the fourth industrial revolution globally. We are looking forward to a long and successful collaboration with EIT InnoEnergy and the InnoEnergy Skills Institute".

**Renault Group**

Will not be providing quote.

### **Santander CIB**

#### **Lucas Arangüena, Head of Sustainable Tech at Santander CIB and group head of sustainable finance**

"This investment brings the strategic partnership Santander CIB signed with EIT InnoEnergy in April 2022 to the next level. As a world leading advisor and financier in Climate Tech, this partnership enables us to accelerate and de-risk the development of hundreds of EIT InnoEnergy portfolio companies as we have successfully done in the past, showing Santander's commitment to contribute to the transition to a low-carbon economy and to achieving the Sustainable Development Goals. Addressing the energy transition, which affects all of our 164 million clients, demands innovation and technology at scale. Building on our successful year-and-a-half strategic partnership, we're excited to have found a partner in EIT InnoEnergy that is at the cutting edge of technology and innovation, and that has the scale to make a real difference".

"Esta inversión abre una nueva etapa en el acuerdo estratégico que Santander CIB firmó con EIT InnoEnergy en abril de 2022. Como asesor y grupo financiero líder mundial en ClimateTech, esta alianza nos permite impulsar el desarrollo de cientos de compañías de la cartera de EIT InnoEnergy, tal y como ya hemos hecho con éxito en el pasado, lo que pone de manifiesto el compromiso de Santander con la transición hacia una economía baja en carbono y con los Objetivos de Desarrollo Sostenible. Abordar la transición energética, que afecta a la totalidad de nuestros 164 millones de clientes, exige innovación y tecnología con escala. De esta manera, estamos realmente entusiasmados de haber encontrado en EIT InnoEnergy un socio que se caracteriza por estar a la vanguardia en innovación y tecnología, y que cuenta con la escala necesaria para marcar la diferencia"

### **Schneider Electric**

#### **Nadege Petit, Chief Innovation Officer**

"Schneider Electric is proud to be recognized as an Impact Company, and for more than 15 years, sustainability has remained central to our transformative mission. Our overarching purpose propels us forward, as we strive to empower individuals to optimize their energy and resource utilization, forging a harmonious connection between progress and sustainability for all. As a longstanding shareholder, we have diligently cultivated synergistic collaborations with EIT InnoEnergy spanning the past eight years, encompassing incubation, education, and ventures. Our participation in this private placement underscores our unwavering commitment to expedite the global decarbonization journey, in collaboration with esteemed partners committed to excellence."

"Schneider Electric est fier d'être reconnu comme une entreprise à impact. Depuis plus de 15 ans, le développement durable est au cœur de notre mission de transformation. Notre raison d'être nous encourage à aller de l'avant, et nous nous efforçons de donner à chacun

les moyens d'optimiser son utilisation de l'énergie et des ressources, en établissant un lien harmonieux entre le progrès et le développement durable pour tous. En tant qu'actionnaire de longue date, nous avons développé des collaborations stratégiques avec EIT InnoEnergy au cours des huit dernières années, englobant l'incubation, l'éducation et l'investissement. Notre participation à cette levée de fonds souligne notre engagement indéfectible visant à accélérer le processus de décarbonation à l'échelle mondiale, en collaboration avec des partenaires de renom voués à l'excellence".

### **Siemens Financial Services**

#### **Steffen Grosse, CEO, Equity Finance:**

"Further solidifying our partnership with EIT InnoEnergy and its extensive ecosystem of portfolio companies underscores our commitment to sustainability. Bringing together the right people, resources and innovative technology, EIT InnoEnergy is driving Europe's green agenda forward and we are excited to continue to be part of this journey, lending our expertise in finance and technology."

"Der Ausbau unserer Partnerschaft mit EIT InnoEnergy und seinen Portfoliounternehmen unterstreicht unser Engagement für Nachhaltigkeit. EIT InnoEnergy bringt die richtigen Menschen, Ressourcen und innovativen Technologien zusammen, um Europas grüne Agenda voranzutreiben. Wir freuen uns, weiterhin Teil dieses gemeinsamen Wegs zu sein und dabei unsere Expertise im Bereich Finanzen und Technologie einzubringen."

### **Societe Generale**

#### **Demetrio Salorio, Head of Global Banking and Advisory**

"Societe Generale is pleased to invest in InnoEnergy and support the development of its ecosystem of start-ups and industrial projects. Financing emerging leaders developing innovative and responsible solutions, such as InnoEnergy, is key for Europe's reindustrialisation and sustainable growth. This is a strong testimony of Societe Generale's commitment to sustainable finance."

« Société Générale est heureuse d'investir dans InnoEnergy et de soutenir le développement de son écosystème de startups et de projets industriels. Le financement de futurs leaders développant des solutions innovantes et responsables, comme InnoEnergy, est essentiel pour la réindustrialisation et la croissance durable de l'Europe. C'est un témoignage fort de l'engagement de Société Générale dans la finance durable. »

### **Stena Recycling**

#### **Jonas Höglund, CFO Stena Metall**

Stena Recycling is proud to be part of the EIT InnoEnergy eco-system.



EIT InnoEnergy's circular and de-carbonization agenda goes hand in hand with Stena Recycling's long-term goals. We look forward to being part of the journey ahead.

Stena Recycling är stolta över att vara en del av EIT InnoEnergy ekosystem. EIT InnoEnergy's cirkulära och koldioxidsnåla agenda går hand i hand med Stena Recyclings långsiktiga mål. Vi ser fram emot att vara med på resan framåt.

### **Volkswagen Group**

#### **Nikolai Ardey, Executive Director Volkswagen Group Innovation**

"Volkswagen is committed to playing a key role in shaping the decarbonisation of mobility today and tomorrow. In addition to our own activities, we are increasingly focusing on collaborations with highly innovative start-ups. As a global company, we can help turn good ideas into solutions that can be implemented on an industrial scale. With our renewed investment in EIT InnoEnergy, we are strengthening our successful cooperation, particularly in the areas of e-mobility and renewable energies, and supporting the company in the further expansion of its activities."

"Volkswagen will die Dekarbonisierung der Mobilität von heute und morgen entscheidend mitprägen. Zusätzlich zu unseren eigenen Aktivitäten setzen wir dabei verstärkt auf Kooperationen mit hochinnovativen Start-ups. Als globales Unternehmen können wir dabei helfen, gute Ideen in industriell skalierbare Lösungen zu verwandeln. Mit unserem erneuten Investment in EIT InnoEnergy stärken wir unsere erfolgreiche Zusammenarbeit insbesondere in den Bereichen E-Mobilität und erneuerbare Energien und unterstützen das Unternehmen beim Ausbau seiner Aktivitäten."

#### **Martin Kern, Director, European Institute of Innovation & Technology**

Congratulations to EIT InnoEnergy, its partners and new investors on this important milestone. I am delighted to see that over the years EIT InnoEnergy has become a key part of the European Union's energy transition, leveraging private investments to contribute to the European Green Deal. Because of their excellent team and consistent strategy, they were able to gain this new investment that will enable them to continue scaling up their work in delivering game-changing innovations. Today, we are also celebrating the success of the EIT's unique innovation model in creating financially sustainable pan-European ecosystems that create a lasting impact.