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## THE CLIMATOPOLIS ACCELERATOR OFFER

Faced with the climate change induced by our production and consumption methods that do not respect our environment, we are becoming aware that the planet is suffering and reacting. Today, many innovations are acting in favor of reducing the ecological impacts of human activity. Experts agree that it is necessary to centralize all scientific research and innovation in the field of environment and health in a single offer, in order to generate synergies and accelerate the marketing of efficient technological solutions, virtuous for our planet and mankind.

CLIMATOPOLIS is an effective response to this problem with a multimodal offer integrated within an international network of scientific green smart-cities, true technological showcases dedicated to innovation for the benefit of our environment and human health.

Our main mission is to accelerate the startups in our network in order to quickly bring to market solutions that are virtuous for our planet and our health, financially accessible to the greatest number and profitable for our investors.

Our offer is based on 5 complementary missions according to a model developed by Olivier CAMP (technologist, experienced ecologist and expert for the European Union on environmental and health issues):

### **1. Financial acceleration (worldwide)**

- Drafting of the financial package and the financing files
- Study of the investors' profiles and their Deal Flow - rigorous selection for an active partnership - negotiation of the partnership agreement until the closing - investor pool
- Capitalization (minimum 100 K€), traditional fundraising, or token issuance in digital assets
- Innovation loans - subsidies from France (Ademe..) and Europe (Life - Green Deal...)
- The founders of Climatopolis are experts at the European Union
- Our acceleration process and know-how in structuring financing allow us to generate financial leverage up to 10 times the initial capital.
- Participation in the financial management of the startup through the appointment of 2 administrators who will be members of the steering committee to assist the managers in the decision-making process.

### **2. Tax acceleration (France, UK, USA, China, Canada)**

Advantageous Young Innovative Company status, research and innovation tax credits, etc.

- Obtaining the tax rescript



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- Management of the technical file of the CIR CII and implementation of the steering tools
- Tax optimization: professional real estate

### **3. Acceleration in applied research (worldwide)**

With our technical team, we assist startups at several levels

- Identifying scientific problems to remove technological barriers and find solutions to achieve their innovation objectives
- Assistance in the development of a prototype or a research demonstrator in order to develop a probationary model of product, operation or method.
- Operationalization of the ideas, up to the finished product and the market
- Identification in our network of startups of complementary technological bricks that could accelerate partners or implement a pivotal strategy
- Intellectual protection of innovations (Soleau envelope and patents)
- Connecting R&D with our academic partners

### **4. Acceleration in commercial matters (worldwide)**

- Definition of the commercial and marketing strategy (btoc, btob, distribution...)
- What mode of access to the market? Which commercial execution model?
- French and international market research + design and cultural marketing approach
- Communication strategy (web, trade shows, social networks etc.)
- Our sales team is in charge of the catalog of our startups' products to sell them in France or internationally to our distribution network and qualified partners on all continents.
- Languages mastered internally: English, Spanish, Italian, Arabic, Chinese, German (specialized translation)
- Organization of import/export logistics flows (Supply Chain)
- Assistance in the creation of a website, a landing page or multilingual videos

## 5. Acceleration in human development (worldwide)

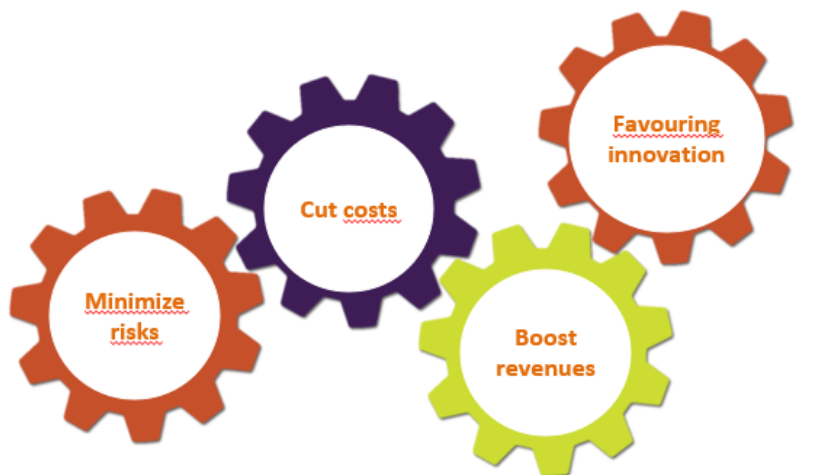
- Coaching, support and training for executives, managers and employees

- o Benevolent management methods
- o Recruitment - Know-how - communication
- o Self-confidence and stress reduction
- o Behavior - Listening - Innovation - creativity
- o Project management with different skills and personalities
- o Sharing and co-construction of the strategic vision

Our offer allows startups to meet within a monitored framework and to complete the knowledge of the leaders on certain current gaps (management, trade, administrative, human relations, recruitment of competences...) and to assist them on the whole process of innovations.



