How we as an incubator can make real impact

By: Catharina Sandberg CEO LEAD

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Leading sustainable B2B deeptech incubator

We work with unique ideas with high growth and impact potential, and deliver scaleup potential based on a validated business model
High sucess rate for LEAD Alumnis - 70% still in business after five years

Experienced business coaches

Strong startup community

Extensive network of contacts

Proven and qualified development process

The Purpose

Explore how we can **maximize LEADs positive contribution** to global sustainability

Create and implement a method to identify and accelerate potential positive impact on global sustainability

The method should be applicable on other actors in the innovation ecosystem

Quantify LEAD's potential for avoided emissions

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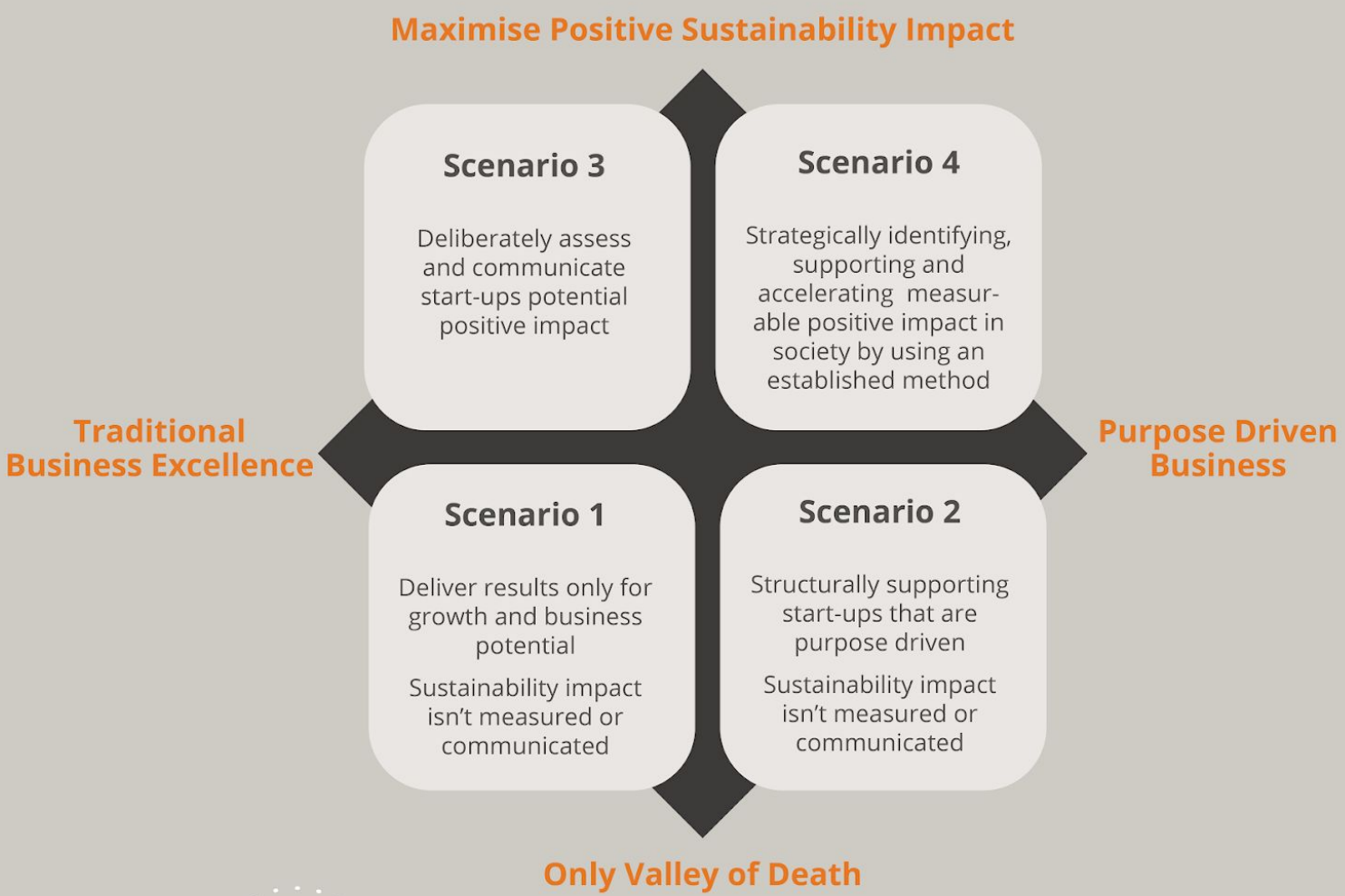
Positioning our approach



