ENERGY AND ENVIRONMENT
**Company overview**

Hidroflot, S.L. is a company devoted to the design and promotion of Electricity Power Stations. We intend to be leaders in wave energy, extracting wave-power energy with central offshore floating platforms, located a few miles from the coast with a totally ecological system. Our project includes the construction of a full-scale pilot plant, which will imply a prototype of the Hidroflot technology, and therefore an international showcase as a sales base for electricity companies.

**Product or service**

The project to be developed by the company consists of the design and manufacture of central floating wave-power platforms, with 16 floating platforms and maximum power per platform of 6 MW grouped into production platforms sharing energy outlet. These parks, with the platforms distributed radially in a star shape, have at their centre a HUB Buoy, which is responsible for receiving energy from the group forming the wave park.

**Market**

All inhabited coastal areas are potential markets in this emerging sector of renewable energies. As regards construction, our project under mass production could be on the market in the year 2010 with a highly competitive price. Due to their size, our parks have to be constructed at naval shipyards near the areas of exploitation of the energy. Hidroflot will sell the licence and technique in international projects.

**Team and shareholders**

As regards the functional organisation, the operating criterion has been established of the company only performing strategic functions for its development and subcontracting collaborations to teams. It is envisaged that the project will provide indirect employment to around 250 people. The current shareholders of the company are: Ricard Prats Canós, Francesc-Xavier Prats Canós, Felip Prats Jové and Albert Abad Gil. The company is directed by Ricardo Prats, the only manager.

**Financial proposal**

The proposal is to incorporate a capital partner into the company or subsidiaries which have an excellent valuation in the business plan and very high market expectations.

**Proposal summary**

Round: Yes / New round: Yes / Type of investors: national and international

**CORPORATE INFORMATION**

<table>
<thead>
<tr>
<th>Year</th>
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**SWOT SELF-EVALUATION**

- **Team:** ★★★★★
- **External backup:** ★★★★★
- **Business model:** ★★★★★
- **Product/innovation:** ★★★★★
- **Market and business strategy:** ★★★★

---

If an overnight miracle took place and you woke up to the company of your dreams, what would be the first change that you would notice on arriving at the office in the morning? The main change would be the increase in staff as the philosophy of the company would be the same, as would the objectives. As regards the installations, there might be a change of colour to the walls and some new furniture…

Ricard Prats Canós (General Manager)
Company overview
In accordance with the corporate objective, the company strategy is based on:

> Initial commercial orientation towards current energy solutions, solar thermal and photovoltaic, domestic biomass. In this area we have a distribution agreement for thermal equipment with the company Solarfocus.

> Positioning of the company as technological leader in solid biomass energy through an industrial development project of the carbonisation of biomass and the prototype construction plant, based on the collaboration agreement signed with the Max Planck Institute, precursor of the subjacent technology.

Product or service
HTC biomass carbonisation plants, capable of processing biomass difficult to take advantage of at present (garden, agricultural and forest waste) Project management of domestic biomass installations, solar thermal installations. Running of project at solar photovoltaic installations. Consultancy regarding energy systems.

Market
The HTC carbonisation plants market is segmented as follows: Generators of biomass, biomass waste managers: entities handling biomass waste, Energy generators, Investors: individuals or legal entities interested in obtaining profitability from the bonuses of the new RD 661.

Team and shareholders
The 3 partners of the company form the team of current work. The industrial development plan will require the incorporation of staff: 1 technical engineer and 1 operator. From 2009, incorporation of the previous profiles as the company obtains sales of carbonisation plants.

Financing proposal
To cover the investment required in the prototype carbonisation plants, Ingelia requires:
Injection of capital of 420,000 €, Assistance with obtaining a credit of 350,000 €, ANV of 1,372,000 € for an investment of 770,000 €, with an IRR of 45.3%.

Proposal summary
Round: No / New round: No / Type of investors: national and international

### CORPORATE INFORMATION

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### SWOT SELF-EVALUATION

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<tr>
<th>TEAM</th>
<th>EXTERNAL BACKUP</th>
<th>BUSINESS MODEL</th>
<th>PRODUCT / INNOVATION</th>
<th>MARKET AND BUSINESS STRATEGY</th>
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Company overview
The company was launched in December 2006, initially as a research company only. In October 2007 we received an environmental licence which enabled us to start trading. We received a NEOTEC grant and grants from the GENESI programme run by CIDEM and the Industry Secretariat. We refurbished the premises in 2007, and have plans to make improvements to the analytical and laboratory equipment.
We need more funding to carry out various recycling processes which are currently at different stages of progress: research, pilot tests, development.

