

The next digital startup success story?!

UnternehmerTUM, Ringvorlesung Digitalisierung, SS 2018



SPACEX


Alibaba Group

 airbnb

 hybris

Google

facebook.

amazon


UBER

 FLIXBUS

Klarna


TESLA



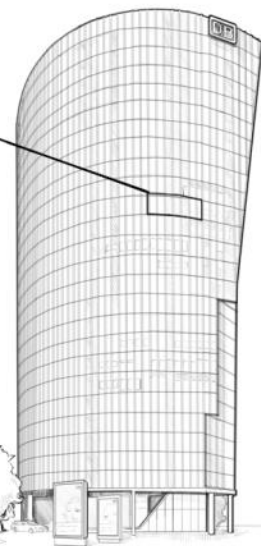
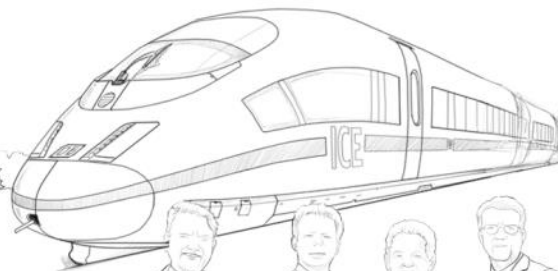
skype

