



APPLICATIONS FOR FALL 2019 ARE OPEN!

THE FIRST APPLICATIONS FOR THE
FALL BATCH STARTING IN
SEPTEMBER 2019 ARE ALREADY
COMING IN!

SO, WHAT IS IT THAT THE STARTUPS
ARE APPLYING FOR?

At EnergySpin, startups are entering a unique energy cluster dominated by industry leaders such as Danfoss, The Switch, Wärtsilä and many others. These companies together with our other partners are behind the growth of EnergySpin.

After submitting the applications, the top 25 startups are selected and invited for Selection Days. They then meet with our partners and mentors to prove the feasibility, the stage of their company and the solution. During these days, the startups get to meet with representatives from our partners, ensuring that they get to promote their company, enabling the ability to network, and create new connections.

After the selection days, up to 10 companies are handpicked by the partners to take part in the program. And that is when all the fun begins.

We work closely with each of the startups to gain an in-depth understanding of their situation and needs, to design individually tailored support for all of them.



We focus on 4 main areas: firstly, product excellence and helping to finetune the solution and business proposals. Secondly, we focus on, 'Go to Market' strategies on how to enter and where, including coaching on positioning, internationalization, B2B sales, social media, and other relevant skills. Thirdly, we focus on, investor excellence, where we uncover the "magic" behind getting funds and investors. Fourthly, we focus on, personal growth of the startups. Furthermore, from the beginning of the program the startups will work with our corporate partners on developing a joint project from piloting and proof of concept to ultimately becoming customers and partners.

EnergySpin is here to coach the startups, provide real feedback and open the doors. However, it is only up to the startups to decide whether they are ready to step over the threshold.



APPLY BY 1.8.2019

SELECTION DAY 4.9.2019

SEE YOU AT THE FOLLOWING EVENTS

10.4. Startup World Cup & Summit, Prague, Czech Republic
11.–12.4. Deep Tech Atelier, Riga, Latvia
16.–17.5. Latitude59, Tallin, Estonia

3.–4.6 Cleantech Venture Day, Helsinki, Finland
3.–4.6 EBAN Annual Congress, Helsinki, Finland
5.–6.6 Arctic15, Helsinki, Finland

SUCCESS STORIES: GEYSER BATTERIES IS HIRING & AKKURATE IS EXPANDING!

Over the past year, EnergySpin has successfully brought international startups from all around the world to the biggest energy hub in Europe, EnergyVaasa. We have completed 3 rounds of the accelerator program; hosted numerous events to connect corporations and startups in the energy sector, and now we are seeing the results from this multi-corporate relationship.

Geyser Batteries, a startup focusing on fast-charging, ultra-durable, and carbon-neutral batteries who are now building their pilot factory and adding a production development manager and a sales manager to their team. This startup is backed up by Butterfly Ventures and Business Finland. Battery race is also in on prediction analysis and diagnostics.

Akkurate, a startup with hundreds of years' experience is betting on becoming the number one independent battery testing, analysis and diagnostics provider. Akkurate is backed up by Lifeline Ventures and Business Finland.



NETCONTROL AND VEO ARE JOINING ENERGYSPIN

EnergySpin is Welcoming On-board New Corporate Partners: Netcontrol and VEO!

"The management team is excited about this new partnership and we are looking forward to working together with EnergySpin to continue to develop and grow the business. We are currently in a position with several interesting growth opportunities and the partnership is an ideal fit for us." Says **Mikael Nordman**, CEO of Netcontrol.

Visa Yliluoma, the Executive Vice President of VEO explains: *"VEO began as a spin-off and transformed their own products and their world-class project management into a package that customers value. We feel and know the challenges startups have and we are ready to guide them on their journey with our knowhow and experience, so we can learn from each other."*



ENERGYCLUSTER GROWTH NEWS

The Energy Technology Hub Makes Vaasa the Best Location for the Future - Green Sustainable Battery Factories

The groundwork for your business has already been done in Vaasa. The extensive GigaVaasa project has resulted in a world-class operating environment for companies in the energy technology field. With a broad company base, skilled experts and energy know-how, Vaasa's energy technology hub makes GigaVaasa the best location for investment and creating future innovations, particularly for battery manufacturing.

The GigaVaasa Factory Area

The location: between Vaasa's international airport and railway, near to highways E3 and E8. The size of the total area is roughly 1000 hectares. Whereas, the Industrial Chemical Plots, the largest size is roughly 200 hectares.

