

#MadridInnovation

GUIDE

to INNOVATION and STARTUPS in MADRID



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BUSINESSES FOR MADRID FORUM

**LEADERSHIP,
INNOVATION,
SUSTAINABILITY,
PUBLIC-PRIVATE COOPERATION**

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Madrid, a smart, open and innovative city

José Luis Martínez-Almeida Navasqués
Mayor of Madrid

In a world undergoing constant transformation as a result of the digital revolution, innovation has become essential, not only for the economy and business, but also for cities, placing it at the heart of their urban strategies.

The United Nations estimates that by 2050 almost 70% of the world's population will live in urban areas; in Spain we are moving faster, almost 80% of our citizens lived in cities by 2015. Cities are undoubtedly a magnet for the population, which means they face major challenges, such as occurred with Covid-19, and for this reason they are set to be the arena in which the fourth industrial revolution will unfold.

In the coming years, this remarkable growth will mean that cities around the world must be prepared to provide services in a smarter and more sustainable way. Innovation is therefore no longer an option, it is a necessity. Madrid, which plays in the top league of great European cities, has made a clear commitment to becoming a smart city, the best innovation ecosystem in Spain and one of the most important in Europe.

To achieve this, we are going to strengthen our hubs led by La Nave, our benchmark in innovation; the Madrid International Lab, an example of public-private collaboration; and the 'Madrid in Motion' open innovation programme, which seeks to tackle the challenges of urban mobility. We will



expand the innovative spaces in our city through the construction of the Circular Economy Innovation Centre in the Vicálvaro district and the new Smart Solutions Technology Centre in Puerta de Toledo, focusing on energy and mobility. And, naturally, we are going to focus on innovative public procurement and a new generation of smart public services through different mechanisms, including the MiNT platform and the SOCAIRE project.

Our model for the city is clear. We want Madrid to be a smart, open and innovative city. A prosperous city, with high standards of freedom and low taxes, that fosters entrepreneurship and generates opportunities.

To achieve this, we can count on a strong business fabric, major universities, research centres and business schools. We are a natural bridge between Europe and Latin America and a unique focus for tourism. We enjoy an excellent climate, high levels of safety and a great quality of life, making us an ideal place to attract talent and innovation and generate business opportunities.

But, above all, we have the most important thing: a clear vision and the ambition to make Madrid the best place to live. This is the challenge to which we will devote all our efforts in the coming years.

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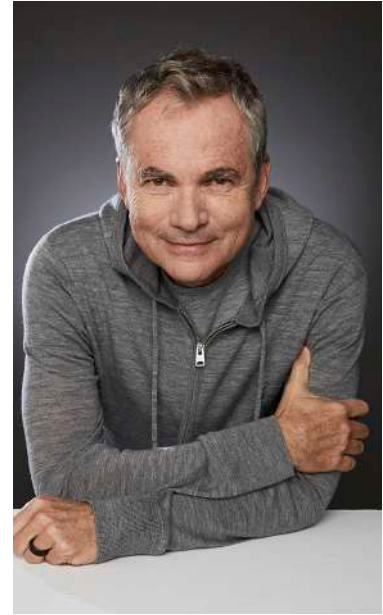
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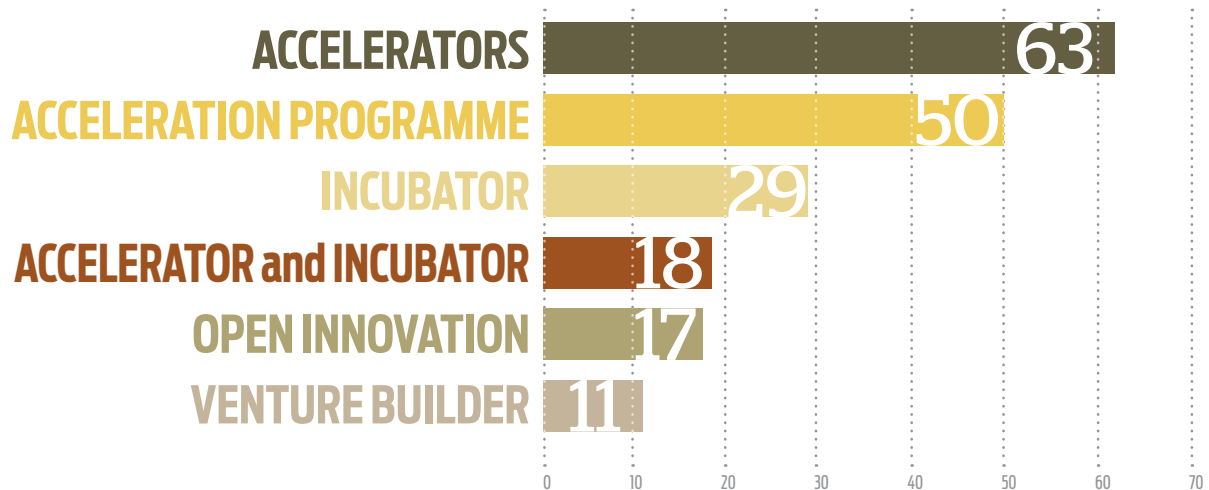
Aquilino Peña has been in the entrepreneurial ecosystem for more than twenty years, he is a partner with Kibo Ventures and vice president of the Spanish Association for Capital, Growth and Investment (ASCRI).



SPAIN IN FIGURES

189 Accelerators and incubators in Spain

Initiative type



Spain macro data

Population:	46,934,628
Active companies:	3,337,646
Companies with technological innovations:	19,390
Startups:	3,604
Investment vehicles:	+150
Specialisation:	E-COMMERCE, MOBILITY
Corporates with innovation initiatives:	+50
Investments in startups:	€1.098 BN (2019)

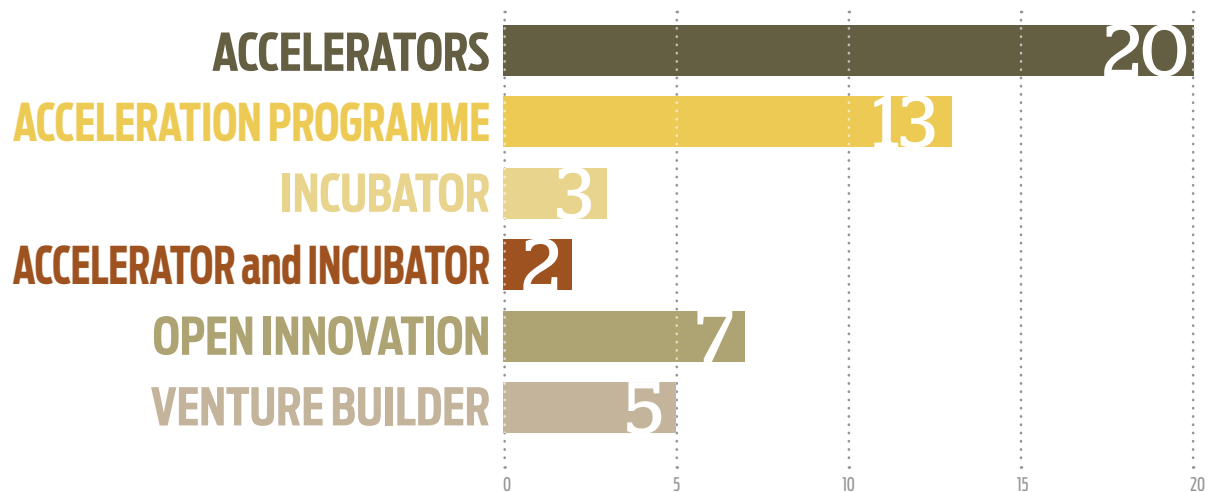
Analysis

Spain is a country that is increasingly committed to entrepreneurship, as shown by its figures. According to a report by Startupxplore, based on data from the National Statistics Institute (INE), Spain has more than 3,600 startups and 19,390 companies with some kind of technological innovation. In addition, by the end of 2018, €797.09m had been invested in a total of 199 public operations, according to data from El Referente. In Spain there are more than 188 initiatives to support startups, where accelerators (63) and acceleration programmes (50) are the most used formulas; Madrid (50) and Catalonia (33) are the regions with the highest number of initiatives, closely followed by Valencia (30), Andalusia (28) and the Basque Country (22), all of which have a wide range of initiatives to support startups compared to the other Autonomous Regions.

In addition to these projects, there are 47 acceleration programmes and 14 open innovation programmes, all of which are linked to the corporations that have set them up (either alone, directly or through a consultancy). Venture builders are also currently active in Spain and, of the ten in operation, only one is focused on building projects together with corporations.

50 Accelerators and incubators in Madrid

Initiative type



Madrid Macro data

Population:	6,640,705
Companies:	538,917
Companies with technological innovations:	3,601
Number of startups:	1,059
Investment vehicles:	66
Specialisation/sector:	FINTECH, EHEALTH, IA AND PROPTech
Corporates with innovation initiatives:	30
Total accelerated companies:	2,476
Accelerated companies 2019:	406

Analysis

Madrid is the community with the highest number of initiatives to support startups: fifty in total. In the capital there are also more than 30 Open Innovation programmes and more than 1,000 active startups. In the last three years, these have raised more than 300 million euros. Madrid is, therefore, the Spanish city with the most venture capital funds and investment vehicles: 66 in total and ahead of the 61 in Barcelona.

In 2019, more than 400 startups were accelerated in Madrid, a figure that is explained, among other reasons, by the incorporation of large companies into the ecosystem. Today, the Spanish capital is the city with the highest number of corporate initiatives to support entrepreneurs. These include initiatives such as Santalucía Impulsa, Telefónica Open Future, CorreosLabs, Trenlab, Acciona Imnovation, Repsol Entrepreneurs Fund, Innoenergy, Enagás Emprende, Enel Innovation Hub, Bankia Accelerator, Sacyr iChallenges, AXA Openinsurance, Airbus Build Bizlab, Ferrovial Up, Impulsa Vision, The Hop Estrella Galicia and Red Eléctrica Española.

MIGUEL ÁNGEL REDONDO



“ To improve
quality of life;
innovate without
artifice ”

By: **Miguel Ángel Redondo** / Madrid City Council Delegate Councillor for Economy, Innovation and Employment.

The victory of creativity; that's innovation. The success of ingenuity in overcoming the obstacles that arise from different spheres to hinder the arrival of the unknown. There is nothing more futile than attempting to engage with new business models, new working methodologies, by trying to impose archaic models. A commitment to innovation is essential, but as managers of the public sector, of collective effort and money, we must make every investment by acting out of a sense of the deepest responsibility.

Our efforts to innovate are also the best way to promote Madrid. A city that accounts for 12% of the national GDP and which the latest available data (2019) show received more than 80% of the total foreign investment in Spain.

Madrid changes, as do its citizens, who come from all corners of the world to become Madrileños, to become entrepreneurs, to grow and innovate in this city that is as much theirs as it is mine; that belongs to all of us. It is this difference, this welcom-

ing character, that lies at the heart of Madrid as a smart city. We car-share, even if none of the occupants is the owner, we have one of the most diversified mobility systems in the world and the problem of supplying energy to all these systems. A challenge that the different energy and automotive companies are willing to face and in which the Administration has to be a facilitator that places Madrid at the forefront of innovation.



Mobility is certainly one of the more visible challenges we are currently facing, but the future of technology in our city also lies in the invisible networks. The much needed implementation of 5G in Madrid, as a micro data transmission network, will completely change the speed of information exchange. Any progress and improvement in 5G in the capital will rely on the work performed by Madrid City Council and by the Government Department that I have the honour to lead: Economy, Innovation and Employment.

Something similar is happening with data. Big Data has transformed the way we think about business and,

with it, also the way we implement public services. We have improved the routing of our waste collection vehicles thanks to the data we have collected, we are optimising our security and health services and we are also learning about the real needs of the self-employed and entrepreneurs. All in an environment where the Administration, once again, must be respectful and understand that it is duty-bound to ensure the security (including the digital security) of its citizens at all times. In this context, 2020 starts with a cybersecurity cluster in place, complemented by one dedicated exclusively to Big Data. These two subjects are closely linked, but are so extensive in themselves that,

together with the companies that are leading these initiatives (through contracts signed by the City Council with leading organisations in these fields), they deserve special attention.

We will also pay special attention to Fintech companies, which innovate in financial services to the point of becoming indispensable for traditional institutions, and with whom we are working to ensure that, especially in these times of a certain anti-Europeanism, they always find a base in our city. Madrid will always be ready to embrace innovation.

ÁNGEL NIÑO

“ Madrid is already a smart city,
now it also has to be
an innovative city ”

Head Councillor of the Delegated Area for Innovation and Entrepreneurship at Madrid City Council

Ángel Niño is the Councillor President of Ciudad Lineal, as well as being the Councillor for Innovation and Entrepreneurship with the City Council. The fact that for the first time a specific person has been appointed to promote innovation reflects Madrid City Council's commitment to promoting technological development and innovation in the city of Madrid, with the aim of making it a benchmark in innovation.

The Department of Innovation and Entrepreneurship has just been created by Madrid City Council, what does this mean for the city?

It means that, for the first time, there is a specific councillor for innovation. In addition to promoting technological developments and innovation in the city, we will promote innovation within the structure of the City Council itself. The new Directorate General for Social Innovation within the Government Department for Families, Equality and Social Welfare and the application of Big Data and Artificial Intelligence to improve the future of the services provided are clear examples of this.

Is it feasible to position Madrid as one of the most potent smart cities?

The concept of Smart City is a bit hack-

"When a person wants to become an entrepreneur, they need to have space and advice, and we want to be a facilitator"

neyed, I am all for identifying Madrid as an innovative city, a benchmark in Europe. The startup creation rankings now place Madrid ahead of Barcelona, but we still have a long way to go. One of my main objectives during my time in office is to consolidate Madrid's innovative ecosystem. We are already a smart city, Madrid must also be an innovative city, constantly renewing itself, attracting and retaining talent and immersing itself in the culture of innovation.

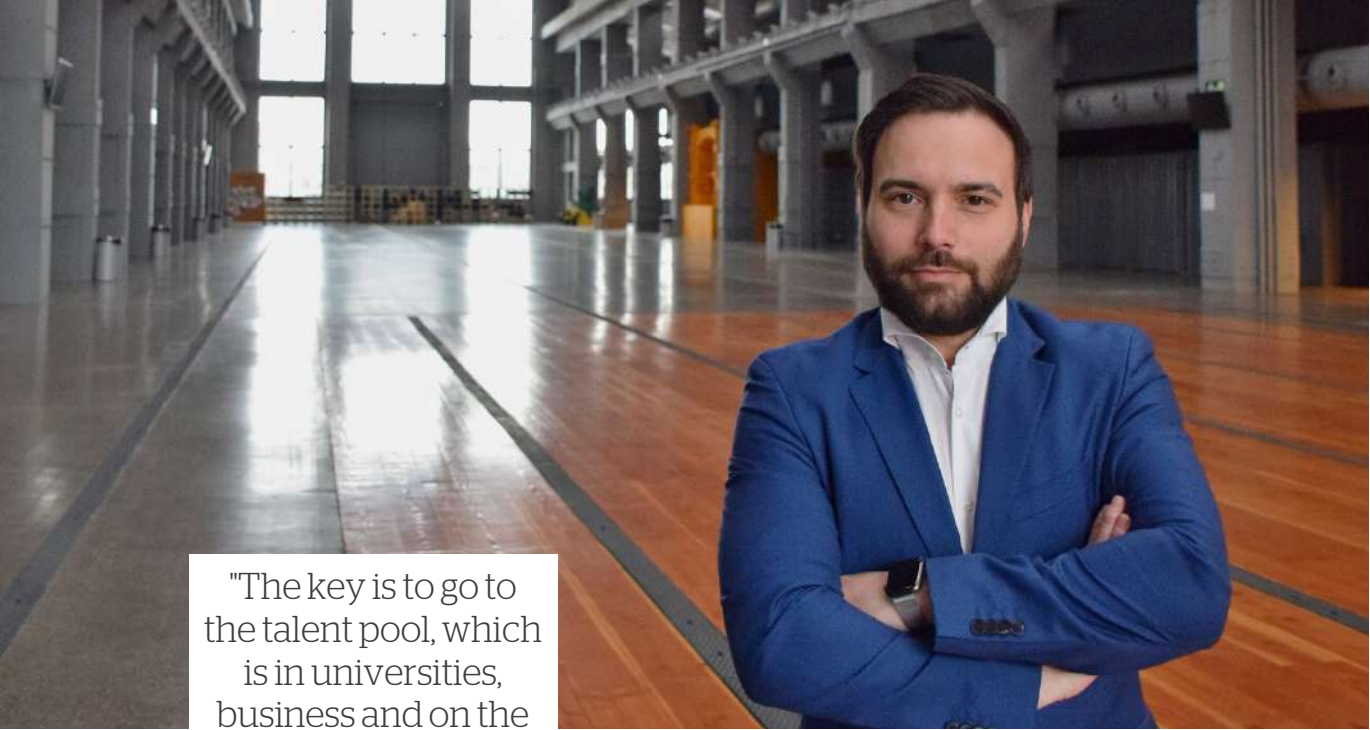
Madrid has implemented the MiNT system 'Madrid iNTeligente' which provides solutions to make the city more sustainable by improving the management and quality of urban public services. The next step will be new environmental specifications based on the implementation of innovative solutions.

As you mentioned, Madrid now has more startups than Barcelona but not more funding, how does the City Council propose to improve this aspect?

We are looking for incentives. Since I started in the Delegate Area, I have opened my doors to both startups and investment funds, I have had meetings to encourage them to bring their investments to Madrid. Obviously, the entrepreneurial system must be supported by the local administration. In the early stages, when it is harder to access funding and attract customers, the City Council should help these startups to get off the ground. But in addition, this type of business has to scale up, and for that you need money. Money can come in many forms, but the ways that are working best are corporate and investment fund inflows. It is essential to show a strong innovative ecosystem and for investment funds to focus on our capital.

Is foreign financing important?

Of course. Innovation is global. When an innovation happens in a city, it is only a matter of weeks before it becomes accessible worldwide. Borders are very fuzzy and all sources of financing are welcome.



"The key is to go to the talent pool, which is in universities, business and on the internet"

In addition to the existing innovation spaces, accelerators and incubators, what other proposals are being implemented by the City Council to promote innovation?

We have 6 company incubators, the International Lab and La Nave in Villaverde. They are full and have waiting lists and it is a priority to open new incubators such as Innovation Gate, focused on energy and mobility and revitalising the old social economy incubator. All calls for proposals for the different centres will have 25% reserved for social economy initiatives, in the different sectors. What is clear to us is that when a person wants to become an entrepreneur, they need to have space and advice, and we want to be a facilitator

Are there any specific projects that provide solutions to these challenges in sectors such as mobility?

Yes, the best example of open innovation is 'Madrid in Motion'. Through public-private collaboration, corporations have proposed challenges that startups are now tackling, and the City Council will implement these solutions when they have reached a level of maturity that allows them to do so.

What does Madrid contribute to the innovation ecosystem compared to other cities?

Madrid has something really great, and that is that we Madrileños adapt very easily to new solutions. Going back to mobility, Spain is the sixth ranked country in Europe in terms of sustainable transport, while Madrid is recognised as the capital of shared mobility, there are 5 car sharing companies in the capital and more to come.

How can you attract talent here in Madrid?

Madrid offers a perfect environment for entrepreneurship and business creation. We rank fifth among the most important technology hubs in Europe by number of startups. We are home to fifteen universities, leading research centres, multinationals and some of Europe's most reputable business schools. We constitute a natural bridge between Europe and Latin America. All of this makes Madrid an important natural centre for attracting talent. The key is to go to the talent pool, which is in universities, business and on the internet.

Big Data seems a complex concept but it is nothing more than organising and using the large volume of existing data, does the City Council need to make use of it?

With Big Data, millions of pieces of data are processed and one of its main uses is to facilitate problem recognition. In the city of Madrid there are 3,000 sensors in operation and this information is not being used. In the next contract, there will be a requirement to place sensors in waste containers in order to improve the daily waste collection routes. One of the objectives is to optimise the use of public resources, which Big Data can help us with. We have created a sub-directorate to propose solutions to the different areas by providing them with real and accurate information so that decisions can be taken in each of them.

"One of the objectives is to optimise the use of public resources, which Big Data can help us with"



ILN

LA NAVE

MADRID's innovation hub

La Nave is the perfect environment for people, startups and other companies seeking to actively participate in transforming Madrid's productive model.

La Nave is the meeting point for innovation in the Spanish capital. A space promoted by Madrid City Council with room for individuals, startups, companies and large corporations. It is a space open to public-private collaboration and has an entire entrepreneurial network woven around it.

The aim of this 13,000 square metre space, located in the Los Ángeles neighbourhood in the district of Villaverde, is to offer the necessary tools so that people who want to form part of its community can learn the latest developments in innovation, technology and methodologies; accelerate their ideas and turn their projects into consolidated startups; increase their chances of scaling up in national and international markets; or connect with other parts of the innovative ecosystem and thus gain access to new professional opportunities.

La Nave is, thus, the perfect environment for those seeking to actively participate in transforming Madrid's production model.

La Nave Educates

La Nave is the place where entrepreneurs can acquire new knowledge or improve the skills they already have, through free daily activities for all audiences. Talks, workshops and courses given by experts on different topics related to innovation.

La Nave Accelerates

La Nave offers workspaces in an environment with multidisciplinary profiles, so that teams or individuals can come, develop their project and access experts, consultants and potential customers. Its programme for accelerating ideas, projects and startups seeks to develop innovative solutions that will have a positive impact on the city and on transforming Madrid.

La Nave Connects

La Nave is the place to find new professional opportunities. It holds networking events and activities to facilitate connection with the national and international innovation community.



LA NAVE IN NUMBERS

What has happened at La Nave in the last two years?

And the result...

+ 12,200 members in our community

+ 179,480 attendees at La Nave in total

127 innovative projects

36 in EdTech

27 in Health and Biotech

39 in Smart Cities

25 in Sustainability, Bioeconomy and Circular Economy

1,789 activities carried out

1,031 hubs formed, 556 national and 476 international

24 long-term programmes

158 large events

458 acceleration programme sessions

#ComunidadLN

503 people are working in La Nave on 127 projects:



in growth stage



in scale up phase

These two years have seen:



98
jobs created.



76%
new hires.



35%
of the entrepreneurs
are women.



105
startups have taken part in the
two acceleration programmes at
La Nave.

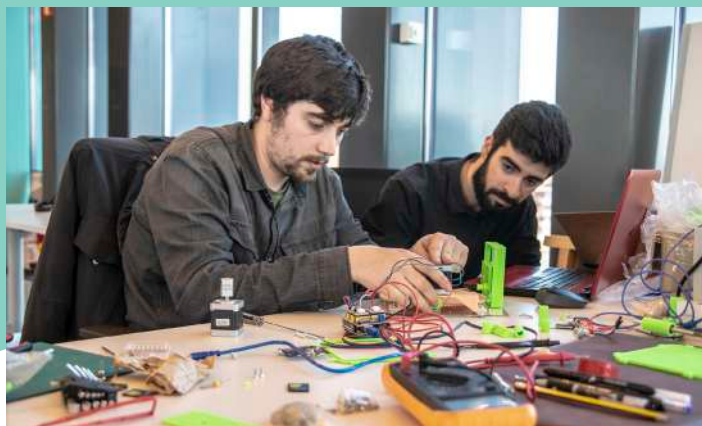
LA NAVE ACCELERATION PROGRAMME

La Nave promotes projects in the idea phase, with marketable MVPs and established startups that, in addition to becoming part of its community, gain access to: six months of acceleration; a physical workspace; theoretical and practical training to understand how to design validation experiments, use the results and improve the business; mentoring and/or intensive individual tutorials focused on the business and the strategy to

be followed; specialised advice from experts in various sectors; active networking thanks to the La Nave community and all the activities that take place daily in the space; access to events and awards; a living lab, the possibility of testing and prototyping in a real environment, with the support of both La Nave and Madrid City Council; and the Alumni programme for those who successfully complete the programme.

All the solutions developed in La Nave's acceleration programme impact one or more of the following verticals:

- **EdTech**
- **Health and Biotech**
- **Smart City**
- **Sustainability**
- **Bioeconomy**
- **Circular economy**

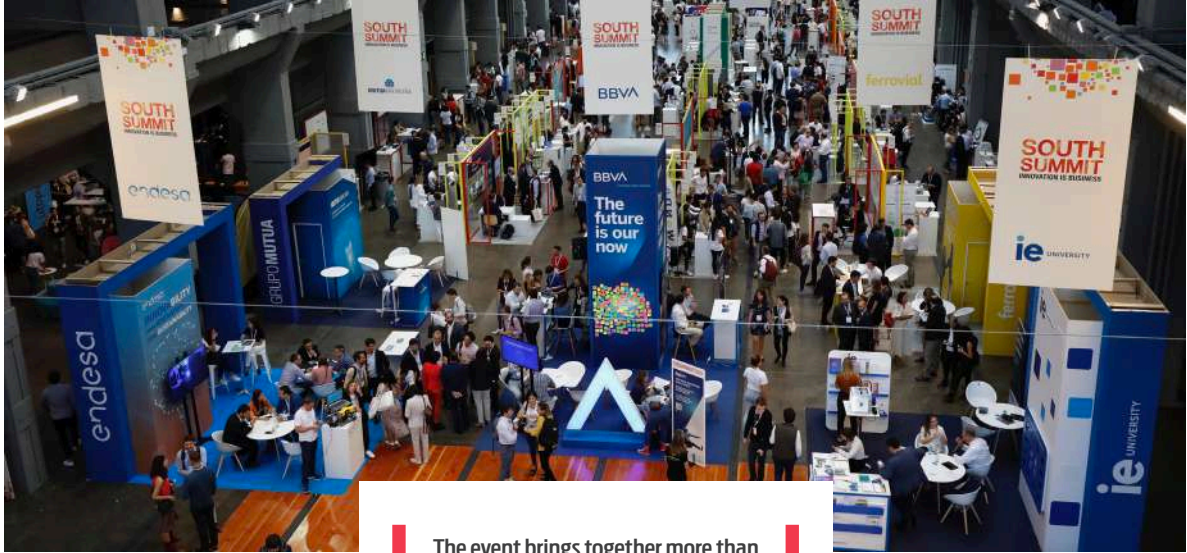


CARLOS BARRABÉS, PRESIDENT OF THE BARRABÉS GROUP

"When we hear the word ecosystem we tend, almost by default, to think of biology, of something related to nature. A forest is a great example. If we stop for a second to think about what defines it, I think that concepts such as dynamism, diversity, value, collaboration and trust are key aspects. Today, La Nave is a dynamic and welcoming space, where diversity, collaboration, learning and innovation make their way in a complex environment as mechanisms for generating value for Madrid. The city is positioned as a leading actor on the global stage".

SOUTH SUMMIT,

THE LEADING INNOVATION EVENT IN MADRID



South Summit, which is organised by Spain Startup and hosted by IE University, is a world reference event in the innovation ecosystem that is co-organised by Madrid City Council with the collaboration of partners such as BBVA, Endesa, Wayra, Banco Sabadell and Google. The last Summit, held from 2-4 October 2019 in La Nave under the theme 'Where Innovation Meets Business', was attended by 20,000 attendees, 6,500 startups, more than 1,100 investors with a portfolio of approximately \$120 billion and 6,700 people from corporations in search of innovation. More than 7,000 meetings were held over the three days of the event.

South Summit, which was held for the sixth time in Madrid in 2019, once again demonstrated why it has established itself as a benchmark connection platform at a global level in the innovation ecosystem. In addition to the main agents in the entrepreneurial ecosystem, all the key players in gen-

The event brings together more than 6,500 startups and more than 1,100 investors with a portfolio of approximately 120 billion dollars

The enlightED event takes place parallel to South Summit to debate the challenges facing education in the digital era, it is promoted by Fundación Telefónica, IE Business School and the South Summit itself.

erating real business opportunities also came to the La Nave innovation space. The 100 finalists in the Startup Competition, chosen from a total of more than 3,800 startups from over 115 countries, had the opportunity to present their ideas in pitch format to a prestigious jury made up of leading industry players. It is worth noting that the meeting was attended by leading international venture capitalists from around the world, mainly from Europe and the United States. Also in attendance were top executives from multinationals such as Paul Misener from Amazon, Jennifer Kanyamibwa

from Twitter and Ciaran Quilty from Facebook; the founders of successful companies such as Uber and Shazam; and startups that were finalists in past years, such as Glovo, Cabify, Spota-home and Badi.

Parallel to South Summit, the second enlightED meeting was held to debate the challenges facing education in the digital era, it was promoted by Fundación Telefónica, IE University and the South Summit itself and joined this year by Fundación Santillana. The enlightED event brought together world experts in innovation and edtech including Niall Ferguson, Patricia Kuhl, Ju-Ho Lee, Simon Nelson, Kelly Palmer and Tal Ben Sahar. The participants wanted to address questions such as: What are the ethical limits of technology? How do we prepare schools for 2030? or how should we train professionals in the age of artificial intelligence?

THE DATA



María Benjumea
Founder and CEO of Spaint Startup - South Summit

María Benjumea (Madrid, 1954) has been a reference in the entrepreneurial ecosystem since the beginning of her professional career. After graduating in Geography and History from the Complutense University of Madrid, she embarked on her first project in 1980: Taller de Arte, an innovative space that combined antiques, an art gallery and restoration school. In 1981, she created Círculo de Progreso, which later became Infoempleo, and quickly became the leading job search portal. Aware of the importance of disseminating useful information, the portal produced a major collection of specialised studies on the socio-labour sector. In 2003, together with the Community of Madrid, she launched the Lidera programme, in order to, as she says, "convince women they could do anything they set their minds to".

Since 2012, the project to which María Benjumea has dedicated most of her time and enthusiasm is Spain Startup, an initiative that arose thanks to her extensive experience as an entrepreneur, her desire to place the talent of the south on the international stage and her desire to bring innovative ideas to fruition. Spain Startup subsequently created South Summit, the global innovation platform that connects start-ups, investors and corporations with a focus on business opportunities. Today, thanks to its expansion in recent years, the network holds meetings in other cities on other continents as well as in Madrid. This is the case for Latin America, a region to which it made the leap in 2017 and where it organises events in Mexico, Bogota, Lima and Santiago de Chile.

María Benjumea says her aim with this initiative is "to make people realise they depend on themselves, on their own decisions, that things have to be achieved through their own efforts and that, if you do it that way, you can get to wherever you want to go", she says.

In recognition of her professional career, María Benjumea has received numerous awards. Among the most recent, in May 2019 she was presented in the Senate with the Award for Personal Achievement and in 2016 she received the Gold Medal for Merit in the Workplace, in recognition of her professional career and entrepreneurial initiatives. María Benjumea is currently a founding member of IWF Spain (International Women's Forum), sits on the Advisory Board of the Chairman's Office at the Godó Group, is an Independent Director of Prosegur and sits on the European Advisory Board of Lilly.

6

MADRID CITY Council Business Incubators

Madrid Emprende manages a total of six business incubators for SMEs and entrepreneurs through Madrid City Council's Directorate General for Innovation and Entrepreneurship. They are located in strategic areas around the Madrid capital, where they incubate, accelerate and support entrepreneurial projects and startups by offering them different types of services, including support in the initial phases.

These spaces are located in the neighbourhoods of Carabanchel, San Blas, Puente de Vallecas, Moratalaz, Villaverde and Vicálvaro. The call for applications is open throughout the year and is aimed at individuals or legal entities with recently created companies with a maximum age of 5 years (non-profit organisations, such as foundations, NGOs or associations are excluded).

To apply, startups must submit certain legal information relating to the company, including a business plan as well as a projection of the company's three-year financial development (income and expenses), to verify the viability of their business. This initiative fo-

cuses on promoting women-driven projects and those centred on innovation and social entrepreneurship.

The incubators are physical spaces under public municipal ownership that combine the use of private offices for companies together with many other services of interest to entrepreneurs. The rent per square metre in each office is €715 (plus VAT) for the first twelve months of occupation and €9.53 (plus VAT) from the thirteenth month onwards. The fee includes basic furniture and complementary services such as surveillance, security, cleaning and maintenance, as well as water, electricity and air conditioning. In addition to these services, startups can make use of the common areas and have access to technical advice, business training and information on grant and subsidy programmes and advertising channels for their business.



Carabanchel

Email: viverocarabanchel@madrid.es
Address: Calle Cidro, 3. 28044 Madrid
Telephone: 915 115 131
Metro: Line 11 Carabanchel Alto / San Francisco
Bus: Lines 108, 118, 155

The Carabanchel Business Incubator is the largest space in Madrid Emprende's network of business incubators, with a total of 31 offices of different sizes. It is structured on three floors, which includes common areas, pre-incubation stations and coworking stations, two meeting rooms, an assembly hall, a rest room with vending machines and training rooms. In addition, the incubator has a parking area for the entrepreneurs.

San Blas

Email: viverosanblas@madrid.es
Address: Calle Alcalá, 586. 28022 Madrid
Telephone: 917 432 353
Metro: Line 5 Torre Arias
Bus: Lines 77, 105, 140 and 153

The San Blas Business Incubator is not a complete building like the other spaces, but is located on the 4th and 5th floors of a landmark building in the San Blas district. A two-story space over 716.80 square metres that has a total of 12 offices of different sizes - between 15 m2 and 30 m2 - and common areas.



Moratalaz

Email: viveromoratalaz@madrid.es
Address: Camino de Vinateros 106. 28030 Madrid
Telephone: 914 374 054
Metro: Line 9 Vinateros
Bus: Lines 71, 32, 30, 20 and 8

The Moratalaz Business Incubator offers a space of 825.90 m2 with a total of 13 offices over three floors. The ground floor houses the lobby, while the first is occupied by management and administration, six offices for entrepreneurs, a boardroom and another multipurpose room. On the second floor there are another seven offices for companies.

Puente de Vallecas

Email: viveropuentevallecas@madrid.es
Address: Calle de la Diligencia, 9. 28018 Madrid
Telephone: 917 791 407
Metro: Line 1 Buenos Aires
Rail: El Pozo
Bus: Lines 10 (Cibeles), 136 and 310

The Puente de Vallecas Business Incubator is a 4,000 m2 two-story building with underground parking. It has a total of 23 offices, with sizes between 24.92 m2 and 58.06 m2. It also has common areas such as meeting rooms and a dining room, a function room for 80 attendees and a free coworking space with pre-incubation stations and shared spaces. It also offers two meeting rooms and a training room.



Villaverde

Email: viverovillaverde@madrid.es
Address: Avenida Orovilla, 54. 28041 Madrid
Telephone: 917 239 290
Metro: Line 3 Ciudad de los Ángeles
Rail: Villaverde Bajo
Bus: Lines 23 and 123

The Villaverde Business Incubator is located in the El Espinillo area, in Villaverde Bajo. It is located on the second floor of a municipal building and has 624 m2. The incubator offers 12 offices for entrepreneurs, as well as an administration room, meeting room, training room, a management office and a room for relaxation. It has a free pre-incubation and coworking space. The offices have an average area of 21 m2.

Vicálvaro

Email: viverovicálvaro@madrid.es
Address: Calle Villablanca, 85. 28032 Madrid
Telephone: 917 604 800
Metro: Line 9 San Cipriano or Puerta de Arganda
Bus: Lines 100 and 106

The Vicálvaro Business Incubator covers an area of 2,904.48 m2, spread over three floors with 28 offices from 17.30 m2 to 41.64 m2 and several common areas. The ground floor and the mezzanine are dedicated to administrative and reception services, an advice area, a nearly 129 m2 showroom and the assembly hall. On the first floor there are 10 offices while on the second there are 18 offices.





MADRID INTERNATIONAL LAB

Managed by:

Madrid City Council

Website:

www.madridinnova.es

Twitter

@MadridLab

Email/Telephone:

internationallab@madrid.es / +34 915132793

Address:

Calle Bailén, 41. 28005 Madrid

Space:

1,200 square metres

Work stations and areas:

75 work stations and 13 areas

Average price per workstation:

Free

Services offered to entrepreneurs:

Spaces equipped with technical and logistical resources and advice about the city

Madrid International Lab is Madrid City Council's reference centre for innovation and internationalisation. A public-private collaboration where the local government works hand in hand with various representatives from the private sector, combining initiatives to support the business sector. It offers startups the possibility of free accommodation and a personalised advisory service, with a special focus on projects with a strong international and innovative character. It has around 1,200 square metres equipped with the technical and logistical resources necessary to kick-start projects, which has made it a meeting point where meetups, workshops, conferences, hackathons and other publicity and networking events take place. The project provides guidance to foreign entrepreneurs and business people on how to set up and operate successfully in the city of Madrid. In the centre, Madrid City Council has provided space for international organisations to facilitate their presence in Madrid, such as the IDB and CABEL.

MADRID INTERNACIONAL



Madrid
Investment
Attraction



MADRID INVESTMENT ATTRACTION

Email: info@madridinvestmentattraction.com

Address: Plaza Jacinto Benavente 2. 4ª planta. 28012 Madrid

Telephone: 91 109 48 36

Website: madridinvestmentattraction.com

Madrid Investment Attraction is the Madrid City Council office serving international companies to attract foreign investment to the city.

MIA has three representative offices in Beijing, London and New York to promote the Madrid economic area and attract foreign investment. These delegations are responsible for identifying companies in the process of international expansion that are searching for new locations and trying to attract them to Madrid.

At its headquarters in Madrid, it has an advisory, assistance and guidance service, completely free of charge, available to foreign companies or organisations considering the possibility of establishing themselves in Madrid. MIA offers them a soft landing service which, in addition to advice and support, includes free access to a coworking space reserved for foreign companies setting up in Madrid.

AID FOR INTERNATIONALISATION FOR MADRID-BASED COMPANIES

Madrid City Council has a programme offering support for Madrid-based companies wishing to expand internationally, through a collaboration agreement with the Madrid Chamber of Commerce, Industry and Services. The City Council finances 50% of the cost of a series of services that the Chamber offers to all companies in Madrid looking to enter international markets (preparation of internationalisation plans, participation in trade missions, attendance at trade fairs, personalised services, etc.).

Contact details:

MADRID OFFICIAL CHAMBER OF COMMERCE,
INDUSTRY AND SERVICES

Address: Plaza de la Independencia, 1. 28001 Madrid

Telephone: +34 91 538 35 65

Skype: @ecr.camaramadrid

Website: www.camaramadrid.es



Editorial



Asunción Gómez-Pérez

Vice-rector for Research, Innovation and Doctoral Studies Polytechnic University of Madrid

🐦 @asungomezperez

The university, THE CORE OF THE INNOVATION ECOSYSTEM

The third objective of the University states that the transfer of technology and knowledge is one of the key factors in the economic and social development of its environs. Bringing universities and business closer together accelerates innovation processes and increases the efficiency of knowledge transfer to the productive sector.

The Polytechnic University of Madrid (UPM), is a leader in research and teaching in the areas of engineering, architecture and sports sciences,

and is known for its open innovation model. More than a decade ago, UPM opted for a hybrid and proactive strategy involving industry, business and the public sector. UPM, therefore, combines a technology-driven *"Technology Push"* approach with a predominantly market-driven *"Market Pull"* approach, providing services for the commercialisation of research results in business and society.

The innovations and technology arising from UPM's R&D&i are transferred to the productive sector through the following instruments

that allow us to create spaces for collaboration and co-creation:

1. **Companies directly contracting UPM** to provide technological and consultancy services.
2. **Licensing** relating to patents, *know-how* and software **registrations** already protected by the UPM or in co-ownership with third parties, including industry.
3. **Co-ownership agreements** to exploit a protected technology.
4. **Direct transfer and sale of protected technologies.**

5. Provision of scientific-technological services that allow access and use of the equipment and facilities already existing at the UPM.

6. Open innovation programmes (e.g. *UPM Solutions*, *UP4 Solutions*) that allow companies to use the UPM ecosystem to solve the technological challenges they are unable to tackle on their own.

7. University-Business Chairs.

8. Joint research units with public or private entities, whether national or international, that want to carry out their research activity in collaboration with the UPM for a minimum period of three years. This recognition allows external research bodies to have a stable relationship with our R&D&i structures, without the need to set up Joint Technology Centres.

9. Joint Technology Centres to foster public-private collaboration, such as the Center for Open Middleware with Santander and currently the *AIInnovation Space* with Accenture in the field of artificial intelligence.

10. Training programmes in innovation and entrepreneurship. The business creation programme (actúaupm, currently in its 17th year) and the programme to maximise the value of research results (UPM Innovatech 2T Challenge), as well as technology watch initiatives. In turn, the Centre for Technological Innovation Assistance (CAIT) manages a technology catalogue and negotiates and manages contracts to license and exploit research results.

11. Creation of Technology Based Companies (TBC) in the university environment which, through the mechanisms described above (patents, software, know-how and co-ownership) make this transfer more effective. In the 16 years actúaupm has been running, 269 companies have been established, with a 67.3% survival rate by the third year. It is significant that, over the last ten years, these companies have raised more than €79m and had a turnover of more than €65m in the 2016-2019 period.

12. Business Centre, with spaces for companies, coworking areas and living labs in three locations: Montegancedo International Excellence Campus, La Arboleda in the Southern Campus and Tecno-Getafe. It also incorporates the CONECTAUPM programme, aimed at establishing links between public and private entities and UPM research groups.

13. Participation in 4 EITs. The European Union created the *European Institutes of Innovation and Technology (EIT)* in 2008 with the aim of fostering entrepreneurial talent and supporting the generation of new ideas by creating *Knowledge Innovation Communities (KICs)*. UPM participates as main partner in 4 EITs (EIT Digital, EIT Health, EIT Raw Materials and EIT Climate). Participation in the KICs allows the university to collaborate and get even closer to the most important institutions in Europe in each thematic area and to internationalise its instruments for knowledge transfer, technological innovation and entrepreneurship in the European context.

14. Public Procurement of Innovation. The UPM has recently started a programme to increase the participation of its researchers in public-private partnerships in Public Procurement of Innovation calls and tenders from the European Union and other bodies in Europe, such as, among others, the large scientific infrastructures.

Digital Innovation Hubs (DIHs) are one of the key pillars of the initiative *Digitising European Industry*. The DIHs act as hubs for coordinating the resources available in a European region in a given area, with the ultimate goal of accelerating the process of digitalising European industry. The purpose of these hubs is to create coordinated ecosystems of organisations, institutions, companies and other bodies, capable of generating innovative and disruptive technologies for small and medium-sized enterprises, thus helping in their digitalisation.

In 2018, the Polytechnic University of Madrid made a strategic commitment to align and adapt its innovation and transfer activities with the *Innovation Hub* concept and, more specifically, with the **Digital Innovation Hubs**, starting an internal project under the name **UPM Digital Innovation Hub**, which is funded by the Community of Madrid. This project aims to promote innovation and boost technology transfer to the productive sector through the following actions: creating a marketplace for the Digital Innovation HUB, maximising the value of technologies and support for the internationalisation of innovation.

At a sectorial level, in February 2019, the UPM coordinated the DIH in *Artificial Intelligence and Robotics for Sustainable Development Goals* (**AIR4S**), which was selected by the European Commission as one of the 30 DIHs or innovation hubs in the area of artificial intelligence and robotics.

The UPM has, thus, joined this leading European network, making it a pioneering institution in this new concept of innovation in artificial intelligence and robotics, placing Madrid as one of the 30 leading regions in artificial intelligence and robotics in Europe.

AIR4S is made up of the main scientific-technological centres in the field in Madrid: UPM, the Spanish National Research Council (CSIC), the National Institute for Agricultural and Food Research and Technology (INIA), Madrid City Council, the Madrid Chamber of Commerce, the *ESCP Europe Business School*, Accenture (with which the UPM created the *AIInnovation Space* technology centre) and the company FundingBox, which will ensure a connection with other European DIHs.

The UPM is, therefore, a high-impact liaison vehicle for encouraging cooperation and technology transfer between the business environment and the academic world.

PUBLIC UNIVERSITIES

POLYTECHNIC UNIVERSITY OF MADRID (UPM)



Rector: Guillermo Cisneros Pérez

Website: www.upm.es

Address: Montegancedo Campus, s/n

28223 Pozuelo de Alarcón

Students: 40,000

Initiative name: UPM Innovation and Entrepreneurship Programmes - actúaupm and UPM_innovatech

Head of entrepreneurship: Aristides Senra

Website: www.actuaupm.blogspot.com

www.upminnovatech.blogspot.com

Email: aristides.senra@upm.es

A benchmark in research and teaching in architecture, engineering and sports sciences, the Polytechnic University of Madrid (UPM) is the best-ranked Spanish-speaking university in the QS World University Ranking in the area of engineering and technology. It is noted for its commitment to innovation and its extensive work in promoting the culture of innovation in collaboration with companies, public bodies and the business sector.

Its degrees cover all areas of architecture and engineering in today's society, which are strongly influenced by technological progress and in which scientists and engineers are increasingly taking on responsibility. The UPM is the leading Spanish university in attracting external resources in R&D&i: nearly 4,000

researchers work in its centres and it is internationally recognised for its more than 200 research groups.

INNOVATION AND ENTREPRENEURSHIP PROGRAMMES

Since 2004, the UPM has been running the actúaupm Entrepreneurship Programme, which is aimed at the entire university community (students, lecturers, researchers, etc.) and has become the leading university entrepreneurship programme in Spain. To date, the actúaupm programme has sup-

ported the creation of 270 companies with a survival rate of close to 70% after three years, which have managed to attract more than 70 million euros in investment.

The UPM Innovatech 2T Challenge Innovation Programme is aimed at the entire research community. Its aim is to promote technology transfer and strengthen university-business relations, so that developments and research have an impact on society.





COMPLUTENSE UNIVERSITY OF MADRID (UCM).

Rector: Carlos Andradás

Website: www.ucm.es

Address: Avenida de Séneca, 2, 28040 Madrid

Students: 78,000

Initiative name: Complutense

Entrepreneurship Office

Head of entrepreneurship: Paloma Bel Durán

Website: www.ucm.es/compluemprende

Email: emprende@ucm.es

The Complutense University of Madrid (UCM) is a top-quality public university at the service of society. The range of academic courses it offers is one of the most comprehensive on the market. It has a well-renowned Internationalisation Plan, with more than 600 subjects in other languages, as well as programmes to promote entrepreneurship, external internships and the UCM Employment Plan for students, which includes courses and workshops with credit recognition. Lifelong learning is another of its strengths, through which it offers 185 expert courses, specialisation diplomas and its own master's degrees each year, as well as

190 certificates and diplomas in continuing education, in which around 4,000 students enrol each year. Its 'Erasmus Programme' is a leader in receiving and sending students with 1,744 incoming and 1,666 outgoing students. It participates in the ERASMUS+ International experience, which during the academic year organises the exchange of students and teachers between Russia, Israel, Australia, USA, Serbia, Armenia, Paraguay and Japan. It offers its students the possibility of complementary training to their Bachelor's Degree, taking subjects from other degrees that enable them to teach in private centres.

COMPLUEMPRENDE

The Complutense Entrepreneurship Office (Compluemprende) is the specific structure created by the Complutense University of Madrid to support proposals for entrepreneurial activities that may be made by members of the university community who wish to become entrepreneurs, paying special attention to social entrepreneurship. It serves

as the central coordination hub in the UCM Entrepreneurial Ecosystem which, taking advantage of its academic experience, promotes the transfer of knowledge to society, helping to strengthen the links between the university and the business world. To achieve this, it collaborates with other bodies and programmes related to entrepreneurship, such as the Madrid Science Park Foundation, Santander Universities, local and regional governments and any organisation that plays an active role in entrepreneurship. Entrepreneurs benefit from personal advice, training and guidance on setting up a business and the collaboration of the university community. Its programmes take place in the recently inaugurated UCM-Santander Entrepreneurship Centre as a project incubation space.





Rector: Rafael Garesse Alarcón

Website: www.uam.es

Address: Campus de Cantoblanco. Calle Einstein, nº 3

Edificio del Rectorado 28049 Madrid

Students: 28,000

Initiative name: Innovation Unit

Head of entrepreneurship: Jorge Álvarez

Website: <https://uamemprende.es>

Email: jorge.alvarez@inv.uam.es

The Autonomous University of Madrid (UAM) is a public institution with half a century of experience, which is characterised by the quality of its teaching and research and its commitment to the comprehensive training of its students. Its national and international recognition is endorsed by the high employability of its graduates and the scientific impact of its research, as well as by the social involvement and sustainability of its activities.

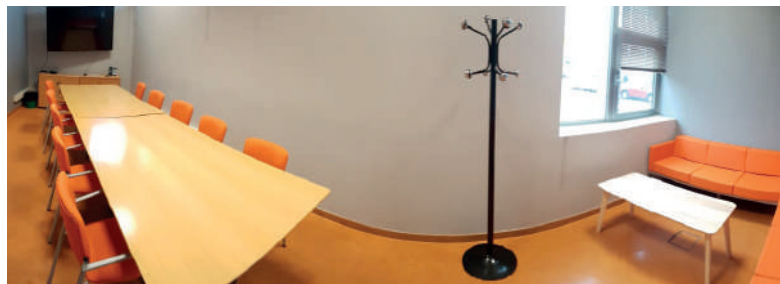
Through its Foundation, the UAM maintains an important partnership with companies and institutions to reinforce the transmission of knowledge through internship agreements for students and by publishing research results. Since 2009 it has been a Campus of International Excellence with the addition of the CSIC.

INNOVATION UNIT

The main objective of the UAM Innovation Unit is to implement the university's integrated innovation and transfer strategy, in order to meet the challenges of the future by coordinating the different channels and agents already established.

The unit brings together the efforts of all the programmes in which the UAM acts as a promoter and which aim to encourage and promote innovative projects: The Innovation and Knowledge Transfer Support Centre (CAITEC), the UAM Emprrende Entrepreneurship Programme, the Madrid Science Park (PCM), the European and International Projects Office (OPEI) and the Association

for the Promotion of Innovation in North Madrid. UAM Emprrende is an initiative to promote entrepreneurship among members of the UAM Community: undergraduate students, PhD students and young researchers. It offers students various entrepreneurship programmes depending on the level and maturity of the project: idea, prototype, doctoral students; as well as workshops on web presence and social media. It also offers an entrepreneurship seminar, academically recognised with two credits, to complete the academic curriculum of any student who wishes to take it.



CARLOS III UNIVERSITY OF MADRID (UC3M)



Rector: Juan Romo Urroz

Website: www.uc3m.es

Students: 20,774

Address:

Campus Getafe. Calle Madrid, 126, 28903 Getafe, Madrid

Campus Leganés. Av. de la Universidad, 30, 28911

Leganés, Madrid

Initiative name: Entrepreneurship and Innovation Service (SEI)

Head of entrepreneurship:

Virgilio Díaz Gómez

Website: www.uc3m.es/emprendimiento/emprende

Email: virgilio.diaz@uc3m.es / emprende@uc3m.es

The Carlos III University of Madrid (UC3M) is recognised for the quality of its teaching, research, innovation and university life. It

is ranked 34th worldwide in the QS World University Ranking of the world's top 50 universities under 50 years old and is included in the Times Higher Education (THE) 150 Under 50. It is the leading university in Spain and third in Europe in terms of the number of students participating in the Erasmus programme and has more than 870 agreements with universities in 56 countries.

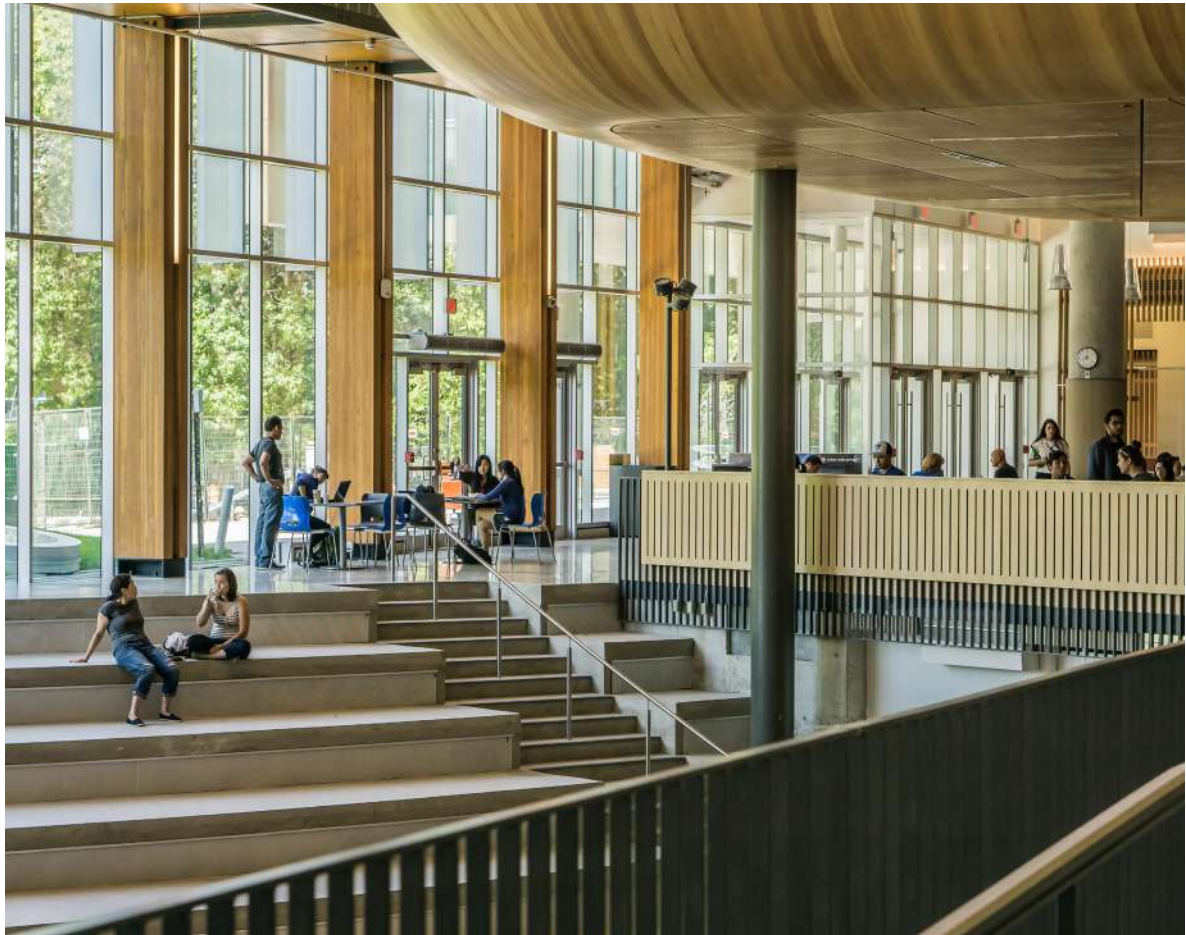
ENTREPRENEURSHIP AND INNOVATION SUPPORT SERVICE (SEI)

UC3M has a wide variety of resources for promoting entrepreneurship. It collaborates with companies and institutions in numer-

ous innovation projects to promote the transfer of knowledge and research results, with the aim of contributing to the advancement of society.