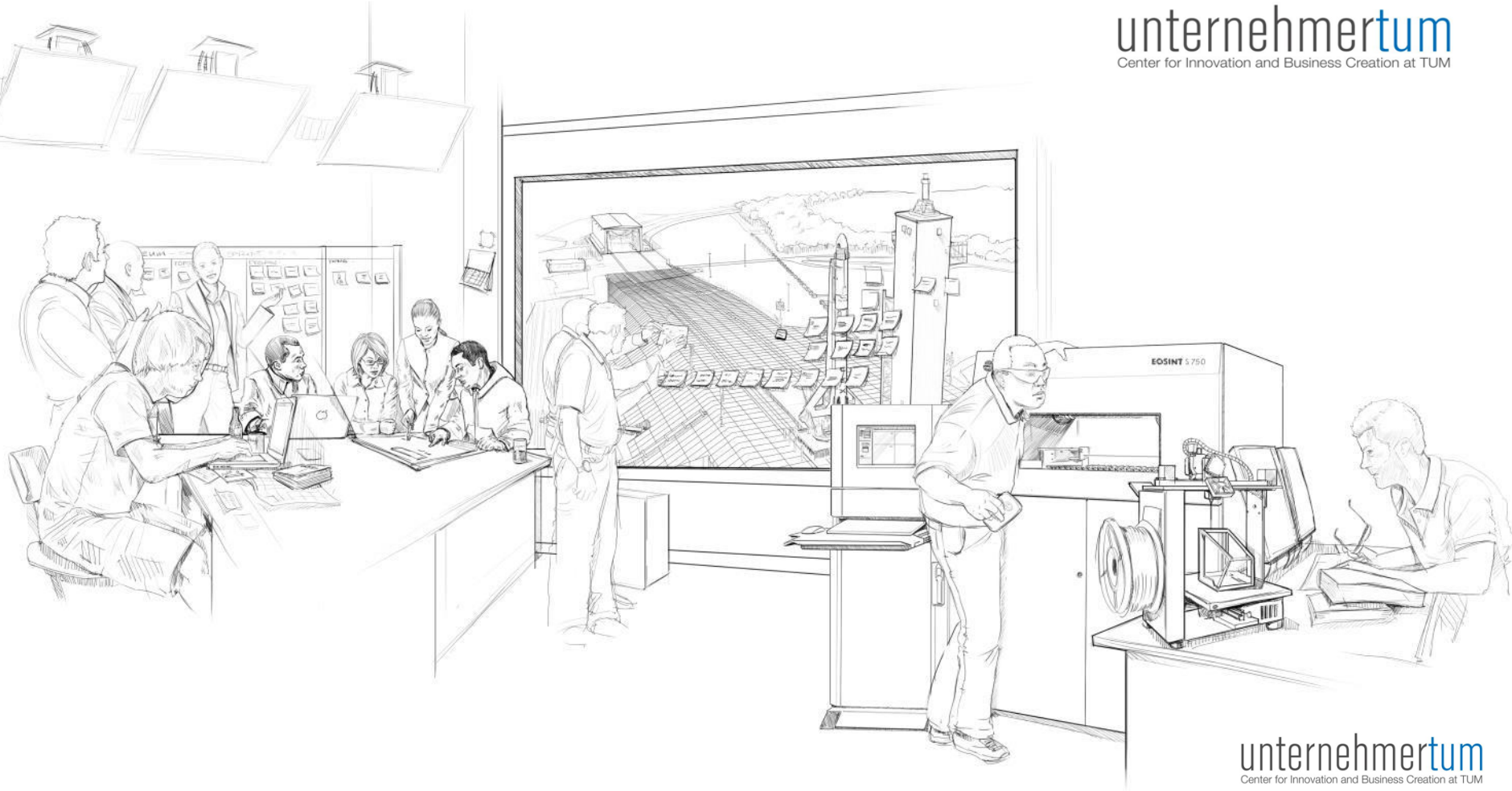
 zalando

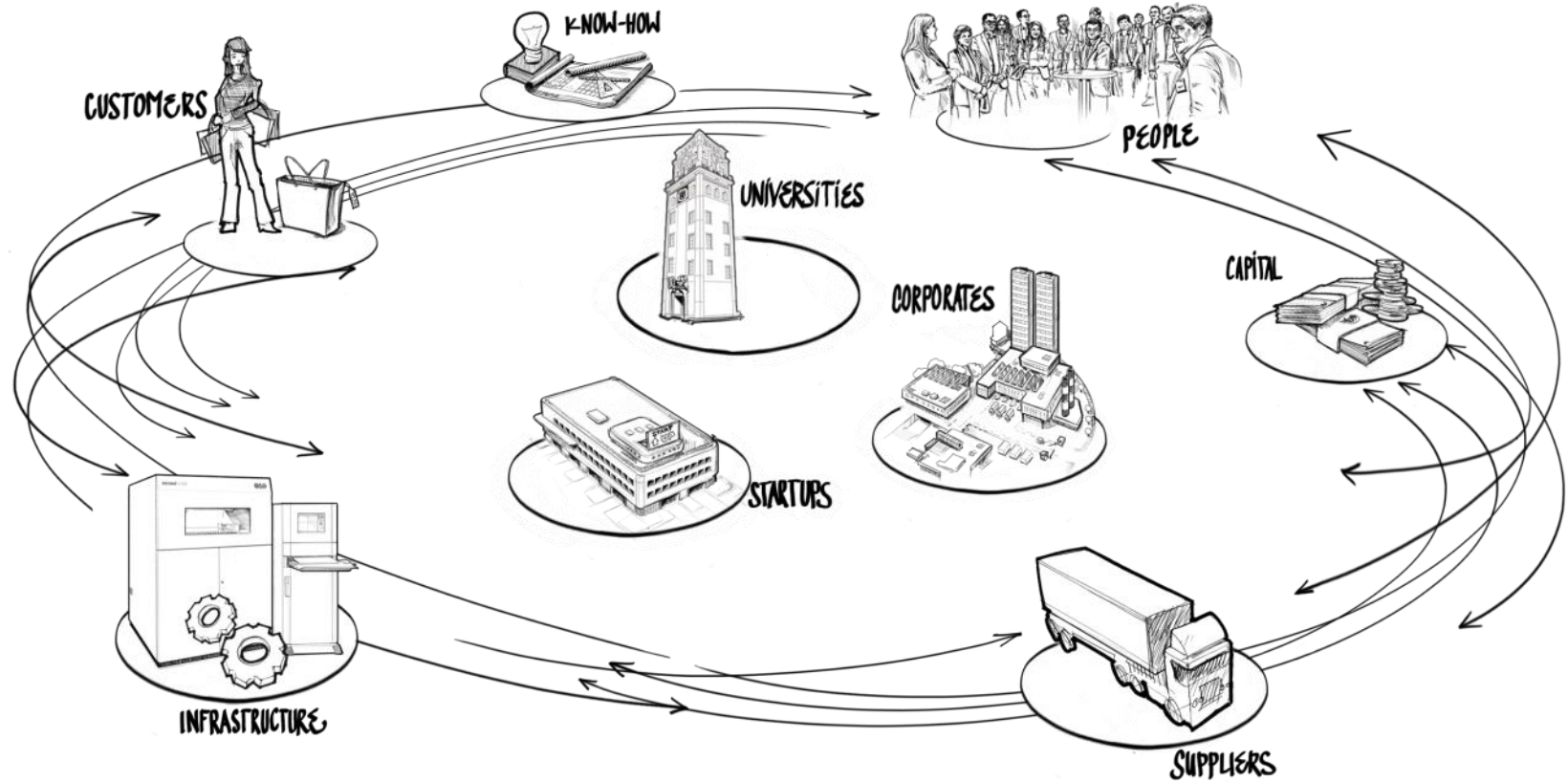
 BRAINLAB

