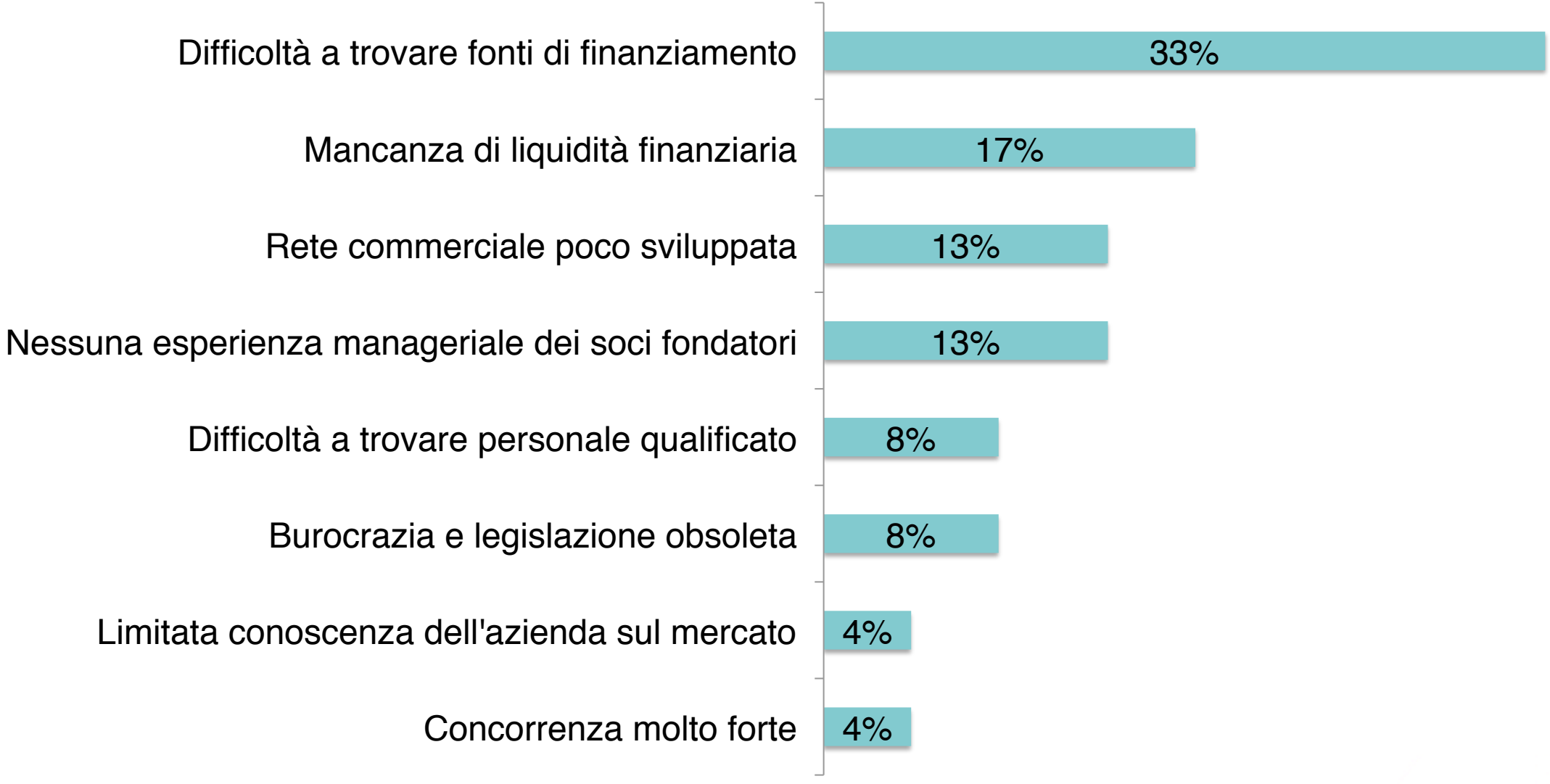
Enel Lab – Energy Changer competition

Rome, June 2012

Quali sono al momento i due principali ostacoli alla crescita per la vostra azienda?



Enel Lab: Supporting high potential start-ups

Boosting innovation and clean-tech for changing the game in the energy world

What

For celebrating its 50th anniversary Enel Group will launch **a competition aimed at identifying 6 start-ups that are committed to make the difference in the energy world**

Up to 650.000€ will be awarded to 6 winning ventures that will access an incubation program that will last until 2014 and will encompass legal, fiscal technical and business support

Target

Companies legally established in Italy or Spain having a focus on clean technology

Why

To **stimulate innovation and to gain** competitive advantages.

To **demonstrate social commitment with job creation and economic development** during the economic downturn that is affecting the Group core markets

Focus

Enel's initiative will stimulate the development of new technologies, new applications or new business processes for the energy business in 7 key areas (see next slide).

Enel Lab:The incubation process

1. Scouting

- **The selection team** will choose the **TOP 15** best companies that will be presented to the **investment committee**.
- **6** will be chosen to start the incubation process.