Through its Entrepreneurship and Innovation Support Service (SEI), the University acts as a dynamic agent within the entrepreneurial and innovative ecosystem in its environment, positively influencing economic and social development. The Carlos III University of Madrid Science Park is an environment focused on innovation and support for startups and new business projects.





Rector: Javier Ramos López

Website: <http://www.urjc.es>

Address: Calle Tulipán, s/n, 28933 Móstoles, Madrid

Students: 42,000

Initiative name: Pre-incubation, incubation and ESABIC programme

Head of entrepreneurship: Pablo Ramírez

Website: vivieroempresasmostoles.es

Email: pablo.ramirez@urjc.es

King Juan Carlos University (URJC), which was founded in 1996, is one of the most recently established public universities in the Community of Madrid. It currently has 42,000 students enrolled in official degrees, making it the public university with the second largest number of students in the region.

The URJC has five campuses: Alcorcón, Aranjuez, Fuenlabrada, Madrid capital and Móstoles. It offers 61 undergraduate degrees, of which nine are in English and 10 are blended; 76 double degrees and 69 university master's degrees, which are distributed across five branches of knowledge.

The URJC promotes active cooperation projects with companies and scientific and cultural institutions, as one of its priority objectives is to be accessible to the social and productive environment. The University is committed to academic excellence in the training of its students.

ENTREPRENEURSHIP PROGRAMME

The URJC offers several programmes aimed at promoting entrepreneurship and innovation in the business and social sphere. One of them is the Pre-incubation Programme at the Móstoles Business Incubator to turn ideas into business plans. The initiative provides access to all the incubator's resources and helps entrepreneurs to develop their business projects, as well as the companies that need it by offering its knowledge both on a personal and technical level. In addition, the projects are monitored by professionals from the incubator and the different training areas that are affiliated with the centre.



UNIVERSITY OF ALCALÁ DE HENARES (UAH)

Rector: Dr. José Vicente Saz

Website: www.uah.es

Address: Plaza de San Diego, s/n, 28801

Alcalá de Henares, Madrid.

Students: 29,063

Initiative name: University of Alcalá Entrepreneurship School

Head of entrepreneurship:

Fernando Javier Crecente Romero

Website: emprendimiento.uah.es/es

Email: emprendimiento@uah.es / fernando.crecente@uah.es

The University of Alcalá (UAH) was founded by Cardinal Cisneros in 1499 as an educational project. It served as a model for many of the universities created in America and was

the first planned university city of the Modern Age, which resulted in it being declared a 'World Heritage Site' by UNESCO in 1998. Today it is known for its defence of the Spanish language and culture and the Cervantes Prize, the most prestigious prize in Spanish literature, is awarded every year in its auditorium. The UAH is characterised by the excellence of its teaching and research, its international projection and its commitment to the environment. At present, more than 29,000 students study in its classrooms. The degrees taught, which include all branches of knowledge, are distributed over three campuses: the science and technology campus, Guadajajara campus and the historical campus in the city centre.

ENTREPRENEURSHIP SCHOOL

The University of Alcalá's Entrepreneurship School, in addition to offering cross-disciplinary training on entrepreneurial skills and competences, provides the university community with a series of educational resources that provide an insight into the real experiences of entrepreneurs, as well as useful and practical advice on how to start a business or improve the internal development of a project. Tutorials, practical tools, challenges, games and simulators enable learners to acquire techniques to improve creativity, communication, negotiation, thinking and decision-making skills.



Rector: Ricardo Mairal Usón
Website: www.uned.es
Address: Calle de Bravo Murillo, 38, 28015 Madrid
Students: 200,000
Initiative name: COIE at the UNED
COIE director: Esther López Martín
Website: coie-server.uned.es
Blog: blogs.uned.es/emprende
Email: emprendedores-coie@adm.uned.es

The UNED (National Distance Education University) is the largest public university in Spain with more than 200,000 students. It is structured, on the one hand, into nine faculties and two technical colleges and, on the other hand, has 61 associated centres with 125 university classrooms and more than 700 multimedia rooms throughout Spain, where students can go for support, tutoring and exams. In addition, the UNED is present on three continents, specifically in 14 countries with 12 centres abroad. Its educational

methodology is based on an effective combination of distance and face-to-face studies; firmly supported by the use, implementation and constant updating of new technologies at the service of education. The educational courses on offer include: 28 bachelor's degrees, 11 combined degrees, 75 university master's degrees, 19 doctoral programmes, some 500 lifelong learning programmes, 19 languages, around 500 university extension activities, 170 summer courses, open courses, a UNED Senior curriculum for the over 55s and university access programmes for the over 25s, 40s and 45s.

COIE at the UNED

The UNED, through its Entrepreneurship Area within the COIE (UNED Guidance and Employment Centre), offers a wide range of resources adapted to the needs of UNED students and/or graduates. Its open blog

publishes and communicates news related to calls for proposals, resources, training modules and other information of interest to the entrepreneurial community.

Every year, it runs the Business Creation Programme, which offers tailor-made and distance training to students and graduates, personalised mentoring and project monitoring. It has a network of collaborators, mentors and experts who provide the necessary impetus to the teams. In addition, virtual and face-to-face meetings with entrepreneurs and mentors help to create a community. It also collaborates in publicising and tutoring projects in the StartUp Programme, an educational programme run by the Junior Achievement Foundation.



PRIVATE UNIVERSITIES

COMILLAS PONTIFICAL UNIVERSITY



Rector: Julio L. Martínez
Web: www.comillas.edu
Address: Calle de Alberto Aguilera 23, 28015 Madrid
Students: 11,000
Initiative name: Entrepreneurs Unit
Head of entrepreneurship:
 María Paz Gil Segura
Website: www.comillas.edu/es/emprendedores
Email: mgil@comillas.edu

The Comillas Pontifical University, founded in 1890 and belonging to the Society of Jesus, is noted for its level of academic and social innovation. Comillas is a benchmark in the business world, both inside and outside Spain, since it has an employment rate close to 90% for its graduates. It has 15 chairs, more than 30 research groups and an international focus consolidated by 530 agreements with foreign universities and more than 200 professors outside Spain and the recognition of being one of the Spanish universities with the highest number of Erasmus exchanges. The university's 'Business Project Support Programme' promotes business ideas among students, from the time an opportunity



is identified up until market launch. All of this thanks to the advice it offers on setting up a business and obtaining grants. The Comillas Entrepreneurship Unit coordinates the different initiatives at the University and promotes an entrepreneurial culture through activities and training. It also collaborates

with the Bankinter Innovation Foundation, Indra, Iberdrola, Everis and Wayra, among others, and a network of mentors who, with their experience, help to guide entrepreneurial projects.

CEU SAN PABLO UNIVERSITY



Rector: Rosa Visiedo Claverol
Website: <https://www.uspceu.com>
Address: Calle Julián Romea 23, 28003 Madrid
Students: 10,375
Initiative name: CEU Emprende
Head of entrepreneurship:
 María Losana Montes
Email: ceuemprende@ceu.es

The CEU San Pablo University, is a privately managed social initiative backed by the Catholic Association of Propagandists. The centre has more than 80 years of experience and a solid, rigorous and up-to-date teaching approach, both theoretical and practical. Its hallmarks include a commitment to educational excellence, research, job placement and internationalisation. It offers numerous undergraduate and concurrent degrees, many of them bilingual, in collaboration with international universities including Boston, Chicago, Columbia and Fordham. The University, a leader in digital manufacturing, boasts FabLab Madrid CEU, a project belonging to the network of digital manufacturing laboratories coordinated by the Massachusetts Institute of Technology's Center for Bits and Atoms.



CEU Emprende is the University's entrepreneurial initiative that promotes employability and entrepreneurship among its students. It provides support initiatives through projects with companies, from schools to universities. It also has an Entrepreneurs Club,

which holds the annual 'Junior CEU Emprende and Innovation Week' event.

NEBRIJA UNIVERSITY



Rector: Juan Cayón Peña
Website: www.nebrija.com
Address: Santa Cruz de Marcenado 27, 28015 Madrid
Students: 6,210
Initiative name: Entrepreneurs Forum
Head of entrepreneurship: Víctor Conde
Website: www.nebrija.com/jovenesemprendedores/
Email: vconde@nebrija.com

Nebrija University is a private institution founded in 1995 which, since its inception, has distinguished itself for the high employability of its students, its links with the business world and its international educational approach. The university's academic structure guarantees students a personalised and practical education, based on the transmission of professional and managerial knowledge and skills that will foster the successful development of its students. Nebrija is renowned for its professional internships with national and international companies

and mobility programmes. The University's Faculty of Social Sciences has a business department in charge of organising the Nebrija Entrepreneurs Forum. The aim of the Forum, which welcomes students with innovative projects they themselves have developed and tested, is to prepare and launch entrepreneurial projects that have market viability. The aim is to promote entrepreneurship and to create a meeting point between the University, educational centres, university students and sponsoring companies.

EUROPEAN UNIVERSITY



Rector: Elena Gazapo
Website: <http://universidadeuropea.es>
Address: Calle Tajo s/n, Villaviciosa de Odón, 28670 Madrid
Students: 16,000
Initiative name: Young Entrepreneurs Programme and HUB Emprénde
Head of entrepreneurship: Andrés Pina (Young Entrepreneurs)
Email: andres.pina@universidadeuropea.es

The European University offers a global, open, innovative, international and multicultural education, characterised by the forward-looking approach and academic quality. It is characterised by its excellent faculty, who value excellence. The centre applies an innovative educational model, focused on student empowerment, commitment, high expectations and continuous improvement in the education it offers.

In addition, it offers a traditional approach by fostering the development of compe-

tences and skills, focusing its educational programme on business realities. Together with the International Youth Foundation and Laureate International Universities, it also organises an annual event to promote innovative initiatives, generating public awareness and media coverage.

The programme includes a training week, a financial award of 2,000 euros, access to the community of winners and the Youth-ActionNet international network of social entrepreneurs.

FRANCISCO DE VITORIA UNIVERSITY



Rector: Daniel Sada Castaño
Website: www.ufv.es
Address: Carretera Pozuelo a Majadahonda, Km 1.800, 28223 Pozuelo de Alarcón, Madrid
Students: 6627 undergraduate students / 3453 postgraduate students
Initiative name: UFV Entrepreneurship Centre - Investor Network
Head of entrepreneurship: Ramón Fernández de Caleyá
Website: www.emprendimientoufv.es
Email: emprendimiento@ufv.es

Francisco de Vitoria University (UFV), with 25 years of experience, offers 30 degrees and 25 joint degrees in different areas ranging from legal, economic and social sciences to bio-health, education, engineering, architecture and communication. UFV is committed to innovation, internationalisation, active student participation and to the demanding standards set by its staff and highly qualified teachers. It also has internship programmes and agreements with more than 6,800 companies. The University has an Innovation and Entrepreneurship section, which is made up of two units linked to the Vice-Rector's Office: the Entrepreneurship

Centre and the Investors Network. This programme promotes innovation, entrepreneurship and investment projects that contribute to a sustainable and responsible business fabric. It also analyses student's intrapreneurship and entrepreneurship projects to offer a diagnosis on how best to develop and implement them. The programme offers a training and support service during the different phases of the process; communication, organisation and promotion of events; training workshops and mentoring; organisation of and participation in competitions; resolution of challenges and support in financing.

CAMILO JOSÉ CELA UNIVERSITY



Rector: Emilio Lora-Tamayo
Website: www.ucjc.edu
Address: Calle Castillo de Alarcón 49
 Urb. Villafranca del Castillo. 28692, Madrid
Students: 3,500
Initiative name: SEK Lab
Head of entrepreneurship: Félix López Capel
Website: www.f6s.com/seklabedtechaccelerator
Email: flcapel@ucjc.edu

Camilo José Cela University offers a plural, free and independent private education. Founded in 2000, it belongs to the SEK Educational Institution, a pioneer and leader in educational innovation with more than 125 years experience. The Villafranca campus (Madrid) brings together its five disciplines and degree faculties (communication, education, health, law-management and architecture-technology). The Almagro campus, in the centre of Madrid, is home to the Postgraduate School. The University has the SEK Lab EdTech Accelerator, a vertical accelerator for innovative projects in education with

a global scope. SEK Lab seeks to assist the development of sectoral projects and incorporate them into its centres, through a six-month programme offering services such as mentoring, master classes, professional contacts, visibility in the media and a presentation to investors. An ideas and social projects incubator, UCJC Lab, has been created as a spin-off from SEK Lab. It is a cross-disciplinary learning space for the whole faculty, related to innovation and entrepreneurship, which provides training to entrepreneurs in order to make a project viable.

ALFONSO X EL SABIO UNIVERSITY



Rector: José Domínguez de Posada
Website: www.uax.es
Address: Avenida Universidad, 28691 Villanueva de la Cañada, Madrid
Students: 14,500
Head of entrepreneurship: Carmen Caballero
Email: fundación@uax.es / gaop@uax.es

Alfonso X el Sabio University is a modern, innovative, international and interconnected faculty equipped with the latest technologies. It is linked to the business world and offers a wide range of undergraduate and postgraduate degrees, adapted to European Higher Education. It has three campuses: Villanueva de la Cañada (Madrid), Chamartín and the UAX Health City. The latter has four health centres that provide students with facilities for clinical practice with real patients while offering quality medical services. The UAX has created a Foundation that seeks to

promote entrepreneurship among its graduates with their first business projects; in addition to promoting exposure and facilitating contact between students and alumni to get involved in the business project. The University also collaborates with the Business in Fact investors' club, a network of investors that supports entrepreneurs and aims to financially support startups as they grow and consolidate.

MADRID OPEN UNIVERSITY (UDIMA)



Rector: María Concepción Burgos García
Website: www.udima.es
Address: Vía de Servicio A-6, 15, 28400 Collado Villalba, Madrid
Students: 12,158
Initiative name: TodoStartups
Director: Juan Luis Rubio
Email: juanluis.rubio@udima.es
Editor in chief: Luis Miguel Belda
Website: www.todostartups.com/
Email: luismiguel.belda@todostartups.com

The Distance University of Madrid (UDIMA) is a private university founded in 2008. It is the third-largest distance learning university in Spain and the leading 100% privately owned university in the country. It teaches 18 official degrees, 35 university master's degrees, 17 professional master's degrees, a Doctorate Programme and 302 of its own degrees and language courses. Its Collado Villalba campus hosts more than 10,000 students each year. The UDIMA is supported by the Financial Studies Centre (CEF), which has trained

more than 500,000 students since 1977. In relation to innovation, the University has the Entrepreneurship Exchange, an initiative to train and provide companies with better prepared and better trained professionals, as well as providing students with new job opportunities. And the TodoStartups portal is a communications medium specialising in innovation, covering news, calls for proposals, grant announcements, interviews and expert collaborations.



Managed by: UAM and UCM

Address: Calle Faraday, 7. Campus de Cantoblanco. 28049 Madrid

Website: fpcm.es

Park size: 8,400 m² of facilities

Madrid Science Park is a space created in 2001 by the Autonomous University and the Complutense University of Madrid to promote scientific and technological entrepreneurship and technology transfer. The initiative is supported by the Spanish National Research Council (CSIC); the Centre for Energy, Environmental and Technological Research (CIEMAT); the Madrid Chamber of Commerce and Industry; Madrid City Council; Tres Cantos Municipal Council and Banco Santander.

The Madrid Science Park is located in the northern part of the capital and is a sound option for entrepreneurs who want to pursue their professional activity in a strategic environment, where university, research centres, industry and business come together around R&D&i. It has various facilities available to entrepreneurs, distributed between the UAM+CSIC and UCM+UPM Campuses of International Excellence. Its activity is focused on supporting scientific and technological

entrepreneurs who are looking for a place where their business project can enjoy incubation services, acceleration, infrastructure and scientific tools.

The wide range of scientific services offered by the Park covers areas including genomics, proteomics and materials microanalysis,

which it makes available to research groups, hospitals, companies, public and private laboratories.



TECNOALCALÁ



Managed by: Madrid Activa S.A.U
Address: Avenida Punto Com, 28805
 Alcalá de Henares, Madrid
Website: www.madridactiva.es/tecnoalcala
Park size: 370.705 m²

The TecnoAlcalá Science and Technology Park was set up in 2003 by the Community of Madrid with the aim of economically revitalising the Henares Corridor. The public body Madrid Activa SAU is in charge of managing this center, where the priority is to promote innovation and transfer. To achieve this, it offers a space of 370,705m² in the heart of the campus of the University of Alcalá (UAH).

TecnoAlcalá was founded with the aim of contributing to companies' innovative processes and to the transfer of technology from the University, which makes it a fundamental agent for strengthening relations between the academic and business spheres. The park currently includes 37 companies from a wide variety of sectors, the most represented being the information and communications technologies sector and the health



sector (immunology, pharmaceuticals, etc.). The services offered by the Park include promoting R&D&i, building relationships with companies, publicising research results, support for the creation of technology-based companies and scientific outreach. TecnoAlcalá similarly serves as a link for participation in regional, national and European public R&D projects.

It is also a source of advice and information on obtaining funding for projects, processing and monitoring patents, contracts and R&D&i agreements. The Science Park also establishes agreements with business associations and public and private institutions to carry out R+D+i activities and for technology transfer.

TECNOGETAFE

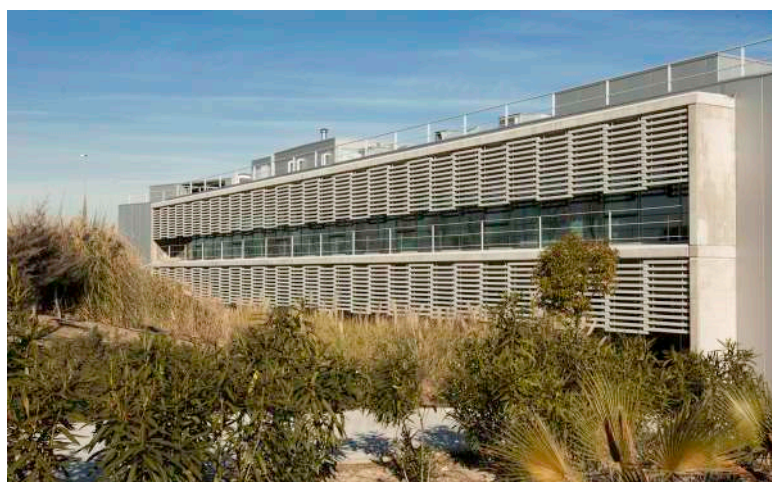


Managed by: Getafe Municipal Council
Address: Calle Capitán Haya 61, 28020 Madrid
Website: <http://www.tecnogetafe.es>
Park size: More than 50,000 m² buildable surface area

As a Science and Technology Park, TecnoGetafe acts as hub for the transfer of technology and knowledge between universities, technology centres and companies. It works in collaboration with the Polytechnic University of Madrid to promote the economic and social growth of any geographical and business area; based on research, technological development and innovation.

Space on the park is allocated by means of a public tender, following an ordinary procedure with a corresponding call for tenders published in the Official Gazette of the Community of Madrid (BOCM). This call evaluates all the bids submitted for a plot.

Selected companies benefit from the technical advice of an expert team, which will support the company throughout the implementation process. They will also have workspace and facilities to facilitate cooperation and knowledge transfer between scientific



research and business. All this with the aim of building an innovative industrial fabric. TecnoGetafe promotes research and innovation among the Park's scientific, technological and business community by connecting the agents on the Park. TecnoGetafe aims to become a benchmark platform in the field of in-

novation and technological development for all the actors involved: industries, companies, public administrations and the academic world and its institutions.

LEGANÉS TECHNOLOGY PARK



Managed by: Leganés Municipal Council
Address: Calle Capitán Haya 61, 28020 Madrid
Website: www.leganestecnologico.es
Park size: 2,804,878 m²

Leganés Technology Park is an initiative by the Community of Madrid and Leganés Municipal Council, in collaboration with Carlos III University of Madrid. Located in the extreme north east of the municipal area, it comprises 280 hectares of land six kilometres from the centre of the capital.

The Park has a dual purpose: to strengthen research as a generator of knowledge and to build a favourable ecosystem to encourage technological innovation in companies. All this with the ultimate aim of increasing business competitiveness and improving coordination between the public and private sectors in the field of science and technology. It is notable for its environmental quality and communication and transport infrastructure, which facilitates access to the facilities. Another factor that makes Leganés Technology Park a benchmark in the innovation sector is



its commitment to technological research, as well as its range of leisure facilities, shopping areas and services. Leganés Technology Park is one of the parks promoted and driven by the Community of Madrid to make the region one of the most competitive areas with the greatest potential in the world.

Companies wishing to set up on Leganés Technology Park must apply through public tenders which are announced in the BOCM. This publication contains all the technical and economic conditions and requirements to be able to apply for the plots. The decision on the tenders is announced directly to the bidders, as well as in the BOCM and on the website.

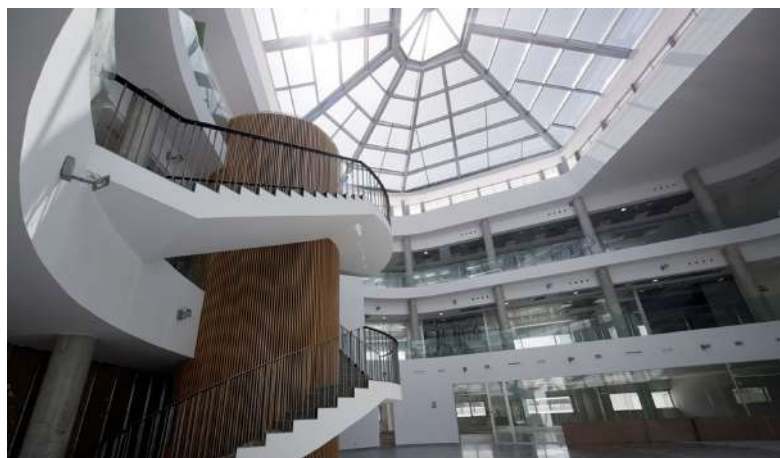
MÓSTOLES TECHNOLOGY PARK



Managed by: Móstoles Municipal Council
Address: Calle Violeta 17B. 1º, Oficina 2
28933 Móstoles, Madrid
Website: www.mostolestecnologico.es
Park size: more than 70,000 m² buildable land

Móstoles Technology Park is a science park promoted by the Community of Madrid and the Móstoles Municipal Council. It seeks to actively contribute to the modernisation and technological innovation of the southern part of the metropolitan area of the Community of Madrid. It offers an interesting space for technological investment, through an efficient system encompassing science, technology and business.

Mostoles Technology Park applies technological policies to support the productive system from an innovative perspective, generating wealth and well-being for the global market. The Park is designed to promote research and innovation among the scientific, technological and business community on the complex; fostering connectivity between science, technology and business, as a basis for innovation in business practice.



To achieve this, it offers facilities ideal for both innovative companies and companies in the process of technological transformation, as well as for innovative small and medium-sized companies.

The initiative is aimed at companies focused on the productive/industrial and tertiary/advanced services sectors. Applications can be submitted in accordance with the calls for applications announced in the BOCM and on the official Móstoles website (<https://www.mostoles.es/es>).



UPM TECHNOLOGY PARK

Managed by: Polytechnic University of Madrid
(Carlos Oterín Blanco)

Campus: It has five campuses: Madrid, University City, Montegancedo, Tecnogate and South Campus.

Web: www.upm.es/Investigacion/personal_estructuras_inv/Parque_CientificoTecnologico

Park size: 100,000 m² buildable area in Montegancedo

The Polytechnic University of Madrid (UPM) Science and Technology Park is a dynamic space for the University's R&D&i. It generates and coordinates new R&D&i centres, business incubators and specialised laboratories, with support and participation from public and private organisations. The UPM Park works in various scientific and technological areas linked to engineering and architecture. It is geographically distributed in different locations, all of them located in the Madrid metropolitan area: South Campus, Montegancedo and Getafe.

It arose in response to the university's desire to create a dynamic element for its research activity that goes beyond the current R&D&i



structures and has the aim of facilitating the transfer of knowledge to the productive sectors and to society. Another of its aims is to establish stable long-term agreements with business organisations and public administrations and to support the creation of new

technology-based companies (spin-offs), to stimulate the creation of R&D&i centres (UPM's own or jointly with other entities) and to improve the visibility of the University in the Madrid area.

UC3M SCIENCE PARK



Managed by: Carlos III University of Madrid

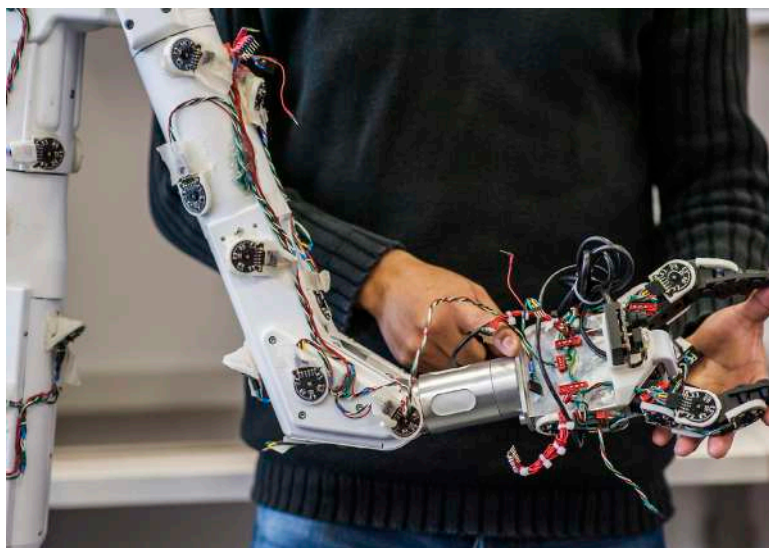
Address: Avenida. Gregorio Peces Barba
28918 Leganés, Madrid.

Website: www.uc3m.es

Park size: 2,804,878 m²

The Carlos III University of Madrid Science Park helps businesses develop innovative ideas in a university environment by providing services related to technology, patents and R&D&i centres. It also collaborates with companies in promoting the economic and social development of the surrounding area, as well as helping entrepreneurs to start up their business projects by providing them with information and contacts.

The space offers the researcher various ways to access the market for technology transfer, make contacts and promote their technology, as well as immersion in a productive environment. All under the guarantee of protecting the results in relation to the researchers' intellectual and industrial property. Its plan favours the creation of spin-offs through the Park's Business Incubator, where entrepreneurship is promoted and support is offered



to create businesses within the scientific and technological sectors. Another of its objectives is business collaboration through developing a network of contacts to find business

partners for the projects undertaken by the university and companies.



KNOWLEDGE AND TECHNOLOGY TRANSFER: FROM UNIVERSITIES TO COMPANIES

Carlos Blanco Bermejo

Vice-president for Research and Transfer with the Carlos III University of Madrid

The knowledge generated by universities represents a fundamental asset for society. It is, to a large extent, one of the origins of prosperity and a means for the advancement of society, and at the same time it is the fruit of many processes in a chain in which not only universities are involved, but also the business world, the administration and, once again, society itself as the final recipient.

The flow of this knowledge between the different actors, the transfer, is always a very complex process that requires synchronisation between all of them. In this flow, knowledge will arise out of applied research, so long as it responds to the challenges facing both society and business. In short, if it meets the demands of both.

There are three ways to transfer this knowledge from universities. Firstly, implicit transfer, in which university graduates themselves apply the academic knowledge acquired in a company or organisation. Secondly, the transfer of knowledge with an informative nature, in which the knowledge becomes part of scientific culture. And finally, the transfer of knowledge and technology by undertaking innovative projects with

companies, either through the creation of startups and spin-offs or through licensing agreements.

In each of these three transfer formats, it is very common to measure the activity via a multitude of indicators. Some of them show a significant imbalance in Spain between its scientific output, for which the country ranks highly, and the number of new patents registered or the number of spin-offs created. These indicators are useful for diagnosis, but they do not remedy the situation.

This remedy involves being aware that the existence of an innovation ecosystem is necessary for the transfer to culminate in an innovative product or service, which must also be competitive. It is necessary to include all the actors in the so-called "quadruple helix": academia, business, public administration and society.

The relationship between them, which is weak when it comes to transfer, requires an effort to change the different actors' perceptions of each other. For example, companies do not think of universities as a source of innovation for their products or services. Nor do universities function proactively in try-

ing to synchronise their research with market demand. For this to happen, universities must equip themselves with entrepreneurial resources. They must know how to sell their product. Achieving alignment between all the actors in the ecosystem is therefore the key to progress.

Transferring research results to society, through the productive sector, is a university's mission, which has a direct impact on its environs. It has an impact on quality employment and the economic development of the region in which the university is located. Madrid and its neighbouring areas form an ecosystem of actors including universities that provide society with a large number of qualified staff and large companies. The role of the science parks, business incubators, PROs, technology brokers and agencies that support innovation is important, as is the role played by the different regional and local development initiatives. Madrid can and should take advantage of the excellence of its actors to promote the coordinated transfer of knowledge to society.

IMDEAS NETWORK

The Network of Madrid Institutes for Advanced Studies (IMDEAS) was created under the 4th Community of Madrid Regional Plan for Scientific Research and Technological Innovation (PRICIT 2005-2008), with the aim of satisfying society's needs through R&D&i and transferring the derived knowledge to society.

The IMDEA Institutes were created in the legal form of a foundation to focus on strategic areas for Madrid society from a business, scientific and technological point of view: water, food, energy, materials, nanoscience, networks and software.

The IMDEAs have 546 researchers, half of whom have been recruited from abroad, specifically from 25 different countries. Attracting talent from any source in order to be able to compete in calls for external funding, both national and international, is one of the keys to the IMDEAs' excellence. Another is their ability to act as a meeting point with the industrial fabric, a sector to which, based on the creation of knowledge, they transfer technology in order to improve its competitiveness. The result: wealth creation through innovation.

Vision and Mission

The mission for the IMDEA Institutes is to foster excellence in R&D&i and to create an efficient model of scientific and technological development, through collaboration with the productive sector. To achieve this mission, the IMDEA Institutes:

- Advance their own internationally-recognised science and technology, applied to improving Madrid's economy, business productivity and services
- Attract and train excellent human capital
- Disseminate scientific knowledge and give it a social value
- Transfer the results derived from their research to society, through a technology transfer model based on the development and registration of patents and other intellectual property.
- Create technology-based companies
- Disseminate scientific knowledge, collaborate with public and private organisations worldwide and participate in national and international science and technology networks
- Maintain close ties with the business world
- Facilitate interdisciplinary collaboration

IMDEA WATER

This scientific programme is based on four strategic aspects related to integrated water management: sustainable manage-

ment of water bodies; quality and pollution; water treatment and reuse; and economic and institutional analysis:

The main scientific areas from which this research is approached include:

- Pollution protection technologies
- Ecotoxicology
- Biotechnology
- Hydrology
- Hydrogeology
- Agriculture
- Chemical engineering
- Microbiology
- Biochemistry
- Chemistry
- Biogeochemical cycles
- Ecology

IMDEA Water incorporates all the groups in the centres dedicated to R&D&i on water in the Community of Madrid; the laboratories of the Madrid System Laboratory Network that have suitable equipment; the supply, purification, capital goods and engineering project companies; and other centres and companies from outside the region that can make valuable contributions.

IMDEA FOOD

IMDEA Food carries out research, technological development and innovation activities in the field of nutrition, food and health. It has three interrelated strategic areas of focus with their own entity and specific management:

- **Area 1. Science.** To contribute to advanced aspects of scientific knowledge relating to the relationship between food and health, with special emphasis on the prevention of chronic diseases and prioritising the gene-nutrient approach.
- **Area 2. Business.** To contribute to the economic development and competitiveness of the food industry, through the design and validation of healthy products with proven efficacy.
- **Area 3. Society.** To contribute to reducing health expenditure and to improving the well-being of the population through epidemiological studies on diet-health and nutritional education programmes.

The Institute currently has a staff of 20 researchers and is located on the Madrid Science Park.



IMDEA ENERGY

IMDEA Energy promotes and carries out R&D activities related to energy, with a special emphasis on renewable energies and clean energy technologies. The ultimate objective is to obtain high-level scientific and technological results that contribute to the development of a sustainable energy system.

IMDEA Energy seeks to strengthen and have a significant impact on energy R&D, bringing together high quality researchers in facilities equipped with excellent infrastructure and resources and promoting close collaboration with the industrial sector. In the medium term, the IMDEA Energy Institute aims to become a leading international institution in energy-related topics.



IMDEA MATERIALS

The main objectives of the IMDEA Materials Institute are to achieve excellence in materials science and engineering research, to improve technology transfer to the industrial sector, to increase the competitiveness of Madrid companies, to attract talented international researchers to Madrid and to contribute to the transformation of society.

R&D programmes

- Advanced Materials for Multifunctional Applications
- The New Generation of Composite Materials
- Alloy Design, Processing and Development
- Multiscale Characterisation of Materials and Processes
- Integrated Computational Materials Engineering



IMDEA NANOSCIENCE

IMDEA Nanoscience aims to attract scientific talent to Spain and, in addition, to contribute to creating a new model for knowledge and technology transfer, incorporating the strategic needs of companies into the research carried out.

IMDEA Nanoscience aims to create the necessary framework to form new research groups, hybridising the best of the Community of Madrid's groups of excellence in nanoscience with researchers from other international institutions, attracted to create new teams of excellence capable of tackling key problems in nanoscience and nanotechnology.

IMDEA NETWORKS

IMDEA Networks is a network research institute whose multinational team works on cutting-edge fundamental science. As an expanding, English-speaking institute based in Madrid, IMDEA Networks offers a unique opportunity to pioneering scientists aspiring to develop their ideas. IMDEA Networks is establishing itself internationally at the forefront of the development of future internet technologies and has already brought on board leading scientists who share the potential to shape the future of network science for years to come.

IMDEA SOFTWARE

Conducts excellent research to design methods for the efficient development of software products with sophisticated functionality and high quality, i.e. secure, reliable and efficient. IMDEA Software is recruiting a critical mass of world-class scientists and providing them with an ideal research environment. The Institute's focus includes all phases of software development (analysis, design, implementation, validation and verification), as well as methodologies, languages and tools. The main feature is the use of techniques that are both rigorous and also allow for the construction of practical tools.

SECTI: Spanish Science, Technology and Innovation System

The Spanish Science, Technology and Innovation System (SECTI) comprises all the public and private agents involved in coordinating, financing and implementing R&D&I policy in Spain; along with their relations, structures, measures and actions for promoting, developing and supporting said policy.

SECTI plans, programmes and components:

- State Plan for Scientific and Technical Research and Innovación
- Spanish Strategy for Science and Technology and Innovation 2013-2020
- Artificial Intelligence
- Annual Programme of Activities 2020 and earlier
- Public Research Organisations (PROs)
- 'Severo Ochoa' Centres of Excellence
- National Research Awards
- Medal of Merit in Research and University Education
- Legal and Governance Framework



PROs: Public Research Organisations

Public Research Organisations (PROs) are the first link in the chain of advanced knowledge creation. The effective transfer of this knowledge is the basis for powerful and high quality business development.

List of State and Madrid PROs



- The Spanish National Research Council (CSIC)
- Biological Research Centre (CIB)
- National Centre for Biotechnology (CNB)
- National Centre for Metallurgical Research (CENIM)
- Institute of Food and Nutrition Science and Technology (ICTAN)
- Institute of Agricultural Sciences (ICA)
- Institute of Material Sciences of Madrid (ICMM)
- Institute of Industrial Fermentations (IFI)
- Institute of General Organic Chemistry (IQOG)
- National Natural Sciences Museum (MNCN)
- Royal Botanical Garden (RJB)
- Severo Ochoa Molecular Biology Centre (CBM)
- Institute of Food Science Research (CIAL)
- Automation and Robotics Centre (CAR)
- Institute of Geosciences (IGEO)
- Carlos III Health Institute (ISCIII)
- Energy, Environment and Technology Research Centre (CIEMAT)
- National Institute of Agricultural and Food Research and Technology (INIA)
- Animal Health Research Centre (CISA)
- Forest Research Centre (CIFOR)
- Spanish Oceanographic Institute (IEO)
- Spanish Geological and Mining Institute (IGME)
- Canary Islands Astrophysics Institute (IAC)

Business Schools

IE BUSINESS SCHOOL



CEO: Diego del Alcazar
Address: Calle de María de Molina, 13 28006 Madrid
Website: www.ie.edu/es/business-school
Entrepreneurship area: entrepreneurship@ie.edu / daniel.soriano@ie.edu

The IE Business School trains leaders who promote innovation and change in organisations with a global focus, an entrepreneurial character and a humanistic spirit. It is renowned for its wide range

of master's degrees and MBAs whose prestige has been recognised both nationally and internationally. The Business Institute offers MBAs in different formats that adapt to the professional and personal needs of the students. At the same time, it aims to foster entrepreneurship and networking. The Business School has been promoting entrepreneurial activity since it was founded in 1973. It fosters intrapreneurship and pro-

motes an entrepreneurial ecosystem to support its students and graduates in launching and developing startups worldwide. Reflecting this, 25% of graduates decide to become entrepreneurs in the course of their professional career. IE is a world reference in entrepreneurial management and is recognised as the eighth largest business school in the world.

IESE



General Director: Franz Heukamp
Address: Camino del Cerro del Águila 3 28023 Madrid
Website: www.iese.edu
Email: businessangels@iese.edu / finaves@iese.edu

The IESE is the Business School of the University of Navarra, with campuses in Barcelona, Madrid, Munich, New York and Sao Paulo. The IESE is adding new projects to its already innovative learning ecosystem, which allows it to offer executive education in Europe, Asia, America and Africa.

During this period, the Network has created 3,200 jobs and has 220 investments worth more than 43 million euros and 200 investors, including an increasing number of women. Through this network, the IESE offers investors investment opportunities and entrepreneurs a platform to present their projects. Since 2003, the network has brought together investors and entrepreneurs from all over Spain thanks to the Investment Forums held simultaneously in Madrid and Barcelona by videoconference.



EOI



General Director: Nieves Olivera
Address: Avenida de Gregorio del Amo, 6 28040 Madrid
Website: www.eoi.es/empresas/emprendedores-y-empleo
Email: msanchezgalindo@eoi.es

The School of Industrial Organisation (EOI) was the first Business School founded in Spain (1955). In its 60-year

history, more than 84,500 executives and business managers specialising in leadership, internationalisation and sustainability have passed through its classrooms. The School, which has an area specialising in entrepreneurship and innovation, has been training entrepreneurs in its classrooms for more than

20 years and more than 52,000 people have passed through the school. The EOI is supported by the European Social Fund, which co-finances the acceleration programme, which means that the selected projects do not have to pay the registration fee for access to the different initiatives.

THE VALLEY



Founder: Various partners
Director: Arantxa Sasiabarrena
Address: Plaza de Carlos Trias Bertrán 7, 1ª planta. 28020 Madrid
Website: thevalley.es

The Valley is a Business School focused on digital training, aimed at managerial, professional and junior profiles. It has facilities that are integrated into The Valley ecosystem, located in Azca, with 3,000m² dedicated to training,

employment and entrepreneurship. Its more than 450 lecturers, who are experts in the digital sector, guarantee that the content is up-to-date and practically oriented.

GARRIGUES CENTRE



Director: Pablo Olábarri

Website: www.centrogarrigues.com

Address: Paseo de Recoletos, 35 - 28004, Madrid

The Garrigues Centre's Executive Programme in Entrepreneurship & Startups is aimed at entrepreneurs and professionals who wish to project their activity in the business world as well as at technology startups. It offers professionals and entrepreneurs the appropriate framework to integrate, develop and exchange knowledge.



COLLEGE FOR INTERNATIONAL STUDIES (CIS)



Director: María Díaz de la Cebosa

Website: www.cis-spain.com

Address: Calle Velázquez 140. 28006 Madrid

The College for International Studies (CIS) runs a support programme for entrepreneurs in which students are advised and helped to set up a business plan. The School also organises an extracurricular entrepreneurship programme in collaboration with the School of Industrial Organisation (EOI).



ISDI



Founder and CEO: Nacho de Pinedo

Address: Calle Viriato, 20, 28010 Madrid

Website: www.isdi.education/es

The ISDI Accelerator implements startup acceleration projects for public institutions such as the European Commission, with a delocalised acceleration methodology and funding of up to €250,000 equity-free. It also implements corporate innovation programmes that help large companies to collaborate with startups. It also incubates projects for ISDI students and large corporations.



ESADE

ESADE
Business School

Director: Eugenia Bielo
Address: Calle Mateo Inurria, 25-27, 28036 Madrid
Website: www.esade.edu/en/

ESADE Business School has several initiatives for entrepreneurs, including Egarage, a meeting point for the entrepreneurial community; Eworks, a business project creation programme; ESADE BAN, a Business Angels Network; and ESADE Creápolis, a entrepreneurial activities ecosystem.



ESIC

ESIC
BUSINESS MARKETING SCHOOL

Director: Eduardo Gómez Martín
Address: Avenida de Valdenigrales s/n.
Pozuelo de Alarcón. 28223 Madrid
Website: www.esic.edu/emprendedores

The ESIC Business School is committed to entrepreneurship in many ways; it organises awards, incubation and acceleration programmes and provides entrepreneurs with an investors' club

and other sources of funding, advice and access to various resources.

CESMA BUSINESS SCHOOL

CESMA
BUSINESS SCHOOL

Director: Miguel Valiente Blanco
Address: Calle Bausá, 23, 28033 Madrid
Website: <http://www.cesma.es>

CESMA Business School is a centre specialising in training managers and business professionals. It offers an Advanced Course in Entrepreneurship and Innovation with the aim of fostering

an entrepreneurial spirit and providing students with the tools, strategies, skills and aptitudes to guarantee the success of their project.

EAE BUSINESS SCHOOL

EAE Business School

Director: José Luis Fernández Martínez
Address: Calle Joaquín Costa, 41. 28002 Madrid
Website: <https://www.eae.es>

EAE Emprende is a cross-disciplinary programme based on six fundamental pillars, designed to provide entrepreneurs with the necessary tools and skills

to turn their projects into successful realities: motivation, training, EAE Lab, financing and networking.

EUROPEAN SCHOOL OF ECONOMICS

European School of Economics

Director: John Sossio
Address: Calle Serrano Anguita, 10 3º Derecha.
28004 Madrid
Website: www.europeanschoolofeconomics.com

The European School of Economics offers an Entrepreneurship and Leadership Course whose main objective is to train participants in the skills and behaviours that foster entrepreneurship.

The modules are designed to foster creativity and self-development in individuals with regard to current and future business.



Madrid, at the forefront of innovation and startups in Spain

José María Torrego Marañón

Director of El Referente

 @JoseTorrego  /jose-torrego

Madrid has grown progressively as an innovation and startup ecosystem when compared to the main European cities, which has helped it to position itself among the ten most cohesive ecosystems in Europe, both in terms of investment and startups, as well as in support agents for the sector. We all hope that the covid-19 crisis will not slow down the growth of our ecosystem.

According to data from the newspaper El Referente, Madrid has more than 50 initiatives to support startups and more than 66 investment vehicles. This places the Spanish capital as the city with the most venture capital funds in the country, followed by Barcelona with 61 funds. In addition, the number of startups in the capital already exceeds

1,000 companies according to Start-upxplore (1,059 to be exact). Barcelona has approximately 952 startups and Valencia has 522. The Madrid startups have raised just over €300m in the last three years. And to conclude, the Spanish capital is also a reference in open innovation. To date, it has more than 30 corporate-driven initiatives.

Of the main startups that have raised capital in Spain and have the largest workforces and Spanish talent, half are located in Madrid. This is the case with Cabify (€327m raised up to the end of 2019) as well as Spotahome, a company led by Alejandro Artacho (€47.6m); Fin-tonic, a company co-founded by Lupina Iturriaga (€44m) and Ontruck, led by Íñigo Juáreztegui (€36.7m).

There is no doubting that the Ma-

drid ecosystem is in good health as, in addition to large investments and all the local agents that make up the city's ecosystem (innovation spaces such as Campus Madrid, the City Council's Business Incubator Network and major events such as South Summit), there have been important sales of technology companies that have led to many entrepreneurs becoming investors or founding new companies. Especially important were the sales of companies such as Tuenti (€70m), BuyVip (€79.5m), Acens (€80m), La Nevera Roja (€80m), Idealista (€150m) and Ticketbis (€147m), the latter of which are based in Bilbao but have their headquarters in Madrid.



SOFÍA BENJUMEA

“ In Spain we should be much more ambitious and think globally ”

By: Blanca Capitán / Photos: Google

Sofía Benjumea, one of the best-known personalities in the Spanish startup ecosystem, talks about the keys to entrepreneurship on the national scene and, specifically, about the boom the city of Madrid is experiencing. Sofía is the director of Campus Madrid, an innovation space for startups created by Google in 2015 that has become the centre of innovation in the Spanish capital. It is the fourth space created by the technology company in the world after London, Tel Aviv and Seoul

The director of Campus Madrid, a space created by Google for entrepreneurs in Madrid, and co-founder of Spain Startup, Sofía Benjumea is a reference in the ecosystem. After finishing her studies in the United States, where she immersed herself in the startups movement, she decided to return to Spain. In the midst of the 2011 crisis, a difficult time for the economy in general, this already well-established entrepreneur decided, together with her aunt, María Benjumea, to invest in the talent and entrepreneurial potential that existed in Spain at that time.

This is how these two lovers of entrepreneurship gave free rein to the South Summit project. An initiative that has, since then, aimed to "generate a plat-

form to give visibility, opportunities and connections to all the actors in the startup ecosystem", as Sofía explains.

What is entrepreneurship for you?

A multi-faceted subject area. If we limit ourselves to entrepreneurship, at the end of the day it is the action of spotting an opportunity and detecting a need, and being able to take the reins, create a solution and provide value. Entrepreneurship is an action verb that really means to generate opportunities and value.

From your experience, what do you think are the biggest shortcomings of today's entrepreneurs?

We have entrepreneurs in Spain, and specifically in Madrid, that are truly fantastic. Spain is a country of entrepre-

neurs. If we have a shortcoming, which I think is something that is changing, it is thinking globally. In other words, we should be much more ambitious. Spain has been a country of entrepreneurs, but more specifically of SMEs, and it is this sector that is responsible for sustaining a large part of the country's economy.

If we had more "Amancio [Ortegals]", or more people who did not limit themselves to one thing and went beyond it, then we would grow at a faster pace. But for the moment, Spain is a country that has a lot of talent and capacity for innovation. In this sense, our shortcoming is we have to believe it more. However, in recent years, this trend has been changing thanks to the models and success stories of those who have dared to take the plunge.

In other words, more benchmarks have been generated, and so other entrepreneurs have also been encouraged. In my opinion, access to networks is also a complicated situation. Entrepreneurship is a lonely business, but if the entrepreneur is able to access networks, communities or investors and experts, they will have more opportunities to grow within the ecosystem.

STARTUPS

Within the Madrid scene, which sector stands out the most?

For a long time now, there have been many more startups based on a B2B business model, that is, startups that offer services to other corporations, or offer a product to other companies.

This area continues to forge ahead. Other sectors that have grown enormously are fintech and insurtech, thanks to the incorporation of mobility and tourism companies. One of the reasons for the proliferation in startups focused on these verticals is the environment in which they operate. These are points where the sector's community and the need to develop a business that can add value to the chain of companies can be identified.

Is there a pattern in Madrid or in Spain that startups follow to boost their growth?

It depends on the business model and the sector. What we can see is a very well-developed ecosystem, unlike the one that existed in 2011 or 2012. Today we have large venture capital funds, most of which are based here in Madrid. On top of this, most large corporations have some kind of startup accelerator programme, so we are lucky.

In the end, the pattern that can be perceived is that the startups set up in Spain professionalise sooner than a few years ago and that, little by little, new benchmarks are being founded, which are successful and have a marked global vision.

Along these lines, we are starting to see

"Spain has been a country of entrepreneurs, but more specifically of SMEs, and it is this sector that is responsible for sustaining a large part of the country's economy"

a lot of entrepreneurs looking first to Europe or even the US market, especially those companies that focus on the B2B business model.

What programmes does Google for Startups have in Madrid? And in Spain?

Our mission, in every sense of the word, is to help startups grow with the best of Google. One of the objectives we have is focused on equalising opportunities so that, wherever you start, the entrepreneur can become a global company. So, within the Google For Startups space we have realised that we can make an impact. This has led us to launch several programmes.

Currently, we have two in Madrid and one in Malaga. One of those in Madrid, Residency, offers 6 months of acceleration. The initiative started in February 2019 and, through this project, between 8 and 10 companies in the "growth phase", that is, that already have a product launched on the market and have demonstrated a track record, have been chosen. It identifies the main challenges ahead and helps them to make decisions and to start professionalising the company. It is a programme that aims to create the perfect group so they can really help each other.

The second programme is Growth Lab, which was first launched in October 2019. This is a shorter programme, which has hosted some companies such as Bnext. This initiative is focused on more mature startups and is centred

on their growth and internationalisation, as well as on attracting new users, defining the strategy and the ideal market. In addition, this programme involves a lot more work in the marketing and sales department of the company, during two intensive months.

As for the Malaga initiative, called Google for Startups Accelerator, it focuses on the financial companies sector, i.e. fintech, specifically in the cybersecurity niche. As a result, a large cyber-security centre has been created, which has generated a significant number of jobs.

Why is Google getting involved in an accelerator programme? What role does it play within the startup acceleration ecosystem?

The mission of Google For Startups is to try to equalise opportunities for all entrepreneurs across the world, so they can grow into large corporations. Likewise, Google sees entrepreneurs as the driving force behind the economy and employment.

Within the ecosystem we act as what we really are, a platform. At first we started with a very neutral space that could nurture talent and the work of funds and accelerators, not just startups, until we ended up collaborating with all the actors. This way we maintain constant communication with all of them, because they contribute a lot to the entrepreneurial system.

Overall, Madrid and Barcelona demonstrate a higher growth potential for startups than the other regions. How would you promote initiatives focused on startups in the other regions of Spain?

In addition to these two regions, Spain has quite powerful hubs such as Valencia, Malaga, Bilbao and Granada. It is true that Madrid and Barcelona are members of the 'Top 10 European Hubs', so we tend to give them more importance, but the other regions are just as signifi-



"Entrepreneurship is a lonely business, but if the entrepreneur is able to access networks, communities or investors and experts, they will have more opportunities to grow within the ecosystem"

cant. In this regard, Spain (with its two leading regions) is, every year, ranked in positions 4 or 5 of the Top 10 European Innovation and Entrepreneurship Hubs. While other European countries only have one of their cities in the ranking, Spain has two cities.

What can be done to enhance other innovative ecosystems?

Connection. Connect them, help entrepreneurs, and allow them to perform their activity where they were born. In other words, enable and facilitate entrepreneurs born in any region to access a network that is not only national but international, allowing them to be in contact with the United States, London or Paris. This gives startups the opportunity to enhance their development until they achieve success. Google's way of promoting this measure is to plant the seed. This is the case of the startup Declarando, which was founded in Castellón and has had the opportunity and the good fortune to continue growing its activity in the same region and also to become a benchmark in its native city.

The key is to generate a range of networks that allow entrepreneurs to get

started, develop and have access to the same opportunities. That is, access to experts and other actors who, with their potential, help entrepreneurs to grow and nurture the entrepreneurial value chain.

Compared to other EU countries or the United States, how do you see the startup scene in Spain?

I am optimistic, always keeping in mind that time is of the essence. These ecosystems are not built overnight. We are ten years behind London and 20 years behind the United States, but we have

an ecosystem made up of second and third generation entrepreneurs such as José del Barrio and Iñaki Berenguer. These are entrepreneurs who are on their way to launching their third company, who have accelerated the ecosystem and who have helped the system to mature. This rhythm confirms the signs of enthusiasm and positivity, which is then reinvested in talent and money. As is the example with Ontruck. Likewise, investment has grown exponentially. We have a lot of potential and we must believe it and be aware that this is a long-distance race. Launching a startups is not a matter of a quick win, it is a matter of work, work and failure; work, work and success. For this to happen, there must be a constant commitment, from entrepreneurs, to future investments.

What would you ask Madrid City Council to do to foster the growth of this ecosystem? What about the government as far as Spain is concerned?

What we need to do, on the part of all the actors in the ecosystem, is to really talk and be aware of how we can work together. In the end, it is a question of reaching out to entrepreneurs and all the actors in entrepreneurship who, in the future, can generate value and bring

in talent, facilitate opportunities and face the challenges of everyday life. It is a matter of detecting what an entrepreneur needs and trying to make the road ahead as easy as possible.

How is Google's relationship with the public institutions? In what way do you think the company could collaborate to move this sector forward?

Since Google Campus Madrid opened its doors, we have tried to be in contact with all the public institutions. To this end, we have spoken to each and every one of them, with the aim of positioning ourselves as a meeting point for organisations and startups. Representatives of all the institutions, both local, regional and national, of all colours have passed through the Campus. In line with this, these actors have had the opportunity to talk directly with the startups and vice versa; in order to learn about the challenges, the whys and wherefores, the potential and, at the same time, the barriers faced by entrepreneurship in the national panorama.

What do you think are the flaws that make a startup fail?

I think the most important thing is to know how to spot an opportunity that has a big market and, at the same time, to surround yourself with the best team. The problem comes when entrepreneurs surround themselves with people who are not suitable. This is an ecosystem that requires a lot of work and effort, nobody said it was easy. It is an everyday battle in which everyone's finances, and even family life, are sacrificed. We must be aware of the effort and work involved, and this must be highlighted.

INNOVATION

What are the sectors that stand out the most in terms of innovation in Madrid? Why is that?