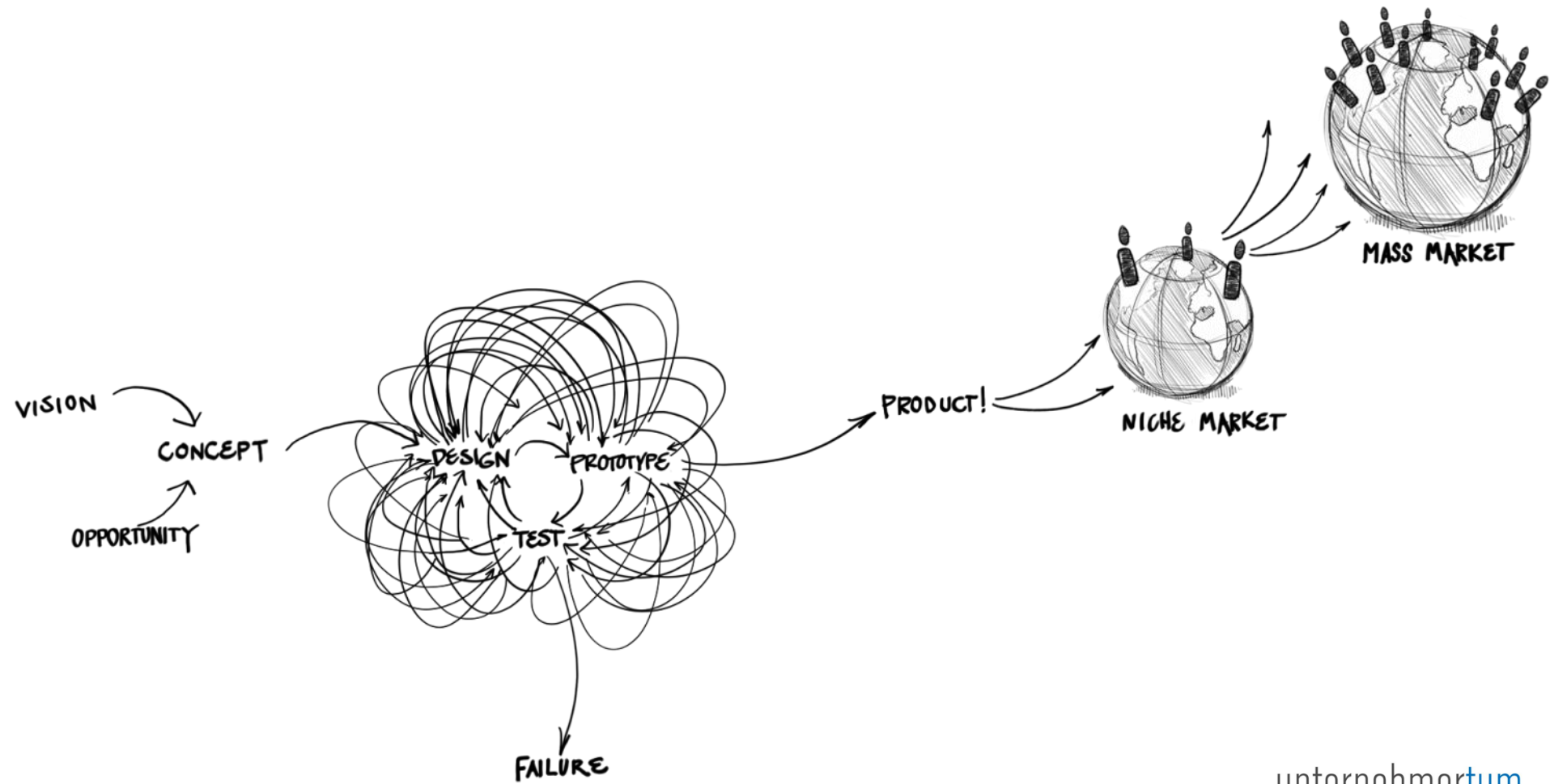
unternehmertum
Center for Innovation and Business Creation at TUM