<p>GigaVaasa is a uniform area of HUNDREDS OF HECTARES</p>		<p>It is great that a new energy cluster with excellent export potential is developed in co-operation with different actors in Finland. We are happy to be involved in such a co-operation network.</p> <p>PERTTI LAMBERG CEO, KELIBER OY</p>
<p>The area is planned as an industrial and storage area SUITABLE FOR BATTERY FACTORIES</p>		
<p>LOGISTICALLY EXCELLENT POSITION</p> <p>in the middle of Finland's most significant reserves of key materials for the battery industry – the most significant lithium, cobalt and nickel resources are located within 2 hours from Vaasa</p>		<p>THE GIGA Vaasa ECOSYSTEM</p> <p>provides not only a shorter development time but also lower production costs</p>
<p>THE CHEAPEST</p> <p>sustainable energy in Europe</p>	<p>INNOVATIVE AND COLLABORATIVE</p> <p>energy technology design and manufacturing skills of our local manpower</p>	



The New Kvarken Ferry is **Green**.

The ferry will be highly energy efficient and include many technical innovations.

The ferry is a **hybrid**, meaning that it can use stored electricity both for sailing and for other needs on-board.

Batteries enable the use of **solar power**. The batteries can also be charged using a grid connection in the harbour or by using the ferry engines while sailing.

Among the ship's outstanding features will be its hybrid propulsion solution. This will incorporate four highly efficient **Wärtsilä 31DF** dual-fuel engines capable of operating on liquefied natural gas (LNG) and biogas. The diesel version of the Wärtsilä 31 has been recognised by **Guinness World Records** as being the world's most efficient 4-stroke diesel engine.

NEW PASSENGER VESSEL WILL ACT AS AN LABORATORY PLATFORM FOR CO2 FREE INNOVATIONS

The integrated electrical and automation systems will incorporate an energy and power management system to optimise the use and operation of the hybrid power solution. The efficiency level is very high, and the hybrid technology used results in minimal exhaust emissions.

"After the delivery of the vessel, we can guarantee continuous traffic with a "green" ferry, which will be a showcase for our energy cluster. Our passenger and freight volumes show that we need more capacity for growth in our region. The suppliers need to offer their newest technology to the shipyards and prove their will to get a ship with the latest innovations."

Managing Director at Wasaline, **Peter Ståhlberg**



WÄRTSILÄ MAKES A SIGNIFICANT INVESTMENT IN VAASA – THE SMART TECHNOLOGY HUB, NEXT-GENERATION INNOVATION AND PRODUCTION CENTRE

Wärtsilä is building the Smart Technology Hub, a new centre of research, product development and production, in Vaskiluoto, Vaasa. As of 2021, all Wärtsilä's functions and personnel in the central Vaasa area will be transferred to the new hub, along with the logistics and maintenance workshop operations from Runsor.

As a part of the project, Wärtsilä will invest EUR 83 million in modern testing and production technology for the hub. The total investment in the Smart Technology Hub will be in the region of EUR 200 million, consisting of office and factory buildings, logistics and infrastructure.

"Constant renewal is in Wärtsilä's DNA," says Wärtsilä's President & CEO, **Jaakko Eskola**. "This company was established in 1834 as a sawmill in the village of Wärtsilä in Tohmajärvi, and now it is the global leader in smart technology and complete lifecycle solutions for the marine and energy markets. The Vaasa Smart Technology Hub represents another generational shift for us – it will bring Wärtsilä's expertise into a whole new realm."

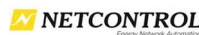


The Smart Technology Hub is the latest tangible step in Wärtsilä's Smart Marine and Smart Energy visions. The hub will be unique in its field, enabling more agile and efficient testing and aiding product development of solutions for the maritime, oil and gas industries, as well as new energy systems.

"The Smart Technology Hub will become an important part of Wärtsilä's worldwide network of centers of expertise," says **Hannu Mäntymaa**, Director, R&D, and Engineering at Wärtsilä. "By sharing what we have learned in our various units, we will be able to provide our customers with even better products and services. We will develop processes at the Vaasa Smart Technology Hub, which we will be able to deploy in other locations."

MERINOVA IS THE NEW HOME FOR ENERGYSPIN BUSINESS ACCELERATOR

EnergyVaasa is the largest energy technology hub in the Nordic countries. This has made it a world leader within different technologies, such as smart electrical solutions, sustainable energy, flexible power generation, and digitalisation – to mention a few. The substantial number of high-tech companies in the region makes it a fertile breeding ground for new businesses. From 1st January EnergySpin operations are a part of Merinova technology centre. Merinova is owned by leading energy cluster corporates.



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