I believe these are the sectors that in the end are closely related to the industry that is present in the country and in the city. I would highlight the fintech, insurtech, education sectors and also ecommerce. Lately, the health sector has also been booming and performing within the startup ecosystem. All this on account of the presence of large

"The pattern that is perceived is that startups that are launched in Spain professionalise sooner than a few years ago"

corporations and other companies. As B2B services have become more prevalent in cities, many companies with a focus on SaaS and parcel delivery have emerged to meet the sector's needs.

How can startup projects be promoted from private companies and from public companies?

Ultimately it is a matter of 'opening up'. This world is going so fast that either we open the doors and work together, or it will be very difficult to keep up. I believe that large companies have no choice, not only to seek innovation within the organisation, but also to seek it outside. And to do this, we need to make the processes much more flexible. For example, a corporation that has buying and selling processes may delegate certain functions to a startup. It is about implementing a fundamental change across the board, it is not a question of having an innovation department in a corner, but of having it internalised within the culture of the company in order to be able to collaborate and work in the closest possible way. Be it a purchase, a partnership or a simple collaboration, whatever the format. It would gain in agility and flexibility in being able to perform these specific functions.

What are the objectives Madrid should set itself in terms of innovation?

First we have to believe in everything we have: a lot of talent, a very powerful ecosystem that has already been proven and many successful entrepreneurs.

We have a 'big enough' market with a language that has immense potential, as well as a network of venture capital funds and very ambitious and growing corporations. What we need to do now is simply to make it easier for both investment and entrepreneurship and

to generate this positioning. A little bit of marketing. When we started South Summit we didn't have much, but it was a matter of getting out there and telling the world about it. In this case, announce that it is a large-scale event in southern Europe. It is really believing it and shouting it from the rooftops for anyone who is listening.

INVESTMENT LANDSCAPE

What are the keys to a successful funding round?

Having a product with potential. In other words, we have to be aware of: what the investor is looking for, which in many cases is a portfolio that is going to give a return. In the end, entrepreneurs have to believe and demonstrate that their project has potential, that it has a market and, furthermore, that they have the right team to get it off the ground and see it through to the end.

Another factor on which an investment round depends is the amount of money to be raised, the startup's position in the ecosystem and the entrepreneurs involved in founding the company. They will have to achieve a number of milestones.

Also, the key will be to ensure that the entrepreneur has spotted a sufficiently large opportunity in the market so the fund is able to assess the likelihood of a return on its investment from its involvement in the round. What an entrepreneur should do, in this case, is to knock on a hundred doors, but bearing in mind that it is never good to get into a round too early. The assessment will always be based on the why and wherefore.

Do you think it is the best way to grow in the case of a startup?

It depends. The startup environment is very competitive and very fast moving, which is why it is often difficult to grow without funding. The fact of getting involved in a round is necessary because the company requires speed to enter new markets and get to them before the competition. In Spain there have been cases of companies that have not opted for financing and that have developed themselves. This is the case for some

of the technologies Google Campus for Startups Madrid offers, which are completely sustainable.

In the Spanish ecosystem in Madrid there are currently many professionals who have been entrepreneurs and have now become investors. Do you think this is the way to go?

I think this is positive and shows that our ecosystem is strong, but I don't think it is the only way forward. It is very important to have funds, such as All Iron, which are headed by entrepreneurs and denote the maturity of the ecosystem. But with these funds has also come capital, different points of view and different perspectives. In other words, this demonstrates to institutions the immense return that a successful entrepreneur has.

What advice would you give an entrepreneur looking for funding?

Safety. Assess why you need funding, for what and how much. In this way,

you will be able to develop and build the necessary relationships as quickly as possible. We must try, as far as possible, to prioritise and generate relationships so that the investor can see the evolution and growth of the entrepreneurs.

How do you see Madrid at the startup investment level? What challenges does it have? And what advantages does it have?

We are among the Top 10 Hubs in Europe, we have a level of investment that is growing every year and, as if that were not enough, we have many successful cases of entrepreneurs who have generated numerous successes. This creates great confidence in the market, both nationally and internationally. In addition, Spain also has many international investors.

Other ingredients that help Spain to excel are home-grown talent and quality of life. Madrid is a city people want to

come to, and that is not to be confused with sun and beach, but with a quality of life that is worth gold, that can attract more talent. The challenge is, therefore, to believe it a little more and position our entrepreneurs worldwide.

"The mission of Google For Startups is to try to equalise opportunities for all entrepreneurs across the world, so they can grow into large corporations"





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MADRID STARTUPS



Spotahome

Established: 2014

Location: Calle de Vizcaya, 12, 28045 Madrid

Founders: Alejandro Artacho, Bryan McEire, Bruno Bianchi and Hugo Monteiro

Employees: 270 employees, from more than 30 countries

Investment obtained: \$16.1 million, in the first, Series A, round and 40 million dollars in Series B, during the second round of investment

■ Spotahome is a Spanish startup, created in 2014, that offers a business model that seeks to reinvent the real estate sector worldwide. Its marketplace offers the most complete listings of apartments, rooms, studios and student residences for non-vacation rentals of more than 30 days through a reservation platform with a 100% online process,

without the need for visits. This represents a significant saving in time and money, both for tenants and owners. The Spotahome team itself is in charge of personally visiting and checking the properties that are published. They take professional photographs, include floor plans, shoot HD video of the property and neighbourhood and include highly detailed descriptions. The competitive advantage Spotahome offers is that it allows access to flats in a completely virtual way, without the need to invest time in visiting each individual property thanks to the high quality audiovisual material they produce for the owner, completely free of charge. They also offer additional guarantees that cover both the tenant and the landlord for any additional issues or unforeseen events that may occur during the rental process.

Fintonic

Established: 2012

Location: Calle de Orense, 12, 28020 Madrid

Founders: Lupina Iturriaga, Sergio Chalbaud and Aitor Chinchetru.

Employees: 137

Investment obtained: 60 million euros

■ Fintonic allows users to obtain all the available information there is on their banks and cards. The app, created in 2012 by Lupina Iturriaga and Sergio Chalbaud, has categories to organise the information and an alert system that warns of unexpected movements, duplicate receipts, commissions, erroneous charges or when insurance policies expire. It also incorporates advanced functionalities such as the Fin-Score, which is used to find the interest rate you will be charged when applying for a loan. Aitor Chinchetru joined the management team in 2015 to implement this functionality. It also has a Loan Platform, which allows users to access the lowest interest rates on the market without leaving the app, and an Insurance Platform, with 35 connected companies. The app also provides a bill review service for users, in areas such as telephones, energy and insurance, and it analyses the amounts spent on each of these services to determine whether the correct tariff has been contracted and whether the amount to be paid is in line with the conditions. The app's latest feature is a new Account and Card service with which they want to revolutionise the market. Fintonic, with more than one million registered users, operates in Spain, Mexico and Chile and has received numerous awards, such as the Google Award for Mobile Innovation in the finance sector.

Bnext

Established: 2017

Location: Calle de Zurbano, 71, 28010 Madrid

Founders: Guillermo Vicandi and Juan Antonio Rullán

Employees: 70

Investment obtained: 37.8 million euros

■ Bnext is a startup in the finance sector that allows users to have a single account, with which to contract financial and insurance products adapted to each person through its Marketplace. They have a variety of financial and insurance products, offered by selected partners. The startup was created by Guillermo Vicandi and Juan Antonio Rullán in 2017 and has become one of the fastest growing companies in the Spanish fintech sector. In 18 months, it managed to multiply its number of users by more than 10, exceeding 300,000. Furthermore, in the last 12 months, Bnext has processed more than 430 million euros in 11.6 million transactions. In 2019 it closed the largest Series A funding round in the fintech sector, and the second largest of this series in Spain, for €25 million. It was led by DN Capital, Redalpine and Speedinvest; along with Founders Future, Cometa, Enern, USM and Conexo. In 2019, the startup has raised more than 3.3 million euros in its crowdfunding equity, which has allowed it to reach a record number of investors (4,988) and a record speed of operation (one hour).

Cabify

Established: 2011

Location: Calle de Pradillo, 42, 28002 Madrid

Founders: Juan de Antonio, Vicente Pascual, Sam Lown, Adrián Merino and Francisco Montero

Employees: +400

Investment obtained: 398 million euros

■ Cabify connects private users and companies with the forms of transport (vehicle and driver, taxi, motorcycles or electric scooters) that best suit their needs. Its main aim is to make cities a better place to live. To do this, it seeks to decongest the streets by providing, through technology, a safe and quality transport option. Founded in 2011, Cabify expanded to Latin America within a few months and, today, it is present in Argentina, Brazil, Chile, Colombia, Ecuador, Spain, Mexico, Panama, Peru, Uruguay and the Dominican Republic. The company is noted for its commitment to talent and local economies, generating jobs in an industry that is being transformed by technology and declaring 100% of its operations in each country. As part of its commitment to be a socially responsible company and in line with the Sustainable Development Goals (SDG), Cabify is the first mobility company in Latin America and Europe to offset 100% of the CO2 emissions generated by its operation.



CARTO

Established: 2012

Location: Calle Gran Vía, 46, 28013 Madrid

Founders: Javier de la Torre and Sergio Álvarez

Employees: 130

Total investment obtained: 31 million euros

■ The volume of data generated by new devices, from the simplest smartphone to connected vehicles, is changing the way we live and the way companies do business. CARTO transforms location data into more efficient logistics chains, better segmented marketing campaigns and more strategic site planning, among many others. Everyone from business analysts to developers to data scientists use our software and location data to better understand the causes of a given event, optimise business processes and forecast future results.



Jobandtalent

Established: 2009

Location: Paseo de la Castellana, 93, 28046 Madrid

Founders: Juan Urdiales and Felipe Navio

Employees: 350

Investment obtained: 125 million euros

■ Jobandtalent is a technological platform that seeks to improve the job market. The company has created a marketplace that connects companies and workers through an app. Companies hire workers directly on the platform and Jobandtalent's technology chooses the most suitable profiles for each position, manages recruitment, payroll generation and payment, time and attendance control, social security payments, etc., thus simplifying and optimising workforce management. On the other hand, workers are presented numerous job opportunities on their app, which improves their job stability and their annual income in the labour market. The platform's annual turnover exceeds €280 million in 2019 and its growth is more than 100% per year. Jobandtalent operates in 7 different countries and employs more than 350 people globally. More than 80,000 workers have been recruited in the last 3 years to service large employers such as Correos, SeurNow, Banco Santander, Justeat and Cabify. Jobandtalent has received more than 125 million euros in funding from technology investment funds.



Citibox

Established: 2015

Location: Calle del Eucalipto, 33, Planta 3ª, 28016 Madrid

Founders: David Bernabéu

Employees: 60

Investment obtained: 12 million euros

■ Citibox Smart Services is a technology platform that connects couriers with end users who receive packages, allowing them to receive parcels without the need to be at home to pick them up thanks to a system of smart mailboxes and a mobile application, which allows users to receive all their online purchases. David Bernabéu is the founder of the company, which has participated in the Demium Startups acceleration programme and has received support from leading business angels in the Spanish entrepreneurial ecosystem such as Bernardo Hernández, Santiago Fernández Valbuena, Richard Alden, Luis Miguel Gilpérez, Didac Lee and the investment funds Bonsai, Big Sur Venture and Banc Sabadell. Citibox operates in Madrid and Barcelona, where it has 43,000 registered users. Citibox's objective is to expand to the main European capitals such as Paris, London and Berlin. The company has received awards including the CEL Empresa 2017 Award, the eAward 2017 for the Best Courier Logistics Solution, the Big Ban Angels Award for the Startup that has most seduced investors (2017), the European Logistics Association Brussels 2018 Award and TheAwards 2018 for the best Spanish app in the procurement category.

Clicars

Established: 2016

Location: Avenida Laboral 10, Madrid 28021

Founders: Carlos Rivera and Pablo Fernández

Employees: 90

Investment obtained: 5 million euros

■ Clicars was founded in 2016 by Carlos Rivera and Pablo Fernández to offer quality cars through the disintermediation model. Their platform helps buyers to save money. Clicars specialises in nearly-new, low mileage, structurally sound cars with a full maintenance history. The company has repositioned the term second-hand, coining it "good hand" when referring to its vehicles. Its business model is hybrid and combines offline and online, as customers can visit the company's multi-brand store in the south of Madrid. The startup has had a turnover of €5 million in its first year and, since March 2017, has had a strategic and capital partnership with Aramisauto.com (part of Groupe PSA). At the end of 2019, it has reached 75 million in turnover. It has now sold more than 4,000 vehicles, has also won the RTVE Award for Best Startup, Best Team at South Summit 2018 and Best Ecommerce Startup of the last 10 years at the 2019 Ecommerce Awards.



GOI Travel

Established: 2016

Location: Calle de López de Hoyos, 42, 28006 Madrid

Founder: Yaiza Canosa

Employees: 77

Investment obtained: 17.2 million euros

■ GOI is a bulky goods shipment logistics startup that operates in the last mile at the provincial level, where logistics operators do not have specific services for bulky goods, especially furniture and household appliances. The company connects self-employed hauliers with users, optimising the service and making it cheaper. GOI equips self-employed carriers with technology and enables them to cut up to 40% off the time they used to spend searching for their customers. GOI

carriers also solve assembly and installation problems. The project is backed by its promoter partners, each in their own area, and by content, commercial and technological agreements. Its investors include Carlos Blanco, a well-known Spanish business angel. In January 2017, Vincent Rosso (co-founder of Blablacar) and Alfredo Pérez (former director of Amazon logistics) joined the team as, in addition to being partners, occupy the positions of president and director of operations respectively. GOI has been chosen to take part in the acceleration programmes run by Seat by Connector, Mercedes Startup Advance and CorreosLabs (Reto Lehnica). Currently, it has around 50 clients, including Ikea, and more than 70 employees on its staff.

Indexa Capital

Established: 2015

Location: Calle de Serrano, 213, 1, A4, 28016 Madrid

Founders: Unai Ansejo, François Derbaix and Ramón Blanco

Employees: 11

Investment obtained: 2.6 million euros

■ Indexa Capital is a securities agency authorised and supervised by the CNMV (No. 257) and the first automated investment manager in Spain. Its objective is to obtain a greater return on savings from the

more than 12,000 clients who trust it. Indexa achieves an investment portfolio with global diversification, index funds and with low commissions, achieving additional annual profitability around 3.1% greater than banks. The company's services include the management of investment fund portfolios and pension plans, EPSV plans (Basque pension plans) and occupational pension plans. Indexa was founded in 2015 by Unai Ansejo, François Derbaix and Ramón Blanco. Currently, its activity is limited to Spain and it has closed three investment rounds with which it has obtained 2.6 million euros.



Ontruck

Established: 2016

Location: Carrera de S. Jerónimo, 15, 1ºc, 28014 Madrid

Founders: Iñigo Juantegui, Rika Christanto, Gonzalo Parejo, Samuel Fuentes and Javier Escribano

Employees: +160

Investment obtained: 36.2 million euros

■ Ontruck is an online regional road freight transport platform that relies on technology to offer an optimised freight management system. Ontruck assigns cargo to highly-qualified carriers directly, thus providing a reliable and efficient delivery service. The company has its own free application for mobile devices. Hauliers can plan their entire schedule on the basis of the loads obtained through Ontruck, or they can supplement already scheduled routes by filling their vehicles with additional loads. Ontruck was founded in January 2016. It currently operates in four countries: Spain, the United Kingdom, France and the Netherlands. In Spain it is present in the central region (Madrid and neighbouring provinces), Catalonia and the Valencian Community. In the UK it operates in London and the south east of the country. In France, its activity is concentrated in the Ile-de-France region, which consists of Paris and its surroundings. In the Netherlands it operates in Amsterdam, Rotterdam, Utrecht, The Hague and Breda. The company has had investors such as Atomico, Cathay Innovation, Idinvest Partners and GP Bullhound, among others, and has closed three rounds worth 36.2 million euros.

Reclamador

Established: 2012

Location: Calle del Hierro, 33, planta 2, 28045 Madrid

Founders: Pablo Rabanal

Employees: 100

Investment obtained: 2.1 million euros

■ Reclamador is an online legal services company created in 2012 by the entrepreneur Pablo Rabanal with the aim of using technology to defend people's rights against companies and public administrations in a simple and transparent way. With 60,000 cases resolved and 40 million euros in compensation achieved so far, it works with a 98% success rate and under a No Win, No Fee model, that is, it only charges if it wins. The company has already handled 250,000 claims with settlements totalling 200 million euros. It has 100 professionals and its investors include Faraday, Martin Varsavsky (VAS Ventures), the Cabiedes & Partners fund, as well as François Derbaix (founder of Toprural), Yago Arbeloa (president of the AIEI), Carlos Blanco (Encomenda) and Making Ideas Business. It is financed by ENISA and EMPRENETUR (Ministry of Economy, Industry and Competitiveness). It is also among the 250 fastest growing companies in Europe, according to the Financial Times newspaper FT1000 ranking. It was a winner at South Summit 2017, and since 2018, it has been a founding member of APRA. In addition, it is part of the Spanish chapter of the European Legal Tech Association (ELTA).

We Are Knitters

Established: 2011

Location: Calle de Fernández de la Hoz, 31, 28010 Madrid

Founders: Pepita Marín and Alberto Bravo

Employees: 30

Investment obtained: Almost 1 million euros

■ WeAreKnitters is an ecommerce startup specialising in the sale of knitting and crochet kits, made up of balls of wool and 100% natural fibres of the highest quality from Peru, handmade needles and a pattern explaining all the steps in a very simple way. The company was created by Pepita Marín and Alberto Bravo after a holiday in New York. There, in the subway, they met a very young girl who was knitting a very striking colored yarn. They began to investigate and saw that in Spain it was not possible to find wool similar to that they had seen. So they decided to bring that wool to Spain and make knitting fashionable in Spain and Europe. The founders have built a community of 490,000 followers on Instagram around the brand. Users uploading photos of their finished projects onto this social media is an important factor that has helped the brand's visibility. Similarly, WeAreKnitters has managed to bring something as traditional as knitting clothes back into fashion.

Wetaca

Established: 2015

Location: Calle de la Resina, 34, 28021 Madrid

Founders: Andrés Casal and Efrén Álvarez

Employees: 5

Investment obtained: 2.2 million euros

■ Wetaca is a company that offers an online service of meals prepared by professional chefs. The platform was created by Andrés Casal and Efrén Álvarez in 2015, with the intention of creating a new way of eating, which would allow users to enjoy healthy and delicious meals, without the need to spend a fortune or cook. Wetaca designs 15 new dishes every week and users simply place their order on the website. The food is free from additives and preservatives and vacuum packed to guarantee freshness. In addition, Wetaca guarantees the dishes will keep for 8 days in the refrigerator. Wetaca operates from Madrid and has won the 15th Seed Rocket Campus, a real boost for its new objective: to open new offices both nationally and internationally. The company has 32,000 users who regularly use the platform to order food at home. In addition, it has processed 103,000 orders since 2015 and has 721,000 cooked dishes.



Wegow

Established: 2013

Location: Calle de Claudio Coello, 16, 28001 Madrid

Founders: Gonzalo García Miñaur and José María Ozamiz

Employees: 50

Investment obtained: +3m euros

■ Wegow is the leading social marketplace for live music, where users, artists, promoters and brands immerse themselves in concerts and festivals in a totally innovative way. This Spanish platform began its activity in 2015, and since then it has experienced constant growth, both in users and in turnover. Today, Wegow has 5 million monthly

visits, 4.5 million unique users per month and more than 2.2 million registered users. The company is present in 19 countries: Germany, Argentina, Australia, Austria, Belgium, Brazil, Chile, Colombia, Spain, United States, France, Ireland, Italy, Mexico, Netherlands, Portugal, United Kingdom, Sweden and Switzerland. In the last quarter of 2019, Wegow reached an operating break even point and estimates it will close 2020 with positive EBITDA thanks to the growth in its different business lines and the internationalisation of the business. The company has turned over 24.9 million euros in 2019, which is 131% more than the previous year (10.8 million euros). The platform was founded to revolutionise the way people enjoy live music and has quickly become the benchmark app for concert and festival lovers.



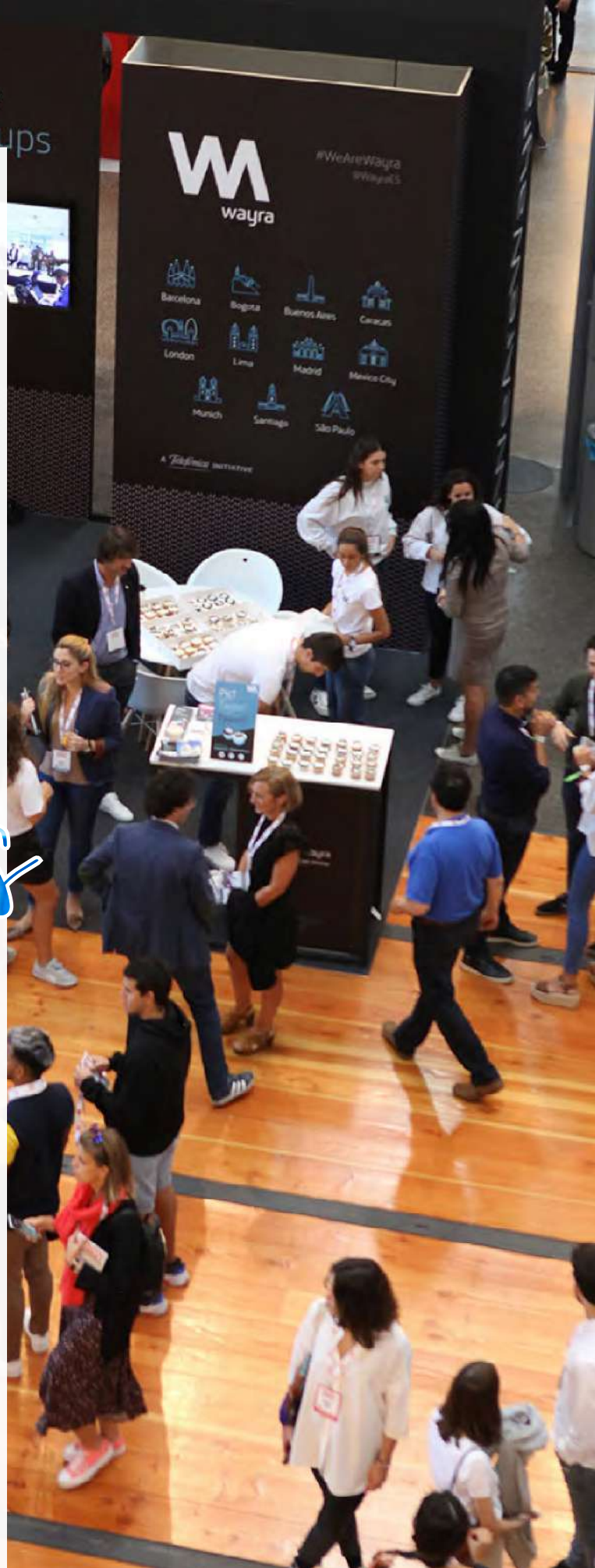
Initiatives — from — Support — to — StartUps

INTRODUCTION

Madrid currently has more than 50 initiatives to support startups in the seed and early stages, making it the autonomous community with the largest number of accelerators, incubators and venture builders in Spain.

One of the factors that explains the growth of this type of initiative is the incorporation of companies into the ecosystem. In Madrid, specifically, more than 30 large companies have launched an accelerator or an open innovation initiative.

Before detailing each of the initiatives active in the capital, we will define the different types of support programmes for startups, which can be divided into four main blocks:



TYPES OF INITIATIVES

INCUBATORS

Incubators help entrepreneurs in the early stages of company creation (pre-seed and seed stages). Their work starts with the incorporation of the company, advising them on how to set up the company and looking for business ideas with growth potential; they also advise them on how to turn these ideas into profitable companies and offer them mentoring and expert advice to guide them in their decisions. In some cases, some private initiatives keep a small percentage of the company for these startups works.

ACCELERATORS

Accelerators and acceleration programmes are usually implemented in the slightly later stages of company creation (seed and early stage). By this stage, the entrepreneurs have their companies set up and have an MVP (Minimum Viable Product) created and ready to launch on the market. Increasingly, accelerators are verticalising to serve specific sectors, such as fintech, insurtech, energy, healthcare, etc. This specialisation makes the whole programme and its mentoring much more productive, as its members know the market extremely well and have contacts and experience in it.

After studying the candidate startups, the accelerators choose the ones that best fit their criteria and these startups become part of their programmes for a limited period of time. Once training begins, those selected receive support from experienced investors and mentors in the areas where they need improvement. On many occasions they are also offered work spaces (for a period of no more than one year). In addition, at this stage accelerators and accelerator programmes also help startups to seek private funding to continue the company's growth in the next stages.

Typically, accelerator programmes differ from accelerators in that they are often designed to boost the growth of startups through a mix of mentoring, training and access to a network of investors and experts, with the possibility of gaining equity capital in the company.

COMPANY AND VENTURE BUILDERS

Company and venture builders are vehicles that create companies called copy-cuts, i.e. they replicate projects and business models of other startups that succeed in countries with more developed ecosystems.

The difference between the two terms lies in the fact that the company builder is an initiative set up by serial and experienced entrepreneurs, who seek external talent to run the companies and take a percentage of around 15% of the company, while venture builders are developed by corporations (with or without external help), where they do not take a stake and where they seek to create lines of business within the companies or other more innovative monetisation formulas, as well as the optimisation of processes in some of the areas of the large company.

This type of initiative does not usually accept external ideas or projects; they normally define the ideas to be developed beforehand and seek, at specific events or within the companies, the founding teams with which to launch the startups and, subsequently, validate the business model until it works autonomously. Both vehicles invest time and resources in the first months of the life of the companies to make them profitable.

OPEN INNOVATION

The last term used in the Spanish startup ecosystem is open innovation, a new innovation strategy under which companies go beyond the internal limits of their organisation, and in which the relationship and cooperation with external professionals plays a key role. One of the reasons open innovation has emerged is simply because large companies are no longer able to deal with the entire innovation process on their own, and what this approach allows them to do is to combine internal and external knowledge by integrating their own resources with those of their collaborators. The objective is to accelerate internal innovation, carry out R&D projects and improve competitiveness.

Open innovation was born at least five years ago in Spain due to the increasingly global, digital and innovative needs to which large companies are being exposed. The speed at which certain markets and sectors are changing and evolving means that corporations must look for more innovative, flexible and disruptive companies to collaborate with in order to meet the internal needs and challenges of their customers and even their own employees.

In many cases this is due to the difficulty they have in modifying certain internal processes, which have become standardised and complex to change and which, due to lack of knowledge, skills or resources, they are unable to take on and develop.

In conclusion, it is possible to speak of three types of advantages linked to this term:

- Reduction in time and costs related to innovation projects.
- Incorporation of solutions and innovations in the form of ideas, patents, products and technologies that would never have been developed by the company due to lack of time, knowledge and/or technological means.
- Commercialisation of innovations that, for lack of capacity or for strategic reasons, do not have a market outlet through the organisation itself.

Acciona I'mnovation

OPEN INNOVATION

Twitter: @imnovation
Linkedin: /acciona-i'mnovation/
Managed by: Javier González
Email: jgonzalez@acciona.com
Specialisation: renewable energy, infrastructure, mobility and services
Website: www.imnovation.com
Annual calls: 1
Companies accelerated: 18
Millions captured by its startups: +€20m

I'MNOVATION is Acciona's innovation programme, an initiative aimed at identifying startups that are developing technologies or methodologies that will mark a watershed in the infrastructure, renewable energy and services sector. The programme has an annual call for applications and offers startups operational, technical and business support through advice from mentors, experts and company professionals. In addition, they have a fast-track that accelerates the startups of the pilots and the commercial relationship with Acciona.

Startups accelerated: GOI, Artelnics, Flexidao, Hemav, Kineo, Worldsensing, Rated Power.

AON Innovation Lab

OPEN INNOVATION

Managed by: Pablo Montoliú
Email: pablo.montoliu@aon.es
Specialisation: insurtech, fintech, healthtech
Website: www.aoninnovationlab.com
Annual calls: 1
Companies accelerated: 16

AON Innovation Lab is AON's open Innovation programme, in which any agent in the ecosystem can participate in order to respond to the different challenges the company is facing. It seeks to boost the connection between external talent and the organisation's internal talent, which is why the programme has a total duration of approximately six months. It offers training and mentoring by AON experts in the areas of commercial risk, retirement and health; project management support; and the options for expanding the business relationship with the corporation.

Startups accelerated: Ecertic, Coinscrap, Lang.ai

Airbus Bizlab

ACCELERATION PROGRAMME

Twitter: @airbusbizlab
Linkedin: /airbus-bizlab/
Managed by: Pedro Manuel Luzón Sánchez
Email: pedro.luzon@airbus.com
Specialisation: aerospace industry
Website: www.airbus-bizlab.com
Annual calls: 1
Companies accelerated: 50 startups and 40 internal projects
Millions captured by the startups: +€4.5m

Airbus Bizlab was created with the aim of promoting and developing technology-based entrepreneurial and intrapreneurship projects in Spain. The programme lasts six months and is divided into three phases. The accelerator offers free space, support from dedicated coaches and mentors, weekly learning sessions and access to a prototyping space. To close the programme, Airbus holds a Demo Day with people from the corporation and Venture Capital funds where it awards the winners €50,000 to implement a proof of concept.

Startups accelerated: Uwinloc, Geotrend, Obuu, Lexigone, 3Dtrust, Neewee, VRnam.

AXA Opensurance

OPEN INNOVATION

Linkedin: /axa/
Twitter: @AXAOpensurance
Managed by: Óscar Paz
Email: oscar.paz@axa.es / opensurance@axa.es
Specialisation: insurtech
Website: www.axa.es/opensurance
Annual calls: continuous
Companies accelerated: +40

AXA Opensurance is a platform that enables innovation in solutions aimed at the distribution and generation of insurance business and protection solutions in the insurtech sector. It collaborates openly with the entrepreneurial ecosystem and startups, enabling innovative distribution agreements to be developed, as well as offering a six-month partnership between AXA and the startups. The initiative provides startups with customised insurance design and disruptive business models, co-creation and collaboration with platforms for joint insurance distribution and protection services.

Startups accelerated: Mobike, Help Flash, Fintonic, Madi-va, Socialcar, Vidahorro, Clintu, MyPoppins, Koko, etc.

Ánima Ventures

COMPANY BUILDER

Linkedin: /anima-ventures
Managed by: Alejandro de León
Email: alejandro@animaventures.com
Specialisation: social impact
Website: www.animaventures.com
Millions captured by the startups: €1.5m

Anima Ventures was founded in 2015 as a company builder, a company dedicated to incubating and investing in projects. It aims to support and promote social enterprises that seek to have a positive social impact. For each project it supports, Anima Ventures develops a different programme based on the needs of each case, always with the ultimate goal of turning these projects into profitable companies. In the launch phase, the companies become partners of Anima Ventures, who accompanies them throughout the process.

Startups accelerated: Microwd, TuuuLibrería, Anima Soluciones, Kiddobytes, Lunatics, Superbytes.

Bankia Fintech

ACCELERATION PROGRAMME

Established: 2016
Specialisation: varied
Email: bankiafintech@bankia.com
Website: www.bankia.com
Specialisation: fintech
Annual calls: 1
Companies accelerated: 5

Bankia Fintech seeks to foster the Spanish entrepreneurial fabric, talent and quality employment, as well as to promote innovative startups that seek to have a social impact and support the ecosystem through Innsomnia. The accelerator focuses on startups in the following sectors: education, energy, tourism, fashion and fintech. Since 2019, the accelerator has become a vertical initiative aimed at the circular economy and sustainability startups. Since Bankia was founded, four calls have already been held to which more than 300 startups have submitted applications. Of all of them, 50 have been accelerated through the accelerator and 90% of them have carried out a Proof of Concept (PoC) for the bank.

Startups accelerated: Roots, Hoop Car Pool, Flip&Flip, Afterscool, Teachapp, Kiply, Kwiil, Bitrendy, Hoop, Rentya, Ecodicta, RecircUP, Niimaar.

Barlab - Mahou San Miguel

ACCELERATOR

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LinkedIn: /mahou-san-miguel
Managed by: Eloísa Ochoa de Zabalegui
Email: contacto@barlabmahousanmiguel.com
Specialisation: catering, foodtech
Website: www.barlabmahousanmiguel.com
Annual calls: 1
Companies accelerated: +10

Barlab is the accelerator of the Mahou-San Miguel group. It has a six-month acceleration programme designed to immerse selected startups in an entrepreneurial environment with a focus on technologies applied to the consumer experience in the bar and hospitality sector in Spain. The selected projects receive €35,000 in non-refundable funding and are provided with coworking space at the company's headquarters in Madrid. The startups will have the opportunity to be selected to receive further funding through a participating loan that will allow them to strengthen their relationship with the company.

Startups accelerated: B24ioT, Smartech, Suplain, Up Devices, Worktoday, Heyplease, Invibe, Lhings.

BBVA Open Innovation

ACCELERATION PROGRAMME

Twitter: @BBVAInnovation
LinkedIn: /bbva-espana
Managed by: Ignacio Villoch
Email: openspace.madrid@bbva.com
Specialisation: fintech
Website: openspace.bbva.com/madrid/
Annual calls: 1

BBVA Open Innovation is an acceleration programme that was created in 2019 to help fintech projects get off the ground while activating the local entrepreneurial ecosystem. It is aimed at early stage startups with a working MVP or a product on the market with a small number of users. It is a free nine-month programme based on three basic pillars: technology, marketing and business. The programme offers the possibility of participating in its coworking space (Open Space) in Madrid for a select group of startups and the possibility of holding events.

Bridge for Billions

INCUBATOR

Twitter: @Bridge4Billions
LinkedIn: /bridge-for-billions
Managed by: Pablo Santaefumia
Email: info@bridgeforbillions.org
Specialisation: generalist
Website: https://www.bridgeforbillions.org
Annual calls: 12 (The Leap programme) and 20 (collaborators programme)
Companies accelerated in Spain: 435. 188 (The Leap) and 247 (collaborators programme)

Bridge for Billions aims to democratise access to growth opportunities for entrepreneurs around the world. They do this through The Leap, a proprietary incubation programme with monthly calls aimed at validating, developing and structuring early-stage companies. In addition, they work with all types of organisations globally, creating entrepreneurship and open innovation programmes to solve current challenges by establishing contact with startups and innovators. The incubation programme lasts three months through its digital platform.

Startups accelerated: Agro Mindset, Bizipoz, Qube, Zero Waste Academy, Miwuki, AREX, Bikema Academic Centre, Waypost, Mangfold, Forlag.

BYLD

CORPORATE VENTURE BUILDER

Twitter: @Byld_Startups
LinkedIn: /byldstartups
Managed by: Adrián Heredia
Email: adrian@byld.xyz
Specialisation: Generalist
Website: www.byld.xyz

BYLD is a Corporate Venture Builder that creates startups from scratch together with large corporations, combining the best of both worlds to power the creation of internationally scalable startups. BYLD aims to provide solutions to new companies in order to achieve a smooth consolidation path through different processes. These are divided into: Byld Insights, which identifies trends and opportunities; Byld Labs, the minimum viable product creation phase; and Byld Startups, in which the MVPs are turned into scalable startups.



CBRE Proptech Challenge

CONTEST, AWARDS

Twitter: @cbreproptech
LinkedIn: /cbre-proptech-challenge
Managed by: Carlos Casado
Email: carlos.casado@cbre.com
Specialisation: Proptech
Website: https://www.cbre.es/
Annual calls: 1
Companies accelerated: 7

CBRE Proptech is a Europe-wide digital innovation initiative focused on real estate, which aims to support and incorporate digital talent in the real estate sector. The competition is an annual contest, Proptech Challenge, through which CBRE promotes technological innovation by rewarding disruptive solutions that add value to all the players in the real estate sector and to society. The winners enter an acceleration programme with CBRE professionals, consisting of talks, events and conferences on innovation applied to the real estate sector.

Startups accelerated: Aura, Daysk, UDE, LoLoLo.

CEU Emprende

ACCELERATION PROGRAMME

Twitter: @Ceuemprende
Managed by: María Losana
Email: losana@ceu.es
Specialisation: generalist
Website: www.ceu.es/empresas/emprendimiento.php
Annual calls: 1
Companies accelerated: 22

The CEU Emprende acceleration programme is a broad-based initiative that aims to improve the employability of students through the acquisition of skills and competences linked to entrepreneurship. To do this, they support the entrepreneurial projects of current and former students through specific training programmes, advice and resources. For six months the entrepreneurs access a training programme and, in parallel, they work on their projects with a team of mentors who establish a work plan that helps the entrepreneur to grow their business.

Startups accelerated: Kiui, Yovinet, MedicSen, Rentalo, RealFooding, Anhelor, Palbel, Ninjamails.

Chemo Start

ACCELERATION PROGRAMME

Twitter: @InsudPharma
LinkedIn: /chemo
Managed by: Leandro Sigman
Email: chemostart@insudpharma.com
Specialisation: biotech/health
Website: www.insudpharma.com/es/chemostart
Annual calls: 1
Companies accelerated: 6

ChemoStart is an acceleration programme belonging to the pharmaceutical group Insud Pharma, which is open to any health-related project, including the development of new drugs, precision medicine, artificial intelligence, diagnostics, wearables and any other technology that has an application in this sector. Both early stage projects and active projects that need to be boosted can participate. The selected projects receive personalised support, mentoring and coaching, coworking spaces and financial backing with a programme designed according to the needs of each startup.

Startups accelerated: BioHipe, Medicsen, Insulclock, Amadix, Aura Medtech, Sincrolab, B-Wom, Reticare, Pellix.



CNP Partners

ACCELERATION PROGRAMME

Twitter: @CNP_Partners
LinkedIn: /cnp-partners
Managed by: Anna Milesi
Email: comunicacion@cnppartners.eu
Established: 2018
Specialisation: insurtech, fintech
Website: www.cnppartners.es
Annual calls: 1
Companies accelerated: 2

CNP Start is the support programme for entrepreneurs promoted by CNP Partners to help, mentor and advise on the startups of innovative projects and the development of their business idea. For one year, it offers the selected projects financial support amounting to 10,000 euros, a physical space in the offices of CNP Partners, access to technological resources and the possibility of continuous mentoring by the insurer's professionals.

Startups accelerated: Visualeo, MiCappital

CorreosLabs

ACCELERATION PROGRAMME

Twitter: @correoslabs
LinkedIn: /correoslabs
Managed by: Raúl García
Email: raul.garcia@correos.com
Specialisation: generalist, logistics
Website: www.correoslabs.com
Annual calls: 1
Companies accelerated: 10

CorreosLabs seeks to accompany entrepreneurs on their path towards business creation and consolidation. Its main initiative is the Lehnica Challenge, aimed at entrepreneurs and self-employed people with established companies no more than three years old and focused on the areas of logistics, digitalisation and society. In its first two editions, 10 startups were awarded up to €30,000 to work on their project for a year; they were also granted access to all the services offered by CorreosLabs, as well as a coaching programme, workspace for a year and mentoring by CorreosLabs managers.

Startups accelerated: Homlyhub, Dsign Cloud, GOI Travel, Del Super, Tripacto, Bacan, Scoobic, Recognai, Pleneat, dotGIS

EDP Starter

ACCELERATOR

Twitter: @energiedp
LinkedIn: /edp
Managed by: Luis Manuel Santos Moro
Email: lsantos@edpenergia.es
Specialisation: energy
Website: www.edpstarter.com
Annual calls: 1
Companies accelerated: 87

EDP Starter is an accelerator focused on startups that develop new technologies in the group's strategic innovation areas including cleaner energy, data leap, client focused solutions, energy storage and smarter grids. EDP Starter offers startups advisory services and participation in challenges and activities that enhance the development of startups and facilitate their connection with the corporation. The Starter Acceleration Program is focused on selecting a small group of startups with which to jointly design pilot projects that allow their value propositions to be validated in EDP's business environments.

Startups accelerated: Btime, Carto, Cubi, DataSonar, Del-fos, DomRock, DotGIS, Egg, Feedzai, Glartek, GreenEagle, Jungle, Movtz, Nesto, Vertequip

Cuatrecasas Acelera

ACCELERATION PROGRAMME

Twitter: @cuatrecasas
LinkedIn: /cuatrecasas
Managed by: Francesc Muñoz
Email: acelera@cuatrecasas.com
Specialisation: legaltech, fintech, regtech
Website: https://acelera.cuatrecasas.com
Annual calls: 1
Companies accelerated: 21

Cuatrecasas Acelera is an accelerator promoted by the Cuatrecasas law firm, which aims to provide selected projects with greater solidity in their legal needs, support them in validating their business model and help them in their search for funding and clients, all while Cuatrecasas consolidates its place in the legal entrepreneurial ecosystem. The programme, which lasts four months, is aimed at legaltech startups and startups from other sectors such as AI, blockchain, big data, etc., with which they can co-develop a use case oriented towards one of the challenges set by Cuatrecasas.

Startups accelerated: Validatedld, The LogicValue, Fuvex, BigleLegal, Blocktac, Summarizebot, InbestMe, Iomed, Mac-coRobotics, Councilbox

Enagás Emprende

INTRAPRENEURSHIP, OPEN INNOVATION

Twitter: @EnagasEmprende
LinkedIn: /enagas/
Managed by: Emilio Martínez Gavira
Email: lemartinez@enagas.es
Specialisation: energy
Website: www.enagasemprende.com
Annual calls: constant scouting
Companies accelerated: 8

Enagás Emprende seeks to support energy projects or incorporate early-stage disruptive technologies in the field of energy transition, especially in areas related to renewable gases (biogas and hydrogen, sustainable mobility, energy efficiency, industry 4.0 and clean-tech). It offers a tailor-made programme for each startup and its duration is adjusted to the needs of each project, which is why they carry out scouting and support opportunities on an ongoing basis. The support can vary and ranges from equity investment, a convertible note, or a loan to an industrial pilot, a commercial partnership or an acceleration and mentoring process in the company's premises.

Startups accelerated: Gas2Move, E4Efficiency, ScaleGas

Eatable Adventures

ACCELERATOR

Twitter: @eatableadv
LinkedIn: /eatable-adventures/
Managed by: Itziar Ortega
Email: itziar@eatableadventures.com
Specialisation: consumer products, packaging, new platforms, catering, restaurant technology, foodtech.
Website: www.eatableadventures.com
Annual calls: 1
Companies accelerated: +5

Eatable Adventures is an accelerator that works with emerging projects that promise to make a significant impact on eating habits. Its aim is to bring vision, experience, methodology and industry connections to drive solid, fast and secure growth. Its programme lasts six months, with access to first-class tools and methodology. Participants also benefit from a coworking space, as well as direct contact with the food industry.

Startups accelerated: Le Room Service, Batavia Healthy Food, Prezo, Moonwater, Qooqer.

ENEL Innovation Hub Europe

OPEN INNOVATION

Twitter: @enelstartup
LinkedIn: /enel-startup
Managed by: Fernando Sandoval
Email: innovationhub.europe@enel.com
Specialisation: energy industry
Website: https://startup.enel.com/
Annual calls: continuous programme
Collaboration with companies: +260

Enel Innovation Hub Europe is part of the network of collaborative spaces for startups that Enel, Endesa's parent company, has created to develop its relationship with the ecosystem and identify startups capable of solving the innovation challenges of its business. The initiative is not an accelerator and does not invest capital, but offers a mutually beneficial collaboration model, with Enel acting as an industrial partner. The aim is for the startup to develop its business and grow through its relationship with Enel. Its services include know-how, infrastructure and laboratories for testing and scalability through access to its operations and customer base.

Startups: Athonet, Envelio, Elemize, Form Energy, Karten Space, iGenius, Mercatus, n-Join, Nido Robotics

EOI

ACCELERATION PROGRAMME

Twitter: @eoi

LinkedIn: /school/eoi/

Managed by: Miguel Sánchez Galindo

Email: msanchezgalindo@eoi.es

Specialisation: different specialisation in each edition

Website: www.eoi.es

Annual calls: 50

Companies accelerated: 4,000

The EOI spaces are aimed at entrepreneurial projects at an early stage of development or recently created. The aim is for them to set up their projects quickly with a guarantee of success. For five months they have a workspace and enjoy personalised training and mentoring from experts in key areas to turn their business ideas into reality. Finally, they are integrated into the entrepreneurial ecosystem formed by all the EOI spaces, with access to networking and investment opportunities.

Startups accelerated: Fellow Funders, Brick Funding, Visualeo, Nut4Health, Miwuki, Aliza Couture, Style Privé, Astroland, Sea Water Analytics, Watiofy, Chekin, Abonfireofsouls

IMF Emprende

ACCELERATOR

Twitter: @Imfformacion

LinkedIn: /imf

Managed by: Carlos Martínez

Email: emprende@imf.com

Specialisation: generalist

Website: www.imfemprende.es/

Annual calls: 1

Companies accelerated: 10

IMF Emprende aims to support entrepreneurs in creating businesses that are sustainable over the long term. The programme lasts two months, during which the project provides advice, personalised mentoring, tailor-made training, a workspace and support with initial expenses. To help them make their project viable they will also be able to opt for group sessions and individualised tutorials in marketing, finance, legal, tax and labour issues, communication, negotiation, business strategy and corporate financing.

Startups accelerated: Kinohi, Hey Music, Fundeen, Brand-sen Tourgot, inCube Studios, Saulis Studios.

Ferrovial Build Up!

OPEN INNOVATION

Twitter: @ferrovial_es

LinkedIn: /ferrovial

Managed by: Ciro Acedo

Email: buildup@ferrovial.com

Specialisation: railways

Website: www.ferrovialbuildup.com

Annual calls: 1

Build Up! is Ferrovial's Open Innovation initiative that aims to strengthen innovation and find business solutions with high potential. It runs for 4 to 6 months, where the 5 finalist projects will fine-tune their solutions, using the tools provided by Ferrovial. At the end of the process, the projects will have the opportunity to mock-up with Heathrow under specific access conditions and, once the winner has been chosen, it will have the opportunity to test its solution through a pilot project in one of Ferrovial's infrastructures or contracts.

Startups accelerated: Secmotic, Goodbag

ISDI Accelerator

ACCELERATOR

Twitter: @ISDIacc

LinkedIn: /isdi-accelerator

Managed by: Miguel Ángel Díez Ferreira

Email: ferreira@isdi.education

Specialisation: education, robotics, industry 4.0, social impact, mobility

Website: accelerator.isdi.education

Annual calls: 10

Companies accelerated: 209

The ISDI Accelerator was created with the aim of channelling the entrepreneurial interests of its students and to boost and professionalise the startup market in Europe. The areas in which it works include: programmes financed by public institutions, corporate innovation programmes with large companies and its own programmes with an investment club. In all cases it offers offshore acceleration services, allowing startups to receive training, mentoring and access to ISDI's network of contacts. It also offers non-repayable financing in various programmes, usually in excess of €100,000, which does not involve the transfer of equity on the part of the entrepreneurs.

Startups accelerated: Sensei, Glamping Hub, 8fit, Del Super, Donkey Republic, Healthia, Albert, Xapix, WorldSensing, Clarity, ArtuData, WiTraC, Kewazo.

Fundación Repsol

ACCELERATION PROGRAMME

Twitter: @FundacionRepsol

LinkedIn: /fundación-repsol

Managed by: Eduardo García Moreno

Email: fondoemprendedores@fundacionrepsol.com

Specialisation: energy industry, advanced mobility and circular economy

Website: www.fundacionrepsol.com

Annual calls: 1

Companies accelerated: 48

Entrepreneurs Fund is the Repsol Foundation's acceleration programme for startups. The initiative supports innovative projects that promote a more sustainable energy transition, investing in the talent of entrepreneurial teams capable of imagining a better future. It is a global initiative, so entrepreneurs from anywhere in the world can participate, as it is not necessary to travel to any workspace on a continuous basis. It selects six to eight companies, which receive financial support of up to 144,000 euros per year along with specialised training and advice from a team of mentors.

Startups accelerated: Vortex, Ecomesh, Ledmotive, Placetherm, AEInnova

Impulsa Visión

ACCELERATOR

Twitter: @impulsavision

Managed by: Esteban Mayoral Campos

Email: centroinnovación@rtve.es

Specialisation: media, ICT, communications

Website: www.rtve.es/impulsavision

Annual calls: 1

Companies accelerated: 15

Impulsa Visión is an initiative by RTVE that seeks to support entrepreneurship and promote innovative projects by the self-employed and SMEs that contribute to the development of the media sector. The initiative offers up to €30,000 per project, coworking spaces, coaching provided by RTVE professionals, networking to expand the selected startups' network of contacts, national and international promotion through RTVE's different media, verification and certification of the prototypes developed in each project and the possibility of participating in future projects jointly with RTVE.

Startups accelerated: Videona Socialmedia, Teltoo, Meikme, Filmkethub, 104cubes (Wayhoy), Paythunder, Zapiens, Rookiebox, Golumi, Singerhood, Hatcrook.

Gran Vía Open Future

ACCELERATION PROGRAMME

Twitter: @OpenFuture_

Managed by: María Inés Oliveira

Email: mariaines.oliveiraribeiro@telefonica.com

Specialisation: generalist

Website: www.openfuture.org

Annual calls: 2

Companies accelerated: 76

Gran Vía Open Future is Telefónica's crowd-working space as well as an acceleration programme. For six months, extendible to twelve months, it offers the selected projects accommodation for the promoter team during the incubation process, a personalised and individual work plan, professional support services from the collaborating companies, support in the search for funding and net-working. Also access to the Telefónica ecosystem and partner offers valued at €100,000, along with the possibility of working for a few days in any of the countries where the company is active.

Startups accelerated: Frontity, OrbitalAds, EasyVirtual-Fair, Showleap, Cerebriti, Babooni Technologies, Miccocar, Triporate, Jump, Onirix, Emxys, Finoa.



Mapfre Insur_Space

ACCELERATOR

Twitter: @insur_space

LinkedIn: /insur-space/

Managed by: Josep Celaya

Email: hello@insur-space.com

Specialisation: insurtech

Website: insur-space.com

Annual calls: 2

Companies accelerated: 18

Insur_space is the accelerator to promote innovation in MAPFRE's insurance sector. Its objective is to promote collaboration between the entrepreneurial ecosystem, institutions linked to innovation and the company. The challenge is to act as a connecting bridge between the corporation and the business ecosystem, for which it has three strands: the acceleration programme, aimed at startups with a solution in the initial phase that encourages the creation of prototypes; the adoption programme, aimed at consolidated global startups willing to carry out a commercial pilot with MAPFRE's lines of business; and the insur_break community, a space for exchanging knowledge.

Startups accelerated: Comadso, Ciber alarma, Cobli, Kovrr, Meteogrid

MAS Ventures

ACCELERATOR

Twitter: @grupomasmovil

LinkedIn: /masventures

Managed by: Pedro Trucharte

Email: pedro.trucharte@masmovil.com

Specialisation: technology, telecommunications

Website: masventures.com

Annual calls: 1

Companies accelerated: 5

MASVentures is MASMOVIL's startup accelerator, which acts as the group's innovation engine to boost commercial and investment relations with telco and new technology companies. The programme has a set timeframe of four months, which is adapted to the real needs of each project and offers them mentoring with expert managers, implementation of a pilot in real test environments, the possibility of investment by the Inveready group, the opportunity to present the results at a Demo Day at the end of the programme to maximise the visibility of the project and the search for co-investment with other partners, if necessary.

UC3M Madrid Science Park

INCUBATOR

Twitter: @parquc3m

LinkedIn: /fundacion-parque-cientifico-de-madrid/

Managed by: Emma Crespo / Virgilio Díaz

Email: emma.crespo@uc3m.es / virgilio.diaz@uc3m.es

Specialisation: generalist

Website: www.uc3m.es

Annual calls: open all year

Companies accelerated: +50

The UC3M incubator is a mixed-model business accelerator and incubator providing an individualised relationship environment and advisory services. The initiative provides companies with resources and access to the market, capital, technology, infrastructure, frontier research and highly skilled human resources. All through a joint effort shared with the promoter team, aimed at the growth and consolidation of their companies. It has a strong institutional commitment from UC3M and a valuable network of contacts.

Startups accelerated: Ingeniería Viesca, Sensia Solutions, Power Smart Control, Bitergia, Aptent Soluciones, Laboratorio Hipermedia, Canard Drones, Geko Navsat.



Santalucía IMPULSA

ACCELERATION PROGRAMME

Twitter: @santaluia_imp

LinkedIn: /santaluia-impulsa

Managed by: Jorge Millán-Astray

Email: santaluiaimpulsa@santaluia.es

Specialisation: insurtech

Website: www.santaluiaimpulsa.es

Annual calls: 1

Companies accelerated: 20

Santalucía IMPULSA is a programme aimed at innovative projects and startups that are less than five years old and have a minimum viable product. The programme offers a unique acceleration process and the opportunity to proactively seek partnerships with Santalucía Seguros. It lasts four months during which time mentors specialised in launching new projects, such as managers from Santalucía Seguros, support the entrepreneur to improve the competitiveness of their company through specialised training and specific meetings.

Startups accelerated: Ever Health, Arbor, Wayook, Opseeker, Nodalblock, Jobin, Bdeo, Livetopic, Familiados, wBunker, Xenopat.

Ports 4.0.

ACCELERATION PROGRAMME

Twitter: @SpainPorts40

LinkedIn: /portsofspaintradetechfund

Managed by: Joaquim Martínez

Email: joaquimmartinez@kpmg.es

Specialisation: tradetech, port logistics

Website: www.ports40.es

Annual calls: 1

The TradeTech Ports 4.0 fund was created with the aim of attracting, supporting and facilitating the application of talent and entrepreneurship to the logistics-port sector. It provides a specialised team, grants and the necessary infrastructure to accelerate projects with innovative products, services or processes and which are focused on any of the following aspects: efficiency, sustainability, security, digitalisation and any other innovative process or product with an impact on the logistics-port sector. The acceleration programme is scheduled to last eight months, although there is a possibility that some projects may be accelerated in less time or, on the contrary, need more time. Proposals applying for the 'Idea Programme' will receive an endowment of 15,000 euros, and those applying for the 'Project Programme' will be eligible for an endowment of up to two million euros per project.