Munich has a unique profile as a leading industrial high-tech cluster

German and international global players in Munich's industrial cluster

Software, ICT and Media



IoT, Industry 4.0, Additive Manufacturing



Mobility, Smart Cities



Med Tech, Bio Tech, Life Sciences



Insurance and Banking, CyberSecurity



Many new startups evolve in Munich's industrial cluster

Selection of Munich's startup portfolio

Software, ICT and Media



IoT, Industry 4.0, Additive Manufacturing



Mobility, Smart Cities



Med Tech, Bio Tech, Life Sciences



Insurance and Banking, CyberSecurity



Over 100 support organizations nurture the Munich startup ecosystem

Selection of private and public organizations and initiatives

Competitions

Entrepreneurship Centers

Education Programs

Conferences

Universities

Research Institutes



Incubators

Coworking Spaces

Hackerspaces

Government

Deutsches Museum



Accelerators

TechFounders

Corporate Incubators

PLAY

adidas

SPACE LAB

elventure

HYVE

ID EO

Designworks

bayern design

Strategy Consulting

elaboratum

APWORKS

Accounting

Attorneys

Patents

Recruiting

Associations

Digital Products

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Munich is home of over 60 VC, CVC and private equity companies

Selection of investors based in the Munich region



Munich has many unicorns, growth companies and exists

Selection of Munich's startup success stories

| | |
|--|--|
|  | Founded in 1989; key player in the field of radiation therapy and neurosurgery |
|  | Founded in 1992, Top 3 IT provider in Germany, specializing in cloud computing €850 million market capitalization (4/17) |
|  | Founded in 1999, price comparison platform, 500€ mio in revenues, 1000 employees |
|  | Founded in 1989, global technology and quality leader for high-end solutions in the field of additive manufacturing |
|  | Founded in 2011, 75% market share in long-distance coach market in Germany, investors include General Atlantic |
|  | Founded in 1997, world's leading provider of e-commerce software and multi-channel solutions, sold to SAP in 2013 for €1 billion |
|  | Founded in 1999, broker of private property loans amounting to €11.2 billion in 2014 IPO in 2005, take-over by ING Direct in 2011 |
|  | Founded in 2003, augmented reality specialists with solutions for industrial, advertising and medial use, exit in 2015 to Apple. |

| | |
|--|---|
|  | Founded in 1992, global market leader in the development & research of human antibodies, IPO in 1999, €1.5 bil. market cap (4/17) |
|  | Founded in 2000, 20 million bonus program users in Germany, sold to American Express in 2011 for €500 million |
|  | Founded in 1998, online brokerage platforms, over 8 million users, Deutsche Telekom sold 70% of the shares for €2 bil. |
|  | Founded in 1999, specialist for fast and powerful 3D printing systems, IPO in 2013 on the New York Stock Exchange |
|  | Founded in 2011, interior design platform, 1500 employees in 14 countries, raised \$ 237 mio, |
|  | Founded in 1999, specialist in international payment processing and issuing, IPO in 2000, €6.6 bil. market cap (4/17) |
|  | Founded in 2010, leading online shop for baby and toddler products in Europe, IPO in 2015, €85 mio market cap (4/17) |
|  | Founded in 1999, on-line retailer of pet supplies IPO in 2008, €0,9 bil. market cap (4/17) |



