

# Influence of further business environment on the start-up



## HOW A BIG CORPORATE HELPS START-UPS WITH DEVELOPING ?

### START - UP

- INNOVATION
- HIGH RISK
- VARIABLE GROWTH RATE
- FINANCING BY VENTURE CAPITAL FUNDS
- RELATED TO THE R&D SECTOR



## SCALE UP

10 CORPORATE PARTNERS



FOODTECH



FINTECH



IOT/AR



LOGISTICS

Expert and financial support  
-200 000 zł./ one start-up

Knowledge and experience

Business contacts

Access to technical resources of large companies

### PKN Orlen

It is one of the largest players on the fuel and energy market, the largest company in Central and Eastern Europe. It operates on 6 countries.

### Mission

By discovering and processing natural resources, we power the future.

#### PKN Orlen's main competitors are:

- BP,
- Shell,
- Statoil,
- Lotos,
- Lukoil.

#### The suppliers of PKN Orlen are:

- GlenCore,
- Energy UK Ltd,
- Socar Trading S. A.,
- Mercuria.

#### The buyers of PKN Orlen are:

- Individual clients,
- Business clients,
- Wholesale clients

#### CLOSE SURROUNDINGS:

The priority is to develop to social needs, the responsibility of business partners and clients by sharing good practices, knowledge and implementing new standards.

#### DISTANT SURROUNDINGS:

This is the area in which PKN ORLEN set itself the task of implementing strategy and promoting innovation, setting the highest industry standards in the field of business ethics and environmental protection.

PKN Orlen is looking for start-ups with new ideas



- 1 PKN ORLEN STRATEGY FOR 2019-2022  
Development of the innovation ecosystem
- 2 ACCELERATION PROGRAM  
Spcae3ac Scale Up II
- 3 COOPERATION WITH A START-UP  
Using the autonomous drone docking station
- 4 TESTING THE DRONE FOR MONITORING THE PRODUCTION PLANT IN PŁOCK  
The docking station enables autonomous take-off, landing and battery charging

The employees are involved in implemented acceleration programs aimed at assessing the needs in the area of sought for innovative solutions and conducting their pilot implementations.

### PILLARS OF THE PKN ORLEN STRATEGY



VALUE BUILDING

- Security of raw materials
- Operational excellence
- Strong market position



PEOPLE

- Employee initiative
- Internal Innovation
- External innovation - acquiring startups



FINANCIAL STRENGTH

- Strong foundations
- Secured financing
- Dividend payment

The Participation in acceleration programs allows to combine the potential of startups with experience, infrastructure and PKN ORLEN resources. Programs help to develop mechanisms and procedures in the organization to obtain innovation from outside and accelerate their implementation in operational activities.

Ewelina Gwizd  
Katarzyna Janus  
Gabriela Jarosz