THE BAVARIAN STATE

THE IDEAL AREA FOR HIGH-TECH STARTUPS
With its entrepreneurial mindset UnternehmerTUM is growing for over 15 years.

AWARDS AND MILESTONES

 FOUNDING OF UNTERNEHMER TUM GMBH
 EXCELLENT TECHNOLOGY AND STARTUP CENTERS AWARD BY SAP
 GOOD PRACTICE FOR EUROPE - EU STUDY IN HIGHER EDUCATION
 GOOD PRACTICE - GLOBAL EDU. INITIATIVE - WORLD ECONOMIC FORUM STUDY
 1ST PLACE GERMAN ENTREPRENEURIAL UNIVERSITY RANKING "FROM STUDENT TO ENTREPRENEUR"
 TUM ENTREPRENEURSHIP FINANCED BY EXIST-GRÜnderKULTUR OF THE FEDERAL MINISTRY OF ECONOMICS AND TECHNOLOGY
 FINAL CLOSING OF UNTERNEHMER TUM FUND WITH € 25 MILLION
 START TECHFOUNDERS
 START MAKERSPACE
 NEW BUILDING TUM ENTREPRENEURSHIP CENTER
 START DIGITAL HUB MOBILITY
 NEW LOCATION AT IBM WATSON TOWER
 FIRST CLOSING UNTERNEHMER TUM VC FUND II
 START XPRENEURS AND DIGITAL PRODUCT SCHOOL DETHUB
 WHAT'S NEXT?
 NEW BUILDING IN THE "CREATIVE QUARTERS" MUNICH URBAN COLAB
Startup success stories at UnternehmerTUM

**ORCAN ENERGY**  
Waste heat recycling

**KONUX**  
Smart sensor systems for industry

**NAVVIS**  
Indoor navigation

**PROGLOVE**  
Electronic glove for industry

**FLIXBUS**  
Europe’s biggest long distance bus operator

**MAGAZINO**  
Intelligent warehouse logistics

**CARJUMP**  
Carsharing made easy

**ORPEUS**  
Procurement software

**EVERSKILL**  
Training software

**TADO**  
Smart thermostats

**VEACT**  
Marketing software

**FOS4X**  
Fibre-optical monitoring

**DYNAMIC BIOSENSORS**  
Molecular measuring

**CELONIS**  
Big data software

**SOLOS**  
Guided Training Mirror
UnternehmerTUM, a leading startup center, has a unique portfolio of offerings

- Center for Innovation & Business Creation at TUM
- German Digital Hub Mobility

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<th>Education</th>
<th>(Pre-)Incubation</th>
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<td>~2,000 students / year</td>
<td>&gt;100 startup and tech projects / year</td>
<td>&gt;50 scalable startups / year</td>
<td>~100 corporate / industry partners</td>
<td>1000 startups in dealflow / year</td>
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UnternehmerTUM, a leading startup center, has a unique portfolio of offerings

**Education**
- Broad-based training program in entrepreneurship and technology
- Grant programs for technical and entrepreneurial talents
- Digital Product School
- EMBA Program
- Executive training, e.g. for IPOs on the German Stock Exchange

**~2,000 students / year**
**>15,000 alumni**

**(Pre-)Incubation**
- Meetups, Hackathons & Startup Community
- Intensive coaching of TUM spinoffs
- Incubation program
- XPRENEURS for technology-oriented startups
- Pre-Seed financing program

**>100 startup and tech projects / year**

**Startup development**
- Accelerator-Program
  - TechFounders in cooperation with ADAC, BMW, Bosch, Festo, Linde and Miele
  - MakerSpace – 1,500m² workshop space for prototype development
- Own building with co-working spaces

**>50 scalable startups / year**

**Consultancy**
- Innovation projects for large companies and startups
- Increasing partner network through new Digital Mobility Hub & Smart City Initiative

**~100 corporate / industry partners**

**Startup financing**
- Venture capital through Unternehmertum VC affiliated to UnternehmerTUM
- Strong network of co-investors and strategic partners

**1000 startups in dealflow / year**

- Center for Innovation & Business Creation at TUM
- Owner: Susanne Klatten
- Founded in 2002
- More than 150 employees
- German Digital Hub Mobility
The Digital Hub Mobility is focused on 4 fields and uses synergies between existing offers from Bitkom, BMWI, BMVI, ZD.B and UnternehmerTUM

I. BUILD NETWORKS
II. TRAINING PROGRAMS FOR INNOVATORS AND STARTUPS
III. THE CITY AS TEST PLATFORM
IV. MUNICH AS IMPORTANT LOCATION

An Initiative from: Partner:

In Collaboration with: Patronage:
From Ideation to IPO

**Entrepreneurial Team**
- Track record as:
  - Entrepreneurs
  - Corporate innovators
  - Venture capitalists

**Entrepreneurship Know-How**
- Business Design and prototyping
- Management consulting
- Project management
- Understanding of corporate culture and SME’s

**Technology Focus**
- ICT
- Cleantech
- Medtech

**Identifying Opportunities**
- Scenario Development
- Technology Scouting and Analyses
- Market and Competitive Analyses

**Developing Concepts**
- Business Model Development
- Product and Service Prototyping
- Business Plan Development

**Realizing Business**
- Business Processes
- Organizational Structure

**Ensuring Growth**
- Team Development
- International Exchange

(unternehmertum Center for Innovation and Business Creation at TUM)
UnternehmerTUM is an open platform for building tech businesses together.
Unternehmertum’s Munich Locations – Hightech and Innovation Cluster

MUNICH URBAN COLAB
Starting 2020:
Munich Urban CoLab
of the City of Munich and
UnternehmerTUM

ENTREPRENEURSHIP CENTER
Research Campus Garching

25th FLOOR AT IBM WATSON
Highlight Towers Munich
UnternehmerTUM's Global Network – Internationalization

50+ PARTNERS
35+ COUNTRIES
2000+ PARTICIPANTS
UnternehmerTUM’s Global Network – Internationalization

**INITIATIVE FOR INDUSTRIAL INNOVATORS**

- Learning & Exchange Center
- Prototyping Grants
- Pre-Seed Capital

**EU PROJECTS**

- Mobility Program
- Pre-Incubator
- Accelerator
- Network Partners

**INTERNATIONAL PROGRAMS**

- Market Exploration Programs
- EMBA Tours
- Student Exchange
- Startup Internships

**LANDING PAD (STARTED IN 2018)**

- Coworking Space
- Access to foreign startup ecosystems and industry partners
- Also for corporate spin-offs and intrapreneurship teams

**ACTIVITIES**

- Funding of up to 2000 teams
- Co-Development of transnational entrepreneurial programs

**RESULTS**

- Internationalization support of >375 EU-entrepreneurs (Erasmus)
- Direct contact with startup support organizations in more than 28 countries
- Funding of >30 Bavarian teams with up to 95,000€ per team (Climate KIC)
- International market opportunity capacity building of >50 teams (TIE²)
- Immersion of >250 EMBA students into Silicon Valley ecosystem
- Annual internships for Stanford students at Munich startups
- Support through trusted partners in 15 countries
Contact
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