AIRBUS TUM



SIEMENS



toolcraft

OBERMEYER



BECKER CARBON

riding



SciMo



TNG

TECHNOLOGY CONSULTING

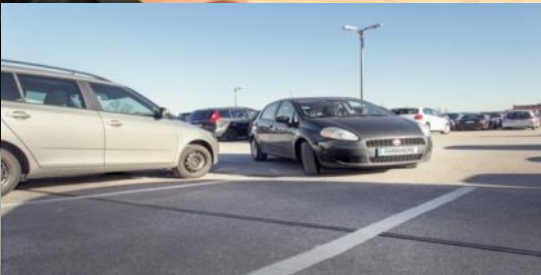


Leybold

Life5K







vectroflow measurements
in fluids



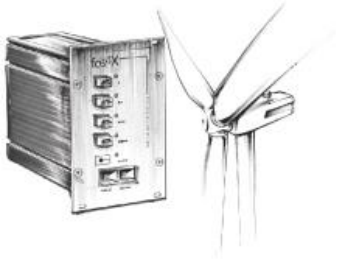
Zu fünft in die Luft

Niklas Zennström, 51, Mitgründer von Skype, investiert in ein deutsches Start-up: Die Münchner Firma Lilium sammelte Kapital in Höhe von 90 Millionen Dollar bei Investoren ein. Laut Unternehmen gehören dazu unter anderem der chinesische Internetkonzern Tencent, Europas größte Investmentfirma in Familienbesitz, LGT, und eben der Fonds Atomico von Skype-Gründer Zennström *per se*. Das Start-up haben 2015 vier Absolventen der TU München gegründet. Lilium hat bereits testweise einen Zweisitzer in die Luft gebracht, der in der Lage ist, nach dem Abheben ähnlich einer Drohne in den normalen Flug zu wechseln. Mit Hilfe des neuen Geldes will Lilium mit seinen 70 Mitarbeitern nun die Entwicklung eines Fünftäzlers vorantreiben. Der erste Testflug der Maschine, die dann eine Geschwindigkeit von 300 Kilometern pro Stunde erreichen soll, ist für das übernächste Jahr geplant. Ein großer deutscher Konkurrent ist Velocopter. **REUTERS**



Startup success stories at UnternehmerTUM

FOS4X
Fibre-optical monitoring



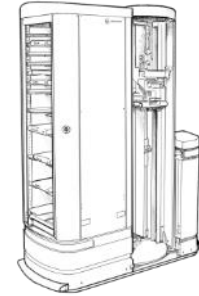
CELONIS
Big data software



FLIXBUS
Europe's biggest long distance bus operator



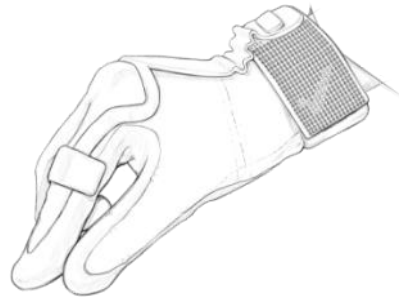
MAGAZINO
Intelligent warehouse logistics



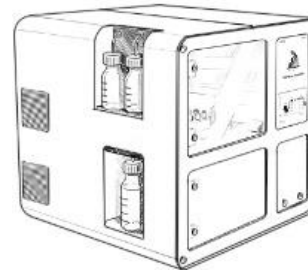
KONUX
Smart sensor systems for industry



PROGLOVE
Electronic glove for industry



DYNAMIC BIOSENSORS
Molecular measuring

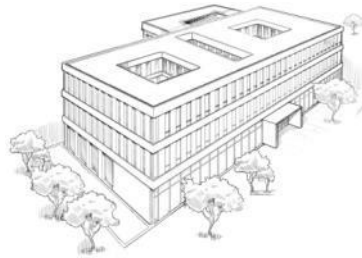


TADO
Smart thermostats



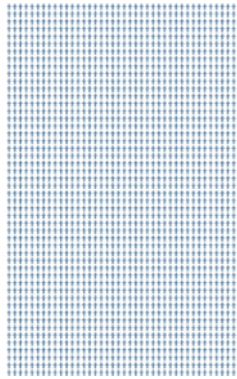
UnternehmerTUM, a leading startup center, has a unique portfolio of offerings

unternehmertum
Center for Innovation and Business Creation at TUM



- Center for Innovation & Business Creation at TUM
- Owner: Susanne Klatten
- Founded in 2002
- More than 200 employees
- German Digital Hub Mobility

