



Innovative Starters Award Kickoff

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Agenda

01

Tapio

02

Process

03

Field experience

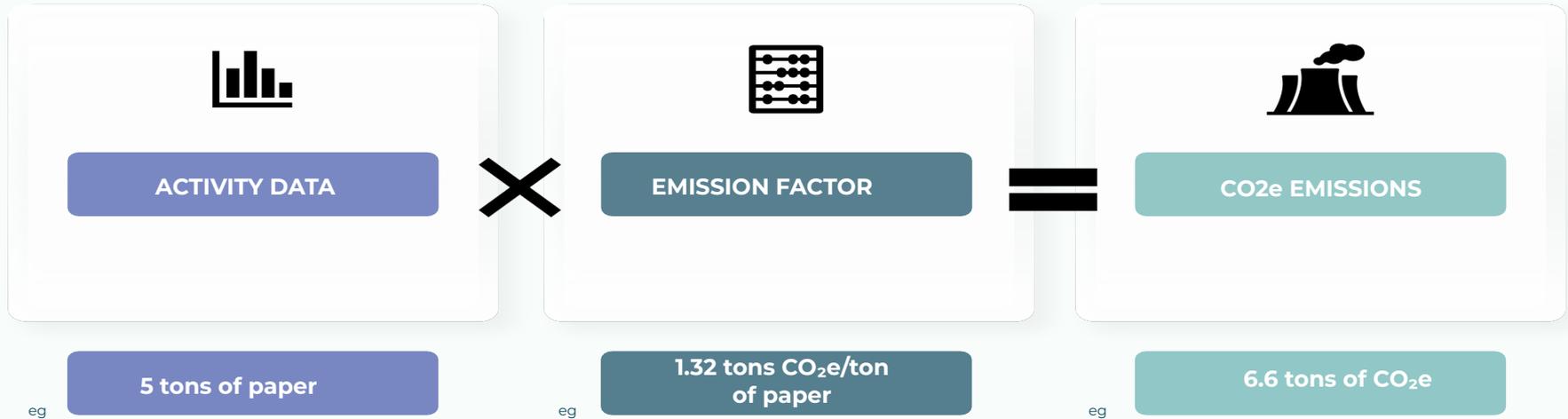
04

Takeaways



Tapio

Emissions calculations



Scopes repartition



Scope 1: Direct emissions

Emissions from sources owned or controlled by the organisation. Mainly due to the combustion of fossil fuels for heating or company vehicles.



