## A global alliance of energy utilities



# FREE ELECTRONS REINFORCES GLOBAL POSITIONING

Global Energy Startup Accelerator closes applications and attracts close to 500 startups, with 90% new entries

(CITY), February 28th, 2019 – Applications for Free Electrons **2019**, the first global energy startup accelerator program that connects the world's brightest startups in the Energy scene with leading utility companies, just closed. In total, the program received 481 applications, from 62 different countries. 'spread' that talks volumes about the а international reach of the program.

The program only had a 10% repeat rate, and that means 90% of the startups we attracted are new entries, and that talks to the global visibility of the program, and its growing appeal. This was also possible because we have a larger network, with 2 new partners helping drive quality applications.

If we look at the categories of the applications, 18% are dedicated to **Energy Management**, 14% are focused on **IoT & Digitization**, 14% are looking into **Energy Generation**, and 9% are from the **Smart Grids** field.

The **United States**, with a total of 64 startups, **Germany**, with 30, and the **United Kingdom**, with 25, are the biggest contributors, but countries like Spain (24), Portugal (21), Brazil (20), India (19) and Ireland (18) have also a strong representation.

### Goals

Digital transformation is taking over a large spectrum of industries, with the integration of digital technology into all areas of business, fundamentally changing how companies operate and deliver value to customers. Free Electrons was built to tap into that potential, but also to promote a cultural change that requires organizations to continually challenge the status quo, to question existing business models, and to get comfortable with radical new approaches.

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Entering its third edition, the program received over 1.400 applications, from 70 different countries. Startups chosen for Free Electrons get exposure to US, Europe and Asian markets through three separate week-long 'customer adoption' modules in USA, Asia and Europe. Each module is structured to facilitate ongoing conversations between startups and utilities to seed pilot projects, investments and other commercial relationships. Besides opportunities for strategic investments from utilities, startups also get plugged into global investor networks.

"We couldn't be happier with the applications process, specially since we only got a 10% repeat rate, witch means Free Electrons was able to attract a whole new set of energy startups, and that is refreshing. We believe that this is critical, as we are looking for innovative solutions, that can be adopted and integrated in our companies, and by tapping in to new sources we are in fact growing the potential of the program", says **NAME, JOB TITLE at UTILITIE.** 

### Structure

Three international modules held across the globe are the cornerstone of Free Electrons. During the course of the program participants will work closely with local players, utilities, mentors and other resources in order to accelerate their company's growth.

After this first screening stage, a one-week *Bootcamp* will be held in Dublin (Ireland) from 2<sup>nd</sup> to 4<sup>th</sup>. Then the 1st Module will take place, in Columbus, Ohio (EUA), from May 21st to 24<sup>th</sup>.

The 2nd Module will be happening from June 25<sup>th</sup> to 28<sup>th</sup>, in Hong Kong (China), with the final stage moving to Lisbon (Portugal), in September, for 3 days, starting on the 16<sup>th</sup>.

The utilities backing Free Electrons are leading innovation in the energy sector. This project is a testimony of their commitment to work together with startups in building the future of the sector with clean, smart and widely accessible energy.



The Free Electrons members are <u>American Electric Power</u> (USA), <u>AusNet Services</u> (Australia), <u>CLP</u> (Hong Kong), <u>DEWA</u> (Dubai), <u>EDP</u> (Portugal), <u>ESB</u> (Ireland), <u>innogy</u> (Germany), <u>Origin Energy</u> (Australia), <u>SP Group</u> (Singapore) and <u>Tokyo Electric Power</u> <u>Company</u> (Japan). Free Electrons is supported by Beta-i (Portugal).

#### About Free Electrons

The Free Electrons Program is the best opportunity for startups in the energy space to grow and develop their businesses. The energy market has seen rapid changes in recent years with the rise of renewables, decentralization of the energy system, regulatory uncertainties and disruptive new technologies. To stay ahead, there is a strong need for utilities to source more innovation externally and consider the 'beyond utilities' business models.