Sacyr iChallenges

OPEN INNOVATION

Twitter: @Sacyr_noticias

LinkedIn: /sacyr

Managed by: Marta Gil de la Hoz

Email: startups@sacyr.com

Specialisation: infrastructure and services

Website: www.sacyrichallenges.com/

Annual calls: 1

Sacyr iChallenges is the company's open innovation and co-creation programme aimed at solving business challenges posed by Sacyr. The programme is focused on achieving a high quality of life for citizens, based on better infrastructure and improved urban services. Sacyr offers agents benefits such as collaborating in solving challenges with one of the leading corporations in the infrastructure sector. The startups will have access to Sacyr's commercial network and contacts, will be able to establish strategic relationships with the company and will have a validation of their business model, as well as its acceleration, scaling and growth.

Startups accelerated: Tyrís AI, Limmat Group, Talent Swarm, Zapiens, EPC Tracker, Light, Recircula, Greenyng, DotGIS.

Sanitas Disruptive Programme

ACCELERATION PROGRAMME

Twitter: @sanitas

LinkedIn: /sanitas

Managed by: Lina Guerrero

Email: info@disruptiveprogram.es

Specialisation: eHealth

Website: corporativo.sanitas.es/

Annual calls: 1

Sanitas Disruptive is the accelerator from Sanitas. It is a programme that aims to promote the talent of entrepreneurs and startups in the health sector. The initiative works with the selected startups to develop their projects through the Agile methodology. In its latest call, it chose to accelerate projects that add value in the areas of prevention, liquid hospital, artificial intelligence, blockchain, data & analytics and robotics. For three months, they were provided with work space and support from the company for their acceleration, as well as investment worth 25,000 euros.

Startups accelerated: Leuko, Método Foren, Made of Genes, Intervitas, Brainguard, Medicsen.

Sonar Ventures

VENTURE BUILDER

Twitter: @sonarventures
Linkedin: /sonar-ventures
Managed by: Alvaro Cuesta Sánchez
Email: alvaro@sonarventures.com
Website: www.sonarventures.com
Specialisation: Generalist
Annual calls: open all year
Companies accelerated: 10

Sonar Ventures is an initiative that creates startups and looks for professionals who want to start up with them. The idea can come from their side or from the entrepreneur, as what is important is the purpose and the problem to be solved behind the idea itself. In this model, Sonar Ventures provides the necessary resources (technological, operational and financial), as well as a network of contacts throughout the life of the company. Its mission is to change the world through innovation and technology.

Startups accelerated: Wysh, Atrsetso, Gremyo, Syters, Foodinthebox, Yump, The Element, Byld.

Startup Alcobendas

ACCELERATION PROGRAMME

Twitter: @ALCBDS_StartUp
Managed by: Nieves Cuesta
Email: ncuesta@aytoalcobendas.org
Location: Madrid
Established: 2015
Specialisation: innovative solutions to urban challenges
Website: www.startupalcobendas.org
Annual calls: 2
Companies accelerated: 93

StartUp Alcobendas facilitates the evolution of innovative startups in a first-rate business and economic environment. The projects are accelerated through annual calls, from an initial phase to the consolidation phase. During the process, maturity and the business model are developed, with support from investors, representatives from the business community and business development experts who complement the individual training and mentoring.

Startups accelerated: Biohope, Jobin, Fellows Funders, FoundSpot, Sherplan, Weevento, Glucoup, Sirgia, Doozymob, Gnanomat.

Startup University

ACCELERATOR

Linkedin: /startup-university-ventures/
Managed by: Ángel L. Samartino
Email: angel@stpuventures.com
Specialisation: technology in the seed phase
Website: www.startupuniversity.es
Annual calls: open
Companies accelerated: +100
Millions captured by the startups: +€10m

Startups University is a boutique seed and early-stage accelerator founded in 2010 at UC Berkeley. It offers strategic consultancy services and, through its 360º acceleration, is involved in training, strategy, identity, team and financing. They are committed to unique projects, with a brilliant, inspiring and authentic vision. They currently invest in seed and early-stage startups aligned with the latest technological trends.

Startups accelerated: Ozone Drive, La Pinad, Clicars, Gea-Cron, SmartLogin, Frutal, Woolax, Frutavia, Sile Nole, Wine Nature Trail, Kiddosity.

SEK Lab

ACCELERATOR

Twitter: @SEK_Lab
Linkedin: /Seklab
Managed by: Félix López
Email: felix.lopez@sek.es
Specialisation: edtech
Web: seklab.es/
Annual calls: 1/2
Companies accelerated: 42

SEK Lab is an international vertical accelerator in the education sector. The programme lasts six months and includes coworking space in Madrid, an alumni follow-up programme with technology partners and attendance at events and investment forums. Five projects in the seed phase and five in the early phase are chosen and assigned a sherpa to accompany them throughout the process and validate the business model in the educational environment. This is followed by a six-month mentoring programme with experts and specific acceleration training.

Startups accelerated: Pentagrom, Escuelab, Schooltivity, Cui Cui Studios, Claned, Smile & Learn, InnovaMat, Dinantia, Mentelista, Cerebriti, Bioo Education, GoKoan.



The Hop Estrella Galicia

ACCELERATION PROGRAMME

Twitter: @SomosTheHop

LinkedIn: /thehop

Managed by: Juan José Delgado

Email: info@thehop.xyz

Specialisation: industry 4.0, smart distribution channels, digital go to market

Website: thehop.xyz

Annual calls: 1

Companies accelerated: 6

The Hop is a collaborative entrepreneurship programme in which different entrepreneurs work in cooperation with each other and form part of the Estrella Galicia ecosystem. The six winning startups from the selection process share the same working environment, with training, mentoring and support from Estrella Galicia and experts in entrepreneurship. The programme lasts five months, three of which are fully dedicated to the acceleration programme in Madrid, at Espacio The Hop. In addition, the startups also have the chance to develop a pilot project funded with up to €20,000 with Estrella Galicia.

Startups accelerated: Trucksters, Talentoo, Data Monitoring, Tappy, Flexsas, Super Tech.

TheVentureCity

ACCELERATOR / INCUBATOR

Twitter: @TheVentureCity

LinkedIn: /theventurecity

Managed by: Andrés Dancausa

Email: andres@theventure.city

Specialisation: saas

Website: theventure.city/

Annual calls: continuous

Companies accelerated: 18

TheVentureCity is a new investment and acceleration model that helps entrepreneurs achieve a global impact. It does so through a five-month programme working on three strands: data, technology and product. Ideal candidate startups have at least six months of double-digit growth and a team with a clear, international mission. With offices in Miami and Madrid, they have invested in more than 40 companies, the approach is to offer startups a tailored programme to solve their challenges. In addition to the five-month Growth Programme, The Venture City invests €100,000 under a convertible note model.

Startups accelerated: Woom, TonicApp, Reloadly, Dixper, Usizy, IDoc3, Erudit, Climber, Peopple, Bitphy, Aiming, Jobartis, Fastmind, Épica, etc.

Tquity

ACCELERATOR / INCUBATOR

Twitter: @techforequity

LinkedIn: /tquity

Managed by: David Giner

Email: david@tquity.com

Specialisation: generalist

Website: www.tquity.com

Annual calls: open all year

Companies accelerated: 4

Tquity is an incubator that seeks to accelerate startups. It is led by senior profiles who are fully dedicated to the project and to implementing B2B and B2C models. The team has more than ten years experience investing in projects and startups, which allows them to share marketing, technology and business knowledge with companies that want to qualify for investment rounds. Entrepreneurs benefit from mentoring to validate their business hypothesis and, once this is done, support to launch an investment round and grow the business.

Startups accelerated: Helloteca, Cloudfamework, Instagram.app, Yucoach.es

The Founder Institute

ACCELERATION PROGRAMME

Twitter: @founding

LinkedIn: /the-founder-institute/

Managed by: Juan Parodi

Email: juan.parodi@founderinstitute.net

Specialisation: generalist

Website: https://fi.co/

Annual calls: open

Companies accelerated: +3,500

The Founder Institute is a global network of startups and mentors helping entrepreneurs launch meaningful and enduring tech companies. Headquartered in Silicon Valley and with locations in 65 countries, The Founder Institute has helped launch more than 3,500 companies in over 180 cities on six continents. Its mission is to globalise Silicon Valley and build sustainable ecosystems of meaningful companies to create one million new jobs globally. Its four-month training programme includes expert training, feedback and support from experienced CEOs.

Startups accelerated: Appota, Goplaceit, StartCar, Itembase, Pathgather, Peerby, Pethub, Realty Mogul, Udemy, Zipmark, ReadyPulse, Kindara.

Tetuan Valley

ACCELERATOR / INCUBATOR

Twitter: @tetuanvalley

LinkedIn: /tetuan-valley

Managed by: Iñigo Peña Medrano

Email: inigo@tetuanvalley.com

Specialisation: technology in the seed phase

Website: www.tetuanvalley.com

Annual calls: 3

Companies accelerated: 128

Tetuan Valley is an accelerator dedicated to training digital entrepreneurs. Their training programme lasts six weeks, during which time they coach entrepreneurs in their early stages and help them get their first prototype and customers. The programme, focused on creating a community, includes comprehensive training, based on Learn Startup methodology sessions on problem solving, product validation and development, legal, finance, marketing and business models; and investment from the startup and investor point of view. In addition, the selected projects benefit from a workspace at Campus Madrid.

Startups accelerated: Teltoo, Fixme, Mi Cappital, Arbor, Urban Roosters, BNext, Rated Power



Unlimateck

COMPANY BUILDER, OPEN INNOVATION

Twitter: @myunlimateck

LinkedIn: /unlimateck

Managed by: Alberto Rodríguez de Lama, Fabiola Pérez Ramos

Email: albertorl@unlimateck.com, fabiolapr@metiora.com

Specialisation: IoT, IA, blockchain

Website: www.unlimateck.com

Annual calls: continuous

Companies accelerated: 8

Unlimateck is a company builder focused on creating, launching and executing business opportunities based on collaboration. They provide mentoring by maintaining direct contact with the entrepreneurs and accompanying them throughout the project phases. Its engineering, UX design and marketing pools are characterised by their adaptability and speed in tackling different startup projects. Unlimateck provides entrepreneurs with all the essential resources they need during the acceleration, which ranges from six to twelve months, both physical space and general administration, marketing and technological development services.

Startups accelerated: The Cube, MIOTI, Junntar, Metiora, Claridae, Centinela



Trenlab

ACCELERATION PROGRAMME

Twitter: @trenlab

LinkedIn: /trenlab

Managed by: Inés Oliveira Ribeiro

Email: mariaines.oliveiraribeiro@telefonica.com

Specialisation: mobility

Website: trenlab.es

Annual calls: 2

Companies accelerated: 8

TrenLab is Renfe's startup acceleration programme in partnership with Wayra, they work hand in hand with the projects and business units in both companies to accelerate the best startups in the mobility, transport and logistics sector. The initiative selects innovative business projects with clear potential for growth and scalability, products or services that provide new approaches, new business models and distinctive value in the market. It lasts from six to nine months.

Startups accelerated: Obuu, Zeleros, Nixi1, loMob, Ossicles, Showleap.

UnLtd Spain

ACCELERATOR

Twitter: @UnLtdSpain

LinkedIn: /unltd-spain

Managed by: Manuel Lencero

Email: info@unltdspain.org

Specialisation: social impact

Website: www.unltdspain.org

Annual calls: 3

Companies accelerated: 76

UnLtd Spain publicises, promotes and encourages social impact entrepreneurship by providing training, advice and funding to projects focused on efficient, innovative and high-impact solutions that respond to social and environmental challenges, but which are always viable from a business perspective. UnLtd launches two acceleration programmes annually: Crece and Empeñe inHealth, which aim to support innovative projects that improve cities and the agri-food sector (in the Crece Programme) and health and wellbeing (Empeñe inHealth).

Startups accelerated: AUARA, Sorbos, Farmidablee, Adoptaunabuelo, Medicsen, Espigoladors, Insulclock, Mensos, Feltwood, Fiixit, Koiki, Souji, Rithmi

Venture Lab IE Business School

ACCELERATION PROGRAMME, INCUBATOR

Twitter: @ie_ventures

Managed by: Allison Rohe

Email: allison.rohe@ie.edu

Specialisation: generalist

Website: www.ie.edu/entrepreneurship/

Annual calls: 2

Companies accelerated: 64

Venture Lab is the incubator through which IE Business School students and alumni can increase the pace of development of their business ideas. It offers intensive sessions taught by top professors, industry experts, entrepreneurs and investors. The incubator provides projects with personalised mentoring to achieve pre-established milestones, as well as access to Area 31, a dynamic space for innovation. The Venture Lab has exclusive events such as Venture Days Madrid, IE's 'Demo Day' and has informal pitching events every Thursday.

Startups accelerated: Busuu, Hangry, Binfluencer.io, Roots

Coworking — and — spaces



Innovation spaces, coworking spaces and business centres

The boom in coworking spaces in the capital Madrid

José María Torrego

Director of El Referente

[@JoseTorrego](#) [/jose-torrego](#)

The boom seen in the coworking sector in Spain is impressive. A growing number of shared workspaces are opening in the different Spanish Autonomous Communities, especially in Madrid. According to data from the Coworking Spain platform and the consultancy firm CBRE, the number of coworking spaces has tripled in the last five years, from 13,000 workspaces (end of 2013) to more than 40,000 workspaces (early 2019).

“The number of workspaces has tripled in the last five years, from 13,000 workspaces (end of 2013) to more than 40,000 workspaces (early 2019).”

Large global companies have opened a multitude of spaces over the last three years in Madrid and Barcelona, triggering a boom in shared workspaces in Spain's two major cities. Leading the way are major national and international brands such as Utopicus (13 spaces), Loom (10 spaces), Wework (six spaces), Impact Hub (six spaces), Spaces (five spaces) and other brands such as Regus and First Workplaces, all of which have a

presence in Madrid. In addition, it is estimated that the square metres allocated to this type of space has increased five-fold, from 132,000 square metres in 2013 to more than 675,000 square metres in 2019.

These figures show that these spaces have established themselves in the major capitals around the world as an alternative to fixed offices, although the Covid-19 crisis and teleworking could slow their growth and expansion in larger cities. Despite this, they have a promising future. Alongside the large innovation spaces (Google Campus, The Cube, etc.) with a multitude of premises already set up, small spaces strategically located across Madrid are opening up, increasing the number of coworking spaces throughout the city, with an estimated 200 shared spaces in the Spanish capital. These spaces are the ones that could be most affected by the coronavirus crisis. On the other hand, the public business centres and the business incubators managed by

“It is estimated that the area devoted to this type of space has increased fivefold, from 132,000 square metres in 2013 to more than 675,000 square metres in 2019.”

the city council itself are in good health. Coworking spaces are here to stay in Madrid, but the current Covid-19 crisis could slow their growth in the big cities.



INNOVATION SPACES



Campus Madrid

Managed by: Sofia Benjumea, Karel Escobar

Website: www.campus.co

Location: Calle Moreno Nieto, 2 Madrid, 28005

Space: 2,500 m²

Work stations and areas: 140 in the cafeteria, fixed stations in residents area

Capacity: +300 people

Average price per workstation: free

Services offered to entrepreneurs:

free workspace, events, training, networking, free event space for activities related to entrepreneurship.

Resident startups: BOB, Frontity, Neurodigital, Rated Power, Totem, Doinn, Apeteat

Campus Madrid is the space for Google en-

trepreneurs, which opened its doors in June 2015. Its mission is to provide an environment where any entrepreneur from anywhere in the world can come to work, meet other professionals and attend training, events and talks. The building is divided into several areas: the auditorium, where events related to the world of entrepreneurship are held and organised both by the Campus Madrid team and by anyone from the entrepreneurial community; the cafeteria, on two floors, which is the nerve centre of Campus where you can have a coffee, work, etc.; and the two floors for residents. One of these floors houses the SeedRocket and Tetuan Valley accelerators. The other houses residents of Campus Residency, a part of the Google for Entrepreneurs programme, which brings financial support and Google's best resources to dozens of coworking spaces and commu-

nity programmes in more than 125 countries.

Campus Madrid is an open place for entrepreneurs, investors and mentors. You only need to register on their website to become a member of Campus. The space seeks to promote entrepreneurship among Spaniards, acting as a meeting point, connecting entrepreneurs with investors, generating networking and fostering the opening of the entrepreneurial community to the world. The events organised by Campus Madrid include Campus JobFair, WeCode (with Ironhack), TarugoConf, Startup Weekend, SeedRocket's annual Campus and Women Tech Makers.



Loom House

Managed by: José Almansa and Paula Almansa

Website: www.loomhouse.es

Locations in Madrid:

1. LOOM Tapices: Calle Vandergoten 1, 28014
2. LOOM Huertas: Calle de las Huertas, 11, 28012
3. LOOM Princesa: Calle Princesa, 5, 4ª Planta, 28008
4. LOOM Eucalipto: Calle del Eucalipto, 33, 28016
5. Loom Salamanca: Don Ramón de la Cruz, 38, 28001
6. LOOM Pozuelo Alarcón: Camino Cerro de los Gamos, 1 28224 Pozuelo de Alarcón

LOOM space: area / workstations

1. LOOM Tapices: 1,011 m² / 169 stations
2. LOOM Huertas: 1,188 m² / 180 stations
3. LOOM Princesa: 1,337 m² / 123 stations
4. LOOM Eucalipto: 1,672 m² / 146 stations
5. Loom Salamanca: 1,931 m² / 270 stations
6. LOOM Pozuelo: 4,706 m² / 344 stations

Average price per workstation: 250 euros

Services offered to entrepreneurs: flexible, permanent workstations, offices and hourly vouchers for workstations, meeting rooms with the latest technology, event rooms, IT services, common and relaxation areas, reprographics, parcel service, conferences, professional and personal development workshops, networking, talent network platform, discounts and agreements with other companies, LOOM Go
Resident startups: Gasmobi, Citibox, Covite, Newtral, Placebo, Raixer, Trison, Replay.ai, Madpixel, Graphext, etc.

LOOM is one of the leading national managers of flexible and collaborative workspaces focused on people, their needs and experience. LOOM's three main strengths are: unique workspaces; a heterogeneous community composed of entrepreneurs, startups, SMEs and corporations; and innovative programming that enables personal and professional growth. LOOM is committed to flexibility, quality time, improved productivity, promoting creativity and job satisfaction.

As of March 2019, LOOM is the flexible spaces division of Merlin Properties, and plans to grow by the end of 2020 to 11 unique workspaces in

Madrid and Barcelona. The brand is inclusive and heterogeneous, targeting individuals and companies who want to explore new ways of working that are more flexible, productive and collaborative. This audience also includes digital nomads, who need to work from different locations and have access to technological services and solutions.





**MATA-
DERO
MADRID**

Matadero Madrid

Managed by: Madrid City Council

Website: www.mataderomadrid.org

Contact email/telephone:

info@mataderomadrid.org / 913184670

Locations: Plaza de Legazpi, no 8. 28045 Madrid

Space: They offer workstations and working areas, design centre, Intermediae, centre for artistic residencies, Matadero warehouses, film library, AVAM extension and the Factoría Cultural.

Average price per workstation: N/A

Services offered to entrepreneurs:

spaces equipped with technical and logistical resources and advice about the city

Matadero Madrid is a major laboratory for interdisciplinary creation. Its aim is to promote research, production, training and awareness of contemporary creation and thought in all its manifestations. Its areas of activity include the visual and performing arts, literature and reading, thought, music and sound art, film, design, fashion, architecture and urban planning, among many others. Matadero Madrid operates under a public-private cooperation model and the following public organisations are currently part of the project: Intermediae (programming focused on mediation with the community); Naves Matadero (International Centre for the Living Arts, with performing arts proposals); Coordination Office (Open for works, Nave 16, the Workshop; Matadero Archive and public space) and

Cineteca (dedicated to the exhibition and dissemination of non-fiction cinema).

The space also includes private organisations such as Central de Diseño, a platform promoting design managed by the Fundación Diseño de Madrid (DIMAD); Extensión AVAM, a space for participation, debate and visibility relating to artists' productions, it is managed by Artistas Visuales Asociados de Madrid (AVAM); the Fundación Germán Sánchez Ruipérez; and Casa del Lector, an international centre for research, development and innovation in reading.

Cink Coworking

Managed by: Raúl Pozo, Raúl Martínez and Miguel Ruiz

Website: www.cinkcoworking.es

Contact email/telephone: info@cinkcoworking.es / 91 535 81 97

Locations in Madrid:

1. Calle Núñez de Balboa, 120. 28006

2. Paseo de la Castellana, 194. 28046

3. Calle Henri Dunant, 17. 28036

4. Calle Miguel Yuste, 33B. 28037

5. Avenida de Manóteras, 24. 28050

Space: 6,600 m² / 1,080 workstations

Work stations and areas:

1. Núñez de Balboa: 70 workstations / 18 offices

2. Paseo de la Castellana: 65 workstations / 14 offices

3. Henri Dunant: 130 workstations / 21 offices

4. Miguel Yuste: 20 workstations / 30 offices

5. Manóteras: 15 workstations / 23 offices

*In addition to meeting and training rooms for events, it

also has coffee and dining office areas

Average price per workstation:

Split hours: €100+VAT

Flexible workstation at €125+VAT

Fixed workstation at €175+VAT

Services offered to entrepreneurs:

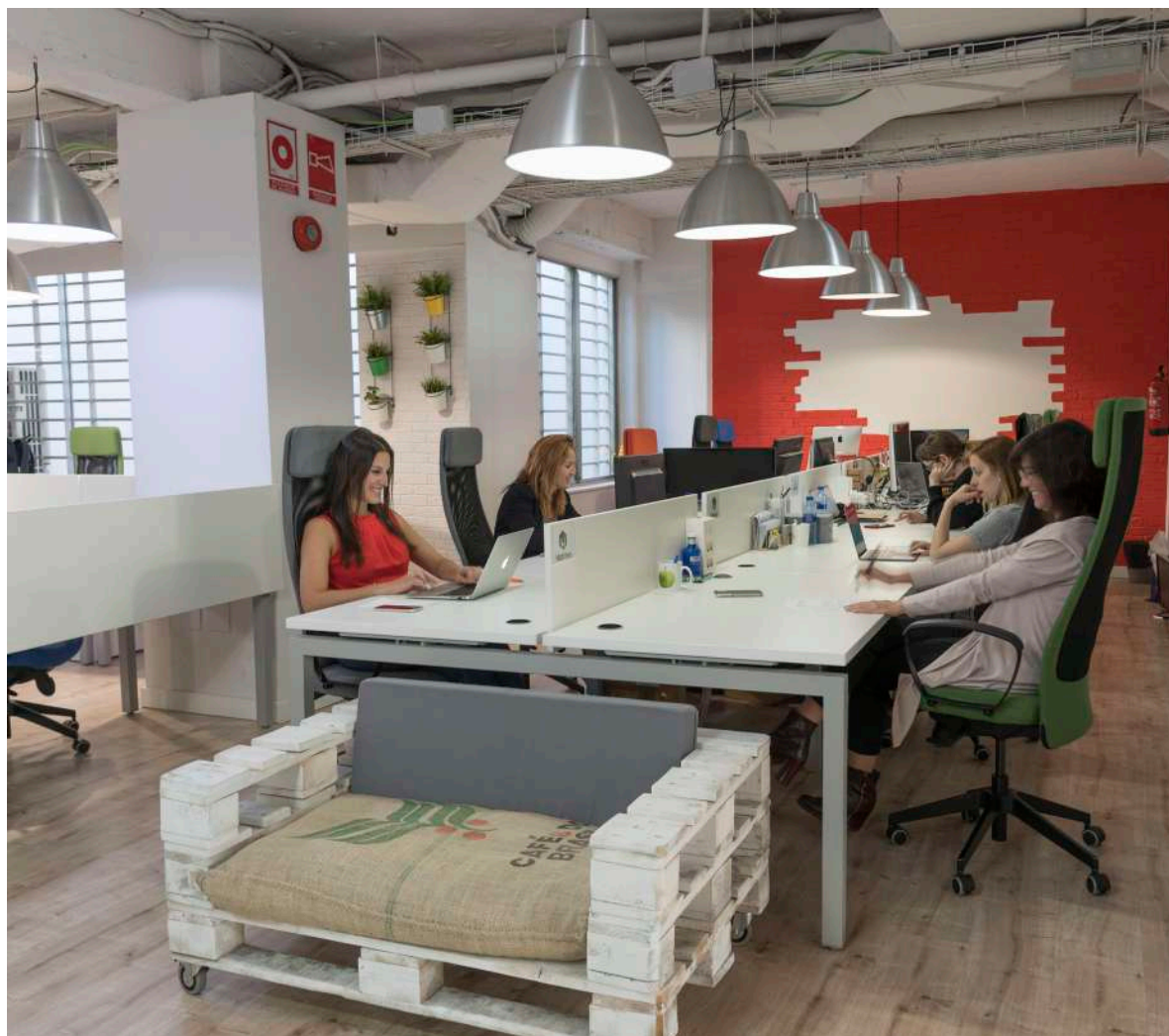
coworking space, offices, meeting rooms, reception, address for registered office and fiscal address, photocopier, high speed internet, training, events, reception, coffee area and dining room with office.

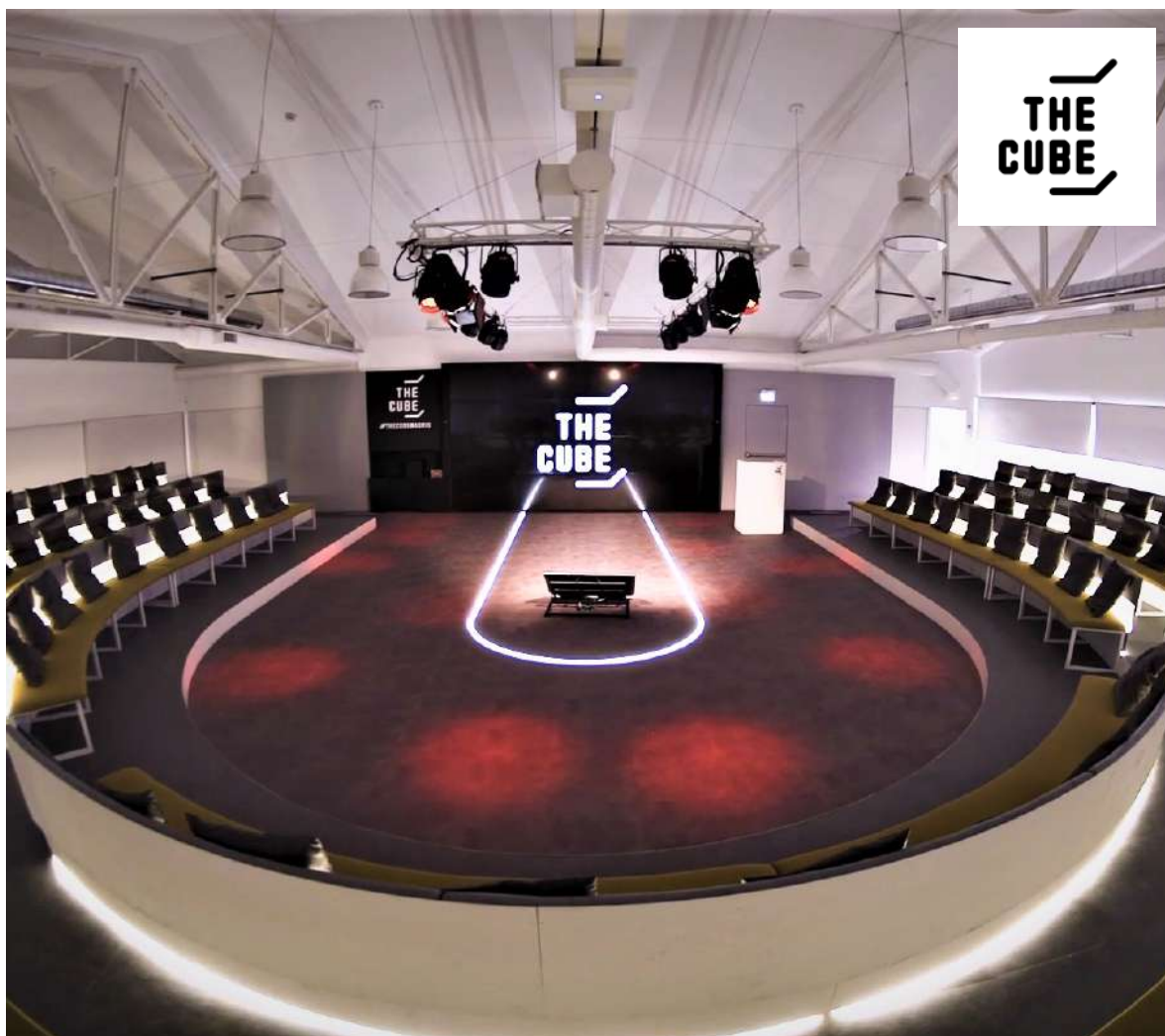
Resident startups:

More than 250 companies

Cink Coworking began its journey in 2011 with the aim of offering entrepreneurs a work-space adapted to their day-to-day needs. Cink has established itself in the market with its network of spaces in the capital Madrid, located in key areas at the business level.

It currently has five entrepreneurial centres in the centre of Madrid: Calle Núñez de Balboa 120, Paseo de Castellana, 194, Calle Henri Dunant, 17, Calle Miguel Yuste, 33B and Avenida de Manóteras, 24. In these spaces, the installed companies have coworking spaces and offices as well as events and training areas.





**THE
CUBE**

THECUBE Madrid

Director of the space: Alberto Rodríguez de Lama

Space manager: Isabel Jiménez

Contact email: contactus@thecubemadrid.com

Website: www.thecubemadrid.com

Location: Calle Rufino González, 25. 28037, Madrid

Space: 5,000 m² spread over 5 floors

Work stations and areas: N/A

Average price per workstation: N/A

Services offered to entrepreneurs:

workspace, mentoring, training, meetings with investors, reservation of spaces (laboratories, event rooms, meeting rooms)

Resident startups: Metiora, MIOTI, Junntar, Claridae, WeFeel, ENEL Innovation Hub Europe

THECUBE Madrid is a technology and innovation hub created by Unlimiteck, an obligatory destination in Madrid and a reference point for all the players in the entrepreneurial ecosystem. Home to several startups such as Metiora, Junntar, Claridae and WeFeel, it houses the facilities of MIOTI, the first training centre in Spain specialising in IoT and new technologies, is the headquarters of the Spanish Startup Association, the main offices of UBER in southern Europe and also houses the Enel Innovation Hub Europe.

THECUBE Madrid acts as a hub and physical meeting point for all the actors involved in the innovation and entrepreneurship ecosystem: investors, entrepreneurs, startups, corporations, communities and students, enabling them to collaborate and work together to move forward with common projects. On a daily basis, it hosts and organises hackathons, bootcamps, workshops, design thinking seminars, meetups and training courses. It has several spaces designed for holding events, meetings, workshops and ideation sessions, as well as laboratories prepared for experimenting and creating.

Impact Hub Madrid

CEO: Antonio González

Website: madrid.impacthub.net

Contact email/telephone:

madrid@impacthub.net / +34 91 429 15 86

Locations in Madrid:

1. Calle de la Alameda, 22. 28014

2. Calle del Gobernador, 26. 28014

3. Calle Piamonte, 23. 28004

4. Calle Serrano Anguita, 13. 28004

5. Plaza Pablo Ruiz Picasso, 1. 28020

6. Calle Javier Ferrero, 10. 28002

Space: Six spaces of 12,500m²

Work stations and areas: 1,130

Average price per workstation:

from €20 to €450, depending on the services

Services offered:

workspace and meeting rooms, training, networking, activities to promote innovation and social impact, access to an international community.

Impact Hub Madrid is the largest global network of social entrepreneurship communities in the world, present in more than 50 countries. It is made up of 16,000 professionals and 100 coworking spaces. In Madrid, it offers collaborative coworking solutions, training and content programming for freelancers, startups and companies, as well as unique spaces for meetings and events. The Madrid community comprises more than 800 professionals working in different sectors, who are self-employed, work for third parties or are launching their own entrepreneurial projects.

Impact Hub Madrid, the first coworking space in Spain to be awarded the B Corp sustainable business seal, plans its strategy to contribute to achieving the UN Sustainable Development Goals (SDGs). Each of its centres identifies with and implements one of the 17 SDGs.

Over the last 10 years, Impact Hub Madrid has matured in the areas it pioneered: coworking, innovation culture and collaboration, as well as in its vision of impact and purpose applied to the world of business and work.



IMPACT HUB Madrid



Talent Garden

Managed by: Ana Gutiérrez

Website: madrid.talentgarden.org

Email/telephone: madrid@talentgarden.com
91 078 02 34

Address: Calle Juan de Mariana 15. Madrid

Space: 4,700m²

Work stations and areas: 311 workstations

Average price per workstation: 250 euros

Services offered to entrepreneurs:

community kitchen, cafeteria, auditorium, terrace and roof terrace, parking, yoga classes, community events, contact with mentors and investors. Innovation school on the latest digital trends: UX, growth hacking, big data

Talent Garden is Europe's leading innovation platform, specialising in the tech and digital community with over 3,500 members including startups, investors, freelancers and large corporations.

Its Madrid campus is located in Atocha, in the Arganzuela district, and has a total of 4,700 square metres distributed over five floors and a rooftop terrace, which can accommodate up to 340 members. The Talent Garden space offers modern and flexible workplaces, digital and technology training through its Innovation School and hundreds of events each year.

Being part of Talent Garden allows you to have access to an international network of contacts and to its 23 campuses spread over eight countries.



Spaces Works

Website and locations:

www.spacesworks.com

8 locations in Madrid:

Telephone: +34 901 84 87 87

Spaces has coworking spaces in eight locations in the region and more than 380 worldwide. The company's spaces are full of visionary, innovative people who are ready to change things. The firm helps the entrepreneurial community to broaden their horizons, whether they are SMEs, an entrepreneur, or someone at the head of a large company. Spaces offers a series of dynamic workspaces with a unique spirit of entrepreneurship, where they help the community to think, create and collaborate. Likewise, they have a team that is in charge of taking care of the services and logistical factors. They ensure that the community at each location is able to focus on driving their business forward.

Spaces Río

Calle de Manzanares 4, 28005 / reception.rio@spacesworks.com

Located in the centre of the Spanish capital, Spaces Río is an inspiring place where businesses can be built and relationships evolve. It is the location for entrepreneurs and creative professionals looking for an innovative space in Madrid. Set in a historic building, just two minutes from the famous Royal Palace

and the Plaza de Oriente Gardens, Spaces Río is an inspiring workplace with a modern interior. Fully refurbished, it has wifi connectivity, bright and natural workspaces, and a business community, etc. Spaces Río is the right place for a growing business. Surrounded by restaurants and shops, it is also located in an ideal area to stroll around during a break.

Spaces Retiro

Calle de Alfonso XII 62, 28014 / reception.retiro@spacesworks.com

This is one of the most "vibrant" environments in Madrid. Whether the user is looking for an office space, a meeting room or simply a place to plug in their laptop and work from. This space provides the comfort and convenience needed to work with one's own personal think tank. Likewise, the space has unlimited wifi connectivity guaranteeing a fast and efficient way of working. Perfectly located in the Art Triangle, Spaces Retiro is a 15-minute walk from the Prado, Reina Sofía and Thyssen Bornemisza museums, so there is always something inspiring to do after a long meeting. Atocha train station is right in front of Spaces, providing direct access to high-speed trains that will take you to Barcelona, Valencia or Seville in an instant.

Spaces Castellana

Paseo de la Castellana 200, 28046 /

reception.castellana@spacesworks.com

Located in the Chamartín neighborhood, Spaces Castellana offers flexible workspaces for professionals of all kinds. It is a set of private offices or coworking areas that also allows for networking with like-minded entrepreneurs and professionals. The space also has a Business Club area. The site is located in Castellana which offers varied gastronomic and leisure options to complete the experience of any entrepreneur or businessperson where they will always be able to achieve maximum productivity. Like the other Spaces locations, Castellana is equipped with high-speed wifi and a cafeteria. It also has essential transport connections for all visitors and workers who are part of Spaces Castellana.

Spaces María de Molina

C/ María de Molina 41, 28006

This designer office centre helps professionals, creatives and entrepreneurs to integrate into Madrid's commercial environment. The space has private offices, as well as coworking areas to make contacts in. Or, if users need to do some brain storming, they can try one of the open conference rooms. This centre provides the space any entrepreneur needs while positioning themselves in a neighbourhood full of ambitious startups

and incredible architectural designs. Furthermore, Spaces María de Molina is only ten minutes from the heart of Madrid, with the Avenida de América interchange just outside the door.

Spaces Recoletos

Paseo de Recoletos 5, 28004

Spaces Recoletos is located in an attractive refurbished building that maintains its original classic features and is equipped with the most innovative technology. Six designer floors with a dedicated and flexible space that adapts to users' needs, whether they are looking for a private or shared office, a virtual address or a meeting room in Madrid. One of the special features of this location is the Recoletos rooftop terrace, with views of Cibeles Palace. Spaces Recoletos is located in the heart of the city centre, surrounded by prestigious offices housing the public administration, the army, the judiciary and banks, as well as restaurants, theatres and parks.

Spaces Atocha Estación

C/ Méndez Álvaro 20, 28045 /

reception.atochaestacion@spacesworks.com

Spaces Atocha Estación is a building that stands out due to its distinctive triangular shape, so it is not surprising that it meets the expectations of a quality workplace. Beyond that, it is an enclave with two levels of

parking, a ground floor reception area next to a commercial floor and five floors of quality coworking space. Spaces Atocha Estación represents a step towards a new way of working, in collaboration with professionals, entrepreneurs and creatives. The site is located next to Madrid Puerta de Atocha station, the busiest and most important train station in Spain, and is very well connected to Madrid's business centre. In addition, it is surrounded by shopping centres, cafes and restaurants in a very dynamic location.

Spaces José Abascal

Jose Abascal 41, 28003.

Spaces José Abascal is a renovated workplace on the edge of Madrid's Chamberí neighbourhood, a lively area in the heart of the city known for its art galleries and museums. This innovative building is nestled between 19th century houses and corporate headquarters, offering flexible workplaces, private offices and bookable meeting rooms. It is the ideal location for professionals who reside in Madrid and who want to expand their business. The business centre has wifi, even on the spacious rooftop terrace with views over the city. The ground floor has a cozy cafeteria. The space is next to the bus station on Calle José Abascal and Calle Modesto Lafuente.

Spaces Azca

Paseo de la Castellana, 81, 28046 / reception.azca@spacesworks.com

Spaces Azca, located in the heart of Azca, Madrid's financial district, features bright and spacious designer workspaces in a recently renovated building with striking rounded corners, one of the most iconic in Madrid. Spaces Azca offers spaces ranging from private offices to a shared office or a meeting room for specific occasions in the nerve centre of the capital. Together with this, the views users have from the 13th, 14th and 15th floors are one of the key features of this space. Once the working day is over, the area surrounding Spaces Castellana offers a range of activities, as well as dining and leisure facilities, such as the fact that it is a five-minute walk from the Santiago Bernabéu Stadium.





Utopicus

Managed by: Rafa de Ramon (CEO)

Website: www.utopicus.es

Locations in Madrid:

1. Castellana: Paseo de Castellana 163
2. José Abascal: Calle José Abascal 56
3. Orense: Calle Orense 62
4. Príncipe Vergara: Príncipe de Vergara 112
5. Gran Vía Cibeles: Calle Gran Vía 4
6. Colegiata: Calle Colegiata 9
7. Francisco Silvela: 42
8. Paseo de la Habana, 9-11
9. Conde de Casal: Calle Doctor Esquerdo 114 bis.

Surface area and workstations

1. Utopicus Castellana: 3,5350 m² / Capacity: 484
2. Utopicus José Abascal: 2,350 m² / Capacity: 334
3. Utopicus Orense: 2,000 m² / Capacity: 207
4. Utopicus Ppe. de Vergara: 4,000 m² / Capacity: 507
5. Utopicus Gran Vía Cibeles: 5,000 m² / Capacity: 456
6. Utopicus Colegiata: 1,000 m² / Capacity: 93
7. Utopicus Francisco Silvela: 3,098 m²
8. Utopicus Paseo de la Habana: 5,745 m²
9. Utopicus Conde de Casal: 1,000 m² / Capacity: 136

Average price per workstation:

From €175 (flexible workstation) to €400 (office).

Services offered to entrepreneurs:

office furniture, work rooms, meetings and training, wifi, events and networking agenda, club, parcel and courier reception, wellbeing activities, security cameras, workspace cleaning services, water cooler, tea and coffee

Resident startups:

Housers, Cygnus, Aplazame, Splunk, Paymatico, Finnovating and Multihelpers

Utopicus is a network of coworking spaces and a launch pad for innovative and transformative initiatives. In Madrid, the firm has nine enclaves distributed across the most prominent areas of the capital. Since 2017, this network of spaces has been part of Grupo Colonial, a listed real estate investment company (SOCIMI) specialising in prime offices that is listed on the Spanish stock exchange's benchmark index, Ibex 35.

Utopicus spaces are collaborative and innovative, with values that go beyond work: focused on people, on the personal development of coworkers, their quality of life within

the community and a healthy, creative and collaborative environment. The firm's approach is based on a triple win, that is, that the person, the company and the team win, as well as society.

The Utopicus spaces in Madrid, nine in total, are located at the following addresses: Paseo de la Habana 9-11; Calle Francisco Silvela 42; Paseo de la Castellana 163; Calle José Abascal 56; Calle Orense, 62; Calle del Príncipe de Vergara, 112; Calle Gran Vía, 4; Calle de la Colegiata, 9 and Calle Doctor Esquerdo 114 bis.



Wework

Website and locations:

www.wework.com/es-ES/1/madrid
Six spaces in Madrid

The WeWork coworking space group started its activity in 2010, with the aim of creating more than just pleasant, shared office spaces. The firm's maxim focused on "creating a community". That is, a place where users could integrate individually to form part of a business and entrepreneurial group, something they have achieved and with which they have positioned themselves as a catalyst for entrepreneurship. WeWork has six sites in the centre of Madrid, all of which have been launched with the values that define the brand: inspiration, authenticity, gratitude, entrepreneurship, tenacity and togetherness. The WeWork spaces team is on a mission to empower the entrepreneurial and business community to create their life's work.

WeWork, Calle Fernando el Santo, 20

This international network of workspaces, where companies grow together, is ideally located and includes private offices and various shared workspaces offering a huge portfolio of services. Whether it is just one entrepreneur or a cohort of 100 employees, each WeWork space offers maximum flexibility and a single, inclusive rate that makes it easy for everyone to get to work. In addition to excellent facilities, the Fernando el Santo space has a team of staff at the disposal of all its users and a full range of services.

WeWork, Calle de Goya, 36

The WeWork space on Calle de Goya offers a prime location in the elegant Salamanca district, where all eight floors have been transformed into a creative workspace filled with large lounges, spacious conference rooms and inspiring private offices. In addition, the facility has a policy allowing dogs on the premises. Metro lines 4, 2 and 9 are opposite and bus stops are within walking distance. After work, in the surrounding area, coworking users have El Corte Inglés or the corridors of the National Library as leisure spaces.

WeWork, Calle Francisco Silvela, 106

The WeWork coworking space located in Prosperidad offers nine dedicated floors of offices that are ideal for small startups. Art-filled lounges, modern conference rooms, and stylish common areas will inspire creativity, while showers and changing rooms make it easy to exercise during the workday. There is also a terrace that provides a breath of fresh air for midday breaks or informal one-on-one gatherings. The space is located just minutes from the Avenida de América metro station, which includes access to metro lines 4, 6, 7 and 9, and there is also a nearby bus terminal for urban and interurban use and long-distance buses.

WeWork, Calle Eloy Gonzalo, 27

In a historic neighbourhood with a thriving local economy and an endless variety of restaurants nearby, the Wework Trafalgar coworking space is the ideal place to start a business. In addition to having a reception service, private offices and unique meeting rooms, this location is distinguished by its dog-friendly policy and shower facilities.

With a bike storage space and easy access to Iglesia, Quevedo and Alonso Cano metro stations, it is easy to get to.

WeWork, Paseo de la Castellana, 43

The Castellana 43 flexible office space is located in the centre of the Chamberí neighbourhood. The seven floors of coworking space at this location are ideal for teams of any size and sector, with cosy lounges, sophisticated meeting rooms and private offices tailored to suit all users. With four nearby metro stations, it is easy to get to from anywhere. At the same time, the Sorolla Museum and the Plaza de Olavide are close to this space. The WeWork coworking space on Paseo de la Castellana has it all.

WeWork, Paseo de la Castellana, 77

The WeWork Nuevos Ministerios coworking space is a rapidly expanding arts and culture centre, a place full of energy that welcomes entrepreneurs from all sectors. Occupying seven floors of an 18-story building, this location is dog friendly and features thoughtfully designed workspaces, quality services, and access to shops, cafes and restaurants. With the Nuevos Ministerios interchange just a few steps away, it has fast connections with Metro lines and local train lines, as well as easy access to bus lines and parking for bicycles.



COWORKING SPACES



The origin of the word coworking dates back to 1999 and its origins lie in the American city of San Francisco (USA). Although the name was coined in the 20th century, the first shared space was not opened until 2005; it was Brad Neuberg who created the first coworking space, which he called the 'Hat Factory', which is considered the origin of the term coworking, which can be defined as 'shared work' or 'cooperative work'. Neuberg also later founded another space which he called 'Citizen Space'. Both spaces were the ones that originated the term coworking.

Although its origin is in the United States, ten years earlier, in 1995, the first workspaces had already been identified in Europe. The first of these was located in the German city of Berlin and was called C-Base, while the second space was created in Barcelona under the name Kubik. These spaces were multidisciplinary areas created by various entrepreneurs working in different sectors such as architecture, marketing and communication and between them synergies and collaborations began to be generated. In Madrid the number of coworking spaces now exceeds 200, with Impact HUB and Utopicus being some of the first to be established in the capital.

The flourishing of new startups in Madrid and the increase in rents in the central areas of the city means entrepreneurs do not have the economic capacity to access centrally located flats, generating a clear need for jobs and premises with independent offices to which they can have access. These spaces offer a series of integrated services such as accommodation, furniture, electricity, water, internet, cleaning and common areas (meeting rooms, toilets, dining room, kitchen, etc.) at more affordable prices, usually between 150 and 250 euros, suitable for startups and entrepreneurs.

SHARED SPACES IN MADRID

INNOVATION SPACES

Campus Madrid

Type: Innovation Space
Property: Private
Address: Calle Moreno Nieto, 2, 28005 Madrid
Website: www.campus.co/madrid/es

Cink Coworking

Type: Innovation Space
Property: Private
Address: Paseo de la Castellana, 194, Núñez de Balboa, 120, Henri Dunant, 17, Miguel Yuste, 33B and Avenida de Manoteras, 24.
Webs : <http://cinkcoworking.es>

Crypto Plaza

Type: Innovation Space
Property: Private
Address: Calle de Don Ramón de la Cruz, 38, 28001 Madrid
Website: <http://cryptoplaza.es>

Impact Hub Madrid (6)

Type: Innovation Space
Property: Private
Addresses: Alameda, 22, Gobernador, 26, Piamonte, 23, Serrano Anguita, 13, Plaza Pablo Ruiz Picasso, 1 and Javier Ferrero, 10.
Website: <https://madrid.impacthub.net/>

International LAB

Type: Innovation Space
Property: Public
Address: Calle de Bailén, 41, 28005 Madrid
Website: www.madridinnova.es

Loom House (7)

Type: Innovation Space
Property: Private
Addresses: Calle Vandergoten 1, Calle de las Huertas, 11, Calle Princesa, 5, 4ª Planta, Calle del Eucalipto, 33, Calle Don Ramón de la Cruz, 38, Calle de Dulce Chacón, 55 and Camino del Cerro de los Gamos, 1, 28224 Pozuelo de Alarcón.
Website: <http://www.loomhouse.es>

Matadero

Type: Innovation Space
Property: Public
Address: Paseo de la Chopera, 14, 28045 Madrid
Website: <http://www.mataderomadrid.org/>

Talent Garden

Type: Innovation Space
Property: Private
Address: Calle de Juan de Mariana, 15, 28045 Madrid
Website: <https://talentgarden.org/es/>

THECUBE

Type: Innovation Space
Property: Private
Address: Calle Rufino Gonzalez 25, 28037 Madrid
Website: www.thecubemadrid.com

utopic_US (10)

Type: Innovation Space
Property: Private
Address: Orense 62, Príncipe de Vergara 112, Gran Vía 4, Doctor Esquerdo 114, Duque de Rivas 5, Francisco Silvela 42, José Abascal 56, Paseo Castellana 163, Paseo de la Habana 9-11, and Colegiata 9
Website: www.utopicus.es

Wework (5)

Type: Innovation Space
Property: Private
Address: Fernand el Santo, 20, Francisco Silvela, 106, Goya, 36, Eloy Gonzalo, 27 and Paseo Castellana, 77 and 43
Website: <http://www.weworkfactory.com>

Barrabés Growth Space

Type: Innovation Space
Property: Private
Address: Méndez Álvaro 9, 28045
Website: <http://growthspace.barrabes.biz/>

Spaces (8)

Type: Innovation Space
Property: Private
Addresses: Calle Manzanares 4, Calle de Alfonso XII 62, Paseo de la Castellana 200, María de Molina 41, Paseo de Recoletos 5, Méndez Álvaro 20, José Abascal 41; and Paseo Castellana, 81
Website: www.spacesworks.com/es

MADRID CITY COUNCIL INCUBATORS AND BUSINESS CENTRES

Vivero de Carabanchel

Type: Business incubator
Property: Public
Address: Calle Cidro, 3, 28044 Madrid
Website: <http://www.madridem-prende.es/es/emprendedores/espacios-para-emprendedores/viveros-de-empresas/Viveros/ficha/>

Vivero de La Latina

Type: Business incubator
Property: Public
Address: Paseo de Extremadura, 172, 28011 Madrid
Website: <http://www.madrid.es/por-tales/munimadrid/es/Inicio/El-Ayuntamiento/Participacion-ciudadana/Buscador-de-Participacion-Ciudadana/Vivero-de-Empresas-de-Latina>

Vivero de Puente de Vallecas

Type: Business incubator
Property: Public
Address: Calle Diligencia, 9. 28018 - Madrid
Website: <http://www.madridem-prende.es/es/emprendedores/espacios-para-emprendedores/viveros-de-empresas/Viveros/ficha/>

Vivero de Vicálvaro

Type: Business incubator
Property: Public
Address: Calle Villablanca, 85. 28032 Madrid
Website: <http://www.madridem-prende.es/es/emprendedores/espacios-para-emprendedores/viveros-de-empresas/Viveros/ficha/>

Vivero de San Blas

Type: Business incubator
Property: Public
Address: Calle Alcalá, 586 - 28022 Madrid

Vivero de Moratalaz

Type: Business incubator
Property: Public
Address: Calle Camino de los Viveros, 106 - 28030 Madrid

BUSINESS CENTRES

Cantera de Empresas de Collado Villalba

Type: Business centre

Property: Public

Address: Calle Anastasio Nieto, 11. Parque empresarial P-5, 28400

Website: <http://www.colladovillalba.es/es/servicios-municipales/empleo-formacion-y-empresas/cantera-de-empresas/>

Centro de Empresas Boadilla del Monte

Type: Business centre

Property: Public

Address: Calle Francisco Alonso, 2 28660 - Boadilla del Monte

Website: <http://www.ayuntamiento-boadilladelmonte.org/centro-de-empresas-municipal>

Centro de Empresas de Alcobendas

Type: Business centre

Property: Public

Address: Calle Ramon y Cajal Alcobendas, Madrid

Website: www.alcobendas.org/es/cargarFichaTerritorial.do?identificador=261

Centro de Empresas de Valdemoro

Type: Business centre

Property: Public

Address: Gaspar Bravo de Sobremonte, s/n. 28341 Valdemoro

Website: <http://www.valdemoro.es/centroempresas>

Centro de Empresas San Sebastián de los Reyes

Type: Business centre

Property: Public

Address: Avenida Cerro del Águila, 9. 28700 - San Sebastián de los Reyes (Madrid).

Website: <http://www.ssreyes.org/sansenet/portal.do?TR=C&IDR=43>

Centro de Iniciativas Empresariales

Type: Business centre

Property: Public

Website: <http://www.rivasciudad.es/>

CEXCO Colsada

Type: Business centre

Property: Public

Address: Avenida de Europa 10, 28821 Coslada

Website: <http://www.cexcoslada.com/que-es-cexco>

CIADE UAM

Type: Business incubator

Property: Public

Address: CIADE - Pabellón C Univ. Autónoma de Madrid, Ciudad Universitaria Cantoblanco (Madrid)

Website: <http://www.ciade.org>

Emprende Parla

Type: Business incubator

Property: Public

Address: Avenida del Leguario, 49, 28981 Parla, Madrid

Website: <http://emprendeparla.es>

Espacio Alcalá de Henares

Type: Business centre

Property: Public

Address: Calle de Blas Cabrera, 23. Parque empresarial La Garena, 28806

Website: <http://www.alcaladesarrollo.net/centros/espacio-de-iniciativas-empresariales>

IMEPE

Type: Business centre

Property: Public

Address: Calle Industrias, 73, 28923 Alcorcón, Madrid

Website: http://imepe-alcorcon.com/promocion_centroempresa.asp

Incubadora de Empresas

Type: Business centre

Property: Public

Address: Calle Carpinteros, nº 7. P.I. Los Ángeles, 28906 Getafe

Website: <http://www.getafeiniciativas.es/emprender/espacios-para-emprendedores/centro-municipal-de-empresas/incubadora-de-ideas>

INNPAP

Type: Business centre

Property: Public

Address: Calle San Juan de la Cruz, 2, 28223 Pozuelo de Alarcón, Madrid

Website: www.pozuelodealarcon.org/empresas%2C-comercio-y-emprendedores/innpar%3A-alquiler-de-despachos%2C-espacios-y-coworking

Sanfer Emprende

Type: Business centre

Property: Public

Address: Avd. de la Vía Láctea, 4 (Polígono Industrial). 28830 San Fernando de Henares.