PICU


P
Identify and Accelerate POTENTIAL
I
Refine, Develop, and Accelerate IDEA
C
Encourage and Accelerate CLUSTERING
U
Support and Accelerate UPTAKE

PICU in the LEAD process

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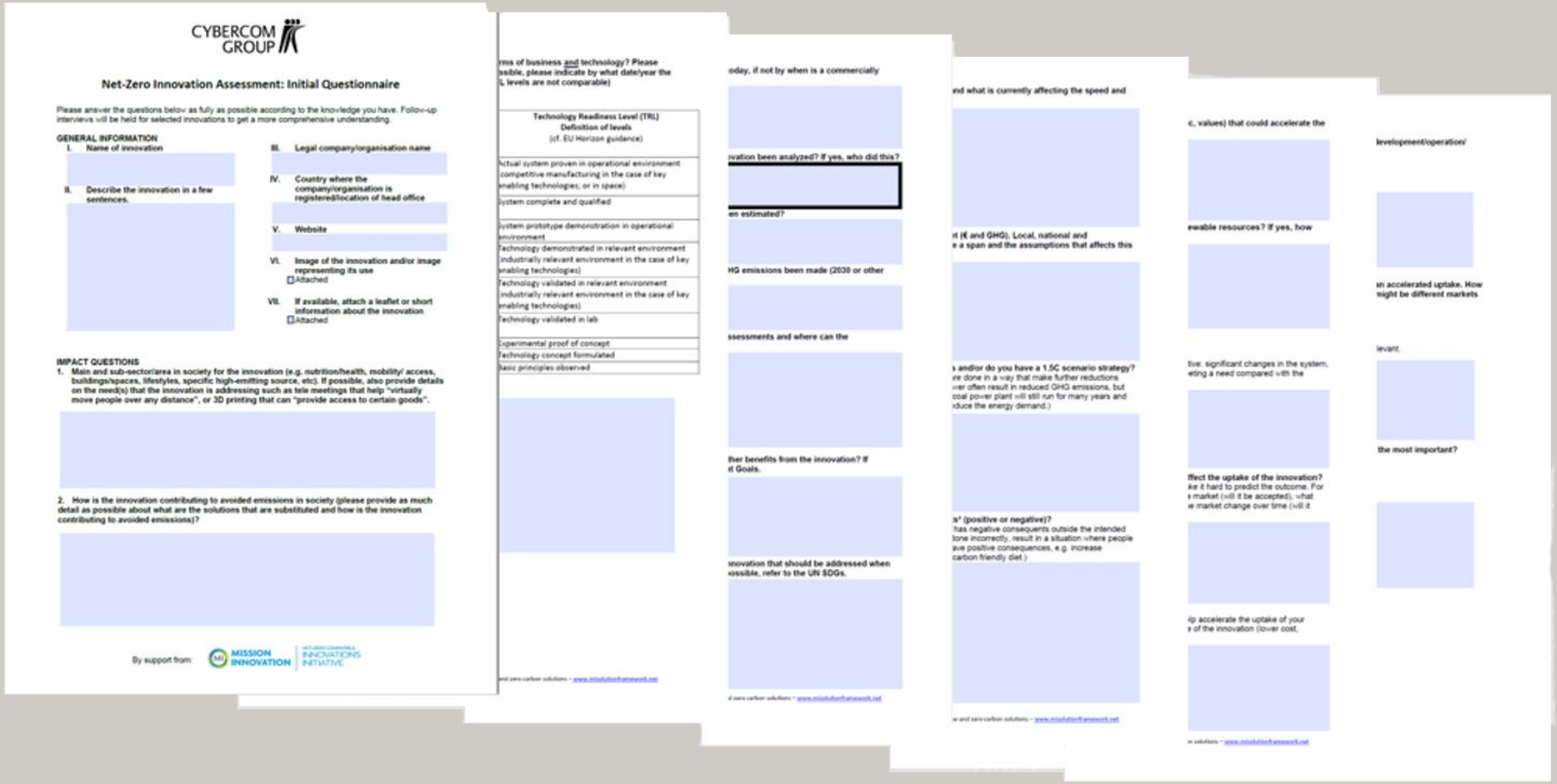
Avoided Emission Framework