Education



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

(Pre-)Incubation



>100 startup and
tech projects / year

Startup development



>50 scalable
startups / year

Consultancy



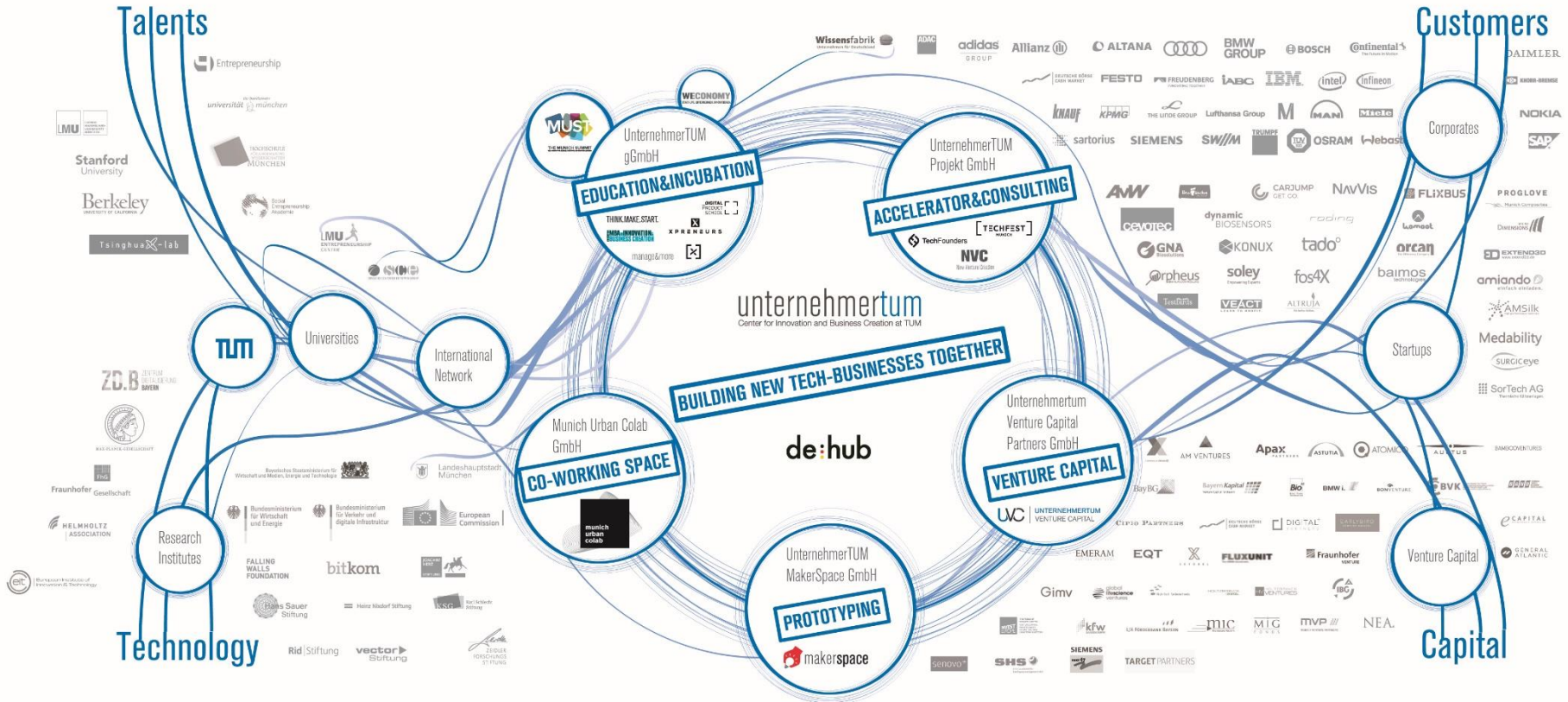
~100 corporate /
industry partners

Startup financing



1000 startups in
dealflow / year

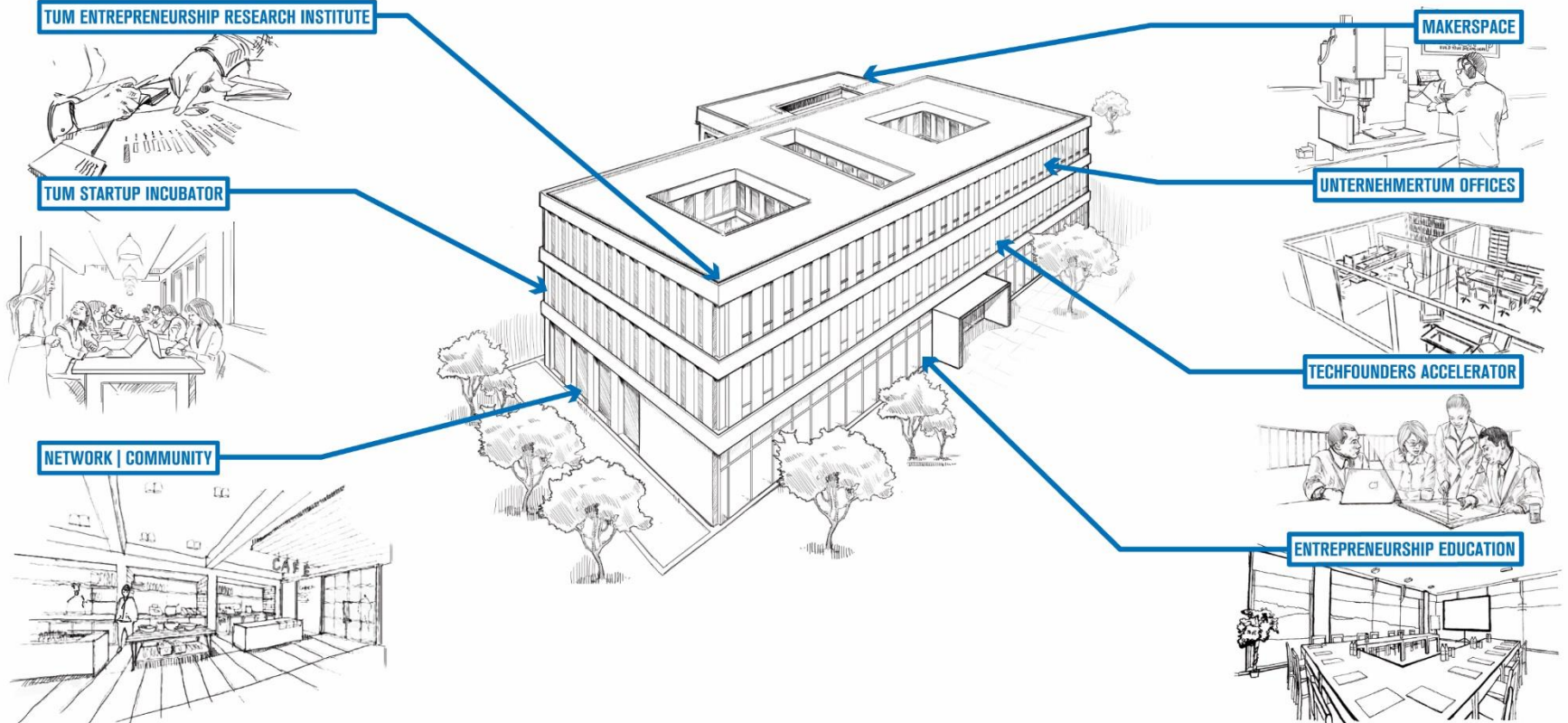
UnternehmerTUM is an open platform for building tech businesses together