### STARTUPS LEVERAGE MODEL



**Financing :**

- Capital
- Loans
- Grants

**Tax optimization :**

- JEI
- IRC CII
- Grants

**Pooling of expenses between startups**

**Commercial synergies between startups**

**Business development via the Climatopolis sales team**

**Climatopolis International Business Network**

**R&D synergies between start-ups**

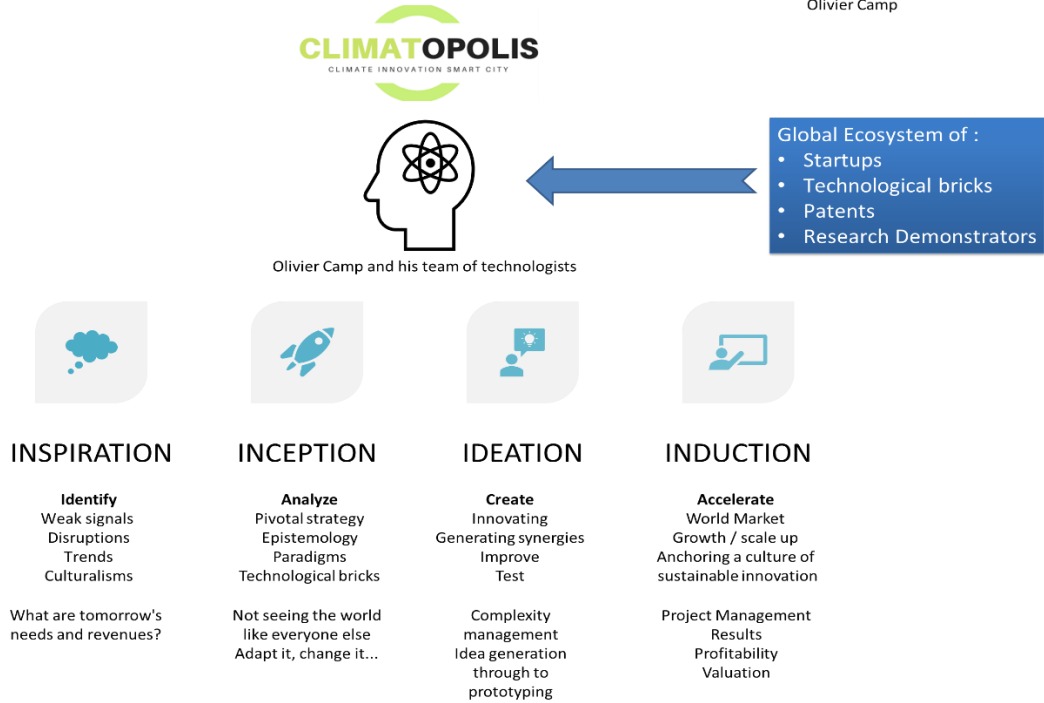
**Aggregation and optimization of Technological bricks**

**Pooling of expenses and projects in applied research**

**Detection of global innovations**



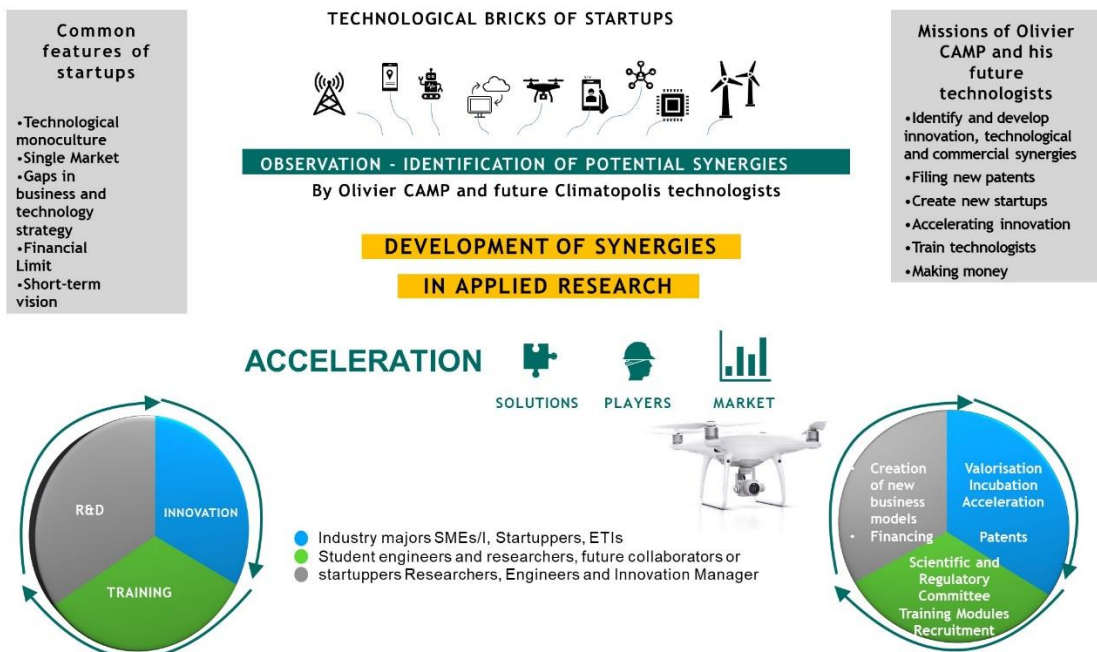
**THE CONCEPT OF ACCELERATING INNOVATIONS AND STARTUPS**



**THE CONCEPT**



**CLIMATOPOLIS CONCEPTUAL MODEL IN APPLIED RESEARCH**



## We accelerate all types of startups with positive impacts on the environment and health:

- Energy transition (renewable energy, solar, biomass, wind, hydrogen, energy storage, emission reduction, carbon neutrality...)
- Ecological transition (green chemistry, biosourced materials, smart electricity networks, sustainable buildings, waste management, aquaponics, intelligent greenhouses, etc.)
- Health-environment, water-biodiversity, protection, biomimetics, sustainable/connected medical devices, body and mind wellness, aromatic plants, sustainable food, e-sport, disability, digital health...
- And all the solutions that participate in serving the first 3 themes: sustainable mobility, Urban Mobility, green architecture, sustainable digital, autonomous robotics, drones, mapping, artificial intelligence, IOT, smart cities and all smart solutions...