Website: <http://www.sanferemprende.es>

Vivero de Empresas UFV

Type: Business incubator

Property: Public

Address: Ctra. Pozuelo-Majadahonda Km. 1.800. 28223 Pozuelo de Alarcón (Madrid)

Website: <http://www.ufves/vivero-empresas>

Vivero de Móstoles

Type: Business incubator

Property: Public

Address: Calle Federico Cantero Villamil, 2 bis. 28935 - Móstoles, Madrid

Website: <http://www.viveroempresas-mostoles.es>

Vivero Parque Científico Leganés

Type: Business incubator

Property: Public

Website: http://portal.uc3m.es/portal/page/portal/investigacion/parque_cientifico/vivero_empresas

Vivero Universidad Politécnica

Type: Business centre

Property: Public

Website: <http://www.upm.es/>

SCIENCE PARKS

Tecno Alcalá

Type: Science Park

Property: Public

Address: Alcalá de Henares

Website: <http://www.madridactiva.es/tecnoalcala/que-es/>

Tecno Getafe

Type: Science Park

Property: Public

Address: Getafe

Website: <http://www.tecnogetafe.es>

Leganés Technology Park

Type: Science Park

Property: Public

Address: Leganés

Website: www.leganestecnologico.es/es/

Tecno-científico Móstoles

Type: Science Park
Property: Public
Address: Móstoles
Website: <http://cumostolestecnologicos.es>

Scientific Technological Polytechnic

Type: Science Park
Property: Public
Address: Getafe/Montegancedo
Website: http://www.upm.es/Investigacion/personal_estructuras_inv/Parque_CientificoTecnologico

UC3M

Type: Science Park
Property: Public
Address: Leganés
Website: www.uc3m.es/ss/Satellite/UC3MInstitucional/es/PortadaMiniSiteA/Parque_cientifico

Madrid Science Park

Type: Science Park
Property: Public
Address: Cantoblanco
Website: <http://fpcm.es>

COWORKINGS

B2WORK

Type: Coworking
Property: Private
Address: Calle Doctor Esquerdo 170 - 2º E 28007 Madrid
Website: <http://www.b2work.es/>

Be Work

Type: Coworking
Property: Private
Address: Calle Impresores, 20, 28660 Boadilla del Monte, Madrid
Website: <http://www.bework.es/>

BeeLab

Type: Coworking
Property: Private
Address: Calle Asunción Castell, 5, 28020 Madrid
Website: www.beelabcoworking.com

BERELOFT

Type: Coworking
Property: Private
Address: Av. de la Industria, 29C, 28760 Tres Cantos, Madrid
Website: <http://beresoft.com/>

Busining City La Finca

Type: Coworking
Property: Private
Address: Paseo Club Deportivo, 1 Pozuelo de Alarcón, 28223 Madrid
Web: www.busining.com

Busining City María de Molina

Type: Coworking
Property: Private
Address: Calle de María de Molina, 54, 28006 Madrid
Website: www.busining.com/coworking-maria-de-molina/

Busining City O'Donnell

Type: Coworking
Property: Private
Address: Calle O'Donnell, 12 - 28009 Madrid
Website: www.busining.com/business-center-coworking-odonnell/

Busining City Torre Europa

Type: Coworking
Property: Private
Address: Paseo de la Castellana, 95, planta 29 - 28046 Madrid
Website: www.busining.com/business-center-torre-europa/

Colabora Coworking

Type: Coworking
Property: Private
Address: Calle Torija, 5, 28013 Madrid
Website: www.sacyrichallenges.com
com: www.colabora-coworking.com/

Cool Inquieto

Type: Coworking
Property: Private
Address: Calle Loreto y Chicote, 2, 28004 Madrid
Website: <http://coolinquieto.com/>

Cowork Pozuelo

Type: Coworking
Property: Private
Address: C/ Hospital, 2, 28223 Pozuelo de Alarcón, Madrid
Website: www.coworkpozuelo.es/

CoWork Tres Cantos

Type: Coworking
Property: Private
Address: Sector Foresta 1, planta 2, Tres Cantos 28760, Madrid
Website: <http://coworking3c.es>

Coworking Móstoles

Type: Coworking
Property: Private
Address: Calle Libertad, 16. Posterior, 28936 Móstoles, Madrid
Website: <https://coworkingmostoles.com/>

Coworking Vacaorey

Type: Coworking
Property: Private
Address: Camino de la Zarzuela nº 11 2º, 28023 Madrid
Website: <http://bigalbi.com/es/portfolio/coworking-vacaorey>

CowUp

Type: Coworking
Property: Private
Address: Calle Venezuela, 8, 28220 Majadahonda, Madrid
Website: <http://www.cowupes/>

Creactivos

Type: Coworking
Property: Private
Address: C/ Infanta Mercedes 20, Madrid.
Website: www.coworkingcreactivos.com

Dcollab

Type: Coworking
Property: Private
Address: Calle de Hortaleza, 108, 28004 Madrid
Website: <http://dcollab.com/>

E-Works Coworking Spaces

Type: Coworking
Property: Private
Address: Local 59.3, Centro Comercial Monteclaro 28223 - Pozuelo de Alarcón, Madrid
Website: <https://e-works.co>

Ecoworking

Type: Coworking
Property: Privadaw
Address: Paseo de la Habana, 200, 28016 Madrid
Website: www.ecoworking.es/

Eidos Coworking

Type: Coworking
Property: Private
Address: Calle Valportillo Primera, 5, 28108 Alcobendas, Madrid

El Patio

Type: Coworking
Property: Private
Address: Calle de Pizarro, 24, 28004 Madrid
Website: <http://elpatiodelapierna.net/>

EOI Coworking Madrid

Type: Coworking
Property: Public
Address: Avenida de Gregorio Amo, 6, 28040 Madrid
Website: www.eoi.es/

Espacio Geranios

Type: Coworking
Property: Private
Address: Calle Álvarez, 8, 28029 Madrid
Website: <http://www.espaciogeranios.com/>

Espacio Mood

Type: Coworking
Property: Private
Address: Calle Corredera Baja de San Pablo, 8, 28004 Madrid
Website: <http://www.espaciomood.com>

Espacio Muttante (GoWorking)

Type: Coworking
Property: Private
Address: Calle de Alberto Aguilera 70, 28015 Madrid
Website: <http://espaciomuttante.es/>

Espacio Oculto Madrid

Type: Coworking
Property: Private
Address: Calle de Nicolás Usera, 27, 28026 Madrid
Website: www.espacioocultomadrid.org/

Espíritu 23

Type: Coworking
Property: Private
Address: Calle del Espíritu Santo, 23, 28004 Madrid
Website: <http://espiritu23.com/>

First WorkPlaces

Type: Coworking
Property: Private
Address: Paseo Club Deportivo, 1, 28223 Pozuelo de Alarcón, Madrid
Website: www.firstworkplaces.com/

First WorkPlaces

Type: Coworking
Property: Private
Address: Calle de María de Molina, 54, planta baja, 28006 Madrid
Website: www.firstworkplaces.com/coworking/

First WorkPlaces

Type: Coworking
Property: Private
Address: Paseo de la Castellana, 216, 28046 Madrid
Website: www.firstworkplaces.com

Freeland Innovation Center

Type: Coworking
Property: Private
Address: Gandía, 1, 28007 Madrid
Website: <https://freelandinnovation.com/>

Gabinete de Historia Natural

Type: Coworking
Property: Private
Address: Calle de la Victoria, 9, 28012 Madrid
Website: <http://gabinetedehistorianatural.com/>

GarAJE

Type: Coworking
Property: Private
Owner: AJE
Address: Calle Matilde Díez, 11 28002 Madrid
Website: www.ajemadrid.es/garaje/

GISA Getafe

Type: Coworking
Property: Public
Address: Calle Terradas, nº 1, 28904 Getafe, Madrid
Website: www.getafeiniciativas.es/

Go Madrid

Type: Coworking
Property: Private
Address: Gran Vía, 39, 28013 Madrid
Website: <https://gomadrid.tech/es/home-es/>

Goya Coworking

Type: Coworking
Property: Private
Address: Calle de Núñez de Balboa, 35, 5ª Planta Oficina A1, 28001 Madrid
Website: <https://goyacoworking.es>

Help4u

Type: Coworking
Property: Private
Address: Av. de Tenerife, 2, 28703 San Sebastián de los Reyes, Madrid
Website: www.help4u.es/

European Institute of Entrepreneurship

Type: Coworking
Property: Private
Address: Calle del General Arrando, 9, 28010 Madrid
Website: <https://eiespain.com/>





Izada coworking

Type: Coworking

Property: Private

Address: Calle Reina Mercedes, 7, 28020 Madrid

Website: <http://www.wizada.es/>

Kleinson

Type: Coworking

Property: Private

Address: Calle de San Bernardo, 20, 28015 Madrid

Website: <http://www.kleinson.es/>

Kunlabori

Type: Coworking

Property: Private

Address: Calle Eduardo Vicente, 7, 28028 Madrid

Website: www.kunlabori.es/

L'Españe Almirante 5

Type: Coworking

Property: Private

Address: Calle del Alnte., 5, 28004 Madrid

Website: <http://www.almirante5.com/>

La Cow

Type: Coworking

Property: Private

Address: Calle Ponzano 69 - 71, 28003 Madrid

Website: <http://www.lacowes/>

La Fábrica

Type: Coworking

Property: Private

Address: Calle Avda. Brasil 17, Planta 1, 28020 Madrid and Glorieta de Cuatro Caminos 6, 28020 Madrid

Website: <https://coworkinglafabrica.es/>

La Guardia Creativa

Type: Coworking

Property: Private

Address: Travesía San Isidro, 1, 28921 Alcorcón, Madrid

Website: <https://laguardiacreativa.es>

La Industrial

Type: Coworking

Property: Private

Address: Calle de San Andrés, 8 Local, 28004 Madrid

Website: www.laindustrialservicios.com/

La Leonera

Type: Coworking

Property: Private

Address: Calle Aniceto Marinas, 48 28008 Madrid

Website: <https://laleonera.org>

La Manual

Type: Coworking

Property: Private

Address: Escorial, 11, 28004 Madrid

Website: <http://lamanual.org/>

La Quinta del Sordo

Type: Coworking

Property: Private

Address: Calle del Rosario, 17 28005 Madrid

Website: <http://quintadelsordo.com/>

La Terminal

Type: Coworking

Property: Private

Address: Calle de Martín de Vargas, 40, 28005 Madrid

Website: <https://laterminal.org/>

LANAU

Type: Coworking

Property: Private

Address: Calle Mallorca, 4 28012 Madrid

Website: lanauespaciocreativo.com/

Napkin Coworking

Type: Coworking

Property: Private

Address: Calle Cochabamba, 11 28016 Madrid

Website: www.napkincoworking.com

Oasis Cowork

Type: Coworking

Property: Private

Address: Calle Menéndez Pidal, 28 28036 Madrid

Website: <https://oasiscoworking.es>



Oxygen Workspace

Type: Coworking

Property: Private

Address: Calle de la Princesa, 31
Planta 2ª, 28008 Madrid

Website: <https://oxygenworkspace.com>

Pasillo Verde

Type: Coworking

Property: Private

Address: Paseo de Juan Antonio Vallejo-Nájera Botas, 59, 28005 Madrid

Website: <http://www.cnpverde.com/>

Sanfer Emprande

Type: Coworking

Property: Public

Address: Av. de la Vía Láctea, 4
28830 Torrejón de Ardoz, Madrid

Website: <http://www.sanferemprende.es>

SeAceptanIdeas

Type: Coworking

Property: Private

Address: Calle de Gutierre de Cetina, 24,
28017 Madrid

Website: www.seaceptanideas.com/

The Country Cloud

Type: Coworking

Property: Private

Address: Calle de Sánchez Barcaiztegui,
23, 28007 Madrid

Website: www.lukmansea.com/

The Garden Space

Type: Coworking

Property: Private

Address: Calle Antonio, 31
28029 Madrid

Website: www.thegarden.space/

The Heroes Club

Type: Coworking

Property: Private

Address: Calle de Jorge Juan, 12
28001 Madrid

Website: www.theheroesclub.es

The Shed Coworking

Type: Coworking

Property: Private

Address: Calle de Hermosilla, 48
1º derecha, 28001 Madrid

Website: www.theshedcoworking.com/

The Start Coworking

Type: Coworking

Property: Private

Address: Calle de Recoletos, 5, 1ª derecha,
28001 Madrid

Website: <https://thestarcoworking.com>

TRD Space

Type: Coworking

Property: Private

Address: Calle Iplacea, 6, 28803
Alcalá de Henares, Madrid

Website: www.trdimension.com/

Tutándem

Type: Coworking

Property: Private

Address: Avenida Dr. Toledo, 28
28231 Las Rozas, Madrid

Website: <https://tutandem.com/>

Unión coworking

Type: Coworking

Property: Private

Address: Calle de Blasco de Garay, 94
28003 Madrid

Website: www.unioncoworking.es

Work & Wifi

Type: Coworking

Property: Private

Address: Calle de la Princesa, 22
28008 Madrid

Website: <http://workandwifi.com/>

Workcase

Type: Coworking

Property: Private

Address: Paseo del Rey, 4
28008 Madrid

Website: www.workcase.es/

WorkLab

Type: Coworking

Property: Private

Address: Calle de Silva, 2
28013 Madrid

Website: www.worklabes/



BUSINESS CENTRES



Cantera de empresas de Collado Villalba

Managed by: Collado Villalba Municipal Council

Location: Calle Anastasio Nieto, nº 11.
28400 Collado Villalba, Madrid

Website: www.colladovillalba.es/es/servicios-municipales/empleo-formacion-y-empresas/cantera-de-empresas/

A space open to innovation and economic development in the municipality. It is aimed at newly-established companies or self-employed people who contribute innovative aspects in the broadest sense through their activity. The price is €11.85/m² per month and includes an office of about 25 m², a 7 m² storage room and electricity, heating and water services. The rental contract is for three years with the possibility of extending it for one year.

Cantera de empresas de Boadilla del Monte

Managed by: Boadilla del Monte Municipal Council

Location: Calle Francisco Alonso, 2 28660
Boadilla del Monte, Madrid

Website: www.ayuntamientoboadilladelmonte.org/centro-de-empresas-municipal

The Boadilla del Monte Municipal Business Centre opened its doors in June 2008 and has 41 professional offices and four positions for individuals in a shared-use office. The primary objective of this initiative is to support the creation, development and consolidation of small and medium-sized technology-based companies. Access to this business incubator is gained through a business project selection process.

Cantera de Empresas de Alcobendas

Managed by: Alcobendas Municipal Council

Location: Calle de Ramón y Cajal, 28100
Alcobendas, Madrid

Website: www.alcobendas.org/es/cargarFichaTerritorial.do?identificador=261

The Alcobendas Business Centre supports viable business projects in the service sector, offering 1,000m² of subsidised work space and professional services and materials to cover the needs of entrepreneurs. The maximum stay in the centre is limited to three years, or until the company is established.

Cantera de Empresas de Valdemoro

Managed by: Valdemoro Municipal Council
Location: Gaspar Bravo de Sobremonte, s/n.
 28341 Valdemoro, Madrid
Website: www.valdemoro.es/centroempresas

The Valdemoro Business Centre offers 7,500 m² of facilities equipped for the startups and consolidation of a business idea. Entrepreneurs with a project in process, young company or SME, can have an office or warehouse for 280 or 550 euros per month, respectively.

Centro de Empresas San Sebastián de los Reyes

Managed by: San Sebastián de los Reyes Municipal Council
Location: Avenida Cerro del Águila, 9. 28700. San Sebastián de los Reyes, Madrid
Website: www.ssreyes.org/sansenet

The public service provided by San Sebastián de los Reyes Municipal Council makes warehouses, offices, spaces, equipment and common services available to entrepreneurs to set up business initiatives at below market prices. It is intended for small businesses less than three years old and has a subsidised price.



CEXCO Coslada

Managed by: Coslada Municipal Council
Location: Avenida de Europa 10,
 28821 Coslada, Madrid
Website: www.cexcoslada.com

CEXCO is a municipal space attached to the Coslada Municipal Council Department of Economic Development, Employment, Commerce and Tourism in

collaboration with the Spanish Centre for Logistics (CEL). It hosts 26 companies in its facilities, fostering business cooperation and providing new competitive advantages to the companies located in its facilities. It offers open spaces, courses, activities to promote business development.

Centro de Iniciativas Empresariales (CIE)

Managed by: Rivas-Vaciamadrid Municipal Council
Location: Plaza de la Constitución 1, 28522
 Rivas-Vaciamadrid, Madrid
Website: www.rivasciudad.es

Rivas Vaciamadrid offers entrepreneurs a space to establish, start up and consolidate new initiatives. All of this with a view to entering the market and subsequently creating employment and wealth for the productive fabric of the municipality. Entrepreneurs will be able to have all the services for €187.14/month during the first year of their stay at the CIE.

CIADE UAM

Managed by: Universidad Autónoma
Location: Ciudad Universitaria de Cantoblanco,
 28049 Madrid
Website: www.ciade.org

The Autonomous University of Madrid's CI- ADE Centre for Entrepreneurial Initiatives is an initiative by the Spanish university to generate a culture of entrepreneurship and self-employment in the university environment. It offers a comprehensive support service to entrepreneurs in each phase of the business creation process. Registration is free although places are limited.

Emprende Parla

Managed by: Parla Municipal Council
Location: Av. del Leguario, 49, 28981 Parla, Madrid
Website: emprendeparla.es

The Emprende Parla business incubator is located in the Leguario building, where it has workstations for 80 euros and 30 offices for from 180 to 340 euros; a coworking room with 10 workstations; and three meeting rooms. The space encourages the development of an entrepreneurial community and networking.



Espacio Alcalá de Henares

Managed by: Alcalá de Henares Municipal Council
Location: Calle de Blas Cabrera, 23. Parque empresarial La Garena, 28806 Alcalá de Henares, Madrid
Website: www.alcaladesarrollo.net/centros/espacio-de-iniciativas-empresariales

Alcalá Desarrollo is the creator of the Entrepreneurial Initiatives Space, an innovative centre that provides users with a meeting room, two multi-purpose classrooms, 11 offices, eight industrial modules and eight coworking spaces. The sites are distributed throughout the municipality of Alcalá de Henares.

IMEPE

Managed by: Alcorcón Municipal Council
Location: Calle Industrias, 73, 28923 Alcorcón, Madrid
Website: imepe-alcorcon.com/

IMEPE Alcorcón is a space that makes 1,000 m² available to entrepreneurs and companies for offices and business activities. Any natural or legal person with a business plan compatible with the premises can access one of the 29 offices or the coworking space for a period of five or two years, respectively. The cost is around 9€/m² per month, although it depends on the rate set out in the tax ordinance.

Incubadora de empresas de Getafe

Managed by: Getafe Municipal Council
Location: Calle Carpinteros, nº 7. P.I. Los Ángeles, 28906 Getafe, Madrid
Website: www.getafeiniciativas.es/emprender/espacios-para-emprendedores/centro-municipal-de-empresas/incubadora-de-ideas

The Getafe Business Incubator offers free individual work modules for entrepreneurs for a maximum of three months. The modules are a physical space equipped with office furniture with all the services necessary for business activity, such as internet, administrative services, meeting room, cleaning or parking space.

INNPAP

Managed by: Pozuelo de Alarcón Municipal Council
Location: Calle San Juan de la Cruz, 2, 28223 Pozuelo de Alarcón, Madrid
Website: www.pozuelodealarcon.org/empresas

The Pozuelo de Alarcón Innovation Centre, INNPAP, is a meeting and service point for companies and professionals in the sector and for local administrations. It promotes technological and audiovisual research, development and innovation (R&D&i) through technological innovation initiatives, training and by publicising projects both nationally and internationally.

Sanfer Emprrende

Managed by: San Fernando de Henares Municipal Council
Location: Avd. de la Vía Láctea, 4 (Pol. Industrial). 28830 San Fernando de Henares, Madrid
Website: www.sanferemprende.es

Sanfer Emprrende is a space offered by the San Fernando Municipal Business Centre to generate business and entrepreneurial activity in the town. It has offices of 40 and 80 m² for a price of about € 480/month, coworking space for € 72.60/month and meeting rooms. It currently offers the first two months free.

Vivero de Empresas UFV

Managed by: Francisco de Vitoria University
Location: Ctra. Pozuelo-Majadahonda km 1.800 28223 Pozuelo de Alarcón. Madrid
Website: www.ufv.es/vivero-empresas

The University Francisco de Vitoria (UFV) Business Incubator is aimed at university students and graduates with more than two years experience. The aim of its service infrastructure is to promote the generation of entrepreneurial projects in the university community. They accompany entrepreneurs in their initial business process from the generation of the idea to the startups and development of the company.



Vivero de empresas de Móstoles

Managed by: Móstoles Municipal Council and URJC
Location: Calle Federico Cantero Villamil, 2 bis. 28935 Móstoles, Madrid
Website: www.viveroempresasmostoles.es

An initiative promoted by Móstoles Municipal Council, King Juan Carlos University and the Business Development Agency (Móstoles Desarrollo) aimed at improving the business fabric and employment at the local level. It acts as a centre for meetings, knowledge and sharing synergies in order to achieve successful business projects.

Vivero Parque Científico Leganés

Managed by: Leganés Municipal Council and UC3M
Location: Avda. Gregorio Peces-Barba, 1. 28918 Leganés, Madrid.
Website: portal.uc3m.es/portal/page/portal/investigacion/parque_cientifico/vivero_empresas

The Science Park's business incubator is a project promoted by Leganés Municipal Council in collaboration with Carlos III University. It presents a relationship system aimed at extending the entrepreneurial culture and making the creation and foundation of innovative technology-based companies-EBTs a reality.

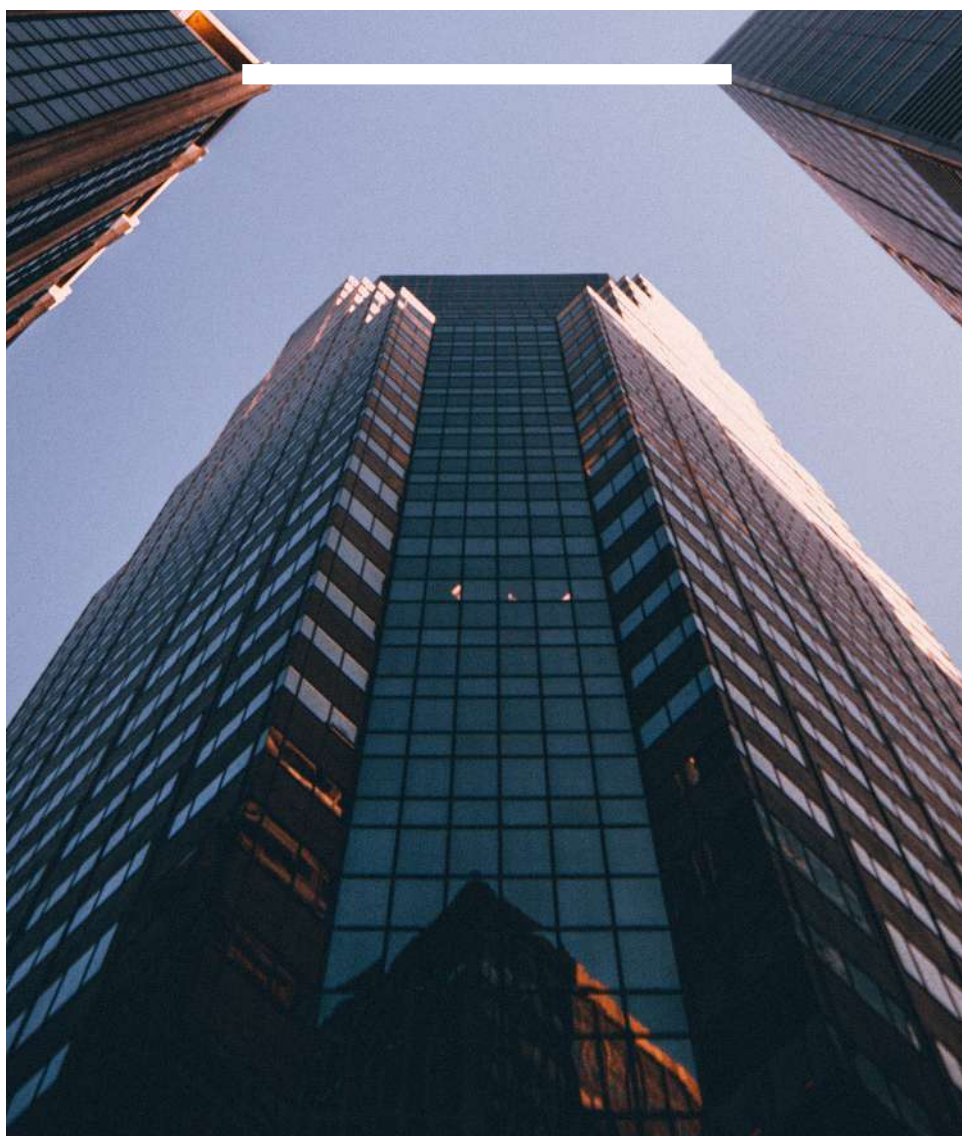
Vivero Universidad Politécnica

Managed by: Polytechnic University of Madrid
Location: Montegancedo Campus. Polytechnic University. 28223 Pozuelo de Alarcón, Madrid
Website: www.upm.es/Montegancedo/ImasDmasi/Centros/CAIT/CentroEmpresas

The aim of the UPM Science and Technology Park Business Centre is to offer space and services to support and stimulate the creation and development of new technology-based companies, whether or not they originate from within the university. It offers 3,643 m² of work, service and networking spaces characterised by a young, creative and enthusiastic atmosphere.



CORPORATIONS



THE IMPORTANCE OF CORPORATIONS IN INNOVATION

Corporations are playing a vitally important role in the development of the Spanish innovation ecosystem and they are, without doubt, key players in the growth that Madrid is experiencing in terms of innovation and entrepreneurship, where there are now more than 40 Open Innovation initiatives launched by large Spanish companies.

The year 2016 marked an important milestone in the birth and creation of Open Innovation initiatives in Madrid, when the number of corporations focused on innovation reached thirteen. Of these, two, one from Madrid (Telefónica) and the other from Valencia (Mercadona), already had an important track record in terms of acceleration, and are still among the best known in Spain: Wayra and Lanzadera.

The Wayra innovation hubs network began its adventure in 2011. The telco's innovative venture, which was initially launched as an accelerator, has evolved to focus on mature startups that it helps to scale up, thus making it the world's most global, connected and technologically advanced open innovation network.

Wayra, headed by Miguel Arias as global director of entrepreneurship at Telefónica, now connects technology disruptors with the company to give them financial support of up to 150,000 euros and generate joint business opportunities.

The other longest-lived accelerator still active is Lanzadera, an initiative created in 2013 by Mercadona owner Juan Roig, which has become a benchmark in the acceleration and, now, incubation of projects in the capital on the Turia. This initiative, together with EDEM and Angels Capital, is one of the largest entrepreneurship hubs in Valencia and Spain, and is located in the Marina de Empresas space, where more than 50 startups are accelerated every year.

It was during 2015 and 2016 when the first corporate initiatives timidly launched open calls in search of startups and most of them were located in Madrid (eight in total). This was the case, for example, for Impulsa Visión, an RTVE initiative launched in 2015 that opened a call for innovative and creative projects linked to the field of content, business management and organisation.

In the fintech field, it was Bankia Accelerator who, a year later, in 2016, took its first steps with the help of Conector. It thus launched its first acceleration programme in search of technological and innovative projects. Another company committed to acceleration, this time in the catering sector, was the Mahou San Miguel Group, which presented Barlab that same year. The third corporate accelerator to be born was the Cas-

er incubator (2015), which a year later closed its initiative after failing to add value to the companies in its business lines.

Four other initiatives first saw the light of day in 2016, although none of them with a clear startup acceleration and incubation programme. They were those of the Direct Line Foundation, belonging to Bankinter, and Pascual Startup, both located in Madrid and linked more to awards and recognition in their respective sectors than to accelerating startups internally. Other acceleration projects were also inaugurated by the Cuatrecasas law firm, supported and directed by Telefónica; and the Repsol Entrepreneurs Fund, an entrepreneurship programme that promotes and supports projects that provide real and innovative solutions in the field of energy.

2017 AND 2018, THE BOOM YEARS

But, without doubt, 2017 and 2018 have been the years in which the most corporations have decided to launch their initiatives in the Spanish innovation ecosystem, mainly around three types of initiatives through which they can relate to the startup ecosystem in Spain: Open innovation, intrapreneurship or by launching an accelerator or acceleration programme, whether in-house or managed by third parties, that are in most cases highly verticalised and focused on the companies' lines of business.

This has been the method chosen for entering the Spanish technology ecosystem by the following corporations: the insurance companies Santalucía, AXA, MUTUA Madrileña, AON and Mapfre, the latest company to launch its vertical accelerator specialising in insurtech; three of the Spanish 'Big Four' have an active presence in the technology ecosystem: Deloitte, KPMG and PriceWaterHouse Coopers; banks such as Bankia, ABANCA, BBVA, Santander and the aforementioned Banco Sabadell; two of the three most important telcos in Spain (Orange and Vodafone, since Telefónica has been positioned in the ecosystem for years); companies in the energy, construction and infrastructure sectors including Acciona, Ferrovial, EDP, Endesa/Enel, Sacyr, Cemex, Iberdrola, Indra and Enagás; and large public sector companies such as Correos, Renfe and Red Eléctrica Española, as well as other corporations or multinationals including Sanitas.

The corporate initiatives based in Madrid are detailed below, where there are around 40 Open Innovation initiatives.

Accenture

OPEN INNOVATION

Managed by: Cristina Martín Gómez
Email: c.martin.gomez@accenture.com
Established: 2018
Specialisation: consulting services in all sectors
Website: www.accenture.es
Twitter: @AccentureSpain
LinkedIn: /accenture-espana

■ Accenture is a leading global professional services company offering a broad range of services and solutions in strategy, consulting, digital, technology and operations. Combining its vast experience and expertise in more than 40 industries and across all business areas - reinforced with the world's most extensive network of development centres - Accenture works at the intersection of business and technology to help its clients improve their performance and create sustainable value for their shareholders. With more than 492,000 professionals serving clients in more than 120 countries, Accenture drives innovation to improve the way the world lives and works. They collaborate with the ecosystem with an open innovation approach, creating real business value by partnering with the most important startups. They have programmes in more than 40 countries that allow them to create partnerships with more than 200 major players in the startup ecosystem around the world and the ability to deliver the best innovations to more than 2,000 global clients.

Acciona I'mnovation

ACCELERATION PROGRAMME

Managed by: Telmo Pérez
Contact: www.imnovation.com/en/contact/
Established: 2017
Specialisation: renewable energy, infrastructure, mobility and services
Website: www.imnovation.com/
Twitter: @imnovation
LinkedIn: h/acciona-i'mnovation/

■ ACCIONA I'mnovation is the acceleration programme of the company Acciona, a group providing sustainable infrastructure solutions and renewable energy projects with a presence in more than 40 countries. The initiative is aimed at detecting startups and solutions that are developing technologies or methodologies that will mark a watershed in the infrastructure, renewable energy and services sectors. The programme has an annual call for applications that opens in June and offers startups operational, technical and business support through advice from mentors, experts and company professionals. There is also a procurement fast-track that speeds up the implementation of pilots and the commercial relationship with ACCIONA, financing, along with access to the national and international innovation ecosystem developed by I'mnovation. The acceleration programme runs for 3-4 months, although it can be extended depending on the impact and scope of the pilot project that is defined. The startups selected to participate in developing a pilot project have €25,000 to implement the project, plus a variable grant for travel expenses.

Airbus Bizlab

ACCELERATOR

Managed by: Pedro Manuel Luzón Sánchez
Email: pedro.luzon@airbus.com
Established: 2018
Specialisation: aerospace industry
Website: www.airbus-bizlab.com
Twitter: @airbusbizlab
LinkedIn: /airbus-bizlab/

■ Airbus Bizlab is the corporate accelerator for the French civil aircraft construction company. It was created in 2018, driven by the head of innovation Pedro Luzón, with the aim of promoting technology-based entrepreneurial projects. In the last three years, Airbus Bizlab has incubated 50 startups and 40 internal projects in its acceleration programme, which lasts six months and is divided into three phases. The accelerator offers a free secure space, support from dedicated coaches and mentors, weekly learning sessions, access to a prototyping space, a Demo Day with corporate insiders, partners and Venture Capital and €50,000 to implement a 'Proof of Concept'.





Aon Innovation Lab

OPEN INNOVATION

Managed by: Pablo Montoliú
Email: pablo.montoliu@aon.es
Established: 2018
Specialisation: insurtech, fintech, healthtech
Website: www.aoninnovationlab.com

■ Aon Innovation Lab is Aon's Open Innovation programme, in which any agent in the innovation ecosystem can participate in order to respond to the company's different challenges. The initiative seeks to boost the connection between external talent and the organisation's internal talent. The programme has a total duration of approximately six months, from the registration phase (November to December) and selection, up to demoday. It offers startups training and mentoring from Aon experts in the areas of commercial risk, retirement and health; project management support from the Innovation team; and the possibility of expanding the commercial relationship by leveraging the capabilities of the company's network.

AXA Opensurance

OPEN INNOVATION

Managed by: Óscar Paz
Email: oscar.paz@axa.es / opensurance@axa.es
Established: 2016
Specialisation: insurtech
Website: www.axa.es/opensurance
Twitter: @AXAOpensurance

■ The AXA Opensurance programme is a platform that enables innovation, mainly in solutions aimed at the distribution and generation of insurance business and protection solutions in the insurtech sector. They collaborate openly with the entrepreneurial ecosystem in general and startups in particular, enabling the development of innovative distribution agreements and a partnership between AXA and startups for a period of at least six months and no longer than one year. The initiative provides startups with customised insurance design and disruptive business models, co-creation and collaboration with platforms for joint insurance distribution and protection services. In addition, the OPENsure Space, with a capacity of up to 300 attendees, and the #insurtech talks meetings are also at their disposal. Direct financing is not usually provided, however, investments have previously been made in initiatives aligned with the company's business objectives, and there is a willingness to continue to do so.

Bankia Fintech

ACCELERATOR

Managed by: Ignacio Cea
Email: bankiafintech@bankia.com
Established: 2016
Specialisation: financial sector
Website: <https://www.bankiafintech.com/>

■ Bankia Fintech, is an accelerator founded in 2016, the project has been promoted by Bankia and managed by Innsomnia and previously by Connector Accelerator. The initiative has two offices, one in La Marina in Valencia and the other in Madrid, on Calle Fuencarral. The Bankia Fintech project has grown to become a benchmark both for its innovative methodology and for the success rates registered in the four calls already held. More than 300 startups and entrepreneurs have submitted their projects to the first fintech programme that connects with 20 international ecosystems. Of these, about 50 have been accelerated and 90% have carried out a Proof of Concept (PoC) for the bank. Bankia Fintech by Innsomnia is aimed at projects, solutions and ideas that can help develop a product or service together with the financial institution. The project presented may be in an initial phase or in a more advanced stage; all applications are analysed and evaluated. The companies selected have the opportunity to work for seven months with Bankia's innovation team and Innsomnia's experts and mentors to develop and grow the finalist projects.

Barlab Mahou San Miguel

ACCELERATOR

Managed by: Eloísa Ochoa de Zabalegui
Email: contacto@barlabmahousanmiguel.com
Established: 2016
Specialisation: hospitality, catering
Website: www.barlabmahousanmiguel.com
Twitter: @MahouSanMiguel

■ Barlab is Mahou San Miguel's startup accelerator, a six-month acceleration programme designed to immerse selected startups in an entrepreneurial environment and with a focus on technologies applied to the consumer experience in the bar and hospitality sector in Spain. The selected projects receive €35,000 non-refundable financing and have a coworking space at the company's Madrid headquarters. In addition, the participating startups have the support of a select network of expert mentors and Barlab Mahou San Miguel professionals through work sessions, workshops and personalised advice on developing proofs of concept for their projects. The startups are also supported by an Executive Coach during the acceleration programme. At the end, the participants have the opportunity to be selected to receive more financing through a participatory loan that allows them to strengthen their relationship with Mahou San Miguel.

BBVA Open Innovation

ACCELERATION PROGRAMME / OPEN INNOVATION

Managed by: BBVA Open Innovation

Email: openspace.madrid@bbva.com

Established: 2019

Specialisation: fintech

Website: openspace.bbva.com/madrid/programa-de-aceleracion/

Twitter: @BBVAInnovation

■ BBVA has launched the first BBVA Open Innovation, a structured acceleration programme aimed at helping fintech or fintech-related projects get off the ground, while activating the local entrepreneurial ecosystem. The programme is aimed at startups with an early stage or seed profile with projects that have a working MVP or a product on the market with a small number of users. It is a free nine-month programme based on three basic pillars: technology, marketing and business. It works from them at three levels of complexity: basic, medium and advanced, combining each of these areas of action with a multi-level programme (allowing its development to be adapted to startups with different levels of maturity). BBVA's experts select the projects that bring the opportunities of this new era within reach of its customers. In addition to the acceleration programme, BBVA offers the use of its coworking space in the Open Space in Madrid and the possibility of holding events in its auditorium.

CBRE Proptech Challenge

AWARDS / COMPETITION

Managed by: Carlos Casado

Email: carlos.casado@cbre.com

Established: 2017

Specialisation: proptech

Website: <https://www.cbre.es/>

Twitter: @cbreproptech

LinkedIn: /cbre-proptech-challenge/

■ CBRE Proptech is a Spanish digital innovation initiative with a European scope that aims to support and incorporate digital talent in the real estate sector. The initiative emerged as an annual competition, Proptech Challenge, through which CBRE promotes technological innovation by rewarding disruptive solutions that bring added value to all the actors in the real estate sector and to society in general. This competition, which celebrates its fourth iteration in 2020, is looking for digital talent capable of revolutionising the real estate sector through innovative and disruptive ideas. In addition to the corresponding cash prizes and the possibility of presenting their projects in the network of CBRE offices collaborating in the initiative, entrepreneurs are offered an acceleration programme with professionals from the company, which includes talks, events and conferences on entrepreneurship and innovation applied to the sector. CBRE also has an agreement with Lanzadera, through its corporate programme, which jointly promotes innovation and technology in the proptech sector.



CorreosLabs

ACCELERATION PROGRAMME

Managed by: Raúl García

Email: info.correoslabs@correos.com

Established: 2017

Specialisation: generalist, logistics

Website: <https://www.correoslabs.com>

Twitter: @correoslabs

LinkedIn: /correoslabs

■ CorreosLabs is an initiative created by Correos to accompany entrepreneurs on their journey towards business creation and consolidation. For one year, the company's entrepreneurship programme orients and guides the development of an entrepreneurial project. To achieve this, it facilitates contact with mentors, entrepreneurs or other players in the entrepreneurial ecosystem, as well as with potential investors who will enable the idea to go further. Its main initiative is the Lehnica Challenge, aimed at entrepreneurs and self-employed people with established companies no more than three years old and focused on the areas of logistics, digitalisation and society. In its first three rounds, 10 startups were awarded up to €30,000 to work on their project for a year; they were also granted free access to all the services offered by CorreosLabs as well as a coaching and mentoring programme run by the logistics company's managers.

Cuatrecasas Acelera

ACCELERATION PROGRAMME

Managed by: Francesc Muñoz
Email: acelera@cuatrecasas.com
Established: 2016
Specialisation: legaltech, fintech, regtech
Website: acelera.cuatrecasas.com
Twitter: @cuatrecasas
LinkedIn: /cuatrecasas

■ Cuatrecasas Acelera is a European startup accelerator promoted by the Cuatrecasas law firm. Its aim is to provide the selected projects with greater solidity in their legal needs, support them in validating their business model and help them in their search for funding and clients, while Cuatrecasas consolidates its place in the legal entrepreneurial ecosystem. The programme, which lasts four months, from October to February, is aimed at legaltech startups or technology startups (AI, blockchain, big data, etc.) to enable them to develop a use case aimed at one of the challenges set by the company: maximising collective knowledge, improving productivity and efficiency through automation, and experimenting with blockchain and the creation of smart contracts that can be applied to business. While it does not offer direct financing as such, Cuatrecasas Ventures has invested in some of the startups that have gone through the programme in previous rounds.

Deloitte StartmeUp

DELOITTE SOLUTIONS CENTER FOR INNOVATORS

Managed by: Mario Teijeiro
Email: mteijeiro@deloitte.es
Established: 2019
Specialisation: general, innovation, disruptive technologies and scalability
Website: www.deloitte.com/es/startmeup

■ StartmeUp is Deloitte's initiative that acts as a connector between the different agents that coexist in the innovation ecosystem. It enables startups, corporations and investors to interact by analysing and strengthening their business models with fully tailored services. Its global innovation observatory identifies ideas or disruptive business models that are analysed, validated and valued. Corporations rely on StartmeUp to help them integrate startup solutions in a secure manner and in a controlled environment. In turn, startups rely on StartmeUp because it validates their model and allows them to scale more easily. Finally, the initiative supports private equity funds in monitoring their investees, reporting to their investors and, in short, advising them on how to make investment decisions with the maximum information and rigour.



Sanitas Disruptive

ACCELERATION PROGRAMME

Managed by: Lina Guerrero
Email: info@disruptiveprogram.es
Established: 2017
Specialisation: eHealth
Website: corporativo.sanitas.es
Twitter: @sanitas
LinkedIn: /sanitas

■ Sanitas Disruptive is the accelerator from the insurance company Sanitas, a programme that seeks to promote the talent of entrepreneurs and innovative startups in the health sector. The initiative consists of a group of more than 50 company employees who work with startups to develop their projects through the 'Agile' methodology. For its second round, Sanitas Disruptive has chosen to accelerate six projects that add value to users in the areas of prevention, liquid hospital, artificial intelligence, blockchain, data & analytics and robotics. The selected startups will receive an investment of €25,000, a workspace and the support of the company for their acceleration over three months. As a result of the first round, Sanitas has signed an alliance with Método Foren, the startup that won the first round, with the aim of jointly developing a rehabilitation service to combat immobility through virtual reality.

Enagás Emprende

INTRAPRENEURSHIP, OPEN INNOVATION

Managed by: Emilio Martínez Gavira
Email: lemartinez@enagas.es
Established: 2016
Specialisation: gas
Website: www.enagasemprende.com
Twitter: @EnagasEmprende
LinkedIn: /enagas-emprende

■ Enagás Emprende is the Enagás corporate venture capital, through which the company seeks to support energy/gas projects or incorporate early-stage disruptive technologies in the field of energy transition, especially in areas related to renewable gases such as biogas or hydrogen, sustainable mobility, energy efficiency, industry 4.0 and cleantech, in general. It offers a tailor-made programme for each startup and its duration is adjusted to the needs of each project, which is why they carry out scouting and support opportunities on an ongoing basis. The support can range from smart money (equity investment, convertible note, loan, etc.), industrial pilot, commercial partnership and a process of acceleration and mentoring in the company's own entrepreneurship spaces. Enagás Emprende has a commitment to invest €5m in startups, although this is not a predefined and fixed amount, as they study the best collaboration and support formula for each case.





Enel Innovation Hub

OPEN INNOVATION

Managed by: Fernando Sandoval
Email: innovationhub.europe@enel.com
Established: 2017
Specialisation: energy industry
Website: startup.enel.com/
Twitter: @enelstartup
LinkedIn: /enel-startup

■ Enel Innovation Hub Europe is part of the Enel Group's network of ten collaborative spaces for startups. The initiative seeks to develop the Group's relationship with the entrepreneurial ecosystem and identify startups and SMEs capable of solving the innovation challenges faced by their business. It is not an accelerator and does not invest in the startups' capital, but offers a mutually beneficial collaboration model, with Enel acting as an industrial partner. The ultimate goal is for the startup to develop its business and grow thanks to its relationship with Enel. The Enel Group makes its know-how, infrastructure for testing and scalability available to the startups in a collaborative manner and for a pre-defined period of time, through access to the company's 73 million customer base in more than 30 countries. Depending on the collaboration established, the business line may co-develop the solution and make a financial contribution, without entering into the startup's capital.

Ferrovial Build Up!

OPEN INNOVATION

Managed by: Ciro Acedo
Email: buildup@ferrovial.com
Established: 2017
Specialisation: railways
Website: http://www.ferrovialbuildup.com
Twitter: @ferrovial_es

■ Build Up! is looking for startups, research groups and entrepreneurs from any technological area with projects or solutions capable of fully or partially solving the proposed challenge or any of its success scenarios. Last year the challenge focused on Ferrovial Agroman, a business unit dedicated to civil engineering and industrial construction. In order to undertake projects related to the challenge, the corporation set itself four specific objectives: to obtain more data on the substrata than traditional collection methods (tests, soundings, etc.) provide; to reduce uncertainty relating to the substrata through new measurement processes and techniques; to increase knowledge on the different properties of the ground; and to apply new tools and technologies that benefit the construction sector. The winner of the challenge received funding, networking, conceptualisation, development and implementation of the solution using the company's resources and infrastructure, as well as advice and mentoring from Ferrovial experts and staff.

Fundación Repsol

ACCELERATOR

Managed by: Eduardo García Moreno
Email: fondoemprendedores@fundacionrepsol.com
Established: 1995
Specialisation: energy industry, advanced mobility and circular economy
Website: www.fundacionrepsol.com
Twitter: @FundacionRepsol
LinkedIn: /fundación-repsol

■ Entrepreneurs Fund is the Repsol Foundation's acceleration programme for startups. The initiative supports innovative projects that promote a more sustainable energy transition, investing in the talent of entrepreneurial teams capable of imagining a better future. It is a global initiative, so entrepreneurs from anywhere in the world can participate, as it is not necessary to travel to any workspace on a continuous basis. Each year, the Repsol Foundation selects between 6 and 8 companies to take part in this acceleration programme, which receive financial support of up to 144,000 euros per year, specialised training and advice from a team of mentors. This support is provided on a neutral basis and does not involve any kind of participation in the company's capital, nor does it imply any transfer of intellectual property rights. In addition, the programme has a support mode for startups that need more time for development. In the Ideas category, the foundation offers €2,000 per month for 12 months, as well as advice and training for more mature projects.

Globalvia

OPEN INNOVATION

Managers: Fernando Vallejo / Ángela Montañez
Email: amontanez@globalvia.com
Established: 2018
Specialisation: infrastructures
Website: www.globalvia.com
LinkedIn: /globalvia-infraestructuras

■ Globalvia promotes new mobility models that transform road and rail transport, it also develops projects of great innovative value in Spain, the United States, Ireland, Portugal, Andorra, Mexico, Costa Rica and Chile. Aware of the paradigm shift in which the infrastructure and transport sector is immersed, the company is committed to sustainability, technological disruption and new mobility models: a scenario full of opportunities, but also challenges and risks. In order to achieve this vision, Globalvia is committed to open innovation, which seeks to promote the identification and definition of ideas, products and services that provide new approaches, business models and differentiating value for infrastructures and for society. These ideas must have a positive impact on the challenges facing Globalvia, its users and the infrastructures it manages.



Impulsa Visión RTVE

ACCELERATOR

Managed by: Esteban Mayoral Campos

Email: centroinnovación@rtve.es

Established: 2015

Specialisation: media

Website: www.rtve.es/impulsavision

Twitter: @impulsavision

■ Impulsa Visión RTVE is an initiative launched by the RTVE Corporation in order to support entrepreneurship and promote innovative projects by self-employed professionals and recently created micro-SMEs that contribute to the development of the media sector and RTVE. The initiative offers up to €30,000 per project, coworking spaces and services at the RTVE Institute, coaching given by RTVE professionals, networking to expand the contact networks and professional relationships of the selected startups, national and international promotion through RTVE'S different media, verification and certification of the prototypes developed in each project and the possibility of participating in future projects jointly with RTVE and marketing through its channels.

InnoCells by Banco Sabadell

DIGITAL INNOVATION HUB AND CORPORATE VENTURING VEHICLE OF BANCO SABADELL

Managed by: Pol Navarro

Email: hello@innocells.io

Established: 2017

Specialisation: financial services, fintech, insurtech, big data, SaaS,

AI and machine learning

Website: www.innocells.io

Twitter: @InnoCells

LinkedIn: /innocells

■ InnoCells is Banco Sabadell's innovation hub and corporate venturing vehicle. The hub leads the group's fintech and digital strategy, while promoting and developing new digital businesses. InnoCells also makes strategic investments directly or in third-party funds to gain access to international deal flow, as well as partnerships between the startup ecosystem and the entity.



KPMG Innova Valley

STARTUPS ECOSYSTEM PROGRAMME

Managed by: Luis Buzzi

Email: innovavalley@kpmg.es

Established: 2017

Specialisation: technological solutions for the services sector.

Website: home.kpmg/es

■ KPMG Innova is the consulting firm's innovation programme, which focuses on the startup ecosystem that allows them to go to market together and deliver innovative solutions to large clients. This collaboration agreement gives startups the opportunity to have visibility and access to large clients, which is a fundamental help for their growth and development. As a firm, it allows them to transform the services they offer and position themselves as a company that goes beyond traditional service offerings. KPMG Innova is the firm's commitment to innovation and disruption to bring real value to clients in a collaborative way under the firm's global innovation network.

Mapfre Insur_Space

ACCELERATOR

Managed by: Josep Celaya

Email: hello@insur-space.com

Website: <https://insur-space.com>

Established: 2018

Specialisation: insurtech

Twitter: @insur_space

LinkedIn: /insur-space

■ Insur_space is the new startup accelerator from MAPFRE Open Innovation, the platform to promote innovation in the insurance sector. Insur_space aims to promote collaboration between the entrepreneurial ecosystem, institutions linked to innovation and MAPFRE. Insur_space's main challenge is to serve as a connecting bridge between two worlds, the corporate world and the global business ecosystem. To achieve this, the initiative has three strands: an acceleration programme aimed at startups with an early stage solution that encourages the creation of prototypes or MVP's; an adoption programme, aimed at consolidated global startups willing to carry out a commercial pilot with MAPFRE's different lines of business; and the insur_break community, a space for sharing knowledge and fostering connections within the innovation community. Both the acceleration and adoption programmes last 6 months; however, the time may vary depending on the needs of each pilot. In addition, the most mature startups receive financing that allows them to carry out their pilots with MAPFRE's business lines.





Iberdrola Startup Programme - PERSEO

STARTUP COLLABORATION PROGRAMME

Managed by: Diego Díaz
Email: perseo@iberdrola.es
Established: 2008
Specialisation: energy, sustainability
Website: www.iberdrola.com

■ Iberdrola's 'Perseo' startup programme is endowed with €70 million to foster the creation and development of a global and dynamic ecosystem of startups and entrepreneurs in the electricity sector. Perseo's activity is focused on promoting collaboration between small and medium-sized technology-based companies and Iberdrola by financing the most promising projects. Since its foundation, Perseo has invested in 15 companies and promoted more than 30 projects involving startups and different business areas within the company, such as distributed storage, sensors, drones, artificial intelligence, blockchain and electric mobility.

Red Eléctrica Española

OPEN INNOVATION

Managed by: Elena de Benavides
Email: elena.benavides@ree.es
Established: 2019
Specialisation: electricity, optimal fibre, satellites
Website: www.ree.es/es
Twitter: @redelectricaree
LinkedIn: /ree

■ Red Eléctrica, the Spanish global essential infrastructure operator that manages electricity transmission grids, fibre optic networks and satellites, is launching its first acceleration programme as part of its open innovation strategy through RETIT (Red Eléctrica y de Telecomunicaciones, Innovación y Tecnología), a company created to provide solutions to new business challenges through innovation. The programme, which will run annually for four to five months, has a clear and direct business orientation. The aim of the programme is to identify startups that can impact on the strategic areas Red Eléctrica is involved in and, above all, that present possible business and collaboration opportunities with the company, including: the possibility of becoming a supplier, customer or partner; the creation of new lines of business and commercialisation, or even being able to receive investment. During the programme, ways of collaborating with internal business units will be explored, in parallel, each startups will be supported with an ad-hoc acceleration plan tailored to their needs and, in addition, the possibility of providing access to Red Eléctrica data and infrastructures will also be studied.

Sacyr iChallenges

OPEN INNOVATION

Managed by: Marta Gil de la Hoz
Email: startups@sacyr.com
Established: 2018
Specialisation: infrastructure and services
Website: www.sacyrichallenges.com
Twitter: @Sacyr_noticias
LinkedIn: /sacyr

■ Sacyr iChallenges is the open innovation and co-creation programme run by the Sacyr company aimed at solving, in collaboration with partners in the innovation ecosystem, business challenges posed by the company. The programme is focused on achieving a high quality of life for citizens, based on better infrastructure and improved urban services. Sacyr offers innovative agents a wide range of benefits, such as collaborating in resolving the challenges faced by one of Spain's leading corporations in the infrastructure sector and with a presence in more than 20 countries, or collaborating with sector experts and senior management. In addition, the startups will have access to Sacyr's commercial network and contacts, will be able to establish strategic relationships with the company and their business model will be validated, as well as seeing its acceleration, scaling and growth. The company also organises the annual Sacyr Startups Innovation Awards, which recognise the best proposals developed by the innovation community in the urban infrastructure and services sector. The awards are in their ninth year in 2019, and have identified some of the most innovative and disruptive startups in the market. This award is endowed with a contribution of 50,000 euros.





Santalucía IMPULSA

ACCELERATION PROGRAMME

Managed by: Jorge Millán-Astray
Email: santaluciaimpulsa@santalucia.es
Established: 2016
Specialisation: insurtech
Website: www.santaluciaimpulsa.es
Twitter: @santalucia_imp
LinkedIn: /santalucia-impulsa

■ Santalucía IMPULSA is a programme aimed at innovative projects and startups that are less than five years old and have a minimum viable product. The programme offers, on the one hand, a unique acceleration process and the opportunity to proactively seek collaborations and synergies with Santalucía Seguros, and on the other hand, the chance to win one of the three cash prizes offered by the programme. It lasts four months during which time mentors specialised in launching new projects, such as managers from Santalucía Seguros, support the entrepreneur to improve the competitiveness of their company through specialised training and specific meetings. The programme is committed to initiatives, products and services that provide new approaches, new business models and a differentiating value in the market, and selects projects in the startups phase with a focus on growth, scalability and an international perspective. In addition, the programme trains the promoter teams to improve their competitiveness, accelerate the development of their projects and gain access to funding.

