



**UNTER  
NEHMER  
TUM**

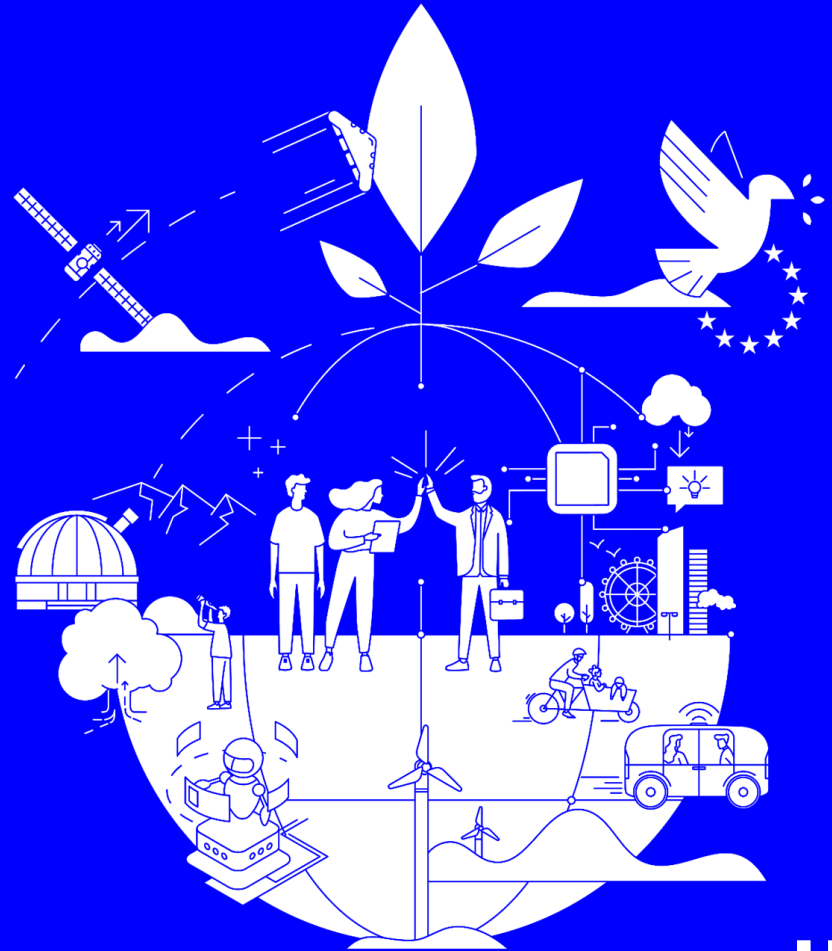
# **THE ENTREPRENEURSHIP JOURNEY AT TUM**

**... or how we built a  
start-up ecosystem in Munich**

# Building new tech businesses together to shape the world we want to live in.

At UnternehmerTUM, visions turn into value. Our teams empower innovation enthusiasts to take entrepreneurial action. Together with start-ups and established companies, we drive tech ventures forward - from first idea to market leadership.

In collaboration with the Technical University of Munich (TUM) and entrepreneur Susanne Klatten, we've been promoting future-forward start-ups such as Celonis, Konux, Lilium, inveox, and Isar Aerospace since 2002.