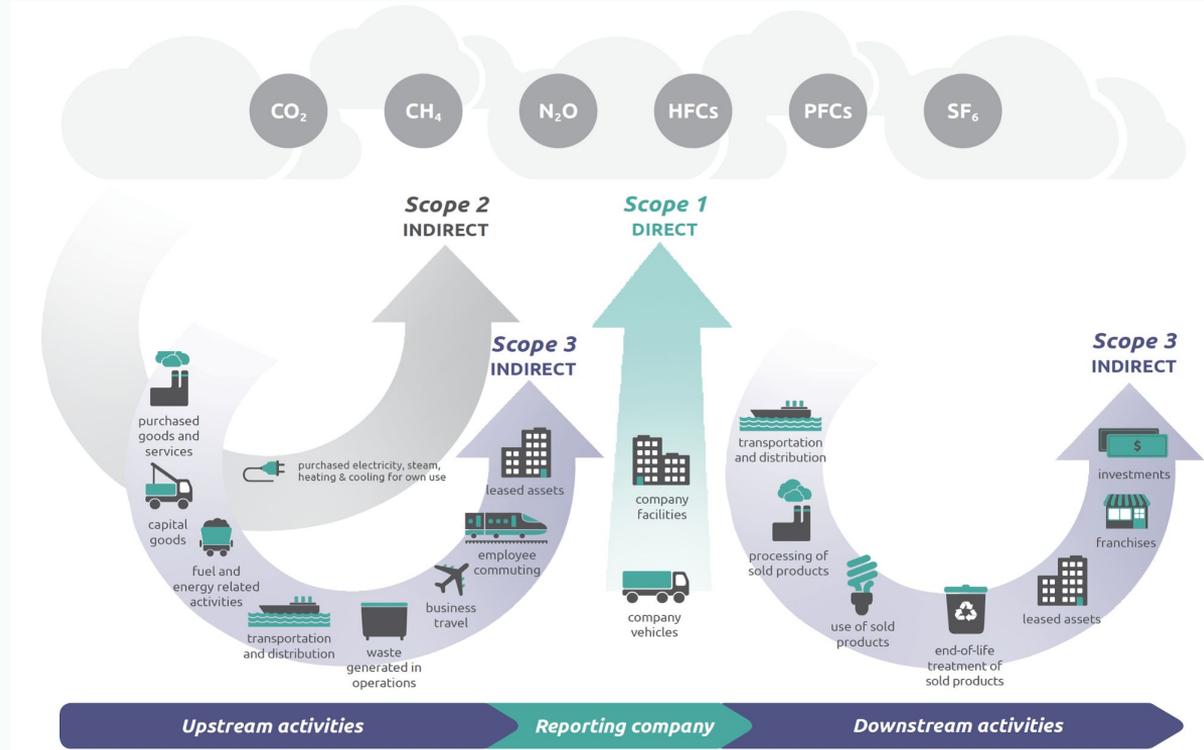
Scope 2: Indirect emissions

Emissions from the production of electricity, heat or steam imported for the organisation's activities.



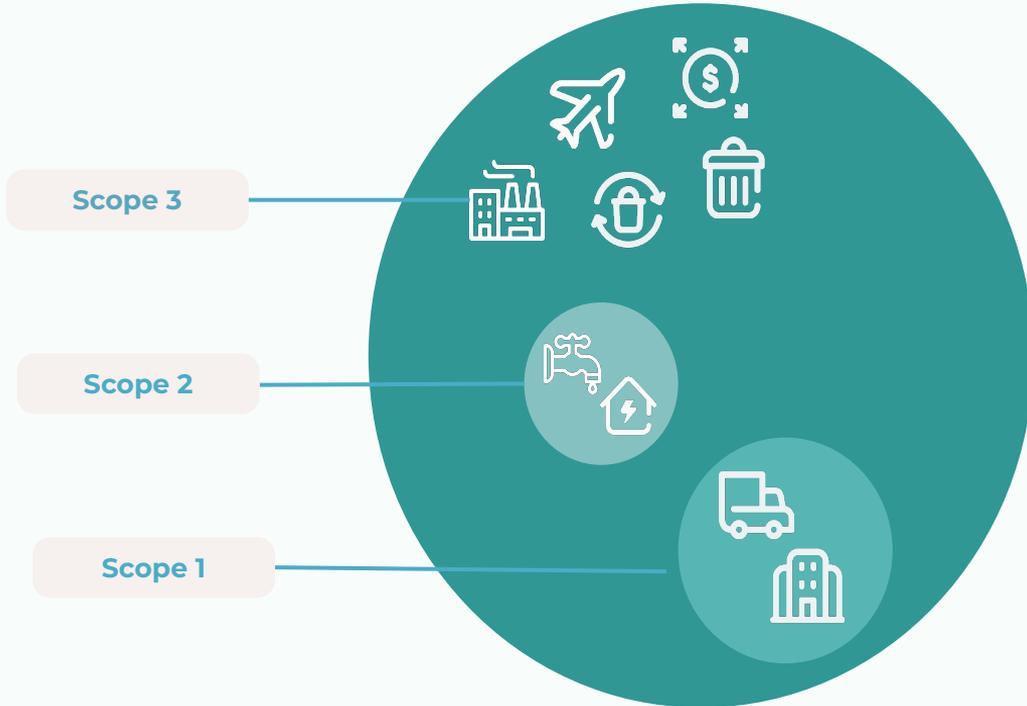
Scope 3: Other indirect emissions

All other emissions indirectly produced by the organisation's value chain, such as the purchase of products and services, employee travel, logistics, waste, ...