Product or service
We are a waste management contractor and an approved waste transfer and recycling contractor. Our recycling services include wastewater sludge containing nickel, copper or tin; powder paint recycling; water treatment process and anodiser waste (with the possibility of outsourcing abroad).

Market
Our market depends on the type of waste handled.
Sludge: 3000 MT per year in Spain, with a potential turnover of up to €2,000,000 per year.
Paint: 5000 MT per year, with a potential turnover of up to €800,000 per year.
Anodising: 300,000 MT per year in Spain, 600% more in Europe, with a potential turnover of up to €5,000,000 in Europe.
Our turnover margins are high, as there are no purchases of raw materials and the only charges concern transport, energy, investments and research.

Team and shareholders
The company is owned 50/50 by two partners.
The company is managed by one of the partners.
At present, all the members of staff (4) are university graduates.

Financing proposal
At present the first stage of development is funded by CDTI and CIDEM, but more finance is needed to accelerate the business.
We are looking to invest 1,000,000 in facilities and research, with an optional investment in property of 3,000,000.

Proposal summary
Round: No / New round: Yes / Type of investors: national and international

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SWOT SELF-EVALUATION

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Up to now, early stage investors have been reluctant to invest outside their regional and/or their national borders. There has been a shortage of relevant mechanisms to support identification and investment in good quality international business propositions. At the same time, many high growth entrepreneurs have failed to access international investment opportunities, lacking knowledge of investment readiness and conduits to sources of international investment.

Easy is a new cross-border meeting point for early stage investors and high growth businesses seeking risk capital.

The project is led by Greater London Enterprise (GLE) and has 17 partners involved in early stage funding across 11 different European countries. EASY offers investors and entrepreneurs the following opportunities:

- A rolling programme of Cross-border events taking place in different European counties.
- A new international investment toolkit including information on investment readiness; valuation, due diligence and a quality standards framework for investors working cross-border and in syndication.
- A new web-platform, for deal tracking post events
- A platform to promote best practice among member states on issues of tax and other major policies to stimulate the early stage investment market

EASY is supported under the Pro INNO initiative launched by DG Enterprise and Industries.

“The Easy Project offers a new dynamic framework to highlight the benefits of cross-border investing, enabling early stage investors and internationally-focused businesses to come together and ensure an increased flow of risk capital to early stage businesses across Europe”.

Anthony Clarke, President of European Business Angels Network
Company overview
During our first years we designed, produced and marketed a range of products designed for public lighting, the production of electrical energy and urban furniture. In addition, we provided architectural project services aimed at photovoltaic integration.

The objectives of SIARQ over the next 5 years are to strengthen the ‘product oriented’ branch through: production, marketing, distribution and industrialisation.

SIARQ is committed to increasing its turnover in the next 5 years, reaching sales of between 500 and 1000 units by 2012.

Product or service
Products: SIARQ designs, produces and distributes photovoltaic streetlamps, streetlights powered by solar energy, streetlights powered by batteries (autonomous) and those connected to the mains electricity supply. The company also designs, produces and sells photovoltaic power plants and personalised photovoltaic urban furniture.

Services: SIARQ provides services for the integration of renewable energy into architecture.

Market
Our products are situated in a niche market whose ideal clients are government bodies and private companies with an interest in land planning. There aren’t competitors comparable to SIARQ. From 2003 onwards, the production and sale of SIARQ streetlights started to increase gradually, allowing us to double our turnover year on year in the last 4 years.

Team and shareholders
Founders: Alessandro Caviasca, the majority owner and an architect-engineer, and by Axelle Vergés, an economist specialised in marketing and business communication.

Team: Marta Suárez, Logistics Manager, Giovanni Guiotto, architect and industrial designer, Marco de Togni, architect and graphic artist, and Txema Amilibia, technical sales representative.

Financing proposal
At this stage SIARQ is seeking finance of €1,000,000. The investment will be used to: industrialisation of current products; Marketing, Design and industrialisation of a new range of products (4 units) and Production.