# Our Start-up Success Stories



isar aerospace



inveox®

FLiX



LILIUM



celonis

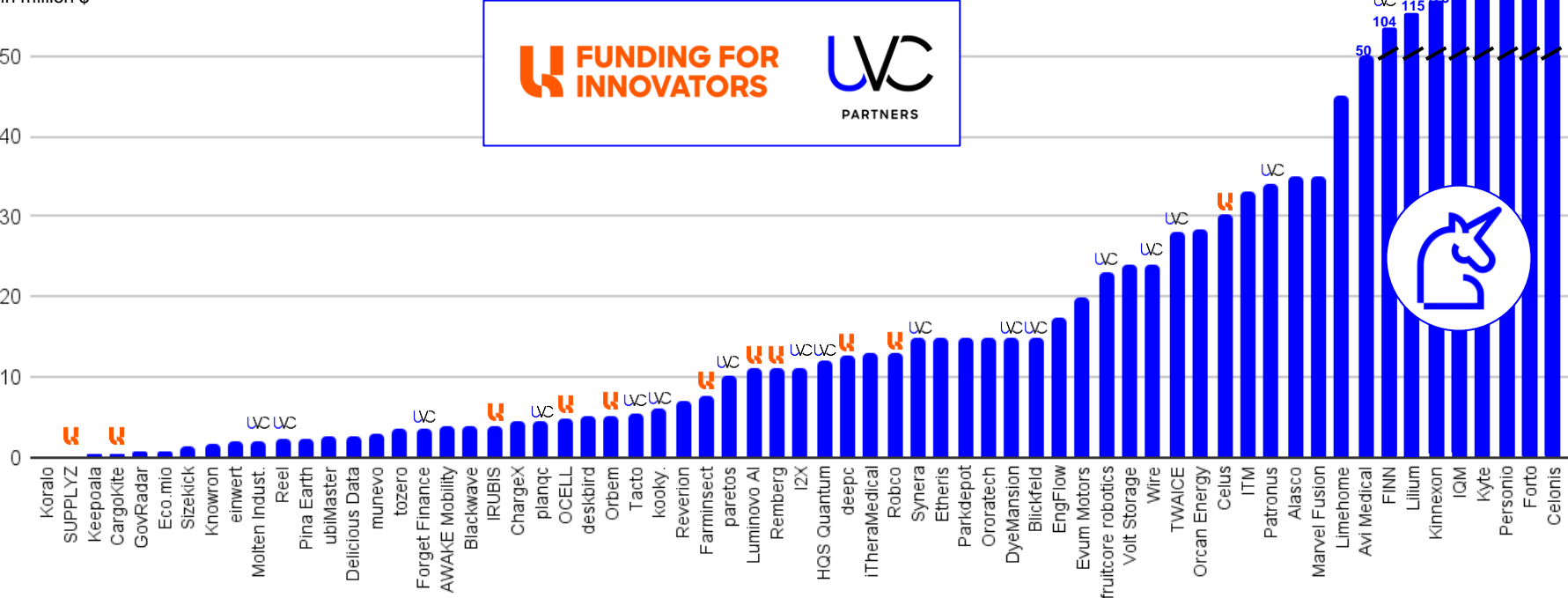


KONUX

# UnternehmerTUM and TUM Start-ups Have Raised Over \$ 2 Billion in 2022

## Start-ups

in million \$



# About UnternehmerTUM

Founded in 2002, owned by industrial entrepreneur Susanne Klatten

Part of TUM - Technical University of Munich, Germany's number one technical university

Largest European entrepreneurship center: From first idea to IPO

Biggest open B2B start-up platform with corporate partners like Allianz, Bosch, BMW, Mercedes-Benz, Facebook, Google, Intel, SAP, Siemens

High performance VC fund with over EUR 300M under management - cooperation with leading global VCs like Accel, atomico, GA, Lakestar and NEA

Average annual growth rate >25% (output, sales and employees)

**“I carried the thought with me that we need more family businesses, founders who embrace their business idea in such a way that it becomes their life's mission. And then the Technical University of Munich approached me with the idea of a start-up center. Mr. Schönenberger had written a thesis on the subject: What can be learned from Stanford. And so, one thing led to another. I like to think back to that time. UnternehmerTUM was my start-up. “**



Susanne Klatten, 2022

# Our Munich Start-up Hubs



**HQ Entrepreneurship Center**  
Research Campus Garching (TUM Campus)  
Lichtenbergstraße 6  
85748 Garching



A joined  
initiative

**UNTER  
NEHMER  
TUM**



City of Munich

**Munich  
U•ban  
Colab**

**Munich Urban Colab**  
Freddie-Mercury-Straße 5  
80797 Munich

# Review 2022

- Founded in 2002, owned by industrial entrepreneur Susanne Klatten
- Largest European entrepreneurship center: From first idea to IPO
- Part of TUM - Technical University of Munich, Germany's number one technical university
- Biggest open B2B start-up platform with corporate partners like BayWa, BMW, Festo, Infineon, Knorr-Bremse, Linde, SAP, Siemens
- High performance VC fund with EUR 386 million under management - cooperation with leading global VCs like atomico, Burda Principal Investments, GA, Lakestar and NEA
- Average annual growth rate >25% (output, sales and employees)

## ENTREPRENEURSHIP



Entrepreneurship and tech education:

(Pre-)incubation of start-up projects:

Start-up development and acceleration:

VC and start-up financing:

**>12.500**  
participants in 2022

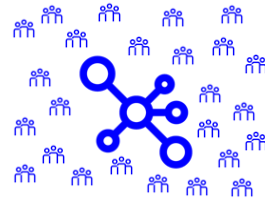
**>650**  
start-ups + tech projects in 2022