The Hop Estrella Galicia

ACCELERATION PROGRAMME

Managed by: Juan José Delgado
Email: info@thehop.xyz
Established: 2018
Specialisation: industry 4.0, smart distribution, digital go-to-market, social impact
Website: thehop.xyz
Twitter: @SomosTheHop
LinkedIn: /thehop

■ TheHop is a collaborative entrepreneurship programme in which different entrepreneurs work in cooperation with each other and form part of the Estrella Galicia ecosystem, writing a different story in which they all achieve their goals: they make the leap as companies and Estrella Galicia incorporates their projects into its own value chain. The six startups chosen through the selection process share the same working environment, with training, mentoring and support from Estrella Galicia and leading experts in entrepreneurship. The programme lasts five months, three of which are fully dedicated to the acceleration programme in Madrid, at the TheHop space. In addition, the startups also have the chance to develop a pilot project funded with up to €20,000 with Estrella Galicia.

Trenlab RENFE

ACCELERATOR

Managed by: Inês Oliveira Ribeiro, Jorge Marcos
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Established: 2018
Specialisation: mobility, transport and logistics
Website: trenlab.es
Twitter: @trenlab
LinkedIn: /trenlab

■ TrenLab is Renfe's startup acceleration programme in partnership with Wayra, Telefónica's open innovation hub. They work hand in hand with the projects and business units in both companies to accelerate the best startups in the mobility, transport and logistics sector and, in this way, generate business opportunities together. The initiative selects innovative business projects with clear potential for growth and scalability, products or services that provide new approaches, new business models and distinctive value in the market. It lasts from six to nine months, during which time the startups receive a personalised programme with the best mentors, experts, technicians and coaches in the entrepreneurial ecosystem, and a financial prize of up to 50,000 euros, as well as the possibility of future investment.

Wayra

OPEN INNOVATION HUB NETWORK

Managed by: Miguel Arias
Established: 2011
Specialisation: IoT, data, AI, video, AR / VR, cyber and enterprise SaaS
Website: www.wayra.com
Twitter: @Wayra
LinkedIn: /wayra

■ Wayra is the world's most global, connected and technological open innovation hub. Wayra connects technology disruptors with Telefónica to generate joint business opportunities. Wayra promotes the entrepreneurial spirit by providing financial support, of up to 150,000 euros and possibilities for business development. For their part, the startups offer products and services that Telefónica scales, bringing them closer to its 350 million customers. The company operates through a global network of hubs with a presence in Europe and Latin America, taking entrepreneurial talent from these ecosystems to a global scale. Currently, more than 115 startups are doing business with the company.





COMPANIES FOR MADRID FORUM PROMOTING INNOVATION AND QUALITY OF LIFE

Almudena del Rosal Alonso

Deputy Director General of the Madrid Partnership and Brand Office

One of the objectives that the current Madrid municipal corporation has set as a priority for this legislature is to improve the quality of life of all its citizens and, in this context, no one questions that activities related to innovation can decisively contribute to this improvement.

However, neither Madrid City Council nor any other city council that sets itself such ambitious objectives is capable of fulfilling all the requirements involved in achieving these ambitions, which is why it is necessary to resort to public-private collaboration, of which our city council is a firm advocate, as a way to optimise resources and incorporate innovation into the city's programmes. Business participation is the key to consolidating the integral development of Madrid, where added value is truly created for all the agents involved and where the final beneficiary is Madrid's citizen.

Madrid City Council is truly proud to count on the contribution of all the members of the Madrid Business Forum, a collaboration platform for large companies and institutions located in

the city that are firmly committed to its development, as well as to the mission of sharing knowledge, exchanging ideas, strengthening synergies and pooling resources with the City Council. This collaboration framework gives rise to a unique space for exchange, which is extremely prolific and highly conducive to defining the best strategies for promoting Madrid and its international projection and positioning.

The Madrid Business Forum was created by Mayoral Decree in 2013 and continues in operation. In 2020, 24 companies are part of the Forum, its main characteristic being the voluntary membership of its members on an annual basis. The same applies to the annual approval of the Activity Plan, i.e. those projects included in a series of strategic directions for the city that are financed from the Forum's budget. Between 2014 and 2018, the Madrid Business Forum received a total of 3,605,000 euros in contributions from its partners and carried out projects with a total expenditure of 2,790,375 euros.

In relation to innovation activities, the collaboration of the Madrid Busi-

ness Forum is embodied in the support and promotion of programmes whose added value is that entrepreneurs and startups have the opportunity to present their projects to the public, investors, potential customers and the Forum's own companies, resulting in possible synergies, future investments or contracts that nurture their initiatives and give them the final push for their consolidation. The Forum's 2020 Action Plan also includes a considerable number of projects related to innovation and sustainability, which is why we want to take advantage of the publication of this new edition of the Madrid Innovation and Startups Guide to recognise the efforts made by the Forum's member companies to position themselves at the forefront of innovation and, in doing so, contribute to improving the quality of life of our citizens, which we have set as a priority.



ACCIONA is a global listed company that invests, develops and operates infrastructure, especially in the energy sector. The company is located in more than 40 countries and in 2019 achieved 7.191 billion euros in sales. It also has a team of 40,000 professionals working to contribute to the economic, environmental and social development of the communities in which it operates.

All the different businesses run by the energy company are focused on contributing to the new sustainable economy, which aims to improve human well-being and social equity while reducing environmental risks and ecological damage.

ACCIONA, aware that competitiveness, internationalisation and sustainable development are factors linked to innovation, launched the Innovation Startups programmes in 2017. Through this initiative, the company has so far supported 34 startups to develop full-scale pilots to respond to challenges set by the company. In addition to obtaining financial assistance, these companies have worked hand in hand with company experts and have had the opportunity to present their solution to the company's management.

Once the programmes have ended, two out of every three participating startup have signed commercial agreements to continue collaborating with ACCIONA.

The startups that develop the most advanced technologies also collaborate with ACCIONA through agreements with the skill centres of the Acciona Digital Innovation Hub, which seek to apply the technology to the business or generate new businesses based on solutions involving artificial intelligence, robotics, blockchain, virtual reality and big data.

To date, Innovation Startups has analysed solutions from more than 500 startups around the world in programmes run from both Spain and Chile.

ACCIONA's ongoing commitment to innovation has led the Startup Europe Partnership (SEP), the European open innovation platform sponsored by the European Commission, to recognize the company for the second year running as one of the most active companies in open innovation ("Open Innovation Challengers Award"). In the latest event, ACCIONA also received the "Innovative Approach Award" for its success in integrating the startups that participate in its innovation programmes with the company's business areas.

One of the key areas in which the global company has excelled has been the circular economy and the development of resource-sharing platforms. For ACCIONA, sustainable mobility is a challenge it is addressing. For this reason, it launched its mobility business and, in 2018, it inaugurated a shared electric motorcycle service in Madrid, as an alternative to using private vehicles. Currently, this service has more than 2,300 electric scooters in Madrid and, in addition, it allows the user to see how much energy they have saved. The model has been exported to other cities both in Spain and in other European countries.

Website: www.bankia.com | City: Valencia and Madrid | Postal Address: Paseo de la Castellana, 189 – 28046 Madrid

Bankia is a member of the Ibex 35 index. It is the leading company in six regions, which in total constitute 38% of the national GDP (Madrid, Valencian Community, Balearic Islands, Region of Murcia, La Rioja and the Canary Islands). Similarly, Bankia is positioned as the fourth largest entity in the Spanish financial sector and, in turn, has 8 million customers.

The company's business model is based on multi-channel management, with national operations and a focus on individual and corporate business. In 2019, the company made a profit of €575 million (up to September) and the listed company recently approved the payment of the fifth dividend in the company's history: €357 million in total, which is 5%. Bankia has a 'Strategic Plan 2018-2020' and a 'Responsible Management Plan', with which it aspires to become the best bank in Spain by 2020. It also maintains a responsible commitment to guiding the business, preventing risks and laying the foundations for dialogue with stakeholders.

In the area of innovation, the company's strategy is established by Bankia's governing bodies with the aim of responding to the bank's business challenges. This set of goals is composed of a series of lines of action, which in turn are framed in horizons addressed through open innovation initiatives.

Bankia has thus created Bankia Fintech, an innovation and entrepreneurship initiative that supports 50 projects and participates in the development of five of them. The plan is driven by the bank and managed by Innsomnia. Bankia Fintech's objective is to foster innovation and talent in the fintech sector through an open innovation programme that attracts external talent in financial products and services and thus

experiment with new technologies and emerging business models with direct application to the bank, helping to solve current business challenges and address future ones in advance.

Bankia Fintech, which currently has two locations (in Madrid and Valencia), has grown to become a benchmark both for its innovative methodology and for the success rates recorded in the four calls already held. More than 300 startups and entrepreneurs have submitted their projects to this leading fintech programme that connects with twenty international ecosystems. Of these, about fifty have been accelerated and 90% have performed a Proof of Concept (PoC) for the bank.

Through this Bankia initiative, startups see their ideas grow with the help of the financial institution and feel part of a broad-scale project in which not only the bank's innovation partners but also its business partners participate. This drives innovation in all the departments of the financial institution. The programme also offers a multitude of tools for the selected startups, from working directly with these partners, to the creation of ad hoc products, to entering the "Talent Route", a network of fintech accelerators around the world that allows the startup to offer its products to other banks in 11 different countries.





Website: www.bbva.com and openinnovation.bbva.com | City: Madrid | Postal address: Calle Saucedá, 28 – 28050 Madrid



BBVA is a Spanish bank headquartered in Bilbao and chaired by Carlos Torres Vila. Founded in 1857, it has a customer-focused vision and is positioned as the leading financial institution in Spain and Mexico. In addition, BBVA has leading franchises in South America and the Sunbelt region in the United States, and is the largest shareholder in the Turkish bank Garanti. Its diversified business is focused on high-growth markets and it sees technology as a key competitive advantage. Corporate responsibility is inherent in its business model and, for this reason, it promotes financial inclusion and education and supports research and culture. BBVA operates with the highest integrity, a long-term vision and applies best practices.

BBVA is one of the pioneering Spanish banks in digital transformation and technological innovation. It has launched initiatives such as #SmartFridays, through which every week it offers users ideas on how to make the most of the organisation's application and, in addition, obtain prizes for participating. The mobile app has been awarded best global banking app in 2017, 2018 and 2019.

But BBVA is going further, which is why it decided to launch an acceleration programme for startups in the early stage or seed phase, which it called Open Space. Through this initiative, BBVA helps fintech or fintech-related projects to get off the ground, activating the local business ecosystem. The activities take place in person at the BBVA Open Space in Madrid and online through a specific platform created by Adventurers. In 2019, the firm held the 11th round of the project and it has found the most innovative technological solutions and emerging projects with the capacity to transform the financial sector. Open collaboration has allowed BBVA to continue creating opportunities for the talent of the present and the future.

This BBVA bank project was created more than 10 years ago to serve as a bridge between the entrepreneurial and innovation ecosystem and the bank's business units. BBVA is also continuing to support the ecosystem through open innovation initiatives such as Open Space, Open Talent, Open Summit and Open Talks, all of which aim to lead the fintech conversation.

CaixaBank is a Spanish bank with operational headquarters in Barcelona and headquarters in Valencia. It was founded in Barcelona in 2011 by the Caja de Ahorros y Pensiones de Barcelona, which contributed the assets and liabilities of its banking business. This financial group bases its business model on universal banking, which is socially responsible, has a long-term vision and focuses on quality, proximity and specialisation.

The bank also focuses on a value proposition based on products and services adapted to each segment, with innovation as a strategic challenge and a differentiating feature of its culture, and whose leading position in retail banking in Spain and Portugal enables it to play a key role in contributing to sustainable economic growth.

For CaixaBank, innovation is one of the challenges it has decided to take on, which is why it has created the DayOne initiative. It is a specialised banking service for technology and innovative companies and their investors. It is designed to support, develop and accompany all those young, fast-developing and globally active companies that carry out value-added activities and are financed with their own funds. The DayOne centres are a meeting point for talent and capital located in Barcelona, Madrid and Valencia. Through regular events the company connects its customers and members of the digital ecosystem with partners in order to provide added value.

The creativity and rapid growth of these companies make their financial needs complex. DayOne's financial consultants understand the realities of the industry and accompany their clients through the different stages of their growth. Through this type of project, CaixaBank builds, internally or through agreements with third-party companies, new financial products and services tailored to the needs of its users. These solutions, initially built in response to unmet needs, are rapidly industrialised.

In conjunction with DayOne, the bank created the Entrepreneur XXI Awards, which now have been held for thirteen editions, and a group of collaborators including Enisa and the Ministry of Industry, Trade and Tourism. This enables CaixaBank to contribute to entrepreneurship by identifying, accompanying and rewarding new companies with growth potential.

More than 130 organisations are collaborating with CaixaBank DayOne to set it up in different territories. Since its creation in 2007, the programme has invested 5.2 million euros in prizes and support for entrepreneurs, which have benefited 360 companies. The bank also develops relationships with the main agents and stakeholders in the various innovation hubs around the world, thereby accompanying and facilitating its customers' access to these hubs for their global development.



CALLAO CITY LIGHTS



Website: www.callaocitylights.es/ | City: Madrid | Postal Address: Calle de Fuencarral, 123. 2ª planta – 28010 Madrid



Callao City Lights manages the Callao Cinemas, home to the best events, premieres and shows in Madrid and one of the most prominent sites for large-format digital outdoor advertising.

Located in the Plaza del Callao, in a historic art deco building dating from 1926, it is a benchmark in the celebration of cinematographic events. For decades, the red carpet has been graced by the biggest stars of national and international cinema. It is also a prime location, right in the centre of Madrid, for staging shows and musical performances, thanks to its well-equipped and versatile facilities, equipped with the latest technological advances in sound, image and lighting.

Callao Cinemas are also pioneers in large-format digital outdoor advertising in urban centres, thanks to the two giant screens measuring 102 m² (Plaza del Callao) and 130 m² (Gran Vía) that were installed on the façades of the building in 2011, replacing the old posters that advertised the films. These supports were renewed in April 2019 to offer the best image quality on the market and once again place Callao at the forefront of technological innovation.

The prime location of the Callao Cinema, in the busiest square in Spain (more than 150 million people a year) and the third most visited in Europe, added to its state-of-the-art technology (augmented reality, synchronisation, live broadcasts, etc.), make its screens an exceptional space in Madrid for displaying cultural and advertising content. A place on a par with other international centres, such as New York, London

or Hong Kong, that are world leaders in large-format digital outdoor advertising.

In its roadmap, Callao City Lights has the idea of continuing to incorporate new technological developments that arise in all the company's business lines, in order to always offer the best service to its customers, both screens and events, shows and cinema. In this regard, the company has just installed, both inside and on the lower part of the exterior of the building, digital screens that will provide information about the cinema's listings and shows, replacing the monitors and posters that, until now, have been used for this purpose. These screens will also be used to support and add value to the events held in the venue.

In line with this desire to innovate and improve, a few months ago Callao City Lights began to offer mobile retargeting services to customers buying time on its outdoor screens in the Callao Cinemas. An important added value that allows campaigns to be optimised by increasing their audience and reaching the target audience more accurately, in order to achieve greater recall and improving the effectiveness of the actions.

CHAMBER OF COMMERCE



Website: www.camaramadrid.es | City: Madrid | Postal Address: Plaza de la Independencia, 1 – 28001 Madrid

The Official Madrid Chamber of Commerce, Industry and Services is a public law corporation that represents, promotes and defends the general interests of all the companies in Madrid and collaborates with public administrations in promoting trade, industry and services in the Community of Madrid.

The business line of the Madrid Chamber of Commerce is based on promoting the creation of companies and their development through services adapted to their needs. It is also active in promoting the internationalisation and competitiveness of companies, as a means for growth and expansion, orienting companies towards innovation and improving their productivity; and, therefore, improving the qualification and training of the human capital in all areas across a company.

Likewise, the Madrid Chamber of Commerce offers a wide range of services by and for Madrid companies, quality services adapted to their needs, which aim to encourage and support their growth, consolidation and expansion. On the one hand, the institution has projects based on internationalisation, with a wide network of contacts all over the world. It manages more than 40,000 documents and annually advises more than 1,600 companies in their international expansion. On the other hand, it offers business development through advice to around 4,000 entrepreneurs and more than 5,000 companies in their consolidation and growth. The Chamber of Commerce conducts more than 1,000 audits a year; and, in addition, it is in charge of the Madrid Arbitration Court. In its more than 28 years of experience, the Court has

handled thousands of arbitration proceedings, making it the leading arbitration institution in Spain and one of the top five in Europe.

The institution also offers a business mediation centre service in Madrid. An indispensable tool for managing business conflicts. It offers spaces for hire and a prestigious networking space: the Madrid Chamber Club.

In the area of innovation, the Madrid Chamber of Commerce, through an agreement with Madrid Activa, has set up a business incubator configured as a space aimed at promoting entrepreneurship and the creation of companies.

Its main objective is to support the creation of new businesses and the consolidation of recently created companies through advice and training in the different areas relating to business performance and by providing various entrepreneurial services, which aim to cover the basic needs of these small and medium-sized companies in terms of business management.

This incubator has offices, rest areas, meeting rooms and coworking areas with pre-incubation workstations and shared spaces. The Chamber's other lines of action include the ICT Business platform and training in the digital world and cultural transformation.





EL CORTE INGLÉS

Website: www.elcorteingles.es | City: Madrid | Postal Address: Calle Hermosilla, 112 – 28009 Madrid



The El Corte Inglés Group has always maintained a policy of customer service and a constant interest in adapting to society's tastes and needs. The Group's guarantee, quality, specialisation and continuous commitment to innovation have made it the European leader in department stores and a benchmark in distribution in Spain.

Since its beginnings, El Corte Inglés has based its business model on an attractive, broad and varied commercial proposition, permanently incorporating pioneering products and services. Throughout its history, it has been at the forefront, setting trends, driving change and creating new concepts. The company is constantly reinforcing its commitment to innovation and technology with new initiatives, alliances, business lines and services. A pioneer in both its varied commercial product range and in the services it offers to its customers, the company is constantly searching for and developing new concepts and services.

The El Corte Inglés business model is based on innovation, constant adaptation to new trends and the needs of society, a broad product range, specialisation, quality, personalised attention, differentiation, service and good value for money to achieve maximum customer satisfaction. All of this is based on business principles such as ethics and responsibility, guarantees and customer service, relations and links with its surroundings and commitment to the environment.

In terms of innovation, the El Corte Inglés Group is at the forefront of technology, as demonstrated by the five projects undertaken by Informática El Corte Inglés thanks to co-financing from the Centre for the Development of Industrial Technology (CDTI) and the European Regional Development

Fund (ERDF). One of the milestones for Informática El Corte Inglés has been to take another step forward in its strategy of differentiation and specialisation in developing digital infrastructures for the digital transformation of the group's business processes. In this respect, the company has achieved the first certification in Spain issued by AENOR to a private company relating to its compliance with the ISO 30301:2011 document management system model.

In the field of cybersecurity, microservices and artificial intelligence, two important awards are worth mentioning, Smart Island in Mallorca and Smart City in Murcia, both related to the internet of things.

In addition, the Group is advancing in its search for new business opportunities through technologies such as blockchain, a concept that is revolutionising its processes and which refers to encrypted, distributed and secure databases for all types of transactions. The El Corte Inglés technology consulting firm is the first company in the group to join the Alastria network, a Spanish consortium that develops this technology. As the Group is established throughout Spain and has more than 1,900 points of sale in all the commercial formats it operates, all its innovations have repercussions throughout the country.

Although specifically in the Madrid area, Grupo Informática El Corte Inglés has developed its own technology for credit card payments in transport, which has enabled the first system in Spain to be set up for the Madrid Municipal Transport Company.

Endesa is the leading company in the Spanish electricity sector and the second largest operator in the electricity market in Portugal. It has around 10,000 employees and serves some 11 million customers who trust the company. Its aim is to help create a new energy model based on clean energy, respect for the natural environment and sustainable development. And its priority is people. It therefore strives to provide a better service to its customers and bases its business strategy on its commitment to local communities and its contribution to the UN Sustainable Development Goals.

Endesa is working to lead the technological transformation in which the sector is immersed and to this end it has a solid industrial position and the strength that comes from belonging to a large multinational group, the Enel Group, which it joined in the first quarter of 2009. This is a multinational electric company that operates in more than 30 countries and serves more than 73 million customers.

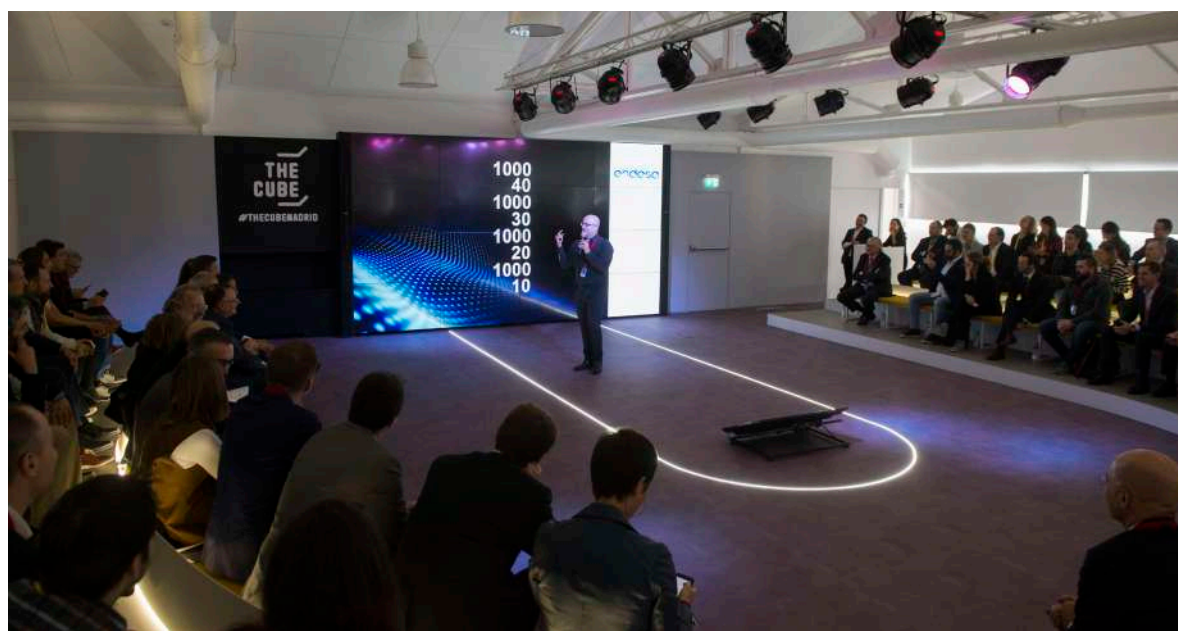
Endesa, like all Enel Group companies, is committed to open innovation as the model for tackling and responding to its challenges, always with the aim of being leaders in the energy transition, promoting the electrification of demand and offering new and better services to its customers.

In order to develop its relationship with the entrepreneurial ecosystem and identify startups and SMEs capable of solving its innovation challenges, Endesa has an initiative called Enel Innovation Hub Europe. This project is part of the network of ten collaborative spaces for startups (Hubs) that the Enel Group has created in innovation ecosystems and strategic markets for the Group, with the aim of identifying disruptive solutions in areas ranging from the optimisation of conventional generation and the improvement and development of new renewable generation technologies, the digitisation of assets and processes with special emphasis on

distribution networks, to solutions closer to the end customer, in verticals such as electric mobility.

The Hubs do not function as accelerators and do not invest in the startups' capital, but rather offer them a mutually beneficial collaboration model, in which the company acts as an industrial partner, through specific innovation projects or proofs of concept both locally and in the Group's different countries and businesses. To this end, it offers startups its infrastructure and network of laboratories to test their developments, the knowledge and experience of its experts and access to the markets in which the Enel Group companies operate. It also offers contact with the entrepreneurial network developed by the Group worldwide, which includes, for example, important Venture Capital Funds in the energy sector. The ultimate goal of the company's innovation model is to incorporate the solutions developed by the startups, while the startup develops its business and grows thanks to its relationship with Endesa and the rest of the Enel Group companies. At present, the Group has more than 260 active collaborations with startups, of which more than 50 are in the commercial phase.

As Endesa's headquarters, Madrid plays a significant role within Enel's Innovation strategy. Proof of this is that Madrid is home to the Enel Europe Innovation Hub, located at TheCube Madrid, from where scouting of European startups is carried out for the entire Enel Group and relations with the main innovation ecosystems on the continent are developed. Likewise, at Endesa's headquarters in Madrid there is the Digital Lab, one of the laboratories where testing of the developments made by startups is carried out.



IFEMA

Website: www.ifema.es | City: Madrid | Postal Address: Av. del Partenón, 5 – 28042 Madrid



IFEMA is the leading operator in Spain and one of the largest in Europe on the international trade fair and congress industry circuit. This organisation, founded in 1980, is a consortium made up of the Community of Madrid, Madrid City Council, the Chamber of Commerce, Industry and Services and the Montemadrid Foundation. IFEMA's activity has an economic impact for the territory amounting to 4,374 million euros and it generates more than 26,000 jobs.

It organises more than 700 professional events a year, including the organisation and management of more than 100 trade fairs and congresses specialising in the main economic and production sectors, as well as major events for the public. It represents the second most important economic engine of the Madrid region. World renowned events such as FITUR, ARCOMadrid, Pasarela MBFWM and Fruit Attraction have consolidated IFEMA's leadership in the organisation of national and international trade fairs.

The Madrid venues cover 200,000 square metres and welcome 4 million visitors from all over the world every year, with more than 35,000 participating companies. It has now added the management of IFEMA Palacio Municipal, located next to the Madrid Exhibition Centre, to its venues, which has enabled it to substantially expand its portfolio of congresses and conventions. IFEMA is the main contributor to Madrid being placed in third position in the ICCA world ranking of congress cities.

In the area of innovation, it is committed to research and to generating patents for developments aimed at evolving the trade fair experience, through the IFEMA LAB Foundation, with its Trade Fair Innovation Laboratory.

The strategy for this initiative is based on anticipating major technological changes that enable disruptive innovation. All its inventions are associated with filing the corresponding patents, achieving stabilisation of the business model and expansion in the market. The Foundation operates mainly in the congress and trade fair tourism sector, developing innovative projects and business models, which it intends to extend to other industrial sectors by reinforcing a broad portfolio of its in-house patents and the testing and validation of business models in the real market, in order to facilitate the exploitation and expansion of the technologies and solutions created. The lab was the first in the world to work on 5G in the industry at Vodafone's Let's 5G European Forum 2019 last October. The projects that have already come out of this R&D laboratory and that are now in the pre-industrialisation phase include the following: Augmented Fair, FOMONM Signage, Open Creative Communion and Positioning Algorithm.

All of these have been presented at nationally and internationally renowned events held at the IFEMA Madrid Exhibition Centre, such as FITUR 2017, Mulafest 2019, DES 2019, Mañana 2019, Thinkids 2019, Madrid Games Week 2019 and Let's 5G European Forum 2019. At the IFEMA LAB Foundation we are developing several initiatives in parallel. The creative philosophy of the laboratory is based on ending the usual comparison of the physical world with the digital one, as if they were two competitors. 5G, AR and AI have allowed us to launch a physical experience that combines the best of both worlds and that, ultimately, leads to an augmented world.

Website: www.mahou-sanmiguel.com | City: Madrid | Postal Address: Calle Titán, 15 – 28045 Madrid

Mahou San Miguel is a 100% Spanish family-owned company and the leader in the Spanish beer sector with a production share of over 32%. It has 11 brewing centres -eight in Spain, one in India and two in the USA-, four water springs with bottling plants and a team of more than 4,250 professionals. Its history stretches back more than 125 years, beginning with its foundation in 1890. Since then, the company has not stopped growing. In 2000, Mahou acquired San Miguel. In 2004, it took over the Canarian brand Reina and, in 2007, Cervezas Alhambra. In addition, it has diversified its business with the 2011 purchase of Solán de Cabras.

It has a wide portfolio of national beers, including Mahou Cinco Estrellas, San Miguel Especial and Alhambra Reserva 1925; pioneering products in their category, such as San Miguel 00%, San Miguel ECO, Mahou Barrica and brands suitable for coeliacs such as San Miguel Gluten Free and Mahou Cinco Estrellas Sin Gluten. It also has a wide range of international beers and water brands such as Solán de Cabras. Internationalisation is one of the strategic priorities for developing its business. It produces more than 70% of the Spanish beer consumed worldwide and is present in more than 70 countries.

In terms of innovation, Mahou San Miguel has launched the BarLab initiative, a pioneering collaborative innovation programme at the national level that seeks to promote technological innovation throughout the company's value chain.

With three successful rounds held, they attracted more than 450 startups. This year Barlab enters a new phase with the Barlab HORECA Challenge, an innovation challenge that

seeks entrepreneurial initiatives in the scalability phase to be developed in the HORECA sector (Hotels, Restaurants and Cafeterias), which are directly or indirectly related to new technologies.

With this project, the firm wishes to be an active participant in defining the future of the beer industry in bars, and to this end, the winning companies will be able to join Rentabilibar, Mahou San Miguel's sector-leading on-trade platform, so that they can offer their products or services to more than 45,000 establishments in Spain. The company's innovation strategy is also important. Its commitment to drive the business forward has led it to develop the new 360° Innovation model with objectives that go far beyond the launch of new products. As a result of this, it aims to be more competitive in the market and to make innovation an element that characterises its corporate culture, with a cross-cutting project management model in which everyone can participate.

Thanks to Innova 360°, in 2018 it prioritised 16 consumer innovation projects and began to study those that will make a difference in 2020.



MUTUA MADRILEÑA AUTOMOVILISTA

Website: www.mutua.es | City: Madrid | Postal Address: Paseo de la Castellana, 33 – 28046 Madrid



Grupo Mutua Madrileña is the leader in non-life insurance in Spain. It has a portfolio of more than 13 million policyholders and premium income of 5.27 billion euros. The insurance products it offers include car, motorbike, legal defence, accident and illness, health care (through Adeslas), life, death, roadside assistance, multi-risk home and general liability. Its mutual and pension fund manager, Mutuactivos, is the country's largest independent bank and savings bank fund manager in terms of assets under management.

Mutua's Corporate Innovation programme aims to get employees involved in developing products, services and processes for the company, with the challenge of having an impact on one of the lines of work pre-established in Mutua's Strategic Plan.

In this way, through MutuaInnova, challenges are posed that employees must solve organised in teams and guided by the Business Institute and Mutua's Innovation area. The challenges seek to launch new products and services that customers will find useful and that will also have a positive impact on the company's bottom line, both in terms of revenue and cost savings.

Over six months, each team applies Design Thinking methods to design a solution to their challenge based on interviews with both customers and non-customers to identify needs and problems. In addition, each group makes a prototype that it tests before presenting it to the company's senior

management at the MutuaInnova Demo Day, an event that, in 2019, was attended by more than 300 people.

The three solutions chosen by Mutua's management are implemented the following year. In 2019, the projects focused on improving the range of workshop services, new insurance products for comprehensive and accident insurance, differential services in Mutuactivos' value proposition and improving the use of customer data. The company's innovation strategy is based on the following pillars. On the one hand, Open Innovation, which is the search for synergies with startups that help Mutua to improve processes or launch new products. To achieve this, the company has first-rate partners such as Antai Venture Builder, with which it has two synergies in production, four in the negotiation phase and two pilots that did not meet the KPIs agreed between the two parties. It is also supported by Kibo Ventures, which accompanies Mutua in generating dealflow through its portfolio. In addition, Intraemprendimiento supports the running of Mutua Innova, an annual programme based on innovative work methodologies with two objectives: to create and foster a culture of innovation and to enable employees to develop new products and services with an impact on the company's bottom line. And thirdly, Venture Client, an implementation plan for all the innovative projects carried out in Mutua.

Website: www.reale.es | **City:** Madrid | **Postal Address:** Calle del Príncipe de Vergara, 125 – 28002 Madrid

Reale Seguros is a leading insurance company in the Spanish market, where it has been present since 2008. It belongs to the Reale Group whose parent company, Reale Mutua Assicurazioni, with almost two centuries of history, is the largest Italian mutual insurer. The Reale Group, made up of thirteen companies in the insurance, banking, finance, real estate and services sectors, is present in Spain, Italy and Chile, employs over 4,700 people and insures more than 3.8 million customers.

Reale Seguros is committed to customer proximity through its 54 branches, more than 405 agencies and 2,500 employees serving more than 1.7 million customers.

Reale Seguros' innovation strategy aims to be one of the levers to drive the company's strategic development, following the guidelines set out in its Strategic Plan for the next three years.

The main areas for action defined to date are to incorporate new technologies and solutions to increase efficiency and to identify and develop new products or lines of business that will help the company to grow and diversify its business. On the other hand, its innovation strategy envisages testing or piloting more disruptive technologies or business models to help it address and take advantage of opportunities that may arise in the longer-term future.

This strategy is allowing Reale Seguros to offer solutions based on artificial intelligence (AI) to improve access to the

company's services for customers who want to insure their cars with the company. Through solutions and models developed by startups such as BDEO or Datlberica, Reale Seguros wants to ensure that a customer who wants to insure their car with comprehensive insurance no longer has to go through any prior steps; the solution, which is supported by an app, would allow four photos to be taken of the vehicle (of the front, sides and rear) and the system will then, through the application of artificial intelligence to the images, automatically establish whether there is previous damage to the vehicle and the extent of the damage to be repaired. This image recognition functionality as well as the digitisation of this process is based on the analysis of multimedia information with artificial intelligence. Through this alliance, the insurance company aims to reduce a customer's processing time when taking out comprehensive car insurance policy.

The firm is currently evaluating the possibility of participating in mobility issues in the Community of Madrid. Specifically, in initiatives involving Mobility as a Service (MaaS) in terms of how people move within cities.



SACYR

sacyr

Website: www.sacyr.com | City: Madrid | Postal Address: Calle Condesa de Venadito, 7 – 28027 Madrid



Sacyr is a multinational infrastructure and services group with a presence in more than 30 countries, whose mission is to improve the quality of life of citizens through complex projects that pose a technological challenge.

Founded in 1986 under the name Sociedad Anónima de Caminos y Regadíos, it based its activity mainly on civil engineering works. Starting in 1997, the company began a process of expanding its business activity. It, thus, diversified its field of activity by developing, to a large extent, building works and entering into the concession business. In 2003, the merger of Sacyr with Vallehermoso gave rise to Sacyr Vallehermoso (SyV), a new business group that encompasses the following activities: construction, services, real estate, property and concessions. In 2013, Sacyr Vallehermoso changed its corporate name and was renamed Sacyr.

Today, Sacyr is a global company committed to any challenge that transforms society. The company has a presence on five continents, where it designs, finances, builds and manages infrastructure and services that improve the quality of life of citizens. Its principles are based on excellence, innovation, the internationalisation of its activity, the application of high safety standards and respect for the environment.

Sacyr is committed to innovation and digitalisation as key to transforming itself into an agile and open organisation, applying solid policies and processes to ensure the widespread deployment of the latest technologies in public Infrastructure and urban services.

For Sacyr, innovation is defined as new ideas that, when applied to business, generate value. Its innovation strategy is

aimed at generating competitive advantages, improving its processes and providing added value to its customers, employees, collaborators and shareholders. The company also has a clear focus on fostering an innovative culture that promotes an open innovation model. This is based on collaboration with external agents, such as entrepreneurs, startups, universities and large corporations and on an intrapreneurs model that contributes to guaranteeing the success of its activities.

Sacyr iChallenges is the company's open innovation programme and one of the pillars of Sacyr's innovation and digital transformation strategy. The programme is aimed at solving, in collaboration with agents from the innovation ecosystem, business challenges previously defined by the company. The true essence of this initiative lies in partnering with the innovative community to co-create and generate solutions that can respond to the different business challenges faced by the company. By meeting these challenges the company aims to optimise and improve its processes through disruptive ideas or new business models in the different areas of the group.

Sacyr iChallenges represents a cultural shift in the company, as it involves not only the innovation community, but also people within the organisation who participate in both identifying and evaluating the challenges.

A small workshop set up in Olot in 1916 and the scarcity of lightbulb sockets at the time was the beginning of what today, 103 years later, is the Simon Group. A group that is still led by the fourth generation of the family and now has a presence in more than 90 countries.

The company's track record and international reach covers business areas ranging from small electrical equipment, workplace connectivity, indoor and urban lighting and control systems to electric vehicle charging, where design and technology are the focus of constant research and improvement. Simon's aim is that, with the same costs as always, the user can create experiences. That is, that they can experience sensations based on technology, design and simplicity.

One of the mottos for Simon's activities is: "We turn the ordinary into innovation; the ordinary into something beautiful; we simplify the most advanced technology so that it can be operated with a simple gesture".

Simon has been awarded the National Design Award by the Ministry of Industry and Technology. It is also a member of the Leading Brands of Spain Forum, a patron of the Barcelona Design Centre (BCD), a patron of the COAC and the Mies Van der Rohe Foundation, among others.

As far as innovation is concerned, Simon argues that "so far, spaces are perfect as passive agents in our comfort. They are there to give us shelter, to offer us a place to rest, a place to enjoy our privacy, to socialise and to work".

For this reason, digitalisation is emerging as one of the factors that is helping the company to achieve its objectives, not only on a yearly basis, but on a daily basis. But the aim is not to implement the latest technology for technology's sake, but rather to simplify and improve people's lives. Faced with these challenges, digitalisation proposes to give spaces a new dimension, as well as new solutions and/or services and, ultimately, new experiences for those who inhabit them. This is how Simon 100 came into being.

Simon 100 is the first collection to integrate the Simon iO system. A universe, based on the internet of things, in which switches and other household devices morph from analogue to digital. This makes it possible to interconnect the appropriate devices and give spaces a new dimension. This is a revolutionary, seemingly ordinary control panel, capable of converting an electronic mechanism into a Simon iO connective mechanism. By simply changing it, one can enter this new universe. Simply and without modifying the mechanism or the installation. The Simon HUB iO socket is the essential element. This product groups and interconnects the other Simon iO devices in the system and links them to the digital world. The new Simon 100 iO application allows users to direct this new universe and choose their experiences according to their needs.



TELEFÓNICA



Website: www.telefonica.com | City: Madrid | Postal Address: Distrito Telefónica. Ronda de la Comunicación, s/n – 28050 Madrid



Telefónica SA is a Spanish multinational telecommunications company headquartered in Madrid. It is the largest telecommunications company in Europe and the fifth largest in the world. The Telefónica brand is reserved exclusively for the institutional role of the company. The company also has an innovative, attentive spirit and immense technological potential that multiplies the choice of its more than 365 million customers. Telefónica operates in 14 countries and has a presence in 24 with an average of 120,138 employees.

Telefónica has more than 1.3 million shareholders and is listed on several of the main stock markets in the world. The telco has a Responsible Business Department whose mission is to disseminate its principles and ensure their implementation. The areas covered range from corporate ethics and sustainability, to human resources, internal audit, general secretariat, procurement and operations. In addition, the company also has a confidential channel that allows its employees to seek advice and raise various issues related to compliance with the business principles; and it also provides specific training to transfer the principles of responsible business to all professional staff through mandatory online training courses. Telefónica has its own foundation through which it contributes greatly to the economic, social and cultural development of the countries in which it operates, thus improving the quality of life and promoting equal opportunities among citizens.

The innovation that drives Telefónica has been part of the company's DNA since its beginnings. For this reason, 80% of the foundation's work focuses on identifying future and core business opportunities, while the remaining 20% is on finding new spaces where the company can reinvent itself through disruption. This allows it to strengthen its capacity to antici-

pate the company's needs in the short, medium and long term, both in developing its own services and platforms, as well as in the search for new opportunities.

Telefónica Open Innovation is made up of three initiatives: Wayra, the world's most global, connected and technological innovation hub with a presence in 10 countries; Open Future, a network of more than 50 hubs around the world that accelerates public/private partnerships; and Open Innovation Ventures. The Telefónica Open Innovation portfolio is made up of more than 500 active startups, of which more than 20% do business with Telefónica.

Wayra's mission is to bring the most disruptive technology startups closer to Telefónica in order to generate joint business opportunities and help them scale up. Wayra operates through seven hubs in Europe and Latin America. In Spain, it is found in Madrid and Barcelona.

Also belonging to the field of open innovation is the Telefónica Open Future project, a network of more than 50 innovation spaces or hubs with a presence in Spain and Latin America developed jointly with public and private partners from around the world. Its objective is to create opportunities where the talent is. The Open Future hubs help local startups to mature by offering workspace, mentoring and access to exclusive offers from commercial partners.

INTRODUCTORY GUIDE TO **Public Funding** IN MADRID AND SPAIN

By: Wendy Moreno

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Public Funding in Madrid

Public funding is a tool offered by public bodies to support and encourage different entities (companies, universities or NGOs, among others) to undertake innovation projects that, in addition to generating an impact on the market and society, can generate a direct impact on the organisation that commissions a project, thus promoting the hiring of personnel to implement technological roadmaps, business plans, internationalisation, etc.

Therefore, public funding plays a very important role in innovation projects, where entrepreneurs take a high risk and where many companies fail in the attempt to bring their projects to market.

In addition to the difficulty of the process involved in applying for public funding, one of the major barriers to this type of aid is the complexity of identifying the type of project and the type of funding offered, as it can vary from non-repayable grants, equity loans or soft loans, among others. There is, therefore, a wide range of different types of public funding lines where different programmes can finance projects directly, others are complemented by

co-investments with private investors, others operate through innovative public procurement systems, etc.

In our view, this complexity is the greatest weakness of the public funding system. The lack of homogeneity in transparency and planning procedures means that entrepreneurs see the public funding system as a closed, opaque and inaccessible system.

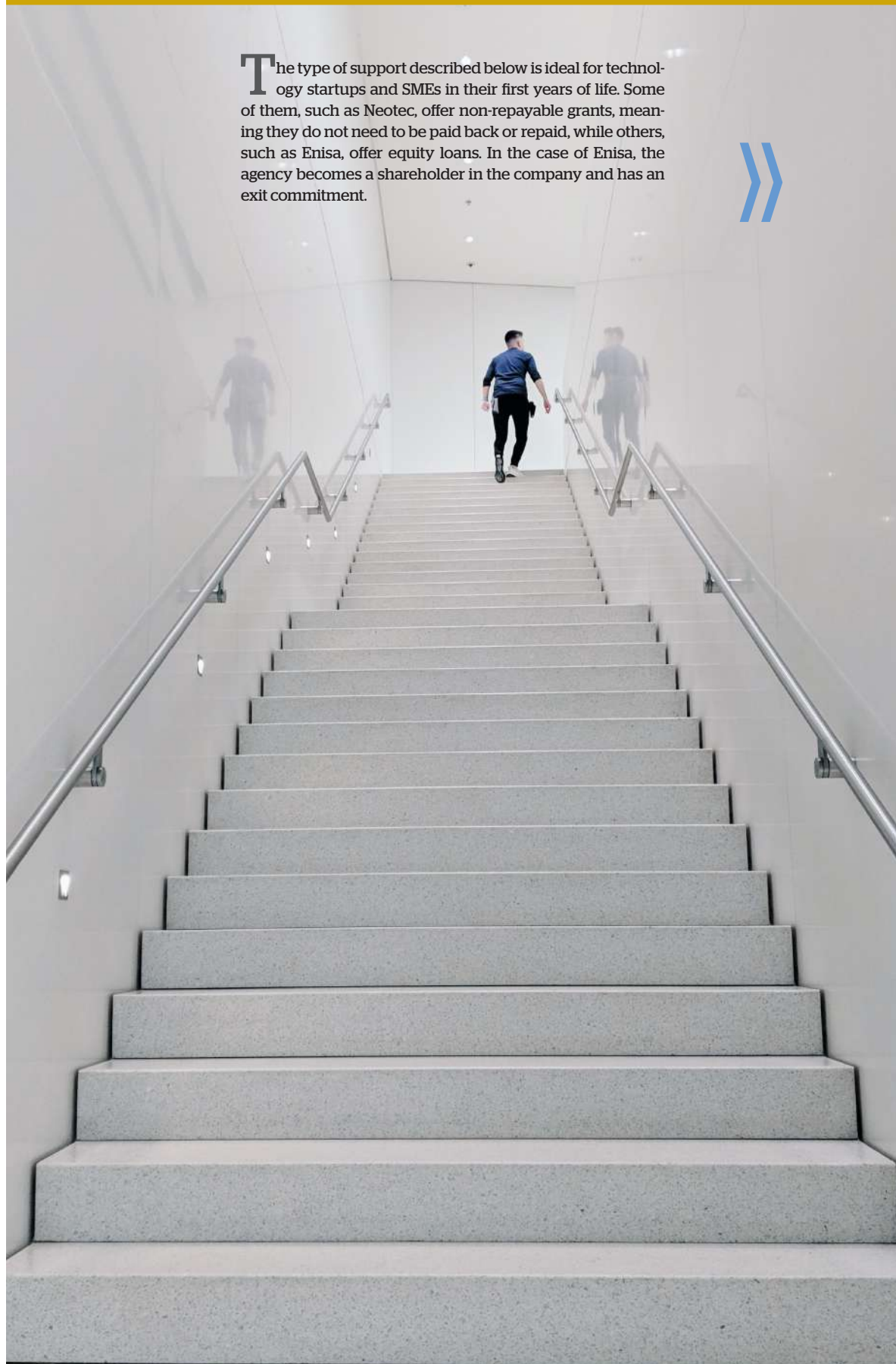
This guide is an attempt to shed some light on this matter. To this end, the most important lines of public funding, both at the national and international level, have been summarised below.

Hopefully this summary list of funding lines will help to clarify where the best opportunities for entrepreneurs lie.



PUBLIC FUNDING FOR COMPANIES IN THE EARLY STAGES

The type of support described below is ideal for technology startups and SMEs in their first years of life. Some of them, such as Neotec, offer non-repayable grants, meaning they do not need to be paid back or repaid, while others, such as Enisa, offer equity loans. In the case of Enisa, the agency becomes a shareholder in the company and has an exit commitment.



1) Neotec

The Centre for Technological and Industrial Development (CDTI) is an organisation that finances the development of technology in Spanish companies. It launched a programme some time ago to fund newly created companies (less than three years old) that had at their core the development of an innovative technology. For them, NEOTEC is the best national help that a technology startup or SME can opt for in its initial phases.

This instrument has been changing and evolving over the years. Currently, the call for proposals provides funding of up to 250,000 euros in non-repayable grants for these types of companies, with the grant awarded being 70% of the project's eligible budget. The minimum financeable budget for this aid to be eligible is €175,000.

To apply, companies must submit a business plan clearly explaining their technological differentiation and degree of innovation. In addition, the company is required to have a share capital of at least €20,000 that has been registered and made public before the closing date of the call. This programme has one call per year; the 2018 call closed on 2 October, with a budget of 25 million euros; the 2019 call closed on 1 July, also with a budget of 25 million euros. Typically, between 75 and 95 projects are funded per call, with a success rate of approximately 30%.

2) Enisa

Enisa offers one of the best known and most widely used funding lines for Spanish entrepreneurs. The institution provides participative loans where the project itself is the guarantee. An investment commitment from the company is required for Enisa to be able to invest. Enisa has several lines, from the smallest aimed at young entrepreneurs, with loans of up to 75,000 euros, to lines which, in practice, do not usually grant loans of more than 300,000 euros. The call for applications is open all year round.

It is important to emphasise that Enisa, unlike Neotec and SME Phase-I (now defunct), does not focus so much on the high level of technological innovation, although this is of course highly valued. Enisa focuses on the viability of the project, with the financial evaluation criteria having the greatest weight in the overall result in the assessment of a proposal. Given that this is an equity loan, it is logical that financial viability is one of the most important parts of the project in the assessment.

3) Call to help promote talent and employability

This call, managed by the Ministry of Science, Innovation and Universities, takes the form of two grants: Torres Quevedo and Industrial Doctorates. The two grants are aimed at the employment of doctoral graduates and research staff. The maximum gross aid amount depends on the type of activity and the category of the beneficiary and it may cover up to 70% of the technologist's gross salary plus social security. These calls usually open at the beginning of each year.

4) Others

There are other grants, such as Open Calls, which offer subsidies, sometimes combined with acceleration programmes, for startups and SMEs that use tools developed by the European projects launching these Open Calls. These grants range from €10,000 to €60,000 normally and, in some cases, go up to €100,000. Another grant that was once very useful at the Spanish level is Horizonte PYME; however, due to its relationship with the defunct European SME Instrument Phase-I, it is not known whether it will be continued or not.



PUBLIC FUNDING FOR GROWING COMPANIES



1) EIC ACCELERATOR - FORMERLY *SME Instrument* *Phase 2*

The SME Instrument is one of the flagship grants for SMEs and, in some cases, late-stage startups in the European Commission's Horizon 2020 programme. This programme seeks to support companies with projects that are proven to generate traction in the market thanks to their technological solution, as well as being innovative, disruptive and able to turn the company into a leader in its sector at the international level. This programme therefore seeks to finance companies with a high growth potential, whose prototype is demonstrating the major impact it can generate in the market.

The former SME Instrument Phase-2 grant provided a non-repayable grant of up to 70% of the eligible project budget; the new grant, now called EIC Accelerator, in addition to the non-repayable grant for 70% of the eligible project budget, also offers the option for the participating company to apply for equity.

The current EIC Accelerator funding line therefore offers two possibilities:

1) Subsidy from €0.5m to €2.5m, and up to €3.5m for projects in the health sector.

2) Subsidy from €0.5m to €2.5m, and up to €3.5m for projects in the health sector; and equity (from €0.5m to €15m). This option, when combining subsidies with private investment in venture capital, is known as 'blended finance'.

This aid is very interesting for SMEs and startups that are in a growth and expansion phase, which is why there is a lot of competition. There are four calls per year, to which around 2,500 proposals are submitted and 60-70 of them are funded. Thus, the success rate is approximately 3-4%.

Currently, this programme allows proposals to be re-submitted after having undergone evaluation (re-submissions). There is no limit to the number of representations. These projects are focused on promoting the growth and internationalisation of the company, innovation, the business plan and the market entry strategy, all of which are highly important elements in the report to be submitted.

Typical activities include product improvement, adaptation to different markets, piloting, testing, scaling, demonstration, etc. Therefore, these projects start from Technology Development Level Six (TRL6) and aim to reach TRL8-9 during the life of the project. TRL1 refers to a basic research level on the technology, and a TRL9 indicates that it is already on the market; TRL6 basically indicates that the technology has been demonstrated in a relevant environment.

From the total number of proposals submitted in each call, those with the best evaluation scores are chosen to go to Brussels to present an oral pitch to a committee of approximately six members (mostly investors and entrepreneurs). The pitch is limited to 10 minutes, followed by 30 minutes for questions and answers. The jury chooses the proposals that will receive the requested funding, with approximately 50% of the proposals invited to pitch.

The four calls for 2020 open on 8 January, 18 March, 19 May and 7 October.



2) Eurostars

Eurostars is a European programme that seeks to fund cooperation projects between at least two companies from two different countries that belong to the programme. The objective is to develop the prototype of an innovative, market-oriented product.

Under this funding line, projects are submitted at the international level; if approved, they are funded at the national level. In the case of Spain, the CDTI is the body responsible for managing the funding, offering around 60% of the project budget in the form of a non-repayable grant.

These initiatives, unlike the EIC Accelerator, are more focused on the development of a highly innovative prototype of a service or product that can reach the market within 36 months of project completion. This means the technological risk is high, as they are considered to be projects that will reach TRL6-TRL7 during project implementation.

Success rates are around 20%. However, a downside that counteracts their attractiveness is the fact that the evaluation processes are very lengthy. These can take up to nine months, as there is a national as well as an international phase to go through. The Eurostars programme has two calls per year, one in spring and one in autumn. For 2020 the published dates were February 13 and September 3.

3) Other aid

- **The CDTI** offers other interesting grants such as Research and Development Projects and the innovation direct line. Both grants consist of a soft loan with a small non-repayable part.

- **H2020**: for growing companies, it is important to consider the H2020 calls for proposals. In addition to the SME Instrument, there are biannual work plans where the themes to be financed (always related to innovation and research and on specific topics) are published two years in advance. In these highly competitive programmes, grants of between 70% and 100% of the project budget are offered, depending on the type of project and the organisation applying for the grant. For innovation projects, companies receive 70% funding while other organisations (universities, research centres, NGOs, etc.) receive 100%.

- **LIFE**: is the European Union's funding instrument for the environment and climate action. It is designed for companies with solutions and best practices to achieve environmental and climate objectives: innovative projects to develop a prototype, or if already developed, to demonstrate its use in practice. They are usually awarded in collaboration with other entities: universities, technology centres or public bodies. The projects have to have a focus on replicability at the European level.



PUBLIC FUNDING FOR EXPANDING COMPANIES

At the national level, most aid offers soft loans, in some cases, with a non-refundable portion. In this block we find support such as:

The RETOS programme, which funds experimental development projects, which are basically those focused on developing designs for new products or services that end in a prototype or demonstrator. As a minimum, there must be a company and a research centre, with a budget of at least half a million euros.

CIEN, projects from a minimum of three to a maximum of eight companies, with a budget of between €5 million and €20 million. This is the CDTI's R&D&i line for larger projects, where 75% is financed in a loan with a non-refundable portion of up to 33%.

Other interesting options for all types of companies are tax deductions. Broadly speaking, these are corporate tax deductions on the cost of an entire project, ranging from 12% of the cost of an IT project, to between 25% and 42% for R&D projects.

Finally, it is worth highlighting the innovative public procurement grants: their objective is to foster the purchase of innovation focused on the potential buyers of the innovative solution: a group of public bidders, possibly together with other types of bidders that provide services of public interest and have similar needs (e.g. private bidders, NGOs, etc.). This funding scheme is implemented through three complementary public procurement modes and has been gaining prominence within European funding programmes, which dedicate a larger budget to these modes each year.

AUTHOR'S DETAILS

Wendy Moreno

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Wendy holds a degree in Telecommunications Engineering from the Polytechnic University of Madrid and an Executive MBA from the Business Institute. She collaborates with the European Commission as a proposal evaluator and reviewer of ongoing projects; she has also been an evaluator for other Open Calls rounds. In the past, Wendy led different working groups within Spanish technology platforms, such as eMov and eNem. She currently collaborates as a business mentor (certified by Madrid+d) with different

entrepreneurs and also in the Technovation initiative. Her experience has always been based on securing funding for innovation projects and their subsequent management. As an entrepreneur, she has collaborated in different initiatives, most of them related to the world of R&D&i funding; she is currently an executive partner of Soros Gabinete.

Soros Gabinete is an R&D&i consultancy founded in 2006 with the aim of offering support to companies to obtain public funding in order to execute their strategic innovation projects. The team is made up of professionals with more than 10 years of experience in public financing both nationally and internationally.