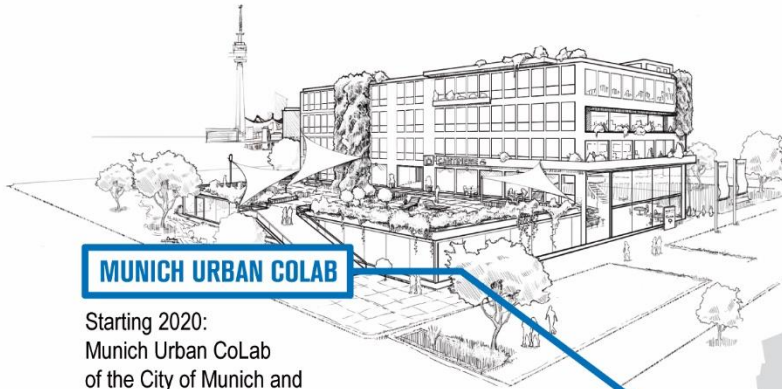
On the university campus Garching, all startup activities are bundled under one roof



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UnternehmerTUM is expanding its locations in Munich



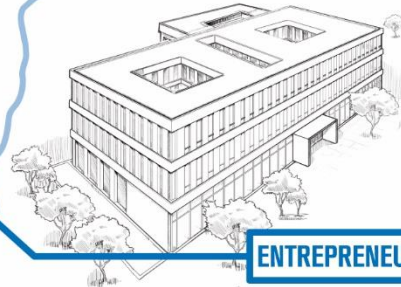
MUNICH URBAN COLAB

Starting 2020:
Munich Urban CoLab
of the City of Munich and
UnternehmerTUM



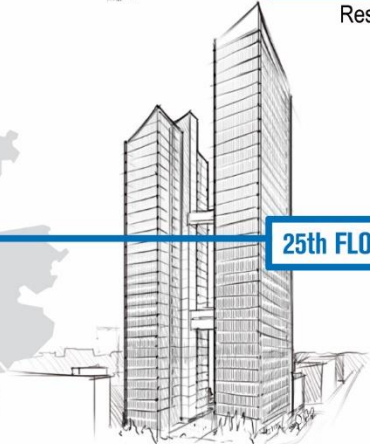
RUFFINI-BUILDING

Starting October 2017:
Pop-up Space in
the Heart of Munich



ENTREPRENEURSHIP CENTER

Research Campus Garching



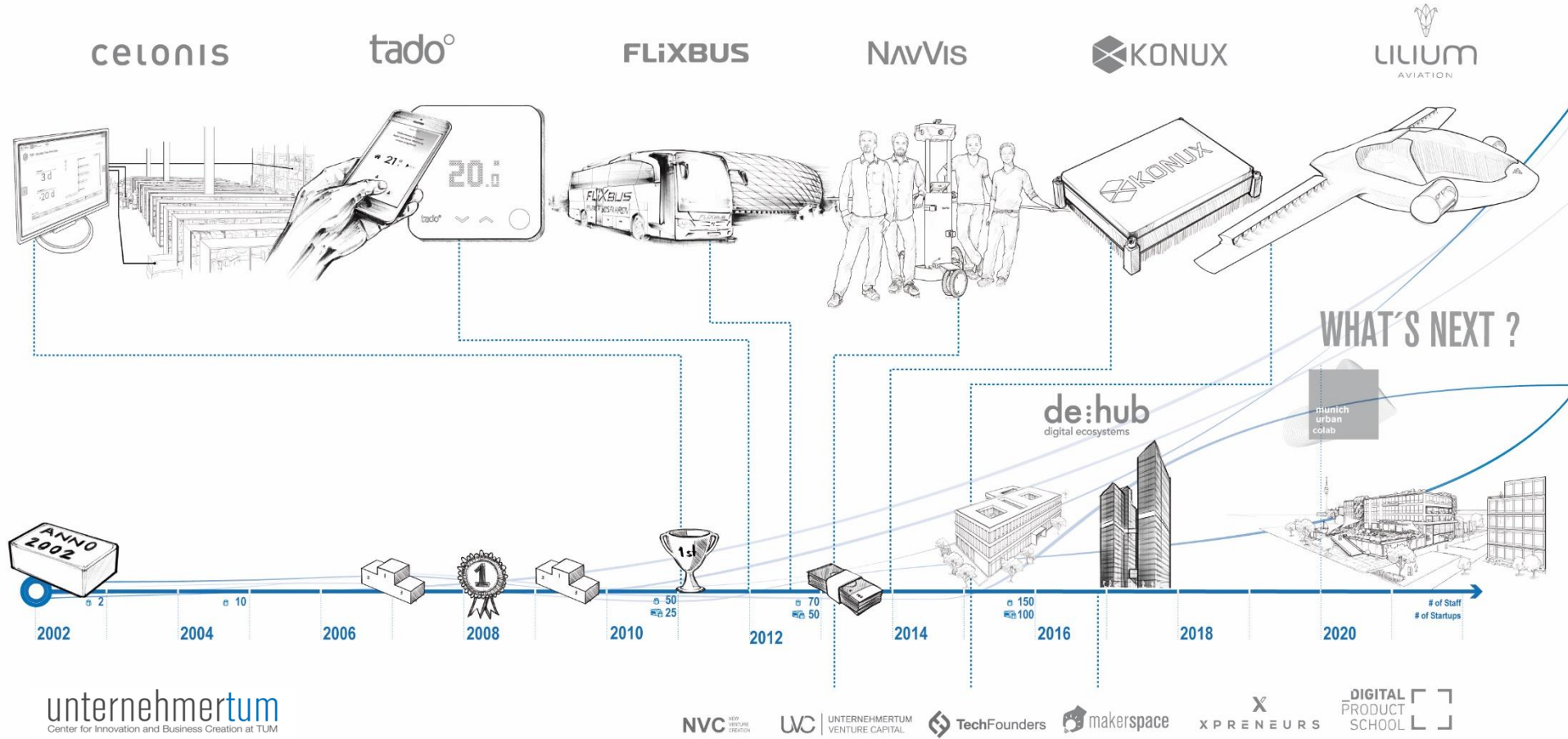
25th FLOOR AT IBM WATSON

Highlight Towers Munich

UnternehmerTUM has a strong global partner network



With its entrepreneurial mindset UnternehmerTUM is growing for over 15 years



de:hub

digital ecosystems
münchen. mobility