Scope 3

80% of company emissions



Indirect

Come from sources that are not controlled or owned by the company

Complex

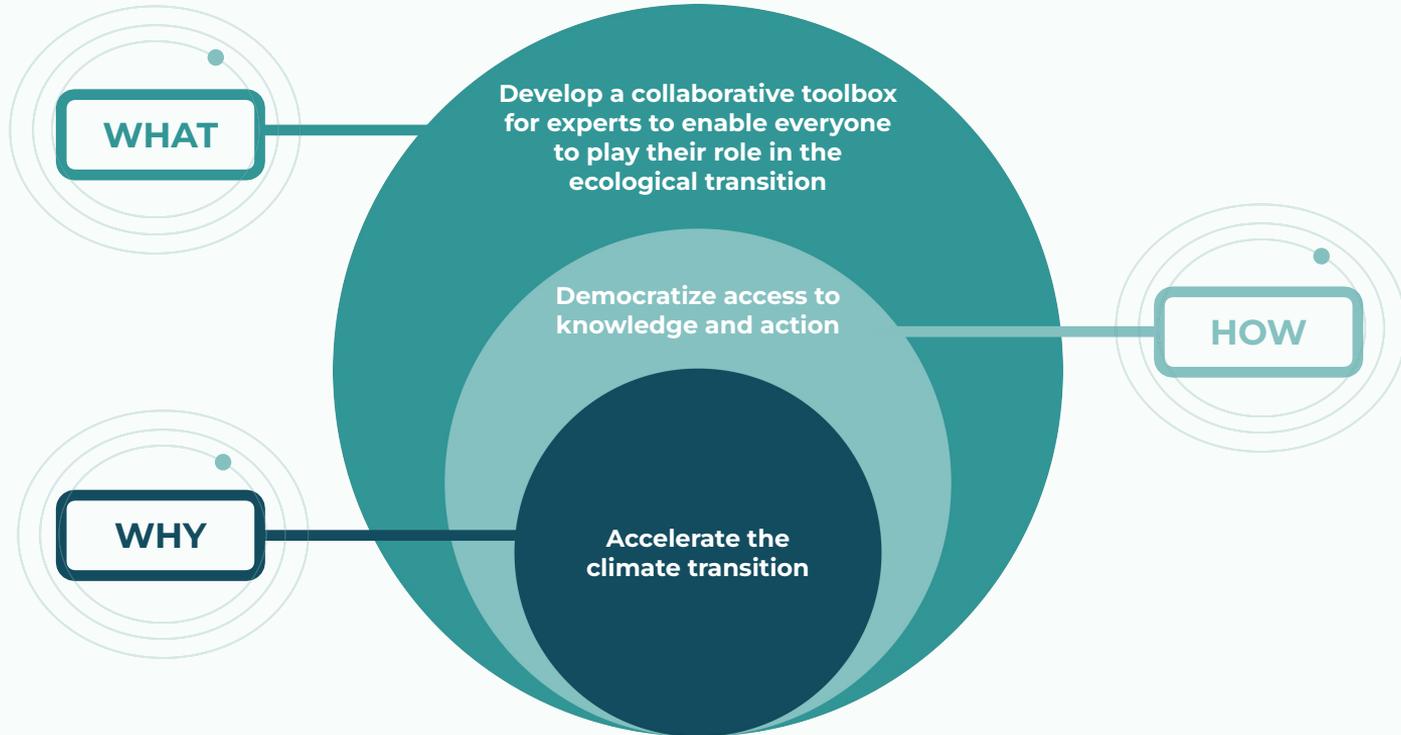
Requires engagement and influencing a wide range of stakeholders across the value chain, both internal and external

Imprecise

Subject to hypothesis
→ lack of quality data

What does Tapio do?