Proposal summary
Round: Yes / New round: Yes / Type of investors: national and international

CORPORATE INFORMATION

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SWOT SELF-EVALUATION

TEAM: ★★★★★
EXTERNAL BACKUP: ★★★★★
BUSINESS MODEL: ★★★★★
PRODUCT / INNOVATION: ★★★★★
MARKET AND BUSINESS STRATEGY: ★★★★★
Growing together

Highgrowth Innovation
FonsInnocat

Highgrowth
Company overview
Sunilei is a Spin-off created principally by the Centre Tecnològic Lleidat and the businessman Mr Antonio Barroso in early 2007. At present Sunilei is searching for financing in order to be able to scale technology to specific applications, both autonomously as well as in collaboration with clients interested in applying this to their products.

Product or service
The technology, which has been called Coolsun®, is based on the optimising of the advantage taken of photovoltaic electrical power to improve the performance of thermoelectric elements which are capable of producing cold or heat cleanly, quietly and reliably. The resultant configuration gives rise to a versatile modular technology which enables the use in thermal conditions of products as diverse as clothing and complements, portable coolers and caravans.

Market
The Coolsun® technology is aimed at markets where there is a wish to reduce energy expenditure as thermal conditioning. It will be applicable to products where the characteristics that the technology contains in terms of cleanliness, silence and reliability contribute added value in innovation, ecology and design and enable the re-inventing of clothing and complements, portable coolers and portable air conditioning, etc. The advantages that Coolsun® has enable it to enter the market in competition and, above all, to discover new market niches.

Team and shareholders
The management team of Sunilei consists of Dr Joan Parra (CEO), Mr Antoni Pons (COO), Mr Tomàs Pradells (CFO) and Mr Sergi Moreno (CTO) who, has brought about its financial growth and expansion to multiple sectors where research and development are the foundations.

Financing proposal
In order to be able to scale the technology to real products within an optimum time period, Sunilei needs an external capital contribution of €1,100,000 during the first two years. It could be done to the collaboration with industrial partners or clients.

Proposal Summary
Round: No / New Round: Yes / Type of investors: national and international

CORPORATE INFORMATION

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SWOT SELF-EVALUATION

TEAM: ★★★★★
EXTERNAL BACKUP: ★★★★★
BUSINESS MODEL: ★★★★★
PRODUCT / INNOVATION: ★★★★★
MARKET AND BUSINESS STRATEGY: ★★★★
**BULANE**

Safe water and efficient disinfection anytime, anywhere!

---

**Company Overview**

Bulane is a privately held company founded in Geneva in March 2006. Bulane primarily seeks to generate “social value” rather than just profits. Bulane works not only towards immediate, small-scale effects, but sweeping, long-term change. The founders were awarded the De Vigier CHF 100,000 prize in June 2005, which motivated them to create the company. Bulane has been selected by Genilem as one of their first trained companies.

**Product or Service**

Bulane invents and develops pragmatic solutions to applications like water sourcing, storage, treatment and distribution, using renewable energy sources. The company designs, develops and manufactures water purification devices. Watalys is a point-of-use sodium hypochlorite generator. It is a lightweight portable device (13.5 cm – 176 grams) designed for 12V field operations. One Watalys device provides safe water for 20 to 6,000 people, based on the WHO’s recommendation of 20 liters per day per person.

**Market**

We mainly sell directly out of our premises in Geneva. However we are rapidly building up our distribution network in Central Africa, South East Asia and South and Central America.

**Team and Shareholders**

The three founders come from different horizons and their combined backgrounds create a unique pole of competencies. They share experience and a strong network in the NGO’s community, in humanitarian fields and in corporate business in Fortune 500 companies.

**Business Proposition**

We contribute to human welfare by providing access to affordable and sustainable solutions for safe water and disinfection systems, thus empowering the users. We invent and develop pragmatic solutions to applications like water sourcing, storage, treatment and distribution, by using renewable energy sources. Our systems totally outperform existing alternatives economically and environmentally. Funds required: Up to 500,000.

**Proposal Summary**

Round: Yes / New Round: - / Type of investors: international

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**CORPORATE INFORMATION**

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**SWOT SELF-EVALUATION**

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Company Overview
NHEOLIS has successfully achieved a breakthrough in wind turbine design after two years of research on fluid mechanics, coupled with extensive wind tunnel testing for its 3 kW turbine class at CNRS (Centre for Scientific Research), an independent technical body in France.