**>350**  
supported start-ups in 2022

**>50**  
new scalable start-ups in 2022

**2.200**  
million US dollar in 2022

## INNOVATION



Outside in / inside out facilitation:

**>300**  
established organizations part of our ecosystem in 2022



Recognize opportunities and develop business models:

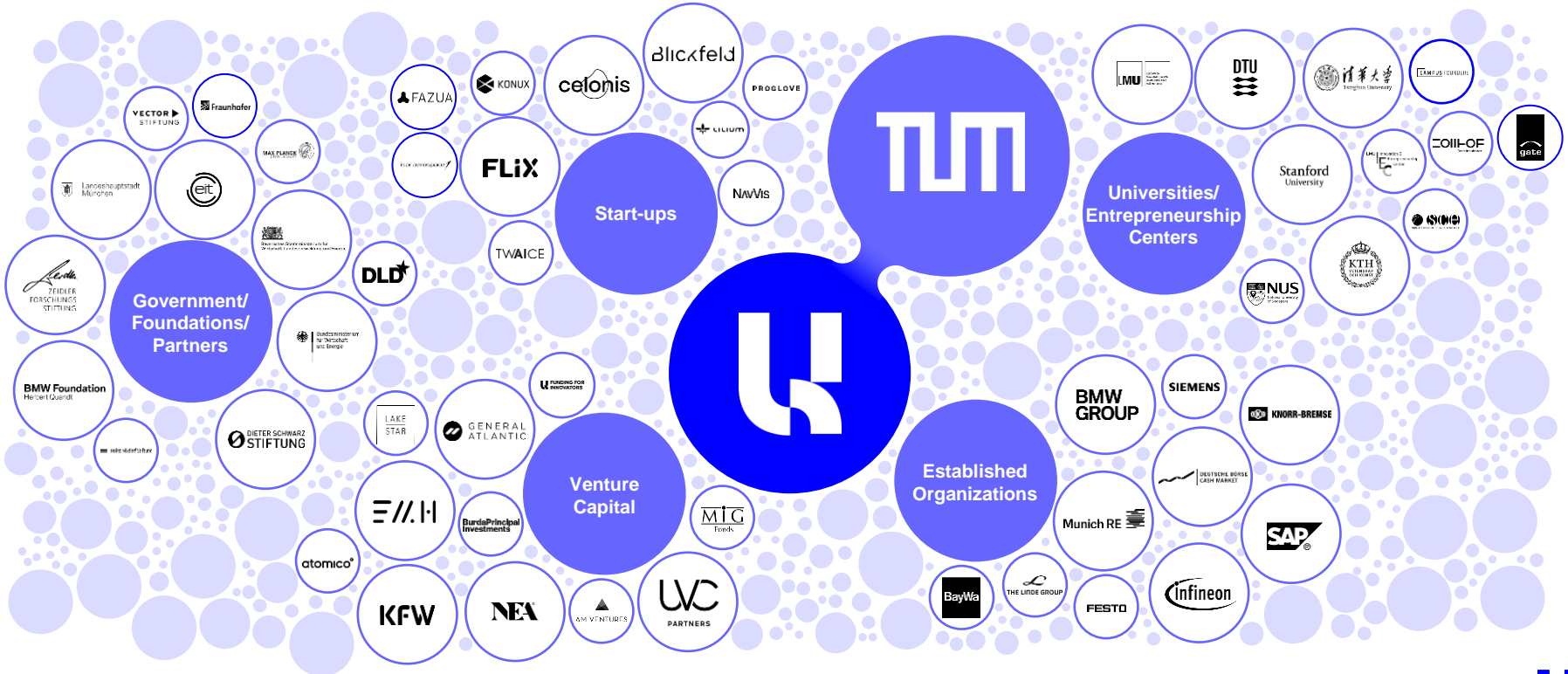
**>180**  
corporate innovation partners in 2022



Facilitate innovation and scale businesses:

**>250**  
business creation projects in 2022

# We Bring Together a Community that Creates Value for Good





# Bringing Innovation Forward

## Our programs and initiatives

### Entrepreneurship Education



### Start-up Programs



### Innovation for Companies



### High-Tech Ecosystem



### Smart Capital



## Our joint ventures



Munich Innovation Ecosystem



## Our collaborations



Erasmus for Young Entrepreneurs

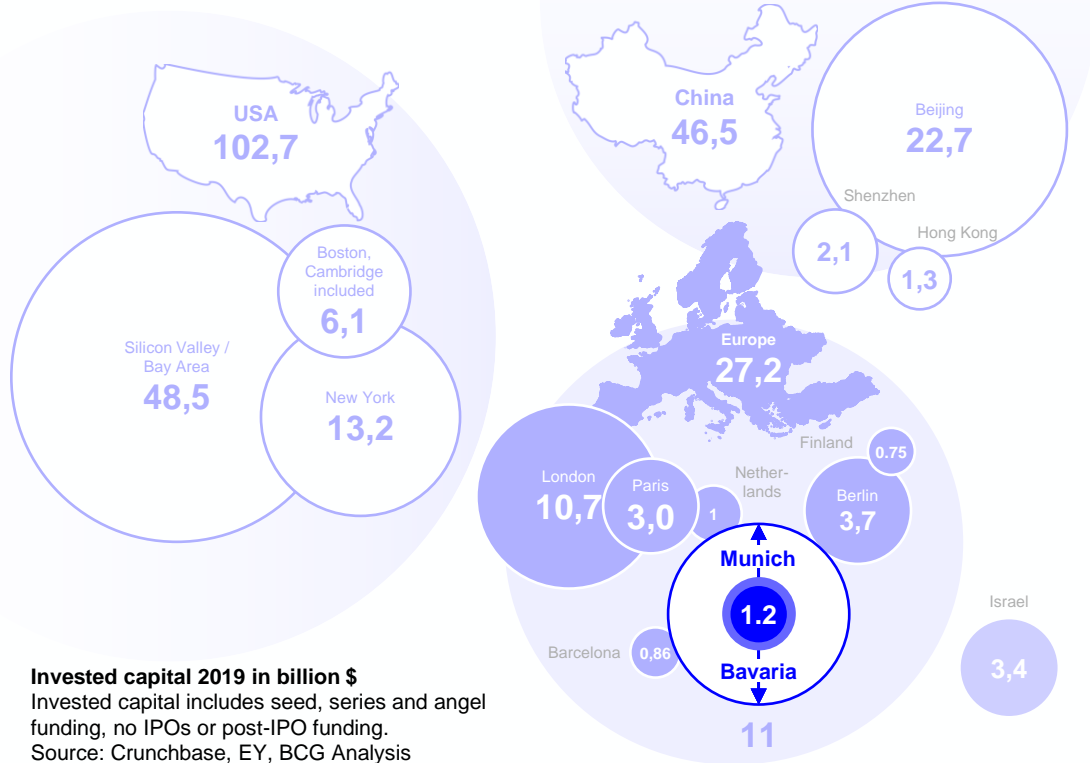


NextGen Bavaria





# UnternehmerTUM, TUM and Our Ecosystem are Reaching to Establish a European Tech Center in Munich



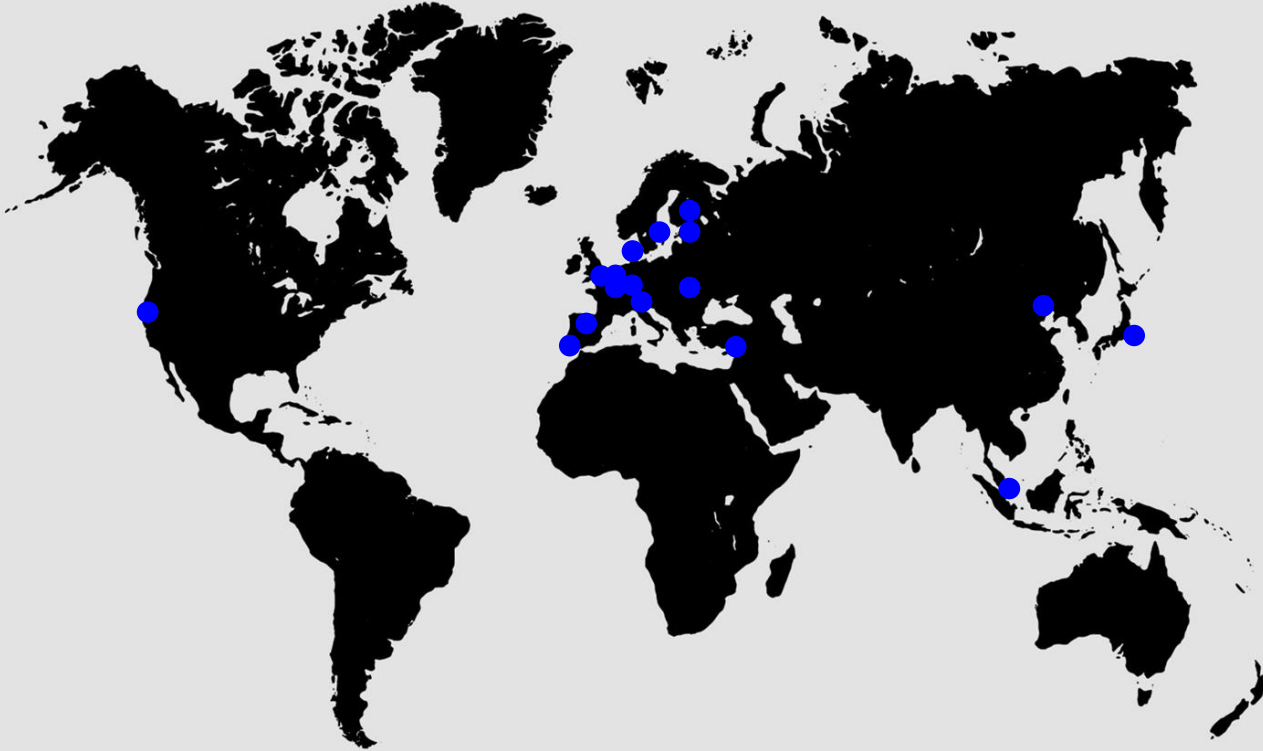
## // Key problem for Germany/EU identified