Level 2 assessments



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Net-Zero Innovation Assessment: Initial Questionnaire

Please answer the questions below as fully as possible according to the knowledge you have. Follow-up interviews will be held for selected innovations to get a more comprehensive understanding.

GENERAL INFORMATION

I. Name of innovation

II. Describe the innovation in a few sentences.

III. Legal company/organisation name

IV. Country where the company/organisation is registered/location of head office

V. Website

VI. Image of the innovation and/or image representing its use
☐ Attached

VII. If available, attach a leaflet or short information about the innovation
☐ Attached

IMPACT QUESTIONS

1. Main and sub-sector/area in society for the innovation (e.g. nutrition/health, mobility/ access, buildings/spaces, lifestyles, specific high-emitting source, etc). If possible, also provide details on the need(s) that the innovation is addressing such as tele meetings that help "virtually move people over any distance", or 3D printing that can "provide access to certain goods".

2. How is the innovation contributing to avoided emissions in society (please provide as much detail as possible about what are the solutions that are substituted and how is the innovation contributing to avoided emissions)?

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ms of business and technology? Please ssible, please indicate by what date/year the L levels are not comparable)

Technology Readiness Level (TRL) Definition of levels (cf. EU Horizon guidance)
ctual system proven in operational environment competitive manufacturing in the case of key enabling technologies; or in space)
ystem complete and qualified
ystem prototype demonstration in operational environment
echnology demonstrated in relevant environment industrially relevant environment in the case of key enabling technologies)
echnology validated in relevant environment industrially relevant environment in the case of key enabling technologies)
echnology validated in lab
xperimental proof of concept
echnology concept formulated
asic principles observed

oday, if not by when is a commercially

ovation been analyzed? If yes, who did this?

en estimated?

HG emissions been made (2030 or other

ssessments and where can the

ther benefits from the innovation? If t Goals.

novation that should be addressed when ossible, refer to the UN SDGs.

nd what is currently affecting the speed and

t (€ and GHG). Local, national and e a span and the assumptions that affects this

s and/or do you have a 1.5C scenario strategy? e done in a way that make further reductions ver often result in reduced GHG emissions, but oal power plant will still run for many years and duce the energy demand.)

a" (positive or negative)? has negative consequents outside the intended lone incorrectly, result in a situation where people ave positive consequences, e.g. increase carbon friendly diet.)

c, values) that could accelerate the

ewable resources? If yes, how

tive: significant changes in the system, eting a need compared with the

ffect the uptake of the innovation? ke it hard to predict the outcome. For s market (will it be accepted), what e market change over time (will it

ip accelerate the uptake of your s of the innovation (lower cost,

levelopment/operation/

n accelerated uptake. How ight be different markets

levant

the most important?

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14 Million tonnes GHG

of potential avoided emissions

Sweden's total emissions/year

50 Million tonnes

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Potential outcome

And LEAD's potential contribution to 2030

Current and potential contributions from LEAD using PICU

Current
Baseline LEAD

14 million tonnes GHG
of potential
avoided emissions

Estimation based on 4 Start-ups from LEAD

Equivalent to 25% of Sweden`s total emissions

Potential direct contribution
from LEAD by 2030

>25 million tonnes GHG
of potential
avoided emissions

Estimation based on updated tools through PICU of PICU to increase potential from 5 new startups every year from LEAD

Equivalent to 50% of Sweden`s total emissions

Potential indirect contribution
from LEAD by 2030

>1000 million tonnes GHG
of potential
avoided emissions

Estimation based on >50 incubators delivering >200 Start-ups around the world using PICU, supported by LEAD

Equivalent to 20 times Sweden`s total emissions

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Check us out on social media

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