A climate tech scale-up



Our approach

UNDERSTAND

ACT

ENGAGE

Introduction

Carbon report

Action plan

Internal communication

Low-carbon ecosystem



Data Collection

Reduction targets

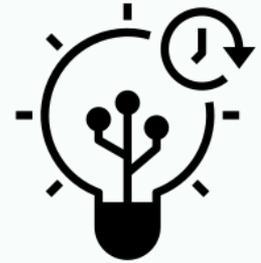
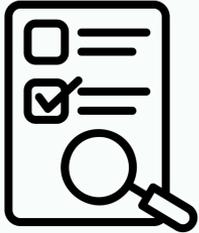
Implementation

External communication



Process

Starting point



ISA - Why ?

*“Creativity is thinking of something new.
Innovation is the implementation of something new”*

Go for ISA if you are innovating. Do not start to innovate to get ISA.

Tapio as been built on innovation.

- Innovation was already in our DNA.
- Innovation is a key lever on our market. It's a matter of life and death.
- Innovation is a bumpy road, you'll need all the allies you need.
- Innovation is risky, you'll need money.

→ ISA was the perfect and most powerful tool available for us.

Steps to ISA - 3 advices per phase

- 1. Should we do it? Yes**
 - Ask questions, timing is everything. Talk to previous winners.
 - Initiate contact as soon as possible. Innoviris people are very helpful.
 - They want you to succeed.
- 2. Let's do it! OK then go full gas.**
 - 70% technical and 30% financial
 - Be realistic and onboard all relevant team members from day one. You'll need them.
 - Be precise and deep dive where it seems complex. Identifying challenges as soon as possible is key.
 - Be honest and explicit why it will be a challenging journey. Underpromise and overdeliver.
- 3. We won! Now what?**
 - Start as soon as possible and explain the project to the entire team. It has to be part of the global strategy.
 - Understand and take ownership of the reporting. If you do so, it will be helpful, if not, it will be a nightmare of reporting. Understand why they are asking what they are asking.
 - Keep a strong relationship with your contact at ISA on every level (financial, accounting and technical). They are still here to help.
- 4. And then ?**
 - Keep innovating and leverage your takings.
 - Discuss with Innoviris, ISA is not the only program available for you.
 - Share your experience with your peers.

Ongoing tasks

General mindset

- Where do you stand versus plan.
- If any changes, explain and discuss with Innoviris to keep aligned.
- Explain what you have you achieved. Celebrate success.

Financial reporting

- If you have a solid admin, it is manageable.
- Keep in mind that you have to spend money to get money.
- Be precise. Proof everything to the cent. Anticipate.
- You should need and use the KPIs. If you have to build it for ISA, you are doing it the wrong way.

Scientific reporting

- How aligned are you?
- Why the change happened?
- What were the pain points?
- Keep an history!!!

