



Join us in making the world a better place. Today.

## **From a spin off to a global energy player: Orcan Energy AG**

Dr.-Ing. Andreas Schuster

**Trilateral Symposium on IP & Environmental Issues**



**Our vision:  
To provide clean electricity for  
the global energy revolution at  
the lowest possible cost.**



# Waste heat: the world's largest unused energy potential

Orcan offers solutions for various branches to **transform heat into clean electricity**

Industry



Marine



Power



The **efficiency PACK** is a reliable **plug and play Organic Rankine Cycle**:



**Save costs**

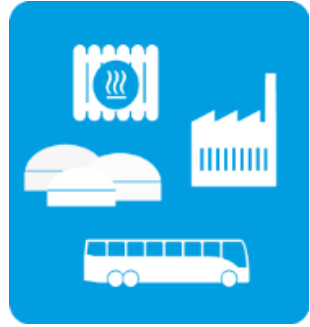


**Reduce carbon emissions**



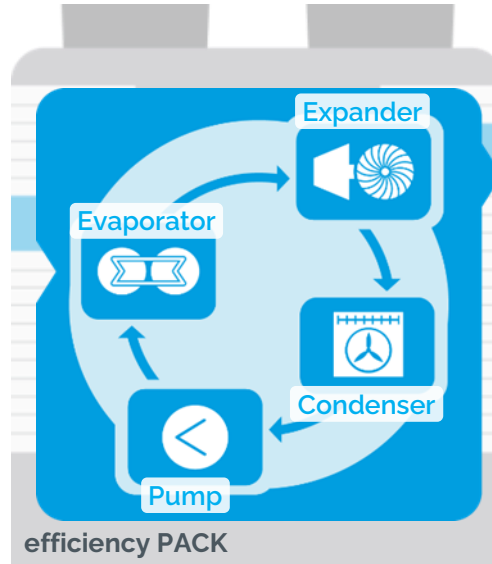
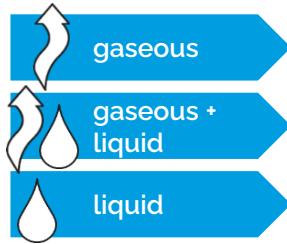
**Increase efficiency**

# Organic Rankine Cycle – The basic technology of Orcans efficiency PACK

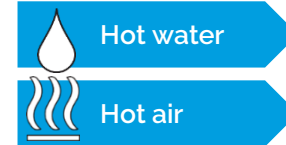


Waste heat sources

Waste heat

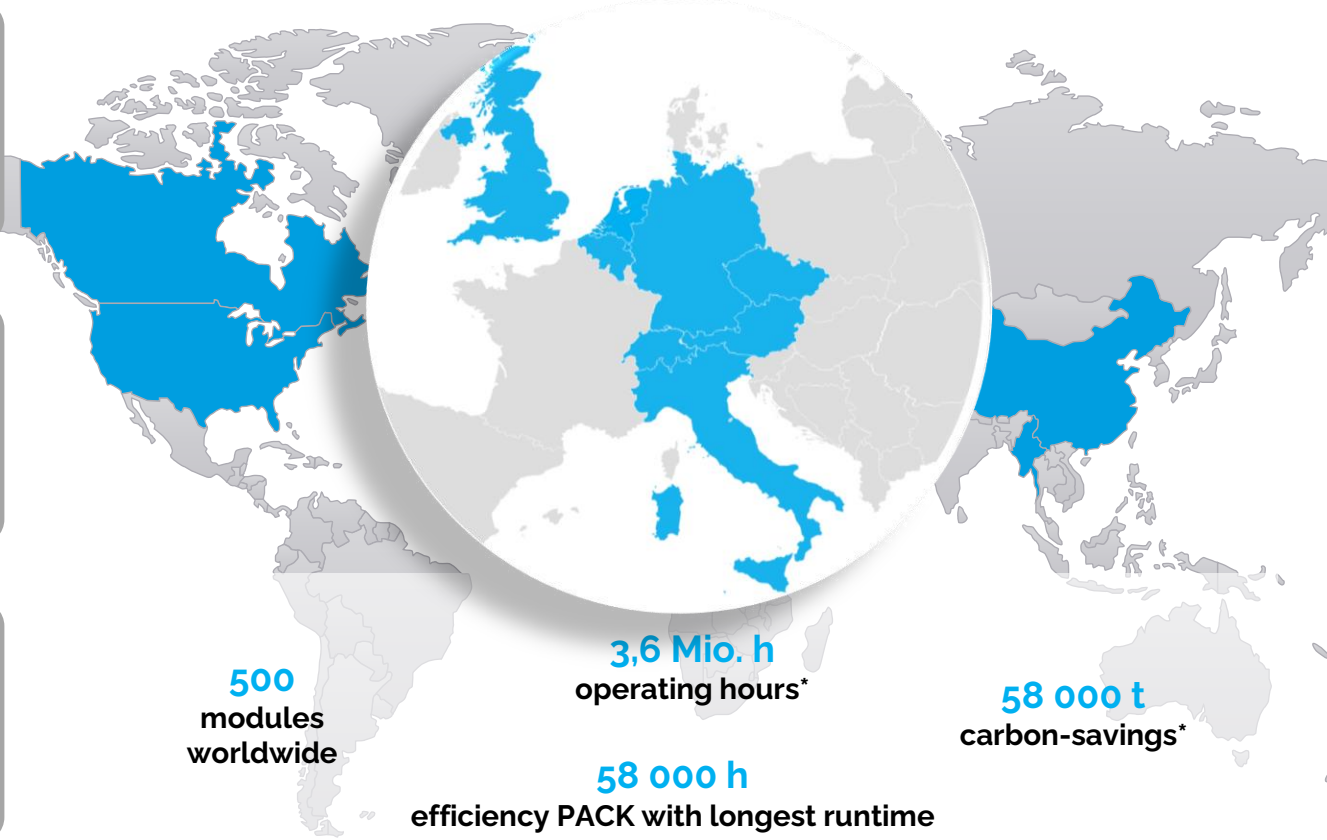


Electricity cost:  
3 €Ct/kWh



ORC is proven technology  
- but (was) not available for the mass market so far

# Commercial references worldwide



\* based on 250 modules serviced by Orcan Energy



# World Premiere: 70 ORC-modules in one plant-park



# Key factors for successful innovation

## F(o)unding

- Awareness of IP before founding → basis for investment of VC
- IP transfer from universities to companies possible
- vital VC ecosystem – or governmental funds / grant money

## Market entry

- Stable / predictable market
- Proof of commercial feasibility
- Grant money buffers risk of development

## Industrialization

- Production partnerships → IP as protective instrument
- Entering regional markets with partners → IP as asset
- Regulatory aspects can accelerate / hinder market penetration

## Further Growth

- Licensing of technology → IP as basis for license agreement
- Distribution partnerships / strategic investment
- IPO / Trade sale → IP to protect market and margin

→ **Key factors for success**  
**strong IP portfolio – stable and supportive regulations - access to funds**





# Interested?

## Contact us!



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