THE BAVARIAN STATE

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

ORCAN ENERGY
Waste heat recycling

NAVVIS
Indoor navigation

FLIXBUS
Europe’s biggest long distance bus operator

MAGAZINO
Intelligent warehouse logistics

CARJUMP
Carsharing made easy

KONUX
Smart sensor systems for industry

PROGLOVE
Electronic glove for industry

TADO
Smart thermostats

VEACT
Marketing software

FOS4X
Fibre-optical monitoring

ORPHEUS
Procurement software

EVERSKILL
Training software

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

<table>
<thead>
<tr>
<th>Education</th>
<th>(Pre-)Incubation</th>
<th>Startup development</th>
<th>Consultancy</th>
<th>Startup financing</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>3,000 startups in dealflow / year</td>
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<td>• Broad-based training program in entrepreneurship and technology</td>
<td>• Meetups, Hackathons &amp; Startup Community</td>
<td>• Accelerator-Program TechFounders in cooperation with ADAC, BMW, Bosch, Festo, Linde and Miele</td>
<td>• Innovation projects for large companies and startups</td>
<td>• Venture capital through UnternehmerTUM Venture Capital Partners affiliated to UnternehmerTUM</td>
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<td>• Grant programs for technical and entrepreneurial talents</td>
<td>• Pre-incubation program XPLOR</td>
<td>• MakerSpace – 1,500m² workshop space for prototype development</td>
<td>• Increasing partner network through new Digital Mobility Hub &amp; Smart City Initiative</td>
<td>• Strong network of co-investors and strategic partners</td>
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<td>• Digital Product School</td>
<td>• Intensive coaching of TUM spinoffs</td>
<td>• Incubation program XPRENEURS for technology-oriented startups</td>
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<td>• EMBA Program</td>
<td>• Pre-Seed financing program</td>
<td>• Own building with co-working spaces</td>
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<td>• Executive training, e.g. for IPOs on the German Stock Exchange</td>
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<td>&gt;15,000 alumni</td>
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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 is an open platform for building tech businesses together
Our shared Facilities
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

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<tr>
<th>INITIATIVE FOR INDUSTRIAL INNOVATORS</th>
<th>EU PROJECTS</th>
<th>INTERNATIONAL PROGRAMS</th>
<th>LANDING PAD (STARTED IN 2018)</th>
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<tr>
<td>Learning &amp; Exchange Center</td>
<td>Mobility Program</td>
<td>Market Exploration Programs</td>
<td>Coworking Space</td>
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<td>Prototyping Grants</td>
<td>Pre-Incubator</td>
<td>EMBA Tours</td>
<td>Access to foreign startup ecosystems and industry partners</td>
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<td>Pre-Seed Capital</td>
<td>Accelerator</td>
<td>Student Exchange</td>
<td>Also for corporate spin-offs and intrapreneurship teams</td>
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<td>Network Partners</td>
<td>Startup Internships</td>
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**ACTIVITIES**
- Funding of up to 2000 teams
- Co-Development of transnational entrepreneurial programs
- 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 (TIE³)
- Immersion of >250 EMBA students into Silicon Valley ecosystem
- Annual internships for Stanford students at Munich startups
- Support through trusted partners in 15 countries

**RESULTS**
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GET IN TOUCH WITH US.

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