3.Pilot Project

- Enel will determine which Ventures will **graduate** to the **next phase** of incubation depending on the **value add** of the **proposed pilot project.**
- Access to **this phase** will **unlock 400k€** in exchange for **30% of equity**
- **Duration 1 Year**

Phase 1 **Scouting**	Phase 2 **Incubation**	Phase 3 **Pilot Project**	Phase 4 **End of Incubation**

First Exit Window

2. Incubation

The objective of this phase is to identify a **pilot project** within Enel.

Enel will provide each Venture with:

- a **capital injection** of **250k€ +**
- **up to 50k€** for **accounting, fiscal and legal services**.
- **Business and technical support**
- **An office space**

The **duration** of this stage is **1 Year** at the end of this phase Enel will decide if **proceeding further or not** with the start-ups

4. End of Incubation

Enel, according to its **industrial goals**, can decide to:

- **Exit** the equity Venture
- **Increase its stake** in the company
- Become the **start-up's key client**
- Maintain its equity share and benefit from the **revenues generated by the start-up**

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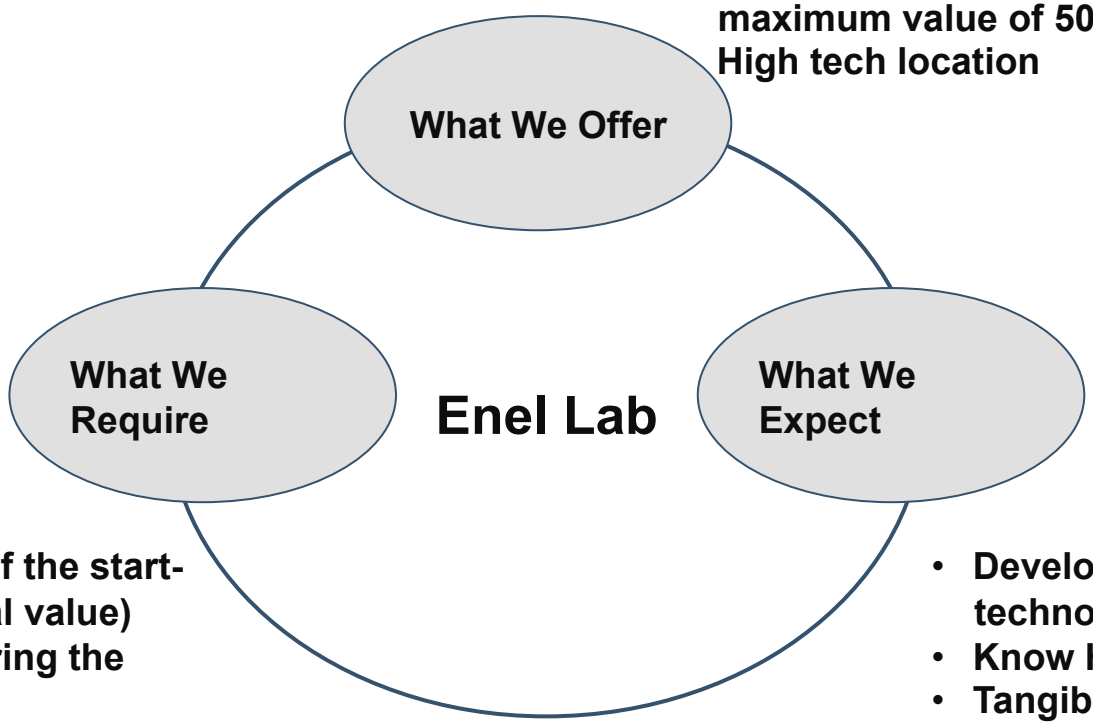
Enel Lab in a glance

- 250k€ in the first incubation stage
- 400k€ in second incubation stage (post pilot project launch)

- Business and Technological Support
- Legal, Accounting and Tax support (for a maximum value of 50K€)

High tech location



- Participation to the Equity of the start-up (up to 30% at the nominal value)
- 50% of the IP developed during the incubation period
- A seat in the boardroom
- Governance rights

- Developing cutting edge technologies
- Know How transfer
- Tangible stimula to our core business countries (Italy ans Spain)

Enel Lab: technologies we are looking for

Energy efficiency	**Solutions** that allow an efficient use of energy, such as reducing the primary source of energy fulfilling a given need of the customer, or shifting consumption from thermal to electric power.
Renewables	**Generation systems** that produce energy from renewable sources. In particular systems that integrates multiple renewable resources having a higher efficiency.
Smart grids	**Solutions** that allow to improve the efficiency, reliability and sustainability of the electric grid. The proposed solutions should increase the ability of the grid to receive and dispatch both electricity and information from and to the end customer.
Energy storage	**Technologies** that increase the performance of the current storage systems, integrated solutions with distributed generation systems or integrated solutions with transmission and traditional generation systems
Automation solutions	**Control systems** that reduce human intervention enabling efficiency and increasing productivity such as hardware and software solutions catering corporate and residential customers.
Low carbon technology	**Technologies** that increase the sustainability of the traditional generation, reducing the carbon emissions.
ICT Energy Digitalization	**Smart communication systems** that can be integrated with the grid in order to enable efficient transmission of energy and information flows. In this section we expect to find start-ups that propose new business models based on the ability to digitalize the energy and interact with the consumer.

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