THE VENTURE CAPITAL INVESTMENT ECOSYSTEM IN MADRID

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Madrid has become a key pillar in the financing of startups since the Venture Capital industry began to develop in Spain. Our capital has all the factors it needs for it to be the best entrepreneurial ecosystem: funding, infrastructure, talent, potential clients, trade fairs and professional events with an international impact, co-working spaces, incubators and accelerators, etc., but it still lags behind other hubs in terms of its entrepreneurial mindset and the representation of international talent in startups. Proof of this is that while Madrid almost doubles the next region - Catalonia - in total private investment (€2.7bn vs €1.6bn), it is 25% behind in the Venture Capital category.

This reality is changing year by year, as it can be seen that the investment figures are converging. Madrid is experiencing a significant shift in its entrepreneurial mindset; we should not forget that our region is among the top 30 European cities in terms of the number of technology developers in 2018, as well as among the top ten European cities with the highest number of entrepreneurs and investment rounds, accord-

ing to the study "The State of European Tech 2018" published by Atomico.

Madrid is the clear leader in Spain in terms of the origin of private funds, where more than half of the capital invested by Venture Capital funds in Spain is concentrated. However, in terms of the destination of the funds, our city is in second place behind Barcelona. According to ASCRI's report on Venture Capital investments in 2018, Catalonia leads in the number of projects financed (125 vs 91 in the Community of Madrid), as well as in the amount of funding received (€228m vs €170m respectively), with these two cities attracting between them almost 80% of all investment in this category in Spain, followed by the Community of Valencia and the Basque Country.

Throughout 2019, we have been able to see the Madrid ecosystem booming with successful cases of divestments such as Alien Vault, sold for more than €500m, or the recently announced sale of Playgiga to Facebook (which becomes the first Spanish company acquired by the social media company), as well as new rounds of financing in companies by foreign investors.

However, while Madrid can boast of being a leader in private funding, it has a task ahead in public funding compared to other entities such as the Valencian Institute of Finance in the Valencian Community, the Catalan Institute of Finance in Catalonia or funds from the Basque or Andalusian governments, Xesgalicia, etc. The City Council's announcement of the allocation of €30m for social impact investment funds is whistling in the wind.

But while Madrid has no shortage of challenges for the future, if there is one thing our region has shown, especially in recent times, it is its ability to innovate, to respond quickly to adverse situations, and to lead, something that we can undoubtedly be proud of.

AQUILINO PEÑA

“ There is a certain fear and lack of knowledge regarding the role startups should play within large companies ”

By: Indra Kishinchand / Photos: ASCRI

Kibo Ventures is a venture capital fund that manages assets worth 115 million euros and has invested in more than 50 high-growth companies

Since May 2019, Aquilino Peña has held the vice presidency of ASCRI

Aquilino Peña has been in the entrepreneurial ecosystem for more than twenty years and has been involved in many aspects. His versatility, confidence and business sense have led him to become a partner in one of Spain's most renowned investment funds, Kibo Ventures, and vice-president of the Spanish Association of Capital, Growth and Investment (ASCRI), where he has been a member of the board of directors for several years.

With ASCRI, he promotes private agent investment in Spain and recognises that, despite the time involved, it is very gratifying to see how society increasingly respects the role of the investor. "We try to show that our impact is positive, that it generates employment, growth, profitability, etc. It is a fundamental and very satisfying task".

When Kibo was founded, there were fewer investment opportunities, what has changed in the sector?

It is true that we now see there are many big opportunities; there are many good ones and, in fact, much better than there were when I started as an entrepreneur or when we set up Kibo.

One of the fundamental factors is that people know a thousand times more. We recently sold Coverwallet (where we were the only Spanish investor) and Iñaki, its founder, had already sold three companies, which means he knew very well what he had to do and how he had to do it.

Today in Spain there is capital in the initial parts of the chain, good business angels, accelerators and incubators with experience. To this we must add that

there are funds that have now completed investment cycles in certain companies and that Spain is a very attractive country for international investors. This means that the upstream phases, the larger rounds are also finding funding. The truth is that the entire ecosystem is very well structured.

The activity of these international funds accounts for a high percentage of the total volume of investment in Spain. What is your relationship with them?

Just as we tell entrepreneurs that they have to think very carefully about which investor they need, we have invested a lot of time and money in visiting international funds. Therefore, we understand very well what each fund likes. We know that not all of them would invest in our companies, so we make a point of finding out what kind



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of rounds they participate in or what a project has to have in order for them to like it.

As we have experience investing with them, we are very credible and are seen as a good partner. So when we send them a company, they look at it with greater esteem.

Our relationships are greatly strengthened by the events we hold with them, such as the Web Summit in Lisbon, where we build personal relationships and trust; they understand what we have and we understand what they are looking for.

In Spain, for example, meetings like the South Summit are essential for developing the ecosystem. The fact that in four or five days we can see hundreds of international investors in Madrid helps us a lot and puts the city on the map.

So, what challenges does Madrid face in becoming an international benchmark and what does it lack?

The business angels and funds are very well managed. The local authorities need to become more involved in innovation in two respects. One is open innovation, working more with startups and being able to establish commercial relationships with them. Startups, in turn, must take advantage of their surroundings; in Madrid there is a lot of fintech because they are close to the regulator,



banks, large companies, etc. The second aspect that is missing is for local corporations to start buying startups; and on this point we are further away from where we need to be.

For example, at Kibo Ventures we have sold nine startups, all of them to US companies, except one to Germany. There is a certain fear and lack of knowledge regarding the role startups should play within large companies.

"The relationship between a investor and an entrepreneur is not a question of valuation or percentages, it is a matter of vision, of fit, of values"

And what should that be?

That startups have something the corporations want and that corporations pay for what the startup has.

Having business relationships goes a long way, and I'm sure we're going to start seeing corporations buying startups.

And what about the public institutions?

Above all, they must provide capital. This capital can come through direct investment in funds, such as FOND-ICO, which is an excellent initiative; but it can also come from tax deductions for business angels, for example. Buying a Ferrari is not the same as investing in a startup, investing in a startup generates more profit than buying a car or a painting.

I think there is a lot that can be done here and there are models nearby, such as the French or the English, which can serve as examples.

In which other sectors does a city like Madrid stand out?

Madrid is also quite strong in SaaS, and we will see quite a few startups

focused on IoT or robotics. Barcelona, for example, is stronger in e-commerce, B2C, mobile apps, etc.

It is clear that startups are a reflection of the network of companies and corporations in each city, because that is where they look for clients and partners, and the previous experience that people have is important.

The capital, along with Barcelona and Valencia, are major innovation hubs in Spain, is it necessary to decentralise the ecosystem? Why and how?

It is clear that overall there is a very high concentration in Madrid and Barcelona. Historically, both cities accounted for 85% of operations, but this is changing due to the importance of three ecosystems, namely Valencia (already a third hub) and, at a distance, the Basque Country and Galicia.

Ecosystems are also created by concentrating resources, so decentralisation would work against rapid development. We are currently the only country in Europe with a double hub, we only need to link Valencia with Barcelona (in terms of transport) to have the perfect triangle. That would be excellent.

In the Madrid investment ecosystem there are currently many professionals who have been entrepreneurs and have now become investors, is this the way forward? Why?

There are investors who have not been entrepreneurs. It is neither a necessary nor a required condition, but it certainly helps to understand the processes and situations that an entrepreneur goes through: how to scale a company, how to hire staff, how to sell your company, etc. There are many critical points in startup investment that, if you have been an entrepreneur, you see them with a little more empathy, and it clearly helps.

How is the balance between investor and entrepreneur managed?

In a negotiation between the two, it is assumed that one wants to get more and pay less and the other wants to be paid more and give less. This is a reduction-

ist view of the relationship. In the end, an investor and a startup will have a relationship lasting more than five years (typically between five and eight) and in that time there are good times and bad times.

It is not, therefore, about valuations or percentages. For me it is a question of vision, of fit, of values. We give a lot of weight to this personal fit with the entrepreneurs; at the end of the day they are risking their life, their assets, etc.

And how do you get that perfect fit?

The entrepreneur has to do, as we do, due diligence on the investor they want to work with and talk to the companies they have invested in, especially those that have gone wrong. You also have to spend time with the investor, not only with the partner, but with all the people working in venture capital to understand what kind of people you are offering your company to. It is also important to be clear about what an investor can and cannot help with.

In the past, there were more projects and less money, so investors could be a bit more demanding and there was a certain imbalance between the bargaining power of the entrepreneur and the investor. Entrepreneurs now have much more choice and, if you are good and have a good company, the balance is in your favour.

We investors also have to market what we do, how we do it and what we have done in the past. In the end it comes down to this: tell me what you have done and I will see if I want to work with you. And this is where you have to spend a lot of time, the personal fit. Investors are becoming increasingly aware.





Main private investors

— from —

StartUps

INTRODUCTION

All startups that are created, grow and are eventually sold (known as 'exit') go through a series of stages that can take from 5 to 15 years. During this time, the companies grow and face new challenges and strategic objectives. These phases always have a clear link to investment, as, at each stage, they must raise capital to continue their growth and expansion to become profitable global and international companies.

In this section, in addition to identifying the benchmark investors (business angels and investment funds) in Madrid, we will explain the different stages when investing capital, as well as the investment profiles that act in each of these stages. The cycle starts with the founding of the company and sometimes ends with the sale of the company.

Most technology companies, more than 90%, die along the way, while one in 250 become an outlier with returns exceeding 250x return on invested capital. These five phases are briefly described below: seed, startup, growth, expansion and sale of the company.



INVESTMENT PHASES

The first phase of investment is called seed and refers to the moment when the founding partners create the company, incorporate the company and hire the team that will form part of it before launching it on the market. In this phase, a first MVP (minimum viable product) begins to be developed.

This is followed by the startups phase, which coincides with the launch of the company, gaining the first customers, as well as obtaining the first metrics. In these two stages, the first rounds of investment are usually raised, where around 500,000 euros are sought. At this stage it is also common to make the first changes in different areas of the company.

The riskier phases come once the company is launched and has turnover. When the startup grows and expands rapidly, gaining market share in its home country, it is considered to be in a growth phase. Following this comes the expansion phase.

Once it has good metrics and a consolidated, tested and proven product-service, with a business model that works, it is time to raise capital to scale the company, face the competition, consolidate the company in the country of origin and expand to other markets. This is when the expansion phase begins. All this occurs before exit, a stage that not all companies reach, since it involves the sale of the

company. In this period, the shareholders would recover the investment made and would obtain a significant return on their investment.

The most important aspects of each phase are detailed below, as well as the different investors. In reality, the first phase of any startups is the preseed phase, which is the most incipient period in the creation of the company, in which work is carried out such as: market research, identification of the competition and an assessment of whether there is a real need in the market to be addressed. It is also the time to draw up a business plan, find a company name and brand name, or start with the incorporation of the company.



SEED

The seed phase usually covers the pre-launch period, where the founders prepare the entire company to present it to the market. Normally, technology-based or innovative companies usually need capital to set up a technological prototype or MVP (minimum viable product). In addition to these tasks, this phase also usually involves recruiting the team, drawing up the partners' agreement, consolidating the business plan and preparing the launch of the company (sometimes capital is also needed for R&D&i research). In order to be able to carry all this out, a first round of investment of between €100,000 and €500,000 is made. Within this phase there are usually four profiles that make investments in companies: family, friends and fools (FFF), incubators (convertible notes), accelerators and public funding.

START UP (EARLY STAGE)

The startups or early stage is also an incipient stage, but usually all the milestones in the preseed stage have now been achieved. In other words, an MVP has already been prepared and tested for launch on the market; the necessary people have already joined the company prior to its launch; the legal aspects have been finalised, and it is time to implement the business plan that has been developed, worked on and modified in the previous stage.

In this phase, during which the company's product is launched, the marketing and communication plan must also be launched, the first metrics and sometimes the first revenues/customers must arrive. It is also used to restructure or pivot those aspects of the company that have room for improvement,

especially related to the technological and product aspects. In this phase, the entrepreneur, among all their other functions, should continue to make it a priority to think about closing a new round of investment if they need to do so. At this stage, there are usually other more professional profiles that the entrepreneur can access to seek financing and that will help companies to scale. Rounds typically range from €500,000 to €2 million.

Among the many actors involved in this round, several stand out. Business angels, as well as equity crowdfunding platforms, business angel networks and specialised events will once again be present. Investment rounds are also usually complemented with public funding and even with Spanish investment funds that can make investments in pre-Series A or post early stage phases, with the aim of following on in later rounds.



GROWTH

The growth phase is the next stage for technology companies, where they usually have already obtained a good market position, have sometimes reached break-even and sometimes start to make a profit. They must also be more competitive to face competitors and therefore must continue to grow in personnel, marketing and sales. At this stage, the cost structure must be controlled, but at the same time market

share must continue to be gained. For this reason, companies need significant injections of capital aimed at making them grow, and this is when venture capital funds enter the scene, investing in the so-called Series A or B. Investment vehicles, family offices or corporate funds also come into play, providing capital, strategy, management and other aspects so that companies can consolidate and continue to grow. The investment in this phase ranges between €2m and €10m.





EXPANSION

The expansion phase is closely linked to the growth phase, since the funds that have invested in a Series A usually follow on, that is, they participate in the subsequent investment rounds to give continuity to the company. They usually do it together with larger funds, as well as international funds. The expansion rounds are usually for greater amounts and exceed ten million euros. It is very common to find foreign investment funds entering Series C and D. In the expansion phase, companies have already reached a reasonable domestic market share and it is time to go international, either by expanding to other markets (other countries) or to other segments (within the same country). These are difficult times as the expansion of companies to other countries often leads to mistakes in the management team due

to lack of experience or differences between markets, this is because products/services are launched to people and users with different ways of thinking. Funding support is important, as is the ability to recruit key people with experience in taking technology companies international. Venture capital plays a very important role here, especially at a time like the present, when bank credit is at an all-time low, even for viable projects.

SALE OF THE COMPANY (EXIT)

One of the options that startups have after the whole business journey struggling to be established, grow, consolidate and expand, is to sell the company to a third party, which is known in the sector as "doing an EXIT" or selling the company. There are several options here, such as selling to a third party company that buys the startup because there is a market opportunity to grow or improve its product or service, or an Initial Public Offering (IPO), i.e. entry onto the stock market.

These are the five phases for startups, a period that could range from 5-15 years and is being extended. It is also common to see how corporations, with their venture funds, are interested in acquiring technology companies as a strategic part of their company.

BUSINESS ANGELS



**Adejemi
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Adejemi Ajao is co-founder and managing partner of Base10 Partners, an early stage venture capital fund. Before Base10, he had a successful career as an entrepreneur and investor. He was co-founder of Tuenti, Identified and Cabify. As an investor, he has participated in more than 40 startups, including Dollar Shave Club (acquired by Unilever), RelateIQ (acquired by Salesforce), Jobr, Instacart, Reflektiv, Blink Booking, Sentsis, 99 Taxis, Verse, Wonolo and Pixable. His exits include Dollar Shave Club, Blink Booking, Jobr, RelateIQ, Pixable and Tuenti.



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Alberto Knapp has a degree in advertising from the UCM and is a specialist in consumer sociology. He founded The Cocktail in 2002, an association that was acquired by the British group WWP in 2017. In addition to being a lecturer at the IE Business School, he is an investor in internet startups and helps entrepreneurs through SeedRocket, Wayra, AIEI (Association of Internet Investors and Entrepreneurs) and the Bankinter Innovation Foundation, in addition, he is a partner and advisor at Seaya Ventures.



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Alberto Benbunan has founded companies including Mobile Dreams, Del Super, Gelt, Super Robotics, Mediasmart and Moviplans. He also invests in startups in the seed phase, where he focuses on retailtech, especially in projects that automate business processes such as Buffer and Mediasmart.



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Sainz de la
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Almudena Sainz de la Cuesta is the founder of Almir Servicios Financieros. She has invested in Kantox, Myvalue, Summa, Colibri and Matic ETF. As a business angel, she is committed to fintech companies with disruptive businesses, international projection, scalability and a solid management team. Her advice: be clear that your product will satisfy an unmet need.



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Alberto Jiménez has founded startups including Smileat, Liferasmus and Bukingo. He is an investor in other projects such as Deletatech, Pleneat and Velohub (Blinkers). As a business angel, he usually invests in online, consumer products and agri-food. His exits include Jobandtalent and Petcoach.



**Andoni
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Andoni started investing in 2012 through Alfaro & Partners. Through this fund, he has backed startups including ByHours, Cocunat, Suop, Traventia, Uolala, ChineSpain, Fabulist, Netun, Twilala, GeoDB, Greyhounds and Discoolver. He is a member of the IESE networks and a mentor with the Comillas network. In 2017, Andoni created G8 Investment.



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Antonio is Chief Exponential Officer at Opinno and co-investor with various family offices, vertical funds and the Intercom Group. He is a business therapist and his mission is focused on incubating/accelerating startups in the seed phase. He has co-invested in around a hundred digital companies in sectors such as artificial intelligence, machine learning, bots and education in Spain and abroad.



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Antonio has spent more than 20 years of his professional career in technology companies such as Terra, Microsoft and Vodafone. He is the founder of Menorca Millenials and investor in numerous Spanish startups including Verse, Coowry, Cheerfy, Opinator, República Móvil, Sherpa, Wasabi Jobs and Ideas4All Innovation.



Beatriz Lara Bartolomé

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Beatriz is an investor at Opinno and Zeleros Hyperloop, a Globant advisor for the EMEA region, a mentor at the IE Startup Lab and a founder of Ahaow, which advises startups and large corporations on their growth and intrapreneurship journeys, respectively. She is the founder of the first BBVA Innovation Centre in Madrid and Bogotá.



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Bernardo has a degree in Economic and Business Sciences from ICADE. He has been Product Director for Google and CEO of Flickr. He is also a co-founder of Fever, Idealista, 11870 and Floresfrescas, and an investor in Tuenti, Floresfrescas, Verse, Glovo, Paack, Citibox, Letsgoi and Jobin. He looks at the team and the idea. He is currently CEO and President of Verse.



Catalina Parra

Twitter: @catalinica
in /catalinaparra

Catalina invests in impact projects. She has created and chairs the Hazloposible Foundation and UEIA, a social accelerator. She belongs to the advisory council of CREAS and to the Women of Impact Group (SHIP2B). Parra specialises in impact investing, preferably in the social arena. These include La Exclusiva, Wimba (Exit in 2018), Gratix and Hotel con Corazón.



Chema González

Twitter: @gochemago
in /chemagonzalez

Chema is the founder of Alterhome, a start-up that rents apartments by the day and month. He previously founded Alterkeys, sold to the Roommate group, and later founded Bemate. His field of experience is focused on creating marketplaces involving the areas of strategy and business development. He has invested in Guud tv, Bemate, Housers and Hunterfy.



Carlos Domingo

Twitter: @carlosdomingo
in /carlosdomingo

Carlos is founder and CEO of Securitize, managing partner of SPICE and former President and CEO of Telefonica I+D. He is a member of THCAP and founder and owner of the Sling Ventures fund. His investments include Bag on Board (BOB), Chicisimo, Ludei, Captio, MailTrack, Ulabox, BlinkFire, Novicap, Start-upxplore, Chicfy and FileThis.



César Bardaji

Twitter: @bardajic
in /cesarbardaji

César is a full-time business angel with an active profile in helping his investors. He has made 38 investments and 20 divestments. He focuses on early-stage (non-seed) startups with good traction and high scalability. His investees include Twilalá, TopDoctors, GlobalAlumni, Nootric, SonoSuite, BNext, Entrenemos and MissTipsy.



David Carrero

Twitter: @carrero
in /dcarrero

David was a founding partner of several companies that have successfully been sold, such as Ferca Network, Acens and Acumbamail. He is currently the founder and VP for Sales at StackScale, as well as being an investor in Civeta Investment and startups including Bubok, Tutellus, Guud.tv, Worona, Safecont, Programacion.com, Mailtrack.io and Cabify, the latter two through the Ángel Club vehicle.



Carlos Emilio Gómez

Twitter: @cagomor
in /carlosemiliogomez

Carlos is the founder of 7rVentures, a holding company of technology companies based in Madrid, from where he has launched startups including Ringo Technologies and Zityhub, while he has also invested in Shoppermotion, Circular, BuscoExtra and Codeop. He previously worked at Google, leading global teams at Google Enterprise, Motorola and Waze Europe.



César Oteiza

Twitter: @coteiza
in /cesar-oteiza-aniz

César Oteiza studied at the Comillas University-ICADE and at Harvard University. He is the co-founder and operations director of the real estate portal Idealista, a position he has held since 2000, following his time at Kutxabank. As a business angel, he has invested in startups such as Acierto, Mumumio, Percentil and 11870.



Diego Ballesteros

Twitter: @diegoteca
in /diegoballesteros

Diego is a serial entrepreneur, founder of Ocioteca, MundoSalud and SinDelantal. He is the founder and CEO of BEWE.io, software for managing businesses related to the world of fitness, wellness and beauty. He is an active investor in projects including Cabify, Woom, The Brubaker, 20 bananas and recently Peopple. In addition, he participates as LP (Limited Partner) in the Seaya Ventures fund.



Eduardo Díez-Hochleitner

[in/eduardo-diez-hochleitner-r](#)

Eduardo studied Economics at the UAM and an MBA at IESE. On a professional level, he has worked at Banco BNP Paribas and Grupo Prisa. In addition, he has chaired several companies in various sectors such as BodaClick, 20 Minutos or Más Móvil Teleco. He is currently the Director of the Samaipata Ventures fund, a Venture Capital that he co-founded in 2015.



Félix Ruiz

Twitter: @felixruiz
[in/felix-ruiz-hernandez](#)

Félix is the founder of Tuenti, former President of Jobandtalent and President of Playtomic. He has invested in startups, Black Lima, Fudeat, Glovo and Deporvillage, among others. As a business angel, he does not follow any pattern, but instead invests in the team and commits to internationally scalable projects that do not depend on a single market.



Francisco Espinosa

[in/fespinoso-business-angel](#)

Francisco has been involved in business for 22 years, has a degree in Business Administration and Management and has participated in more than 20 companies in different sectors. In 2017 he created Innventuur focusing its strategy on technology companies. Its 15 investments include companies such as Happybox, Formarketer, Properista, Wosh, Farmacias.com, Yamiapp, Scuud, Demium and Booh.



Eduardo Navarro

[in/navarroeduardo](#)

Eduardo is Chief Executive Officer of Sherpa Capital and responsible for directing the Portfolio Investment team for the Private Equity Fund. In addition to being chairman of several investees of the fund such as Indo Optical, Dogi International Fabrics, Cegasa, Galloplast and Hedonai. He is a mentor for Seedrocket, a leading accelerator for internet projects in Spain.



Fernando Cabello-Astolfi

Twitter: @fextxigan
[in/fcabelloastolfi](#)

Fernando is an entrepreneur with a focus on fintech and a business angel. He also has an active and collaborative profile in his investments. He has made 9 investments where he is committed to startups in the seed and initial stages with a great team and high scalability potential. His invested companies include Afterbanks, Coinscrap, Etoshi, Guvatree, Microverse, Minu, Pibisi, Postpay and Rocketfood.



François Derbaix

Twitter: @fderbaix
[in/fderbaix](#)

François Derbaix is co-founder and co-CEO of Indexa Capital, and co-founder and Director of Bewater Funds. He has also been a co-founder of Soysuper, Rentalia and Torpral. He is a highly active business angel who has backed companies such as Tiendeo, Reclamador, We Are Knitters, Deporvillage, Kantox, Zacatrus, Rankia, Novicap, Start-upxplore, Beroomers, Blue Square, efarmz.be, Aplazame and Soysuper.



Emilio Márquez

Twitter: @EmilioMarquez
[in/emiliomarquezespino](#)

Emilio's basic investment criterion is that the startup must have projection, with a proven business model. Among his essential requirements for investing in a startup, Márquez highlights originality, the need it fills for a potential audience and the presence of other investors. He maintains that what matters is the team of founding entrepreneurs.



Florencio Barranco

Twitter: @flobarranco
[in/florencio-barranco](#)

Florencio Barranco has worked at Accenture and is the founder of media agencies such as Zenith and Media Edge. He has worked in various multinationals and was the creator of the digital marketing agency Net think Isobar. As an investor, he has a strong track record of providing smart capital. He is participating in startups including Housers, Genially, Accuratequant and Rolty.



Hugo Arévalo

[in/hugo-arévalo-álvarez-arena](#)

Hugo is a co-founder of Auro, ThepowerMBA, Buytheface, Bright & Sharp and Albau Ventures. He has invested in startups such as Jobandtalent, Cabify, Ontruck, Glovo, Playtomic, Colvin, 2lbuttons, Fudeat, Wegow and Deporvillage. His investment criteria include team talent, market size, future scalability, competitive advantage and technology.



Ian Noel

Twitter: @iannoel
in /iannoelgarcia

Ian Noel has been an active investor for 14 years. He was portfolio manager of Bonsai Venture Capital. He is an angel investor in startups including Lingokids, Medicanimal, Holidog and Wuaki. In 2016, he launched K-Fund together with Iñaki Arrola and Carina Szpilka, although two years later he separated from the fund. He is currently in the launch phase of a new project.



Javier Santiso

Twitter: @javersantiso
in /javier-santiso

Javier Santiso has founded Mundi Ventures, a club, forum and fund that brings together the Spanish diaspora of senior managers and businessmen around the world, foreigners linked to Spain and Spaniards who are committed to a Spain 3.0. Through this, he invests in deeptech, artificial intelligence, fintech and insurtech startups. Always with a B2B and early stage approach.



José Manuel Arnaiz

in /jmarnaiz

José Manuel created a computer distributor at the age of 21 that reached a prominent position in the market. Since 1990, he has been Director for Southern Europe at AT&T, Co-Founder and Director of Jazztel, and Director of Marketing at Auna. He is an active business angel and his participation includes Fever, Know.ee, Nostoc, Loozend and Shoreview.



Ismael El-Qudsi

Twitter: @elqudsi
in /elqudsi

Ismael El-Qudsi is CEO of Internet República, an online marketing agency with a presence in Spain and the US, and he is the founder of Social Publi and Social-Reacher. He is co-director of Connector Madrid and founding partner of the AIEI. He invests in the adtech and ecommerce sectors. His investments include PowerToYourSEO, Savannah, Flip Flops and Runnicks.



Jesús Encinar

Twitter: @JesusEncinar
in /jesus-encinar

Jesús is the founder of Idealista. He studied an MBA at Harvard Business School and began his professional career in the US working as a design and strategy consultant in Silicon Valley. He is a business angel, in addition to being the only Spanish voted a Young Global Leader in 2008 by the World Economic Forum, a forum organised since 1971 by the Davos economic forum.



José Manuel Cifuentes

in /jmcifuentes

José Manuel has an interdisciplinary training covering engineering, languages and finance, although his specialty is the financial and linguistic services sectors. He is the founder of Meteora Inversiones, where he is committed to the fintech, insurtech and proptech sectors. His investments: Housers, Finizens, Coverfy, Coinffeine, Cabify, Syna Capital and Propiedadesista, among others.



Javier Bustillo

Twitter: @javierbustillo
in /javierbustillo

Javier is a partner at Bustillo Abogados. After his time at Coca-Cola and Xerox Europe, he now acts in Bustillo as legal advisor and secretary to the Council of Multinationals, investment funds and startups, which he advises on financing rounds and capital increases. His investments include Peopple, Training Me, Minishoes, Jobin and The Venture Lab.



José Antonio González

Twitter: @josengf
in /jose-antonio-gonzalez-fernandez

José Antonio is a Deloitte partner with 24 years experience and heads StartmeUp. Since 2013, he has been an investor in startups where he is committed to technology companies in the initial stages with a great team and scalability. He has made 30 investments including Nautal, 2lButtons, Petoons, Reclamador, Talentclue, Skitude, Mypoppins, Streamlots, Mediquo and Verse.



José María Torroja

Twitter: @josemariatorroja
in /jose-maria-torroja-cifuentes

Jose María is the founder of Enerpro, Enerpal, Blossom 2002, Enerpro Construcción Solar and Alternativa Solar Canaria. He has invested in the companies Ducksboard, Gigas, Tourist Eye, Agroterra, Gudog, Frontity, MrJeff, Runnicks, Weplan, Ironhack, Ticketea, Lucera, Socialbets and Betrocket. He backs projects in the early stages and with a committed team.



Luis Martín Cabiedes

Twitter: @luismcabiedes
/luismartincabiedes

Luis is a founding partner of Cabiedes & Partners, along with his brother José. Through the fund, they invest in early-stage internet projects, with disbursements ranging from €150,000 to €3m. His current investments include initiatives such as Printcolor, Bubok, Blablacar, Uvinum, Credimarket, Talmix, Tiendeo, Deporvillage, Kantox, Reclamador and Tvisio.



Juan Díaz Andreu

Twitter: @jdiazandreu
/jdiazandreu

Juan has more than 28 years of experience in executive search, finance, private equity and technology. He is currently a Client Partner with Alexander Hughes specialising in technology and data science and artificial intelligence positions. His investments include Melboos and Alphasip.



Marcos Alves

Twitter: @malvescardoso
/marcosalvescardoso

Marcos is the founder of ElTenedor, a leading food guide in Europe. Specialising in the sales sector, he has extensive business experience and an Executive MBA from the IE Business School. As a business angel, he specialises in ecommerce startups and has already backed We Are Knitters, Traventia, Karmig, Extracadabra, Celebrents and Vanylu.



Marcos Cabezón

Twitter: @marcoscabezon1
in /marcos-cabezon

Marcos is a partner at Canal Rio Inversiones, from where he invests in startups. His investments include Demium, Sportsnet, Zapiens, Protheus, Trappit, Brand & Soul Sponsorship, Inventarium, Dail Software, eGauss, TechtransMarket, Tie Line, Updelivery, Luda Partners and Space Startup. His contribution ranges are between 20k and 300k.



Miguel Arias

Twitter: @mike_arias
in /miguelarias

Miguel has been an entrepreneur for more than 16 years. Today he is Director of Global Entrepreneurship at Telefónica and Wayra. He has been COO of Carto and co-founder of Imaste. Professor of entrepreneurship at the IE Business School and ISDI, he is a co-founder of Chamberí Valley and an investor in Graphext, Marfeel, Vizzuality, Cream eSports, Reclamador and Dada Company. Highlights include his exits from Marfeel in 2013 and Reclamador in 2018.



Pedro Antón

Twitter: @plucasanton
in /pedro-anton

Pedro is an investor and advisor to early-stage technology companies. He is part of the IESE Business Angels Investor Club and other forums. He is also an independent director and mentor. He usually co-invests with other partners and friends. Klikin, Helloumi, Cocunat, Beroomers, Adventurees, Kolaboo, MOCA, Enzymlogic, Aduo, BlogsterApp and Celpax are some of his investees.



Marta Esteve

Twitter: @martaesteve
in /martaesteve

Marta has founded Rentalia, which she has sold to Idealista, and she co-founded TopRural. Since May 2012, she has been the founder and director of Soysuper, a new type of supermarket that allows you to compare prices and make purchases in the main online supermarkets in Spain. Marta is an investor in Indexa Capital, Vinoqusto, 118870 and Familia Fácil.



Miriam González-Amezqueta

in /miriamgonzalezamezqueta

Miriam is a former managing director of Nomura and co-founder of Almir Financial Services. With this project she participates in business initiatives such as Kantox, SUMMA, Myvalue, Yump and Colibri. She focuses on disruptive businesses, with great capacity for international experience, scalability and a solid management team.



René de Jong

Twitter: @renedejong
in /renedejongspain

René is a well-known investor and entrepreneur, he was the founder of Don Quixote and Internet Advantage. As a business angel, he looks for disruptive, scalable projects with a strong team to which he can contribute. Startups he has invested in include Sale-slayer, Ehumanlife, Footters, Lingualia, Reclamador, Popplaces, Hutoma, Essentialist, Traventia, Loozend, Nostoc and Vegaffinity.



Martín Varsasky

Twitter: @martinvars
in /martinvarsavsky

Martín is CEO of Overture Life and President of Prelude Fertility. He is also the creator of multinationals such as Fon, Ya.com and Jazztel and founder of the VAS Ventures fund, in addition to being active in projects with a high capacity for growth. His investees include RedKaraoke, Hipertextual, Mubi, Recargapay, Motiv, Technorati, Todoexpertos, Bussu, Aura and Reclamador.



Pablo Gasalla

Twitter: @pgasalla
in /pablogasalla

Pablo is currently Vice President of the Spanish Fintech and Insurtech Association. He has a reputation as a well-known entrepreneur and investor in startups including Wallapop, Burugoo, Be2 and Housers, as well as being the founder of iAhorro. He has also been a partner of the Cube Investments fund, The Crowd Angel, Director of Infoempleo and is CEO of JOT Internet Media.



Rodolfo Carpintier

Twitter: @rcarpintier
in /rodolfoarpintier

Rodolfo Carpintier is the President of DAD, an internet and technology business incubator with 20 investee companies. Startups he has invested in include CharHadas, Petuky, Music Xray, VCoins, BrainLang, Seeketing and Baquia. He usually invests in businesses based on the benefits derived from mathematical algorithms and Big Data.



Rodrigo de la Cruz

Twitter: @rgarciadelacruz
[/rodrigo-garcia-delacruz](https://www.linkedin.com/company/rodrigo-garcia-delacruz)

Rodrigo is a founding partner in Fintech Ventures, a private investor club specialising in fintech. His investments in the fintech, insurtech, proptech and regtech sectors include Housers, Bankimia, Bolsa.com, Accurate, MyTripleA, Finizens, MilegadoDigital, BNext, Coverfy, Paymatico and Arrival Bank, among others.



Sergio Cortés

Twitter: @SergioCortes
[/sergio-cortesabad](https://www.linkedin.com/company/sergio-cortesabad)

Sergio is an investor specialising in e-commerce, he implements initiatives to make 2.0 environments profitable. He is the founder of Cink and Social-Buy, Associate Partner at Llorente y Cuentas and an investor with Delitessen StepUp. He is an advisor for entities such as the Google Launchpad Program. He has a degree in Industrial Engineering and an MBA from ESADE.



Vincent Rosso

Twitter: @vincentij
[/vincentrosso](https://www.linkedin.com/company/vincentrosso)

Vincent Rosso is the co-founder of Consentio and BlaBlaCar Spain. He has invested in seed-phase startups such as Ontruck, Lingokids, Goi, TheBrubaker, Peoople, Micocar and SocialCar. He focuses especially on mobility and efficiency projects in B2B processes such as onTruck or Consentio. His preferred geographic areas are Spain, France, and the United States.



Rodrigo Silva-Ramos

[/inrodrigossilvaramos](https://www.linkedin.com/company/inrodrigossilvaramos)

Rodrigo Silva-Ramos began his career with the launch of Geekspone. He then founded Blackphone, Geeksme, a leading company in the Wearables and IOT sector in Spain and, in 2016, URVAN. Rodrigo is currently a business angel and spends most of his time managing a group of companies in the technology startup environment.



Sixto Arias

Twitter: @sixtoarias
[/sixtoz](https://www.linkedin.com/company/sixtoz)

Sixto has founded companies including Movilisto, Mobext, Edunext and Made in Mobile. He is a partner of Conector Statup; founder and president emeritus of the Mobile Marketing Association; and lectures at various universities and business schools. He usually invests in IoT, edutech and mobile. His investments include TheAppDate, Opportunist, Livetopic and Capaball.



Zaryn Dentzel

Twitter: @zaryn
[/zaryn](https://www.linkedin.com/company/zaryn)

Zaryn is co-founder of Tuenti, a company sold to Telefónica for more than €80m. For Zaryn, entrepreneurship is not about setting up a company, but about a life attitude. He is committed to training and work. He looks at the team and the talent. He has invested in companies including Nomad, Glovo, Wallapop, CornerJob and DogBuddy.



Yago Arbeloa

Twitter: @YagoArbeloa
[/yago-arbeloa](https://www.linkedin.com/company/yago-arbeloa)

Yago began his career more than 20 years ago. He founded Sync.es, which was sold to Arsys in 2011. He is currently president of MIOGROUP and the AIEI. He has invested through Viriditas Ventures in more than thirty projects including We Are Knitters, Rentuos, Baluwo, iContainers, Reclamador, Indexa Capital and Istrace.





INVESTMENT FUNDS

Growth and expansion phase

Arcano Partners

Managers: Álvaro de Remedios and Jaime Carvajal

Website: www.arcanopartners.com

Investment sectors: data analytics and artificial intelligence

Fund size: €180m

Contribution ranges: 1m-500k euros

Investments (+20): Ethos Lending, Maven, Reflektive, Shipwell, Wonolo, The Pill Club, RoadSync, Yellow, Grin (both Yellow and Grin have now merged into Grow Mobility), Tokensoft, Lime, Virtual Kitchen Company, Faber, Carta, Nowports, Manychat, Pangaea

Arcano Partners offers the opportunity to invest in a wide range of startups. The fund boasts solid investment experience, an excellent reputation and access to unique opportunities, thanks to its collaboration with the American fund Base10 Partners, which has an extensive network of Silicon Valley founders and investors, as well as a multidisciplinary team with experience in technology and startups companies.

Adara Ventures

Founders: Alberto Gómez and Nicolás Goulet

Website: www.adaravp.com

Investment sectors: cybersecurity, big data & analytics, cloud infrastructure, adtech, SaaS and other digital areas

Fund size: €170m

Contribution ranges: 6m-3m; 3m-1m euros

Investments: LoopUp, Stratio, CBNL, 4iQ, Seedtag, Playgiga, Openbravo, Counter Craft, Kompyte, Scalefast, Qbitia, Fluzo, OrbitalAds, Hdvi

Divestments: AlienVault, Eyesquad, ADD, Polymita, Elastix

Adara Ventures is a fund specialising in deeptech that invests in Spain, in addition to other European countries. It looks for teams with vision and ambition, who develop a competitive advantage through technology and who can compete internationally. The first investment in a company is usually between €500,000 and €1.5m and it can make follow-on investments up to €6-7m per company.

Ad4Ventures

Managed by: Toni Moreno

Website: www.ad4ventures.com

Investment sectors: Digital B2C (web or mobile)

Fund size: €50m

Contribution ranges: 3m - 500k euros

Investments (+100): Deporvillage, Z1 Buttons, Colvin, CornerJob, Westwing, Modalia/Moddo, ByHours, Hundred-rooms, Playspace, Rebelle, Spotted, Fazland, Springlane

Divestments: La Nevera Roja, Wimdu, iSalud

Ad4Ventures is a Mediaset initiative, the objective of which is to invest in companies with high growth potential. The collaboration is carried out through media for equity agreements (television). It offers investment in communications and promotion to companies operating in growth markets that have achieved positioning in exchange for an equity or revenue share. It invests in mid-stage companies with proven business models.

Axon Partners

Founders: Francisco Velázquez and Alfonso de León

Website: www.axonpartnersgroup.com

Investment sectors: ICT and life sciences

Fund size: €300m

Contribution ranges: 8m-500k euros

Investments (+50): Adsmurai, ByHours, Enmedio, Glamping Hub, HolaLuz, Nice People at Work, NxtGen, O4IT, Síntesis, Wayook, Mercadoni, Neumarket, Boxi Sleep, Simpati, Santa Fíxie, Finizens

Divestments: Akamon, Ampere, Click Delivery, JustEat, Wuaki, etc.

Axon Partners is an investment firm with venture capital and private equity divisions that manage more than €300m in funds in Europe, Asia and LATAM. Through its direct investment funds, it participates in the Spanish, Latin American and Asian digital ecosystem, with a portfolio of more than 30 startups. The fund invests throughout the pan-European region in the most attractive sectors of today's technology ecosystem: ICT and life sciences.

Francisco Velázquez

Founder and Managing Partner

[in/francisco-velazquez-de-cuellar](https://www.linkedin.com/in/francisco-velazquez-de-cuellar)

Founder of Axon, he has more than 18 years of experience in VC, corporate finance, risk capital and financial and strategic consulting.



Cabiedes & Partners

Founders: José and Luis Martín Cabiedes

Website: cabiedesandpartners.com

Investment sectors: ICT and internet

Fund size: Cabiedes IV - €15m

Contribution ranges: 2m-1m; 1m-500k-250k euros

Investments (+60): Startupxplore, Reclamador, Baluwo, Bewa7er, Indexa Capital, Wetaca, Ciudadum, Regalador, Besepa, JoinUp Taxi, Deporvillage, ClinicPoint, Kantox, Dietox, Socialcar, Chicfy, Percentil, ByHours, We Are Knitters, Zacatrus

Divestments: Blablacar, Aplazame, Privalia, Habitissimo, Nubel, Gigas, Saluspot, Trovit, Uvinum, Ducksboard

Cabiedes & Partners is a venture capital fund that makes investments in seed and early stage startups, as well as follow-ons in later phases in its investees. It was founded in 2009 by the Martín Cabiedes brothers, and has already closed its fourth fund, Cabiedes IV, with which they have invested more than €15m to date.

José Martín Cabiedes

Co-founder

[@josecabiedes](https://twitter.com/josecabiedes)

[in/josemartincabiedes](https://www.linkedin.com/in/josemartincabiedes)

José Martín Cabiedes is a founding partner of Cabiedes & Partners, along with his brother Luis. Through it, they invest in early-stage internet projects.



Cardumen Capital

Founders: Igor de la Sota and Gonzalo Martínez de Azagra

Website: <https://www.cardumencapital.com>

Investment sectors: artificial intelligence, data analytics and cybersecurity

Fund size: €50m

Contribution ranges: 2m-1m; 1m-500k euros

Investments: Binaris, Humavox.

Cardumen Capital was founded by the former Samsung Ventures Israel team together with various professionals from the venture capital world. The team has a track record worth more than 200m dollars in venture capital investments. Cardumen Fund I F.C.R.E. invests in ICT with a focus on artificial intelligence, computer vision, cybersecurity, and data intensive technologies.

Igor de la Sota

Partner

[in/igordelasota](https://www.linkedin.com/in/igordelasota)



Igor worked at Hilco Capital, a leader in retail investments and experts in investment in restructuring, where he was appointed head of the Iberia region, before joining Cardumen. He holds a BA in Business Administration from Newcastle University and an MBA from IESE.



Toni Moreno, CEO of the Mediaset fund: Ad4Ventures.



Photograph of the K-Fund team led by Iñaki Arrola and Karina Szpilka

K-Fund

Founders: Iñaki Arrola and Karina Szpilka

Website: kfund.co

Investment sectors: digital and internet

Fund size: €50m

Contribution ranges: 2m-1m; 1m-500k euros

Investments: Billin, Beonprice, Bob, Coverfy, Exoticca, Factorial, Frontity, Goin, Graphext, Hooks, Istrace, Keatz, Lemin, Lucera, Salupro, Shopery, Transparent, Urbanitae, Wise Athena, Wide Eyes

K Fund is a venture capital fund specialising in technology projects based in Spain. It looks for entrepreneurs who are different, experienced, great professionals and even better people; committed, and who run startups with scalable business models and a clear international vision. It differs from other funds in that it is fully involved with its investments, helping in their daily work and contributing with what the startup needs.

Iñaki Arrola

Co-founder

[@arrola](https://twitter.com/arrola)

[/inakiarrola](https://www.linkedin.com/in/inakiarrola)



Iñaki Arrola is the founder of Coches.com, Vitamina K and K-Fund (a venture capital company through which he invests in startups), as well as a project mentor at Seed-rocket.

Kibo Ventures

Founders: Javier Torremocha, Aquilino Peña and Jose Maria Amusátegui

Website: kiboventures.com

Investment sectors: big data, IoT, cybersecurity, logistics, fintech, edtech, adtech, marketplaces, SaaS

Fund size: €114m

Contribution ranges: 5m-2m; 2m-1m; 1m-500k euros

Investments (+45): 21 Buttons, Aerial, Apartum, Billin, Bipi, Blueliv, Captio, Carto, Cibeles, Clarity, Coverwallet, Flywire, Gamelearn, Gestoo, iContainers, Jetlore, Job&Tal-ent, Logtrust, Mascoteros, Mediasmart, Minube, NomNom, Odilo, Paack, Tappx, Vilynx

Divestments: Trip4Real, Blink, SinDelantal, Ducksboard, Jetlore, Promofarma, Captio

Kibo Ventures manages €114m and is seeking financing for its third fund, with the goal of reaching €100m. It backs exceptional teams with relevant experience and global ambition, adding value and accompanying these teams in their growth and international expansion.

Aquilino Peña

Co-founder

[@Aquilino](https://twitter.com/Aquilino)

[/aquilinopena](https://www.linkedin.com/in/aquilinopena)



Aquilino Peña is a founding partner of Kibo Ventures as well as vice president of ASCRI for the 2019-2020 period.

Tres Mares Capital

Partners: Borja Oyarzábal and Borja Pérez-Araúna

Website: www.qualitasequity.com

Investment sectors: generalist

Fund size: €85m

Contribution ranges: 5m - 2m euros

Investments: Vintae, Salupro, Nclave, Imegen, Avanzare, Arneplant, Vilur Capital, BDF Ingredients, Plymag
Divestments: Bellsola, Azubi, Forte, Grupo Garnica, Tuenti Technologies, Befesa, Jobandtalent

Q-Growth is a private equity fund focused on growth capital transactions with the objective of obtaining, together with the participation assumed by the joint venture vehicle, a leadership position in the rounds. The main aim is to increase the growth capital with an average investment of three to six million euros.

Borja Oyarzábal

Partner

[/borja-oyarzabal](https://www.linkedin.com/in/borja-oyarzabal)



Borja is co-founder and CEO of Tresmares Capital and he supports the development of the Q-Prime area. For 10 years he has been a Partner at Qualitas Equity Partners, where he has participated in multiple operations within the investment portfolio.

Red Capital Partners

Founder: Luz Ramírez Pascual

Website: www.redcapital.partners/es/

Investment sectors: agro, foodtech, cybersecurity, health, smart mobility, artificial intelligence and SaaS

Fund size: €50m

Contribution ranges: 10m-2m euros

RED is a venture capital fund manager that invests in high-growth startups founded or co-founded by women in Europe and Israel. It channels the exchange of the most advanced technologies between Israeli and European companies while creating opportunities for Israeli companies to access the European market. It also invests in companies in Spain, to support them in their international expansion and help them access Israeli technologies.

Luz Ramírez

Managing Partner

[in](#) /luz-ramirez

Luz has more than 15 years experience in the European and Israeli venture capital world, having been an entrepreneur, a venture capital fund manager and a venture capital fund of funds manager.



Seaya Ventures

Founder: Beatriz González

Website: www.seayaventures.com

Investment sectors: internet and software companies

Fund size: €160m

Contribution ranges: 5m - 2m euros

Investments: Cabify, Spotahome, Glovo, The Hotels Network, Housfy, Clicars, Bewe, Movo, Coru, Coverfy, Clintu, Restaurantes, etc.

Divestments: Ticketea, SinDelantal, Restaurantes.com

Based in Madrid, Seaya Ventures has been supporting the best founders and teams in Spain and Latin America since 2013. With its focus on investing in the long term and actively supporting companies to grow on both continents, Seaya has become the reference investor for early-growth companies as well as for investors in more advanced phases in the United States, Europe and Asia.

Beatriz González

Founding partner

[in](#) /beatriz-gonzalez

Beatriz has led the investments in Cabify, Glovo and Spotahome. She is a trustee of the Endeavor Spain Foundation and was responsible for Fonditel's investments in private equity.



Swanlaab Venture Factory

CEO Spain: Mark Kavelaars García

Website: www.swanlaab.com

Investment sectors: traveltech, fintech, smart enterprise, cloud, IoT, cybersecurity and ehealth

Fund size: €40m

Contribution ranges: 3m-500k euros

Investments: Coowry, Trappit, Sales Layer, Unnax, Continuum Security, Mysphera, Kompyte, Predictiva, Situm

Swanlaab Venture Factory is a venture capital fund that invests in early-stage technology projects. It makes investments of more than one million euros, with the ability to follow-on in companies that attract up to €5m. It enters the capital when companies already have finalised and tested products, already commercialised or in the pre-commercialisation phase. This is the first or second round of professional financing for startups. It participates in hi-tech, B2B companies and those with solid and professional teams.

Mark Kavelaars

Managing Partner

[twitter](#) @mekavelaars

[in](#) /mkavelaars



Mark is managing partner with Swanlaab and has been investing and supporting technology startups since 2008. A partner with IVC, a consulting firm specialising in international business development, he has held executive positions at HypoVereinsbank.



Photograph of the Swanlaab team directed by Mark Kavelaars.

Telefónica Ventures

Director: Guenia Gawendo

Website: www.telefonica.com

Investment sectors: 5G networks, analytics, cybersecurity, cloud, IoT, video, gaming, blockchain, fintech

Fund size: open

Contribution ranges: 6m-2m; 2m-500k euros

Investments (95): Assia, Boku, Aerial, Blueliv, 4iQ, Flywire, Jobandtalent, Adjust, Devo, Quality NextTech

Telefónica Innovation Ventures is Telefónica's vehicle that invests in startups and, as a limited partner, in Venture capital funds with the aim of finding, financing and strengthening startups that become strategic partners of Telefónica in all the company's verticals. The fund has a portfolio of 10 companies invested in different priority areas of interest for the company such as new generation networks, cybersecurity or analytics.

Guenia Gawendo

Director

[@ggawendo](https://twitter.com/ggawendo)

[/gueniagawendo](https://www.linkedin.com/company/gueniagawendo)



Guenia is Director of Telefónica Ventures, where she has held management positions in different areas of the company in the US and Spain. She previously worked at McKinsey & Company and BCG.



TheVentureCity

Founders: Laura González-Estéfani and Clara Bullrich

Website: theventure.city

Investment sectors: software-enabled businesses, SaaS, marketplaces

Fund size: \$200m

Contribution ranges: 3m-1m; 1m-750k euros

Investments (+20): Finconnecta, Levee, Rocket, The Fast-Mind, Hogaru, IDoc3, EnjoyHQ, Daisho, Pixlee, Boatsetter, Optimus Drive, Playground, Jobartis, Returnly, Fluvip, RecargaPay, Spotahome, Glamping Hub, and Cabify

TheVentureCity is a global ecosystem accelerator whose mission is to give entrepreneurs access to opportunities. The fund has a new venture and acceleration model that helps founders around the world make an impact and sets them up for success, always with global ambition.

Laura González Estéfani

CEO and Co-Founder

[/lauragonzalezestefani](https://www.linkedin.com/company/lauragonzalezestefani)



Laura opened the doors for Facebook in Spain. After her departure she launched The Venture City, a personal project that seeks an impact without borders in the world of investment.



Photograph of TheVentureCity fund team based in Madrid and Miami.



CONTRIBUTIONS UNDER €1,000,000

Be Able Capital

Founders: David López, Alberto Díaz, Roberto Ranera and Almudena Trigo

Website: www.beablecapital.com

Investment sectors: advanced materials, phonics, micro and nanoelectronics, and industrial biotechnology

Fund size: €35m

Contribution ranges: 2m-1m; 1m-500K euros

Investments: Xerolutions, ADParticles, Next Tip, AWSensors, Poretune, Enlighting Technologies, Oelec Energy, Arrays For Cell Nanodevices, Releasycell, Alcyon Photonics, DoITPlenoptic, etc.

BeAble Capital is a private technology transfer fund focused on deeptech. Its mission is to bring high-potential disruptive technologies out of research centres and universities and transform them into internationally competitive technology companies, boosting their growth and positioning by investing in proof-of-concept, prototyping, scaling and market traction phases.

Almudena Trigo

Partner

[/almudenatrigolorenzo](https://www.linkedin.com/company/almudenatrigolorenzo)



Almudena has a degree in Telecommunications Engineer from the UPM and a doctorate in Molecular Biology from UAM.

Big Sur Necotium

Founders: José Miguel Herrero and Manuel Matés

Website: www.bigsurventures.es

Investment sectors: SaaS, marketplace, internet, IT

Fund size: Open-ended

Contribution ranges: 1m-500K; 500k-250k euros

Investments: Avuxi, Baluwo, Bdeo, Biddus, Biiicode, Bob, Candex, Celebrents, Citibox, Clinicaal, Endado, Funiglobal, Hotel Scan, Innroute, Instacarro, Iristrace, iVoox, Joinup, Lingokids, Mailtrack, Margin, Mobile Media Content, Paack, Rebag, Trucksters, Ubio, etc.

Big Sur Ventures invests preferably in seed stage and Series A startups. The fund looks for large, distinctive value propositions that address a substantial market, have industry-transforming potential and are led by an exceptional team. It is looking for internet, software and information technology (IT) startups, assessing each project for its particular characteristics.

José Miguel Herrero

General Partner

[@joemycool](https://twitter.com/joemycool)

[/josemiguelherrero](https://www.linkedin.com/company/josemiguelherrero)



José Miguel Herrero is co-founder of the Big Sur Ventures investment fund. He holds a bachelor's degree and a postgraduate degree in telecommunications and Computer Science from Santa Clara University.

Bonsai Venture Capital

Founders: Javier Cebrián, Luis González Buendía, Rafael de Calderón

Website: www.bonsaiventurecapital.com

Investment sectors: software/internet B2C and B2B

Contribution ranges: 4m-2m; 2m-1m; 1m-500k euros

Investments (+20): Glovo, From the Bench, Familia Facil, Gigas, CornerJob, Paack, Signaturit, Trendier, Wallapop, Salupro, Minube, Multiestetica, Link to media, Miss Tipsi, Citibox, Intercom.

Divestments: Infojobs, Softonic, Wuaki, Tuenti, Offerum, Bodas.net, Top Rural, Niumba, Akamon, Idealista, Grupo Intercom

Bonsai Venture Capital is a venture capital firm that combines an outstanding track record over more than 18 years of each of its founders in the digital ecosystem. Its important startups during this time include Bodas.net, BuyVip, Glovo, iAhorro, idealista, Infojobs, Softonic and Wallapop. Bonsai's investment focus is on pre-series A to series B companies with high growth potential. It currently has a fund of 60 million euros for this purpose.

Bullnet Capital

Founders: Javier Ulecia and Miguel del Cañizo

Website: www.bullnetcapital.com

Investment sectors: software, electronic systems, microelectronics, photonics, medical devices

Fund size: €43m

Contribution ranges: +5m; 2m-1m; 1m-500K; 500k-250k euros

Investments: Arvirago, Multiwave, KDPOF, Visure, Onco-Vision, Digital Legends, UAV, Codice SW, Zhilabs, Wootpix, LeanXcale, Zeyesvision, Viewtinet, Fyla.