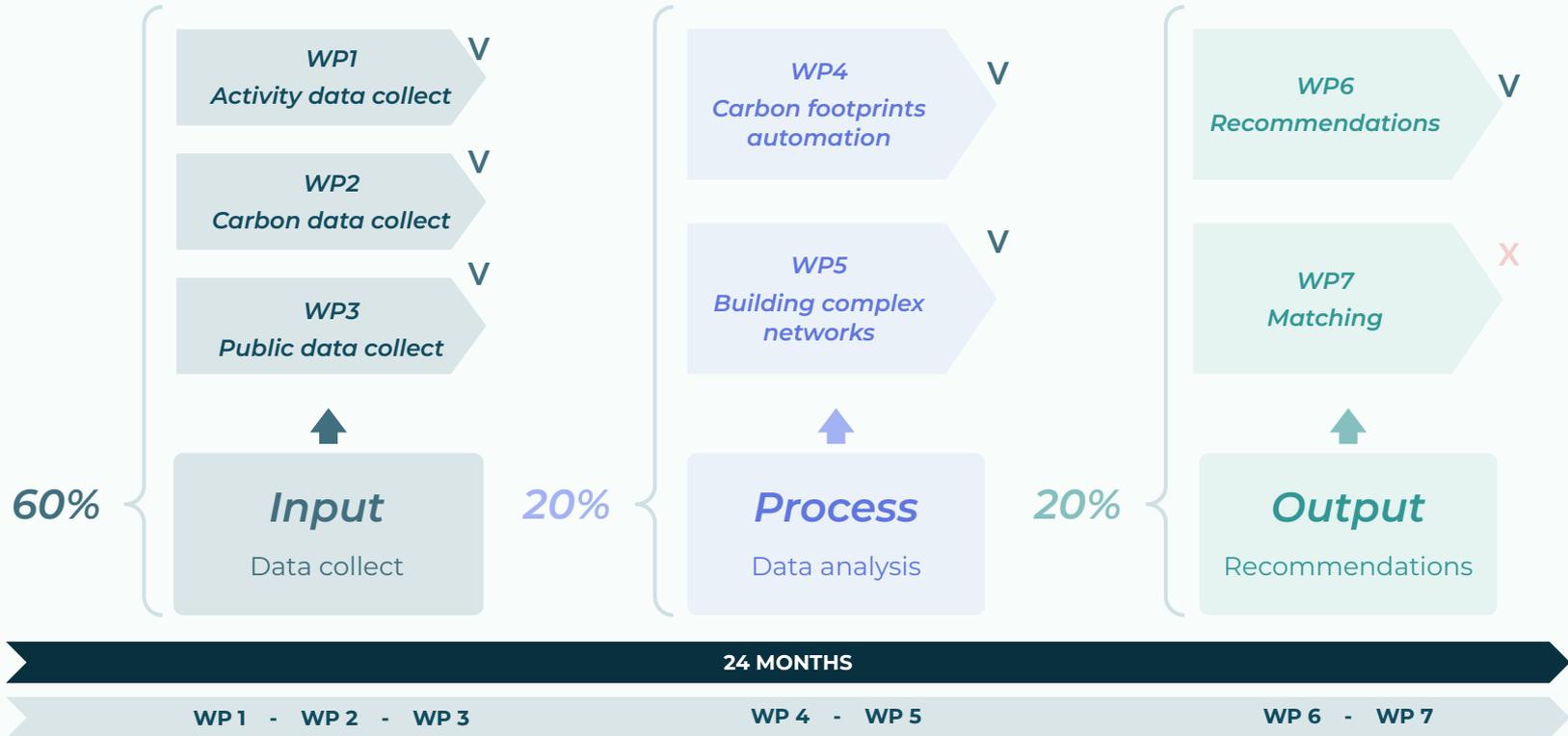
What to expect?



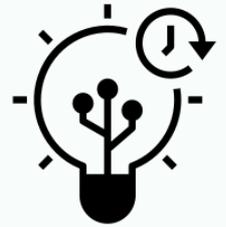
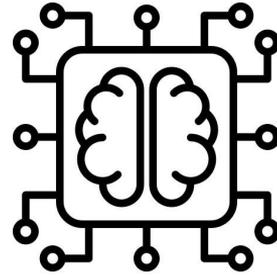
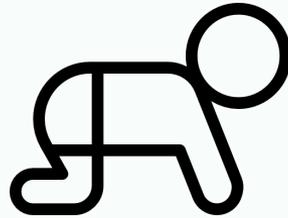


Field experience

Technical objectives



Ending point





Takeaways

Takeaways

- Objectives
 - ISA as an accelerator
 - Adaptability is key
- Reporting
 - 2 approaches
 - Time consuming but manageable.
- Support
 - Available
 - Transparency
 - Flexible

→ The game is worth the candle.



Questions?

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