Bundesministerium
für Wirtschaft
und Energie



BMW
GROUP

DAIMLER



IBM Watson

NOKIA



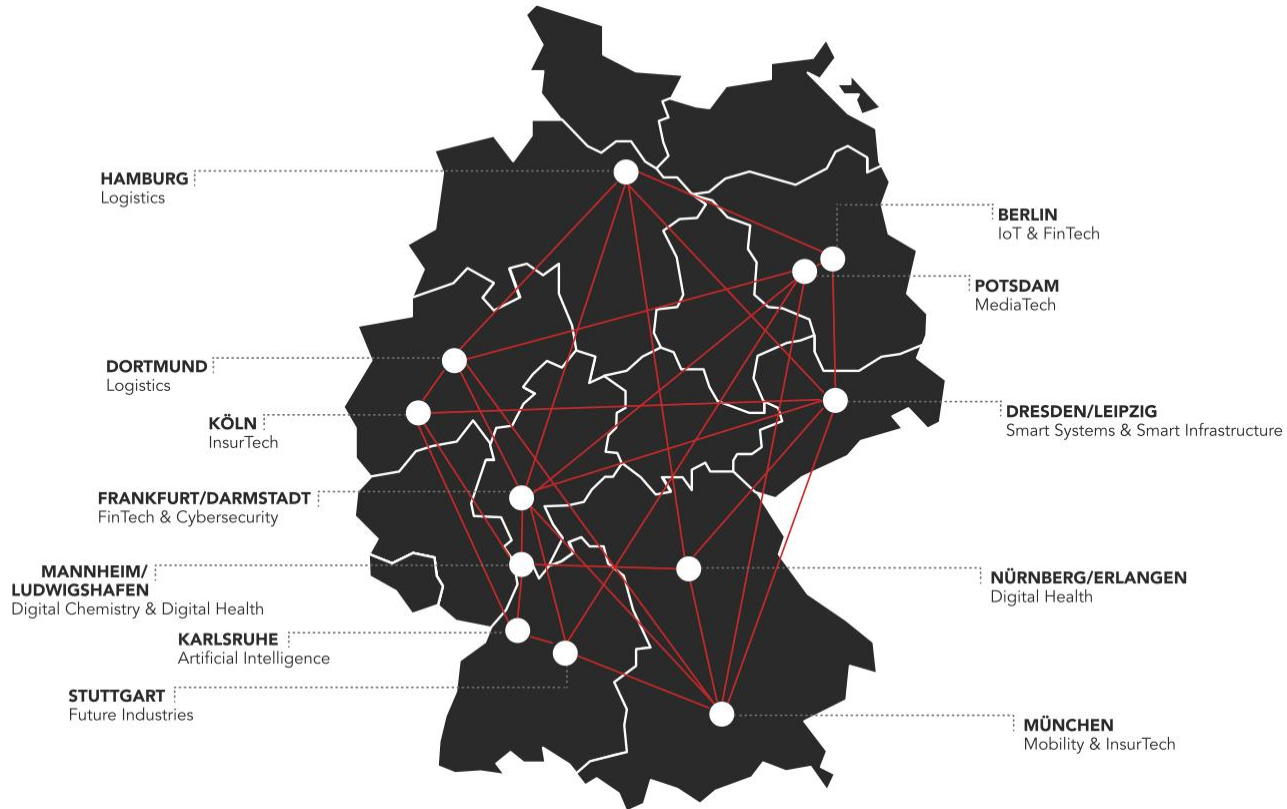
SW/M
Stadtwerke München



adidas



ZWÖLF REGIONALE STÄRKEN



Digital Hub Mobility - Overview



STRATEGIC PARTNERSHIPS

DIGITAL TEAMS



STARTUP INCUBATION



JOINT PROJECTS

GLOBAL NETWORKING

de:hub
digital ecosystems
münchen. mobility

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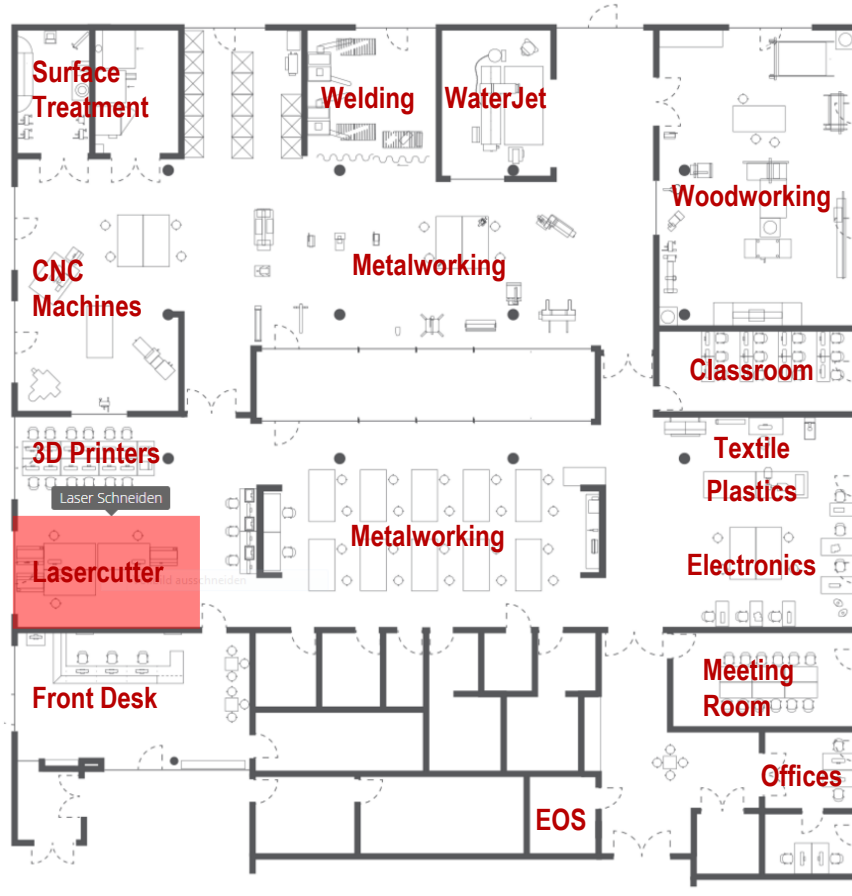


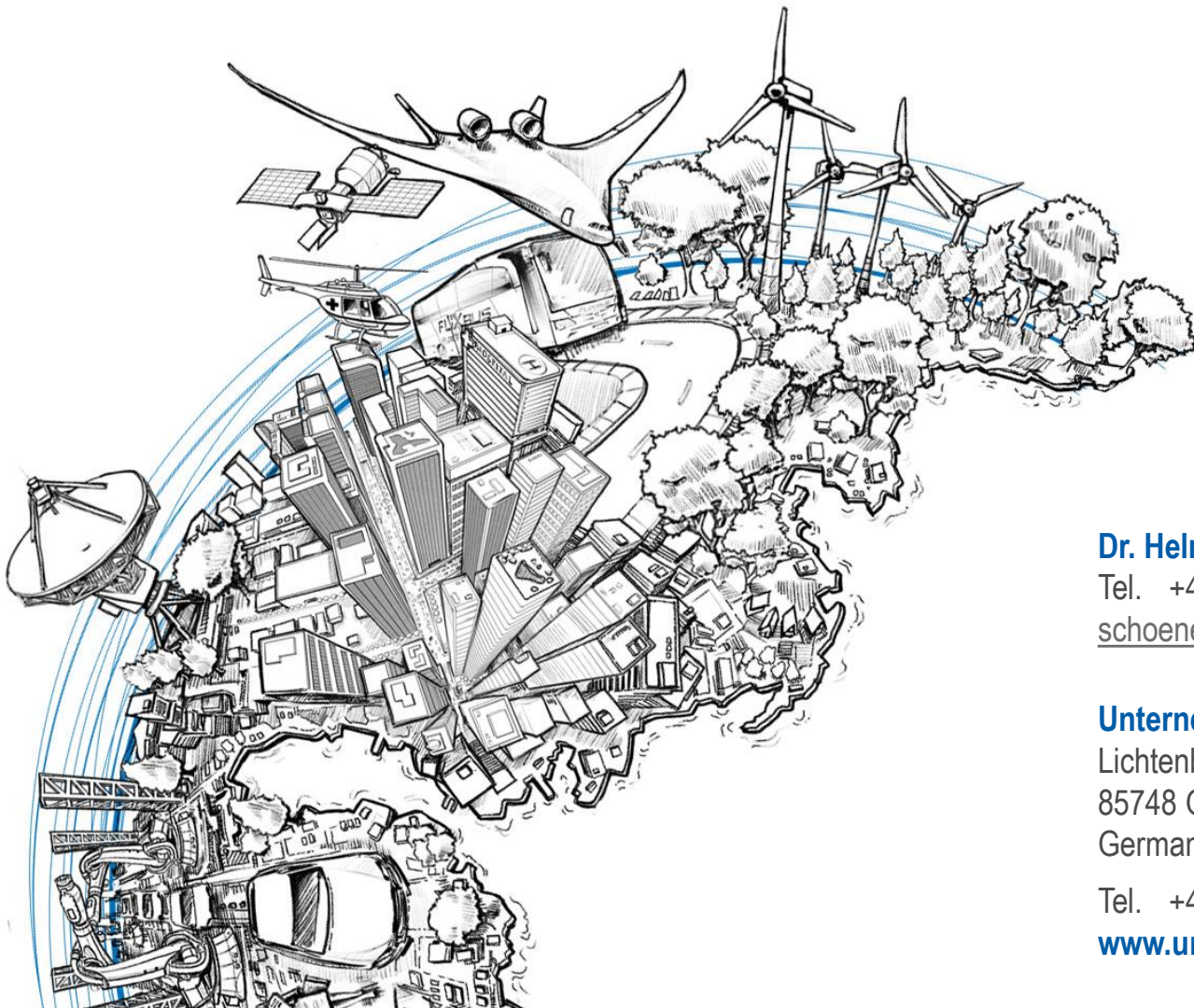
_DIGITAL PRODUCT SCHOOL

unternehmer**tum**
Center for Innovation and Business Creation at TUM

MakerSpace bietet auf 1.500 qm ein breites Spektrum an Software- und Hardware-Tools, Tech-Trainings und eine große Community an Talenten







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