Divestments: Netspira Networks, Anafocus, Oncovisión

Bullnet Capital is a venture capital firm that invests in Spanish companies related to ICT, communication, electronics and computing, whose business model stands out due to a unique technology, headquarters in Spain and international ambition.

Javier Ulecia

Founding Partner

Twitter: @julecia

LinkedIn: /javierulecia



Javier co-founded Bullnet Capital in 2001 is a member of the Board of Companies of the Bullnet portfolio, as well as other companies. Prior to Bullnet, he co-founded Doing, an incubator for broadband projects.

JME Ventures

Managers: Javier Alarcó and Samuel Gil

Website: www.jme.vc

Investment sectors: technological and digital

Fund size: +€100m under management (3 funds)

Contribution ranges: 2m-1m; 1m-500K-250k euros

Investments (+35): Jobandtalent, Ironhack, World-Sensing, Waynabox, Minube, Muroxe, Séntisis, Odilo, 3Ants, Lingokids, Z1Buttons, PLD Space, Keatz, Caravelo, PlaySpace, Muchomove, Going Green, OnyxSolar, Redbooth, Jetlore, HeyGo, Prontopiso, Voi, BCN3D, Smart Protection

Divestments: Flywire

JME Venture Capital is a venture capital manager that usually invests in late seed/series A phases, while also performing follow-on in later phases. Its contribution range is between 500,000 euros and 2 million euros per transaction, reaching up to 3-4 million euros in follow-ons. When investing, JME looks for companies that have a presence in Spain, with a tested and, to a certain extent, validated prototype on the market. To date it has invested in more than 35 investees.

Samuel Gil

Investment Director

Twitter: @samuelgil

LinkedIn: /samuelgil



Samuel is Director of Investments at JME Venture Capitals. He studied Telecommunications Engineering at the Polytechnic University of Madrid in addition to a Master of Science in Information Technology in Stuttgart and an MBA at the Business School. Samuel worked at Faraday Venture Partners, Iberdrola and Accenture before founding JME Ventures.

Mundi Ventures

Managers: Javier Santiso

Website: mundiventures.com/es

Investment sectors: AI, IoT, big data, travel tech, insurtech, fintech

Fund size: €50m

Contribution ranges: 1.5m-1m; 1m-500K-250k euros

Investments: Payme, Sherpa, Bidaway, Glamping Hub, Enigmedia, Rubicon, Nnaisense, Plazah, Accurable, Qumram, Returnly, Skandal, Geoblink, Submer

Mundi Ventures is a fund focused on startups with B2B models. Its investors come from all over the world; its management team has extensive experience in emerging economies. It looks for entrepreneurs who create distinctive and patented technological solutions that add value and transform industries. It invests in Spanish founders settled abroad; foreign founders with companies in Spain and Spaniards located in Spain.

Javier Santiso

CEO

Twitter: @javiersantiso

LinkedIn: /javier-santiso



Javier is the founder of Mundi Ventures, a club that brings together the Spanish diaspora of managers and businessmen who are committed to Spain 3.0.



Photograph of the JME Ventures team.



Next Chance Invest

Founders: Nicolás Luca de Tena

Investment sectors: internet and digital

Fund size: N/A

Contribution ranges: 1m-500K; 500k-250k euros

Investments: Jobandtalent, Kiboo, Samaipata, Axo, Adgoclick, Billionhands, Therapychat, Buyviu, Chatme

Divestments: La Nevera Roja

Next Chance Invest is a vehicle managed by Nicolás Luca de Tena, founder of Multi-asistencia, who has focused for many years on the internet and invests in leading technology startups in Spain. He is known for being one of the key investors in the sale of La Nevera Roja. He usually enters Series A, usually in companies with a high turnover and in third rounds. His investments include Samaipata and Jobandtalent, he was also the founder of El Deseazo and The Ranking.

Segtech Ventures

Founders: Javier López-Huerta and Iván Feito

Website: www.prosegur.com

Investment sectors: ICT, B2B business, fintech, cybersecurity, security

Fund size: €30m

Contribution ranges: 2m-1m; 1m-500K; 500k-300k euros

Investments: Investments: Concil , Octopus App, Reflekt, Walmeric, Unnax

Divestments: Cognigo

Prosegur SegTech Ventures is the corporate venture capital of Prosegur for investing in innovative technology-based B2B companies related to the group's businesses, with a special focus on the areas of security and cybersecurity. The fund invests in companies worldwide, with tickets from €300K to €2m.

Repsol Energy Ventures

Founders: Luis Casado

Website: ventures.repsol.com

Investment sectors: advanced mobility, new materials, circular economy

Fund size: €85m

Contribution ranges: 5m; 5m-2m; 2m-1m; 1m-500K euros

Investments: Ample, Rocsole, We Smart Park, Drive Smart, Sorbwater, Wattio, Silence, Begas Motor, Nanogap, Recreus, Ampere, Finboot, Graphenea and Principle Power

Repsol Energy Ventures is the investment fund of the energy company. It has an endowment of €85m for the 2016-2020 period. It participates in more than 10 companies and since its launch has analysed more than 1,000 investment opportunities. Its main areas are: advanced mobility, new materials, circular economy, energy transition, reliability in operations and technologies applied to exploration and production.

Samaipata

Founders: José Del Barrio and Eduardo Díez-Hochleitner
Website: www.samaipataventures.com
Investment sectors: marketplaces and digital brands
Fund size: €30m
Contribution ranges: 3m-2m; 2m-1m euros

Investments: Deporvillage, Cornerjob, OnTruck, 21Buttons, Colvin, Spotahome, Prosea, Totem, CrowdJustice, Together Price, etc.
Divestments: Jinn, Foodchéri

Samaipata is a pan-European, entrepreneur-led fund specialising in pre-Series A marketplaces and digital brands. Its value proposition is to accompany the entrepreneur on the "0 to 1" route, leading the company to raise Series A with international "tier 1" investors. It focuses on helping establish the first processes to scale growth, make the first hires, support internationalisation and improve the product.

José Del Barrio
 Founding Partner
 @josedelbarrio
 /jose-del-barrio-b



José is the founder of Samaipata. He co-founded La Nevera Roja in 2011 and, after 40 months of operations, it was sold to Rocket Internet for \$100m. He began his career with Accenture.

Vas Ventures

Founders: Martín Varsavsky
Website: vas.ventures
Investment sectors: agnostic
Fund size: \$15m
Contribution ranges: 1m-500K; 500k-250k euros

Investments: Merlin, Reclamador, Jawbone Health Hub, AdMobilize, CookUnity, Hickies Corp., Visla Labs, Ample, WaveSense, Shujinko, Yada (HelloYada Inc.), Verse Technologies, Synthesia Limited, GoForward, Animoca Brand.
Divestments: PixOwl Inc.

Vas Ventures is a fund created by Martín Varsavsky together with Axel Springer to invest in companies with initial traction and/or teams with great experience, to which the experience and network of contacts of both Martín and Axel Springer can be of great help.

Martín Varsavsky
 Founder
 @martinvars
 /martinvarsavsky



Martín Varsavsky is one of Spain's leading entrepreneurs and founder of seven technology companies. He is currently the CEO of Prelude Fertility VAS Ventures, and the companies he has founded include Jazztel, EINSTEINet, Ya.com and FON.

Yara Ventures

Founders: David F. de la Parra and Jesús Fernández
Website: www.yara.vc
Investment sectors: foodTech, deepTech, insurTech, propTech, madTech and marketplaces
Fund size: €10m
Contribution ranges: 500K-100k (Follow ons 3m-1m euros)

Investments: Ludei, Fuss, Visualnet, Portalabogados, Innovopro, Keen Bean Organics, Architectures

Yara Ventures, incorporated in Ireland but with global operations and offices in Dublin, Madrid and Barcelona, manages investment funds and invests in seed and early stage startups with an MVP and initial traction. Its investments are located in the United States, Israel and Spain. Yara is looking for companies with great growth potential and competitive value in terms of their intellectual property, which allows a clear disruption.

Jesús Fernández
 Co-founder



Jesús Fernández is Managing Partner of Yara. He has 20 years experience in R&D, innovation, entrepreneurship in SMEs and large corporations, leading large teams.



Photograph of the Spanish fund Samaipata's team.

Capitana Venture Partners

Founders: Juan Filiberto Martínez and Asier Parra
Website: www.capitanavp.com
Investment sectors: multisectoral
Fund size: N/A
Contribution ranges: 500K-250K; 250k-100k euros

Investments: Restb.ai, Pangea, Electronic Identification (EID), Newton Learning, BoatJump
Divestments: Pardick

Capitana invests in companies with high growth potential and an international projection. It looks for companies with a commercially proven product or technology, operating in a large or niche market with high growth potential and with a scalable business model. It often looks for opportunities in emerging digital industries with exceptional teams.

Faraday Venture Partners

Founders: Gonzalo Tradacete
Website: www.faraday.es
Investment sectors: generalist
Contribution ranges: 500K – 250K euros

Investments: Habitissimo, Playspace, Reclamador, Etece, Triavip, Aprendum, TheMadVideo, Otogami, Mornit, Weplan, ClinicPoint, Dietox, Talent Clue, Printsome, Codigames, Miss Tipsi, Pangea, Signaturit, Evolufarma, Lendismart, Le Room Service, Smartvel.
Divestments: Habtissimo, Bodeboca

Faraday is the most active investment club focused on innovative initiatives in Spain. It presents what it considers to be the best investment opportunities in startups to its partners, allowing them to invest in tickets from €2,000 and only in the companies of their choice, it handles the formalisation of the investment and defends the interests of its partners in the investees. Faraday represents 191 partners, investing more than €10m in 24 startups.

Gonzalo Tradacete
 CEO and Co-Founder
[/gonzalo-tradacete-gallart](https://www.linkedin.com/company/gonzalo-tradacete-gallart)



Gonzalo co-founded and directs Faraday Venture Partners. Previously, he worked in KPMG's M&A department, and for a London-based Private Equity Hedge Fund

Fundación Innovación Bankinter

Managed by: Javier Megías
Website: www.fundacionbankinter.org
Investment sectors: technology B2B and B2C models
Fund size: Ever green
Contribution ranges: 500K-250K; 250k-100k

Investments: Declarando, Mondo, Frenetic, BoB, Laagam, MrNoow, 3Ants, Paack, Waynabox, MailTrack, Regalador, Startupxplore, TalentClue, PlayGiga, Beroomers, Mailtrack, Qbitia
Divestments: Captio, Coinfeine y Qashop

The Fundación Innovación Bankinter Startups Programme, together with the Bank's Venture Capital Fund, invests in companies set up in Spain and Portugal, in seed stages, where they follow-on. Its criteria include that the team should be dedicated full time to the project, with a clear international focus, with an MVP and metrics and with innovative products that solve a problem or meet a need.

Gala Capital

Managed by: Rodrigo Aguirre de Cárcer
Website: galacapital.com/galaventures
Investment sectors: fintech, social impact
Contribution ranges: €500k-250k; 250k-100k

Investments: Rebellion Pay, Appcionista, AT-Biotech, Mymoid

Gala Ventures is part of the Gala Capital group and includes the creation and investment operations of digital technology companies in their early stages. With a clear focus on the financial and banking sector, the fund focuses its investment objective on exceptional entrepreneurs leading fintech and insurtech companies. It also includes in its focus companies that unite the financial sector with social impact, under the social-fintech approach.

Rodrigo Aguirre de Cárcer
 Chief Executive Officer
[/rodrigoaguirredecarcer](https://www.linkedin.com/company/rodrigoaguirredecarcer)



Rodrigo Aguirre is the director of Gala Capital, where he manages social impact investments, as well as other social and environmental projects. He previously served as managing director at eBay and was also a board member at Groupon and a consultant for Bain & Company.



IESE BAN

Managed by: Juan Roure
Website: www.iese.edu/businessangels
Investment sectors: generalist
Fund size: N/A
Contribution ranges: 500K-250K; 250k-100k euros

Investments: MyPoppins, Cobugs, Ciclogreen, Manzaning, Chine Spain, Skitude, Nautal, Fashiop, etc.

The IESE BAN Investor Network acts as a link between more than 200 entrepreneurs and investors and explores their synergies to contribute to creating new companies. The network does not function like a traditional investment club that requires an upfront investment commitment, but rather investment decisions are made individually. Since 2003, it has brought together investors and entrepreneurs from Spain thanks to Investment Forums held in Madrid and Barcelona.

Amparo San José
 Director
[/amparosanjose](https://www.linkedin.com/company/amparosanjose)



Amparo de San José is currently Director of IESE's Business Angels Network and responsible for IESE's entrepreneurship activities at the Madrid Campus.

Startups phase and early stage

CONTRIBUTIONS UNDER €500,000

Bewater Funds

Founders: Ramón Blanco, François Derbaix and Unai Ansejo
Website: bewaterfunds.com
Investment sectors: generalist
Fund size: €2,5m
Contribution ranges: 250k-100k euros

Investments: Zacatrus, Traventia, Cuidum, Gear Translations

Bewater Funds is a fund manager created by three leading entrepreneurs and investors in Spain, which allows investing in closed-end collective investment funds. This implies that its assets are invested in shares and other illiquid assets of a single unlisted company in Spain or other OECD countries and selected by the Bewater Asset Management S.G.E.I.C. team. In addition, it allows the unit-holders of each closed-end mutual fund to express to the management company their interest in selling the units subscribed to.

Ramón Blanco

Co-founder
@ramon10
/ramonblancoodelo



Ramón Blanco is the co-founder and CEO of Bewater Funds and a board member of Indexa Capital. He began his career in marketing at Unilever, continued at Santander Investment Banking and founded Selftrade.

Creas Impacto

Founders: Paco Soler, Luis Berruete, Pedro Armentia
Website: www.creas.org.es
Sectors: social impact and environment
Fund size: €30m
Contribution ranges: 250k - 100k euros

Investments: Civicclub, Disjob, iWOPI, Sensovida, Emzingo, Jump Math, Sadako Technologies, Whatscine, Koiki, Smilet, Trilema

Divestments: Lonxanet, Impact Hub Madrid, Civicclub, Bluemove Carsharing, Upsocial, Sadako Technologies.

Creas is an investment vehicle made up of committed people who defend models of economic, social and environmental relations that transform reality. The company seeks companies with innovative business models, with potential and desire for growth, and formed by a committed work team.

Francisco Soler

Co-founder
/franciscosolerg



Ramón Blanco is the co-founder and CEO of Bewater Funds and a board member of Indexa Capital. He began his career in marketing at Unilever, continued at Santander Investment Banking and founded Selftrade.

Cupido Capital

Founders: Jesús Alonso and Ismael Teijón
Website: www.cupidocapital.com
Investment sectors: generalist
Fund size: €550,000
Contribution ranges: 250k - 100k euros

Investments: Nicehop

Cupido Capital is an investment vehicle that invests in seed and early stage entrepreneurs with a focus on Spain. It seeks the best entrepreneurial talent and supports it from the beginning, even when it has not yet been released. It is looking for top talents who want to change the world and it is willing to help them. Cupid Capital's 22 investors have created more than 90 companies and invested in more than 220.

Ismael Teijón

General Partner
/iteijon



Ismael Teijón is a General Partner and one of the founders of Cupid Capital, he previously co-founded Demium Startups, an incubator network. He also held the position of Head of Citibox business lab. Ismael studied Computer Management Engineering and worked at Rental-Go, DavenPort and AJE. He is currently Director of Global Projects at Demium.



Unai (left) Ramón (center) and François (right), founders of Bewater.

Photograph showing the investors and founders of Cupido Capital.



Daruan Venture Capital

Founders: David Ruiz de Andrés

Website: www.daruanvc.com/es

Investment sectors: generalists, interested in greentech

Fund size: €2m

Contribution ranges: 250k - 100k euros

Investments: Aprendum, Bodeboca, Weplan, Glaciari Music, Momit, Urban Planet, Tailored Spain, Lucera

Daruan Venture is a venture capital fund that invests in seed-phase startups with the potential to become leaders in an attractive, high-growth market with a clear vision of internationalisation. It seeks ideas that are high-impact, sustainable, with the potential to grow and the aspiration to create stable jobs. It is positioned as an investor in offline startups versus online.

Demium Ventures

Managers: Jorge Dobón and Ismael Rodrigo

Website: demiumstartups.com

Investment sectors: digital and new technologies

Fund size: €321,000

Contribution ranges: 250k - 100k euros

Investments: VLandbot, Citibox, Voicemod, Swipcar, Entrenarme, Homyspace, Triporate, Recoshelf, Vernon

Demium Ventures is the first investment vehicle launched by the Demium Startups accelerator, founded in 2016 by Jorge Dobón. It was set up with the aim of investing in early-stage startups. The vehicle was created with 216,000 euros, the following year a second investment vehicle was created due to the success of the first. Demium Ventures II was created to continue investing in early stage technology companies, with an investment capacity. In total, 105,000 euros have now been disbursed

Fellow Funders

Founders: Francisco Mariscal and Guillermo Azqueta

Website: www.fellowfunders.es

Investment sectors: varied

Contribution ranges: 250k - 100k euros

Type of transaction: Early stage

Average transaction size: €300,000

Investments: Cervezas Dougalls, ChineSpain, Worktel, HBWell, Babymico, Wowtrip, AlUDO, Cositas de España, El Bernabeu, CocopiFood, 33 El Musical, CooltureBox, Alboris Mancha, etc.

Fellow Funders is a professional investment platform that offers institutional investors, business angels and individuals the possibility to invest through the platform. It only works with projects that exceed its risk score and are assessed using its proprietary valuation model. In addition, the projects have a proven business model with recurring metrics and turnover. *It has funded more than 30 projects.*



Photograph of the Fellow Funders equity platform team.

La Bolsa Social

Founders: José Moncada
Website: www.bolsasocial.com
Investment sectors: impact investing
Fund size: open
Contribution ranges: 250k - 100k euros
Average transaction size: €200,000

Investments: sAtt Arquitectura, Vox Prima, La Casa de la Aldea, Farmidable, Screenly, Discubre, Mercatrace, Auara, Whatscine, Utopic_US, Nostoc Biotech, Prismab, Mensos, One Oak, RobinGood

La Bolsa Social is an equity crowdfunding platform authorised by the CNMV to finance companies rigorously selected for their growth potential and positive impact on society and the environment. To date, the platform has channeled more than 3 million euros to finance a total of 15 social enterprises and has a community of more than 5,000 members.

Jose Moncada
 Founder and CEO
 @josemoncadad
 /jose-moncada-durruti



José has spent his professional career at the Treasury, the European Commission (Brussels) and the European Securities and Markets Authority (Paris). He founded Bolsa Social in 2014.

Pinama Inversiones

Founders: Felipe García, Ignacio Alonso
Website: www.pinama.es
Investment sectors: multisectoral
Fund size: €4,6m
Contribution ranges: Under 100,000 euros

Investments: SUOP, Exovite, La Mas Mona, Voicemod, Citibox, Demium, Foodinthebox, Oarsis, Frikitrip, Mr Jeff, Brandtrack, Glassy, Playfilm, Deudae, Quantum, Yeeple, The Urban Roosters, Spacestartup, Smileat, Singularu, Mr Jeff, Fellow Funders, PLD, etc.

Pinama is an investment club formed by entrepreneurs willing to invest in projects with a return on investment beyond the purely financial. It is highly focused on its club members, looking for opportunities with significant potential for development and return. It aims to make the search process itself, along with the analysis and discussion, enriching and valuable.

Felipe García Quirós
 Co-founder
 /felipe-garcia-quirós



Felipe has a degree in Economics, an entrepreneur since 1993, he has been Director of Grupo Cortefiel, Mexifoods, Grupo Vision and Quirgasa. He is Co-Founder and President of Pinama Inversiones.

Red Eléctrica Española - Elewit

Founders: Silvia Bruno de la Cruz
Website: www.elewit.ventures
Investment sectors: electricity and telcos
Fund size: N/A
Contribution ranges: Under 100,000 euros

Red Eléctrica, the Spanish global essential infrastructure operator that manages electricity transmission grids, fibre optic networks and satellites, has launched its vehicle for channelling investment as part of its open innovation strategy through RETIT (Red Eléctrica y de Telecomunicaciones, Innovación y Tecnología). This company was created to solve new business challenges through innovation.

This corporate venture capital vehicle, which is endowed with 30 million euros to invest in the 2019-2022 period, will, thus, focus on supporting companies in areas related to the energy transition, electric mobility and telecommunications.

Sevenzonics

Founders: Javier Rodríguez Zapatero, Angel Cano, Juan Pedro Moreno, Domingo Caamaño, Manuel Galatas and Vicente Rodero

Website: sevenzonics.com

Investment sectors: technological and innovation base

Fund size: €1,3m

Contribution ranges: 250k-100k euros

Investments: Chipi, Play Film, Hermo Medical Solutions (Exovite), MAM, Lagaam, BooBoo, The Crowd Angel, Sonneil.

Sevenzonics is a self-managed venture capital company subject to the supervision of the Spanish Securities and Exchange Commission and founded by several successful entrepreneurs specialising in investments in Spanish technology and innovation-based projects. They are 100% involved in these innovative and multisectoral startups.

Javier Rguez. Zapatero

Co-founder

[/javierrodriguez Zapatero](#)



Javier was CEO of Google Spain, Portugal and Turkey between March 2008 and October 2016. He is one of the founders of the Sevenzonics fund.

SociosInversores

Founders: Javier Villaseca

Website: www.sociosinversores.com

Investment sectors: ICT startups and SMEs

Contribution ranges: Under 100,000 euros

Vehicle type: Equity Crowdfunding

No. companies financed: 140

Average transaction size: €300,000

Investments: AlgaEnergy, Microwd, MOCA, Gas2Move, Bébé de Paris, Roams, Click&Gift, Low World Travel, Growly, Klenergy Tech, Aboattime, etc.

SociosInversores, founded in 2010, was the first equity crowdfunding platform in Spain, it has more than 35,000 investors, has financed more than 140 startups and has channelled more than €30m. It offers an alternative for entrepreneurs seeking funding and opportunities for investors to invest in projects with high growth potential. It enters at the seed and early stage phases.

Javier Villaseca

CEO and Founder

[@javiervillaseca](#)

[/javiervillasecasanchez](#)



Javier created the world's first equity company and in 2017 he was selected by the US State Department as one of the 100 young people who are transforming the world.

Viriditas Ventures

Founders: Yago Arbeloa and Ángel Asín

Website: viriditasventures.com

Investment sectors: fintech, adtech, mobile, ecommerce, SaaS

Fund size: €5m

Contribution ranges: Under 100,000 euros

Investments: Hooks, Ducksboard, iContainers, Indexa Capital, Iristrace, Reclamador.es, Percentil, We are Knitters, Lord Wilmore, Sendy, Startupxplore, Novicap, Wazypark, zacatrus!, cleverPPC, Lanzanos, Ludei, Safe Creative, Icontainers, Smartycontent, Urbanitae, Cream eSports, Criptan, Rentuos, Baluwo, Heepsy

Divestments: Ducksboard, IA Soft, Sync.es, Holded, Coverfy

Viriditas Ventures invests in early-stage technology-driven projects. It makes a staged investment and, in later rounds, helps entrepreneurs establish their networks. The keys to its investments are: idea, team and internationalisation.

Yago Arbeloa

Founder

[@yagoarbeloa](#)

[/yago-arbeloa](#)



Yago began his career as an entrepreneur more than 20 years ago. He founded Sync.es, which was sold to Arsys. He is President of MIOGROUP, which has a turnover in excess of €50m.



Yago Arbeloa, founder of Viriditas Ventures and the MIOGroup agency.

CONTRIBUTIONS UNDER €100,000



15k Angels

Founders: Fernando Rodríguez, Luis Fernández, Juan Luis Aguilera and Carlos Contreras
Website: www.15kangels.com
Investment sectors: generalist
Fund size: N/A
Contribution ranges: Under 100,000 euros

Investments: DNActive, Roams, MOCA Platform, Noysi, Botslovers

15K Angels is a syndicated investment venture with the ability to provide seed capital, knowledge, experience and contacts. It is looking for entrepreneurs with a good, feasible, viable, scalable business idea and with the necessary preparation and passion to make it a reality. Projects that provide disruptive and innovative ideas and, above all, that bring improvements to society are investment preferences.

Fernando Rodríguez

Co-founder

[/fernandorodriguez](https://www.linkedin.com/in/fernandorodriguez)



Fernando is an entrepreneur, investor, technologist and expert in 21st century consumer habits. He has a degree in Law and Marketing from ESIC.

Blue Wave Capital

Founders: Jorge Marfil
Investment sectors: technology startups
Fund size: N/A
Contribution ranges: Under 100,000 euros

Investments: Babyradio, Tufabricadeventos, Parkifast.
Divestments: Reclamador

Bluewave Capital is an investment fund directed by Jorge Marfil, which invests in technology projects in seed and pre-seed phases, always with other investors. It focuses on projects that have already been implemented in all sectors and puts the focus on the team and its ability to execute and on the business idea. The contribution ranges with which they invest are usually between 30k and 15k per invested company.

Jorge Marfil

Co-founder

[/jorge-marfil-a](https://www.linkedin.com/in/jorge-marfil-a)



Jorge is the founder of Bluewave, a friends and family fund that invests in startups. He has worked as a consultant for M&A at Baker & McKenzie and Ernst & Young, as well as an investor in offline projects.

B4Motion

Founders: Sebastian Canadell and José García
Website: www.b4motion.com
Investment sectors: mobility
Fund size: €25m
Contribution ranges: Under 100,000 euros

Investments: Llollo, Bipi, WesmartPark, Trive, Boton, Fleet, Ozone Drive.

B4Motion is a venture lab created to build an ecosystem of globally significant companies with the simple goal of optimising the movement of people and goods. Focused 100% on mobility, it combines a venture investment arm with a venture builder area.

Its dedication to analytics allows it to find startup verticals ranging from autotech, sharing models or needs such as autonomous driving, AI, smart infrastructure.

Cemex Ventures

Managed by: Gonzalo Galindo
Website: www.cemexventures.com
Investment sectors: construction
Fund size: N/A
Contribution ranges: Under 100,000 euros

Investments: Jelp, Ipsum, Saalg, Prysmex, Concrete Sensors, StructionSite. "Jelp, Ipsum, Saalg, Prysmex, Concrete Sensors, StructionSite, LINKX, Energy Vault

Launched in 2017, CEMEX Ventures helps solve the main challenges facing the construction ecosystem, investing and offering incubation and acceleration services to startups. In addition, it brings value through its deep relationships and experience in the construction industry. CEMEX Ventures is an open and collaborative platform that works with startups, entrepreneurs, universities and other relevant actors creating a complete and interactive map of the industry. This knowledge and learning engine operates on a global scale.

Civeta Investment

Founders: Gonzalo Ruiz Utrilla, Daniel Seijo, Jesús Pérez, Carlos López and Remo Domingo
Website: www.civeta.es
Investment sectors: fintech and sharing economy
Fund size: €700,000
Contribution ranges: Under 100,000 euros

Investments: Goin, Eelp, Chicfy, Tutellus, DogBuddy, Green Momit, Reclamador, Groopify, Hitsbook, JoinUp Taxi, GasPay, Dietox, Lamasmona, Genially, Iglobalmed, Boletus, Worona, Housers

Divestments: DogBuddy, Reclamador, Alterkeys, HeyPlease

Civeta has invested €647,000 in 34 companies. It focuses on companies that are less than 18 months old and are run by entrepreneurs who are dedicated to the project full time. Civeta is present in most investment forums and has direct contact with international organisations, such as 500Startups or Singularity University.

Finn Ventures

Founders: Luis Pérez Ureña
Website: www.finnventures.com
Investment sectors: insurtech, fintech, and proptech
Fund size: N/A
Contribution ranges: Under 100,000 euros

Investments: Lendnetics

Finn Ventures is a venture builder founded in 2016 that specialises in the development of 'fintech from scratch', insurtech and proptech companies within the consumer lending and finserv verticals, which gives it a high degree of specialisation, synergies and competitive advantages.

Its model does not contemplate investments in companies not developed under the Finn Ventures umbrella.



Photograph of the founding team of B4Motion.



Photograph of the CEMEX Ventures Spain team.

Fintech Ventures

Founders: Rodrigo García, Jesús Pérez and Gonzalo Ruiz Utrilla

Website: www.finnovating.com/finnoventure

Investment sectors: fintech, insurtech, proptech and regtech

Fund size: €4m

Contribution ranges: Under 100,000 euros

Investments: Housers, Bankimia, Bolsa.com, SerSan Sistemas, Iasosoria.com, Ahorro.net, Interin Fintech, Accurate Quant, MilegadoDigital, BNext, Accurate Quant, MyTripleA

Fintech Ventures is a direct investment pledge fund in fintech and insurtech. It has a specialised scouting, analysis and valuation team that uses different existing and proprietary methodologies. The team has analysed more than 1,000 startup business models and valued more than 100, always applying exponential funding methodologies. Its investment targets are Spain and Latin America, where it is looking for startups with exponential growth.

Fitalent

Managers: Germán Cutillas, Francisco López, Ángel Sánchez, Ángel Gutiérrez, Irene González

Website: www.fitalent.es

Investment sectors: life sciences, ICT, industrial technology

Fund size: €35m (FIT-I and FIT-II).

Contribution ranges: Under 100,000 euros

Investments: Booboo, INLAB, Boxmotions, Circular, Oncostellae, LPS, Satlantis, Playstark, Shoppermotion, Palo Biofarma, Irisbond

Fitalent is the Everis Group's fund which, in its second investment phase, FIT-II, manages a committed total of €30m (100% contributed by the group itself). Although the fund dates from 2011 (FIT-I), when the first investment phase was launched for a total of €5m, in 2017 it launched the second investment phase with a total of €30m committed. It usually makes investments between €150K and €1.2m per company with a temporary stay in the capital of 4-6 years.

Food Business Angels

Managers: José Luis Cabañero

Website: www.foodbusinessangels.es

Investment sectors: food & beverages, restaurants

Fund size: N/A

Contribution ranges: Under 100,000 euros

Food Business Angels is the first European network of private investors in the restaurant, food and beverage startups vertical. It holds a quarterly investment event and looks for companies in the early stages of growth. The focus is highly concentrated on chain catering businesses, packaged food and beverages and food products in general.

Indra Ventures

Managers: Manuel Ausaverri

Website: www.indracompany.com/es/indra/indra-ventures

Investment sectors: defence, transport, banking, mobility, air traffic control, cyber defence, energy and telecommunications

Fund size: Open

Contribution ranges: Under 100,000 euros

Investments: Finect

Indra Ventures is the vehicle around which Indra's corporate innovation is articulated, both internally and externally. Indraventures is looking for startups and spinoffs aligned with Indra's strategic lines that can complement and add value to the company's portfolio in the medium and long term. Its investments and collaborations are intended to be permanent, as long as the interests of both companies are aligned.

Making Ideas Business

Director: Raúl Rey Muñoz

Website: www.makingideasbusiness.com

Investment sectors: new technologies, web 2.0, e-commerce, mobiles, internet.

Fund size: 500k

Contribution ranges: Under 100,000 euros

Investments: Reclamador, Filmmaker, Boatbureau, Evolufarma, Arloon, HomyHub, GreyHounders, Pangea

Divestments: Dada Company

Making Ideas Business is a private club of business angels made up of ISDI students, alumni and lecturers. It has been investing in digital startups since 2012, making available, in addition to the capital required to carry out the project, its knowledge of the digital world and the extensive and varied professional experience of its partners, with the common goal of achieving the success of the investments it makes.

Seed CDC

Founders: Pedro Cózar and Manuel Balsera

Website: www.seedcdc.com

Investment sectors: digital, media, ecommerce, marketplaces, gaming

Fund size: €1m

Contribution ranges: Under 100,000 euros

Investments: Relendo, Minishoes, Jobin, Entrenarme, Peopple

Seed CDC is a private investment club with more than seven years experience. The club is made up of professionals and senior managers from different sectors with extensive professional experience who, in addition to their capital contribution, can dedicate a little of their time to participating in investment decisions, advising the companies in which they invest, or representing Seed CDC in its Board of Directors.

Seed Syndicates

Founders: Ángel Barranco

Website: seedsyndicates.com

Investment sectors: technological, industrial

Fund size: €1m

Contribution ranges: Under 100,000 euros

Investments: Apartum, Glamping Hub, Softonic, Housers, Entrenarme, Tutellus, Ivoox, Seeketing, Micocar, Solo Stocks, Tripsum, Wuppler

Divestments: Next Seguros

SeedSyndicates is an investment group that invests in startups in seed phases and that analyses and contributes experience and contacts to its investees. Its criteria include looking for committed, multidisciplinary, complementary teams, with experience and with a clear and defined vision of the business, in addition to being scalable, with simple maintenance and using the latest technologies on the market.

Wayra

Managers: Andrés Saborido, Miguel Arias

Website: es.wayra.co

Investment sectors: big data, machine learning, AI, blockchain, VR / AR, cybersecurity, IoT, 5G

Fund size: €5m/year

Contribution ranges: Under 100,000 euros

Investments: Billage, Bucmi, Genially, Lamasmona, Ludus, OrbitalAds, Sincrolab, Tappx, Teltoo, Voicemod, iUrban.es, etc.

Wayra is Telefónica's most global, technological and connected open innovation hub in the world. Wayra operates through 11 hubs in 10 countries: Argentina, Brazil, Chile, Colombia, Germany, Mexico, Peru, Spain, United Kingdom and Venezuela. More than 500 of the startups that have participated in Telefónica's Open Innovation programme are still active and more than 100 startups are doing business with the company.

Zaqueo Inversiones

Founders: Javier Represas

Website: zaqueo.com

Investment sectors: industrial, energy, biotechnology, engineering and communication

Fund size: N/A

Contribution ranges: Under 100,000 euros

Investments: Galiciabanner, Galicia Naves, Bridged-world, CIPLQ, Biodiagsan

Zaqueo Inversiones is an investment vehicle focused on startups in the seed phase. It seeks out the most innovative companies in investment forums and is in constant contact with investment funds, industrial partners and business angels. It focuses mainly on the team, the project and the business plan and the companies should always be in the initial phases and linked to technology.



Events Madrid 2020 and 2021

SEPT-20

AWARDS

Proptech Challenge

SEPTEMBER

Website: <https://proptech.cbre.eu>

CBRE, a leading real estate consultancy and services company, organises the CBRE Proptech Challenge, the leading European competition that promotes digital talent capable of revolutionising the real estate sector through creative and innovative ideas. The consultancy thus enables emerging companies in the sector to promote their projects and take advantage of the company's network, as well as to express their opinion through its new platform.

EVENTS

Codemotion

SEPTEMBER

Website: <https://events.codemotion.com/conferences/>

Codemotion began life in Italy in 2006. Chiara and Mara, its founders, were members of the Java User Group Rome and they began to organise an event in Rome that would be attractive to the Java Communities that sprung up throughout the country. This is how Java Day was born, organised on days off, weekends, etc. In 2011, that same experience ended up shaping a conference for all communities and languages: Codemotion and it was exported to Madrid and Berlin.

OCT-20

EVENTS

IN3Spain

OCTOBER

Website: <https://in3spain.com>

N³ (IN-cubed) is a private conference organised by the US Embassy in Madrid, the Chamberí Valley Association and Endeavor Spain that offers business growth and investment opportunities between the United States, Spain and the rest of Europe. At IN3Spain, scaleups meet and collaborate with investors and institutions to connect, face challenges and find solutions that help their companies grow internationally.

EVENTS

Madrid Games Week

OCTOBER

Website: <https://www.ifema.es/madrid-games-week>

The great annual trade fair for the video game industry will hold its next event at the Feria de Madrid Exhibition Centre in 2021. MGW has established itself as a meeting place for the industry and as the international reference space where the latest innovations and launches from leading brands can be seen and tested. It is the most important trade fair for the video game industry and one of the most eagerly awaited events for video game fans, it is organised by IFEMA and the Spanish Video Game Association (AEVI).

EVENTS

South Summit

OCTOBER

Website: <https://www.southsummit.co/es/home>

South Summit-Spain Startup powered by IE University is the largest startup and investor event held in Madrid, as well as the leading innovation and business development platform connecting investors and corporations from around the world. Through its Startup Competition, it is looking for the next unicorn in the entrepreneurial ecosystem, in order to achieve this a Selection Committee, made up of an international network of investors, entrepreneurs and experts, chooses 100 finalists, based on the scalability of the project, its innovative nature, viability and ability to attract investment. This benchmark event in the innovation ecosystem is co-organised by Madrid City Council in collaboration with BBVA, Endesa, Wayra, Sabadell and Google, it held its last in-person event in 2019 under the slogan 'Where Innovation Meets Business' and attracted more than 20,000 attendees to the La Nave space, including more than 6,500 startups, more than 1,100 investors with a portfolio of approximately 120 billion dollars and more than 6,700 people from corporations in search of innovation. In addition, if that were not enough, during the three days of the meeting more than 7,000 meetings were closed. The first online South Summit was held in 2020.



EVENT
October
South Summit



AWARDS

INNE

OCTOBER

Website: <https://www.gsdinnova.com/>

The GSDInova Foundation's INNE Awards for Educational Innovation aim to recognise the work of professional education teams who are committed to transforming the educational reality of their students and families.

EVENTS

Fruit Attraction

OCTOBER

Website: <https://www.ifema.es/fruit-attraction/>

Fruit Attraction, the commercial meeting point for the professional fruit and vegetable world, brings together more than 1,800 exhibiting companies and 90,000 professionals from 130 countries every year in the Spanish capital. Commercialisation, innovation, quality and knowledge are the foundations of the events held to date. Fruit Attraction will once again offer the international markets the most complete and efficient marketing tool for the fruit and vegetable sector.

AWARDS

Ecommerce Awards

OCTOBER

Website: <https://www.clubecommerce.com/awards-espana/>

The Ecommerce Awards are held in October, during Digital ItoI. For the past 10 years, Club Ecommerce has been responsible for honouring the best companies in the digital sector. On this occasion, only the nominations for the Best Ecommerce in Spain award will be open, as the awards for Best Startup, Best Cross Border Strategy, Best Omnichannel Strategy and Best Mobile Strategy will be presented to honour one of the winners in previous years.

EVENTS

Sustainable Brand Madrid

OCTOBER

Website: <https://sustainablebrandsmadrid.com>

Sustainable Brands Madrid is an essential international meeting for those who want to share with the community of global benchmark leaders the challenges, successes and failures of their business models focused on people and the environment. A reflection on the role of brands in defining a fair and sustainable future. More than 30 international speakers, all global leaders in the sustainability and business equation, share inspiration and come together at this prestigious annual event.

EVENTS

DigitalItoI Spain

OCTOBER

Website: <https://www.digitalito1.com/spain-madrid/>

Digital ItoI Spain is the meeting point for the leaders in the Spanish digital sector. Through a matchmaking system, a schedule is prepared with face-to-face meetings between retailers and brands that have digital needs and the best solutions that can solve them. Seventy two hours of pure networking in which, apart from the face-to-face meetings, various activities are carried out to promote the creation of new synergies and success stories and group dynamics are presented to continue contributing to the digital transformation.

EVENTS

La TarugoConf

OCTOBER

Website: <https://www.tarugoconf.com/#quecarallo>

Tarugoconf is a conference focused on the design, construction and commercialisation of technology that was born around the tarugos, the heterogeneous community that makes up La Bonillista, the weekly newsletter about technological entrepreneurship written by David Bonilla. The event is organised by a team of volunteers with the aim of taking care of every detail to transform attendance into an experience, never forgetting that the most important thing about Tarugoconf, what really sets it apart, are its speakers and talks.

AWARDS

Emprendedor XXI

OCTOBER

Website: <https://www.emprendedorxxi.es>

The Emprendedor XXI Awards are an initiative promoted by CaixaBank through DayOne and co-sponsored in Spain by the Ministry of Industry, Trade and Tourism through ENISA and in Portugal by Banco BPI. The aim of the awards is to identify, recognise, and accompany young companies with the greatest growth potential. The prizes include a cash prize of €5,000 for the regional winners and €15,000 for the sectoral winners in agro-Food, mobility, health, senior, impact and proptech. In addition, the winners will have access to an international accompaniment programme in Silicon Valley or Cambridge. The winners highlight the visibility, prestige and access to contacts as the main values that earning this recognition brings.

AWARDS

BBVA Open Talent

OCTOBER

Website: <https://opentalent.bbva.com>

BBVA Open Talent is the largest competition in the fintech sector in Spain and Latin America. It is held every year with the aim of finding the best financial technology solutions, supporting disruption in the banking sector and fostering the development of innovative solutions beyond the traditional banking services and products on offer. Since its launch a decade ago, the competition has received more than 6,000 applications from startups from 80 countries around the world.

EVENTS

BBVA Open Summit

OCTOBER

Website: <https://openinnovation.bbva.com/>

BBVA Open Summit is an annual event that brings together in Madrid the actors in the innovation ecosystem around the organisation, connecting them with leaders in the sector. The event consists of various panels, keynotes, speed dating and meetings between investors, ecosystem builders, startups and BBVA executives.

EVENTS

eShow

OCTOBER

Website: <https://www.the-eshow.com>

eShow is one of the leading events in the marketing and commercial sectors aimed at professionals in the online world. An ideal setting for sharing knowledge, attracting business and creating synergies between professionals. The conference programme will analyse the main challenges that any eCommerce must face in order to reach its KPIs, increase its conversion rates and position itself in relation to its competitors through the most innovative and transgressive concepts.

NOV-20

EVENTS

Wobi (World of Business Ideas)

NOVEMBER

Website: <https://www.wobi.com/wbf-madrid/>

Organised by WOBI, in different cities in the Americas, Europe and Oceania, the World Business Forum is a two-day event that brings together thousands of inquiring minds who share the same passion for business. All those who attend do so to learn and be inspired by some of the most influential minds in business and beyond, a fusion of content made up of CEOs, entrepreneurs, innovators, thinkers, artists and sportspeople.

EVENTS

SIMO Education

NOVEMBER

Website: <https://www.ifema.es/simo-educacion>

SIMO Education brings together the leading brands in educational technology and digital content at the leading technology event for teaching professionals. The trade fair exhibits are an important perspective on cutting-edge technological tools and solutions at the service of educational innovation, as well as for improving teaching-learning processes and the management of schools.

EVENTS

II Connected Industry Congress

NOVEMBER

Website: <https://cic40.es>

The Ministry of Industry, Trade and Tourism organises the Connected Industry 4.0 Congress, in collaboration with its promoter brands. It is an integrating and benchmark space where the great challenges facing industry in its digital transformation are shared, as well as the latest trends in enabling technologies and their application in key industrial sectors.





EVENTS

Job Fair

NOVEMBER

Website: www.feriadeempleo.es

Digital Talent - FEED 2021 is a national human resources event, which consists of two very distinct days to maximise the experience of all attendees, both professionals and candidates. Attendees have at their fingertips the necessary tools to know how to succeed in a world dominated by robotics, artificial intelligence, big data and virtual reality, as well as to try out the latest in simulators, robots, virtual reality, etc. in the Artificial Expo area. The topics discussed include young talent, digital transformation, employer branding, personal branding, recruitment 2.0, employability, entrepreneurship and the professions and skills of the future.

EVENTS

Diálogos Que Impulsan

NOVEMBER

Website: <http://dialogosqueimpulsan.com>

Diálogos que Impulsan was created with the aim of enabling small and medium-sized enterprises to boost their businesses in the areas of productivity, competitiveness, entrepreneurship and employability. The initiative covers 10 cities in Spain for eight months where it seeks to provide knowledge and support to companies in the region, for which it will bring together leaders from the world of entrepreneurship, business and sports.

AWARDS

Everis Awards

NOVEMBER

Website: <https://www.premioseveris.es>

The Everis Awards aim to stimulate the entrepreneurial spirit of society and promote technological innovation. The awards cover the categories of business models in the digital economy, industrial technologies, energy, biotechnology and health. The local awards are launched so that each of the ten countries that participate in each edition (including Spain) has its own call, its own final before a jury and its own local winner. The Grand Final takes place during Everis Talent Week in Madrid in November.

AWARDS

National Young Entrepreneur Award

NOVEMBER

Website: <http://premiojovenempresario.com>

The National Young Entrepreneur Award is an award organised by the CEAJE aimed at entrepreneurs under 41 years of age, valuing young Spaniards who have managed to create a strong and competitive company, capable of generating employment and contributing to the wealth of the country. The award is sponsored by Banco Santander, Telefónica and Peugeot.

JAN-21

EVENTS

Civildrón

JANUARY/FEBRUARY

Website: <https://www.civildron.com>

Civildrón is the leading national event for all companies and sectors closely linked to the world of drones and civil engineering. The event brings together the main companies that develop these technologies, raising the interest of attendees to learn about the latest designs and applications that have been in continuous evolution since its inception.



FEB-21

AWARDS

Entrepreneurs and Road Safety

FROM JANUARY TO MARCH

Website: <https://www.fundacionlineadirecta.org/premio-emprendedores>

Under the slogan "Startups Saving Lives", the Direct Line Foundation offers each year an award aimed at preventing road accidents. Direct Line seeks to unite two key concepts in its corporate culture: entrepreneurship and road safety. The award, which is open to entrepreneurs, freelancers and SMEs based in Spain with less than 3 years activity, encourages the development of new road safety technologies and promotes sustainable mobility and the integration of accident victims into society.

EVENTS

HIP Horeca Professional Expo

FEBRUARY

Website: <https://www.expohip.com>

HIP - Horeca Professional Expo is the benchmark event for professionals in the hospitality and catering sector in terms of innovation, bringing together experts from all over the world in Madrid to analyse the latest business models and trends for the industry. In addition, within the framework of HIP, the Hospitality 4.0 Congress is held, with 10 auditoriums, 20 summits and more than 400 speakers who provide an agenda tailored to each professional with the latest innovations for each industry segment: hotel, restaurant, bar, collectivity, delivery, take away and traveller services.

MAR-21

AWARDS

Actúa UPM

MARCH

Website: <http://www.upm.es/actuaupm>

Awards ceremony for the 10 Best Ideas presented to the 17th actúaUPM Competition, an initiative by the Polytechnic University of Madrid that seeks to detect the best talent, promote entrepreneurship among the entire university community and support the generation of innovative ideas that have an impact on society. The event is part of WE500, the annual workshop on technological entrepreneurship, with the participation by successful entrepreneurs, investors and leading professionals in the sector.

AWARDS

Startup Europe Week

MARCH

Website: <http://startupeuropeweek.eu>

Startup Europe Week aims to promote business and entrepreneurial development in various European regions. The week showcases the best initiatives promoted by the regions to support entrepreneurs; aid the ecosystem; information on how to start a business or apply for a grant; share initiatives among officials; and connect regional officials, investors and businesses to create stronger local ecosystems.

AWARDS

IDEAE

MARCH

Website: <https://alternativaemprender.com/ideae>

IDEAE is a business ideas competition for entrepreneurs through which participants can win prizes to develop their projects. The competition is open to anyone with a business idea (both in the startups phase and in the more advanced stages), as what is valued is the potential and originality of the idea. Social and technological projects, ideas for traditional sectors, etc.



APR-21

AWARDS

Entrepreneurs Awards

ABRIL

Website: <https://www.madridemprende.es>

The Madrid City Council's Women Entrepreneurs Award seeks to contribute to the recognition of original, creative and innovative projects undertaken by women to promote and encourage female entrepreneurship, as well as to generate employment and increase economic activity in the city of Madrid. First prize is €15,000 in cash and second prize €2,000. In addition, there is a runner-up prize of €1,000.

AWARDS

Retro Madrid

APRIL

Website: <https://www.retromadrid.org>

Retro Madrid is a cultural event that seeks a more sustainable model over time for collaborators, visitors and organisations. For this reason, the space will be dedicated and focused on the theme of Classic Computer and Video Games through exhibitors, activities, workshops and conferences.

AWARDS

Global Robot Expo

ABRIL

Website: <https://www.globalrobotexpo.com/es/>

Global Robot Expo is a professional event for people linked to the world of innovation who do business in the robotics sector. The inclusion of technologies for industry, aerospace, consumer, healthcare and business creates a unique atmosphere to showcase the most disruptive technologies. GR-EX is also a place to share knowledge with speakers from around the world taking the stage to discuss the latest trends.

MAY-21

EVENTS

Scientist Entrepreneurs

MAY

Website: <http://cientificosemprendedores.es>

The National Congress of Scientist Entrepreneurs seeks to promote the creation of science and technology-based companies, to make the figure of the scientist entrepreneur visible, to create synergies between the different agents in the sector and to inspire the new generations to build the knowledge society of the future. Technology transfer and knowledge transfer from the public research sphere to the business world are key elements for the economic and social development of a country.

EVENTS

Digital Business Congress

MAY

Website: <https://www.des-madrid.com>

The Digital Business Congress is aimed at CEOs, CIOs, CMOs, HR departments and the most innovative technology companies. The aim of the event is to showcase the latest products and solutions, as well as the skills needed to help European SMEs and large corporations join the digital transformation. The platform allows attendees to learn about experience, understand, compare and buy the most advanced solutions.

JUN-21

EVENTS

Co-Entrepreneur Awards

JUNE

Website: <https://www.empresaysociedad.org>

The B2B Co-Entrepreneur Awards are aimed at recognising the best cases of customer-supplier collaboration between companies and B2B scaleups. They once again have the support of Bankia, a sponsoring company since its inception in 2014. The dual purpose of the awards is: to provide external insight and solutions to companies' open innovation programmes, sourced from B2B scaleups, and to help B2B scaleups to accelerate customers.

EVENTS

Open Expo

JUNE

Website: <https://openexpoeurope.com/es/>

Open Expo is the largest congress on Open Source & Free Software and Open World Economy (Open Data and Open Innovation) in Europe. It seeks to advance strategy, implementation and investment in open source coding. A meeting point that brings together prominent figures from the sector, professionals, developers, communities, associations, institutions and national and international companies with the aim of publicising, presenting, discovering and evaluating solutions and trends in the open source industry.

EVENTS

Media Startups Municipal Council

JUNE

Website: <http://mediastartupshub.com>

MediaStartups is the largest gathering of startups, entrepreneurs, journalists and the media. The aim is to raise awareness in society, through the media, regarding innovation in corporations, public administrations, SMEs and startups. The attendees generate synergies with the journalists attending and agreements with other large corporations and entrepreneurs. After more than 4 years, this meeting has now become an international event, having been held in Lima and Bogota.



lanavemadrid.com

AWARDS

Entrepreneurs Award Sociales MAD+

JUNE

Website: <http://www.madridemprende.es>

The MAD+ Social Entrepreneurs Awards organised by Madrid City Council seek to contribute to the recognition of original, creative and innovative projects that generate social and/or environmental impact in order to promote and encourage social entrepreneurship, as well as to generate employment and increase economic activity in the city. The winner receives a cash prize of 20,000 euros and the second will receive 4,000 euros.

EVENTS

Gamergy

JUNE

Website: <http://www.gamergy.es>

Every year, Gamergy, the most important e-sports festival in Spain, is organised by IFEMA and LVP (Grupo MEDIAPRO) in June at the Feria de Madrid Exhibition Centre. The event has a prize pool of more than 100,000 euros, which will be distributed among the semi-professional tournaments and the different activities open to the public.

ANNUAL

EVENTS

BBVA Open Talks

MADRID

Website: <https://openspace.bbva.com/madrid/open-talks>

The Open Talks are events that bring together cutting-edge technology and the greatest experts in the financial sector to inspire and bring innovation to the whole world. Startups carry innovation in their DNA; large companies, the solidity of a business model. The open talks forum is designed for startups, entrepreneurs, accelerators/incubators and the general public interested in topics including fintech, open banking, blockchain, investment, proptech and artificial intelligence.

EVENTS

Finnovista Pitch Day

MADRID

Website: <https://www.finnovista.com>

Finnovista Pitch Day is a unique opportunity for fintech entrepreneurs and innovators to meet and share experiences in a free event that promotes the approach of the most important startups in the ecosystem. At each event, five startups present their projects in pitch format, receiving direct feedback from a panel of mentors, investors and other financial industry experts. The meetings end with a networking session that aims to strengthen relationships and ties within the fintech innovators community.

EVENTS

First Tuesday

MADRID

Website: <https://www.firsttuesday.es>

First Tuesday is a non-profit organisation that brings together, on the first Tuesday of each month in Barcelona and the second Tuesday in Madrid, professionals from the field of technology and innovation. It has expanded to more than 100 cities in 18 different countries and become the main meeting point for internet entrepreneurs and investors, through which more than 30,000 entrepreneurs have passed over the years.

EVENTS

Gastroemprendedores Talks

MADRID

Website: <http://gastroemprendedores.es>

Gastroemprendedores Talks is an event that promotes networking and bonding between entrepreneurs in the food and beverage sector. It consists of half-hour talks in which an established entrepreneur presents their entrepreneurial history and the keys to the rapid advancement of businesses similar to their own.

EVENTS

Tech Experience Conference

MADRID

Website: <http://techexperienceconference.com>

Tech Experience Conference is a qualitative event, with inspiring, innovative and creative lectures while opening the doors to networking with senior marketing and HR executives from large companies and startup CEOs. The event focuses on artificial intelligence, technological innovation, digital transformation, leadership and much more.

EVENTS

Unconferences

MADRID

Website: <https://www.theunconferences.com>

The Unconferences, which are organised by Finnovating, are the world's largest private gatherings involving more than 1,200 CEOs, founders or country managers from 30 countries in six sectors: fintech, insurtech, proptech, legaltech, wealthtech and regtech&paytech. These are not conferences as such, instead the guests themselves and the traditional companies that attend choose the topics for the talks. Finnovating facilitates synergies between participants and delivers the Finnovating Awards to the best startups and scaleups. Proof of its impact was the creation of the regulatory White Paper and the Spanish FinTech and InsurTech Association after the first FinTech Unconference.

OTHER

- **WealthTech Unconference Madrid.** 30 January 2020
- **LegalTech Unconference Madrid.** 26 March 2020
- **FinTech Unconference Madrid.** 23 April 2020
- **RegTech&PayTech Unconference Madrid.** 25 June 2020
- **PropTech Unconference Madrid.** 1 October 2020
- **InsurTech Unconference Madrid.** 26 November 2020

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