Product or Service
NHEOLIS successfully achieved a breakthrough in wind turbine design after two years of research on fluid mechanics, coupled with intensive testing of several prototypes, leading to:
- A superior energy yield for a given blade diameter (2.4 times more electricity than standard turbines of similar diameter).
- A much wider operating range (from 2.5 m/s wind speed to 45 m/s (184 km/h).
- Lowest cost of ownership in its class. Two patents and three additional patents in the pipeline.

Market
NHEOLIS’ strategy will lead to a foray into the commercial market of wind generation, namely:
1. building on its relationships and the market potential first in Europe, and subsequently in USA, for commercial sale of the 3 kW turbine;
2. embarking upon research for the development of several wind turbines of different powers, up to turbines of 1 MW, by using and adapting the original Nheolis technology, and building prototypes within the next 18 – 24 months;
3. entering the African markets through direct marketing or strategic partnerships; and exploring joint ventures in Asia for penetration into the Indian, Chinese and South Asian markets and establishing a manufacturing outsourcing base for its global production.

Team and Shareholders
400,000 have successfully been accessed since the company’s foundation 2 years ago.

Business Proposition
The Company estimates a budgetary requirement of approximately 3 million Euros to finance existing R&D, patents, establishment costs, personnel expenses, tools, equipment & warehouse, preliminary marketing, start-up working capital and capitalised cash loss (FY2009). Funds required: 3,000,000.

Proposal Summary
Round: Yes / New Round: - / Type of investors: international

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SWOT SELF-EVALUATION

TEAM: ★★★★★★
EXTERNAL BACKUP: ★★★★★★
BUSINESS MODEL: ★★★★★★
PRODUCT / INNOVATION: ★★★★★★
MARKET AND BUSINESS STRATEGY: ★★★★
What is your unique selling point?

The optical approaches used allow significant improvements in many different areas, but the most significant is as a cover glass for Solar PV, a flat glass that acts like a concave lens. This would provide a realistic, cost effective approach towards solar thermal applications, and as a thermal building glass that would eliminate any heat transfer from sunlight, significantly reducing air conditioning installation and operating costs.

John Nistler, CEO

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SWOT SELF-EVALUATION

TEAM: 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Company Overview

“Save Energy” conceives, designs, manufactures and sells AMI systems (Advanced Metering Infrastructure). Today, Save Energy is designing, manufacturing and installing the first system in a pilot project. By the first semester of 2008, Save Energy will be a spin-out in a joint venture company with an Italian energy distributor (teleheating obtained from cogeneration).

Product or Service

An Advanced Metering Infrastructure (AMI) is the base for several systems and services. The basic services for measurement and saving of utilities, and for end users are: Automatic heat/gas/water metering in houses, shops and offices through the installation of wireless Smart Sensors. Energy and comfort control, thanks the two-way communication of the sensors and actuators, and of the interactive equipment and displays.

Market

The market of the new generation meter system (AMI) is estimated to be 2 billion Euros. This market is growing due to: The growth of world population, which implies an increase in energy consumption and new risks for sourcing energy due to geopolitical reasons. The need to reduce operation costs for utility companies who often manage multi-utility services. End-users focused on controlling expenses, so that they pay for the energy that they really use (fairness principle). Moreover, the user is more aware of the environment and opportunities to reduce CO2 emissions by saving energy.

Team and Shareholders

53 % founders. 14 % management team. 26 % investors. 7 % others

Business Proposition

Save Energy is a new way to provide a technological advantage for the new market of advanced metering. The advantages for our customers are: Cost reduction; the payback of the system is about 2-3 years. Improvement of comfort; heat, light and ventilation can be managed according to the end user preferences. Improvement of fairness of user expenses through the implementation of a pay-per-use policy. Funds required: Up to €1,000,000.

Proposal Summary

Round: Yes / New round: - / Type of investors: international

CORPORATE INFORMATION

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SWOT SELF-EVALUATION

TEAM: ★★★★★
EXTERNAL BACKUP: ★★★★★
BUSINESS MODEL: ★★★★★
PRODUCT / INNOVATION: ★★★★★
MARKET AND BUSINESS STRATEGY: ★★★★★