Venturing is the bottleneck when leveraging outstanding research for economic growth.

	2020	2030
Scalable spin-offs / year	75	> 250
Patent applications	50	> 500
Invested capital / year	1 billion \$	> 10 billion \$
New jobs / year	1.000	> 10.000
Corporate partners	100	> 500
Accompanied talents / year	5.000	> 25.000



# Strong International Partners



## IN EUROPE

“Like-minded strong partners in Europe join forces with UnternehmerTUM as impulse generators for human-centered and sustainable tech innovation.”

- Rise Europe  
“The European network of leading start-up ecosystem builders”  
Aalto University – Agoranov – beta-i – Campus Founders – DTU + DTU Skylab – HighTechXL – École Polytechnique – ETH Zurich – HighTech XL – IE University – Imperial College London + Imperial – IniTS – KTH + Sting – Oxford Enspire – TalTech – Vento
- École polytechnique fédérale de Lausanne
- HEC Paris
- PoliHub, Milano
- Politecnico di Milano
- Technion Israel
- TU Eindhoven

## GLOBAL

“UnternehmerTUM builds and nurtures partnerships with globally leading Entrepreneurship Ecosystems, e.g., TUM Partners of Excellence.”

- German Accelerator (GASEA) + NUS, Singapore
- Stanford + UC Berkeley, Silicon Valley
- Tsinghua University + x-lab + z-park, Beijing
- University of Tokyo

# Thank you!



LinkedIn

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International Cooperation

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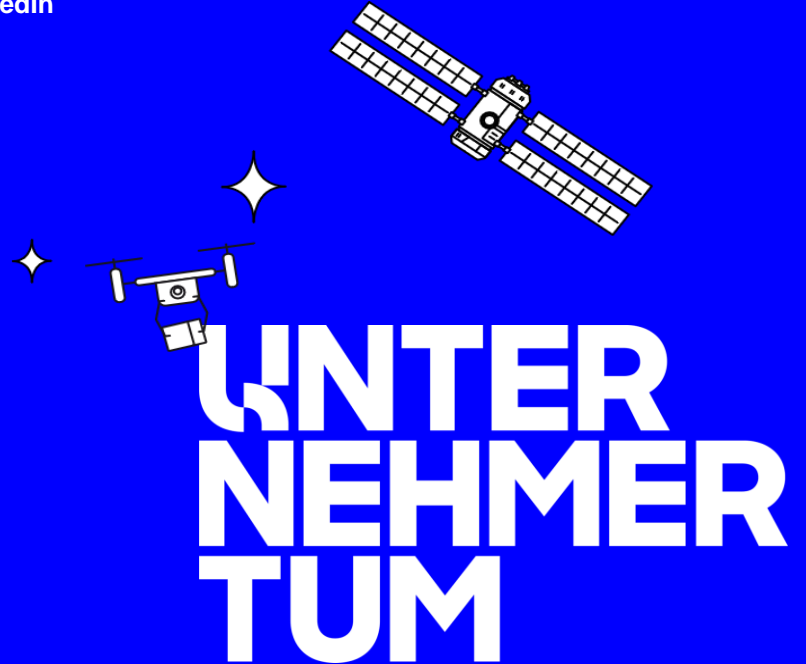
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