



TECNALIA Ventures

Deep Tech Venture Builder

- Valencia
- Diciembre 2024



tecnalia: ventures

Technology Value for Growth

It is the **TECNALIA's Deep Tech Venture Builder** set up with the objective of appraising R&D and innovation investments, identifying and deploying deep tech business opportunities, through a venture building process.

Through its **Incubation Acceleration Programme**, TECNALIA Ventures manages the life cycle of **technological assets** and maximises their impact.

< 2012 Technology Transfer TK2B

2012-2014

Venture Transfer

2014-2016

Venture Building



Deep Tech
Venture Building

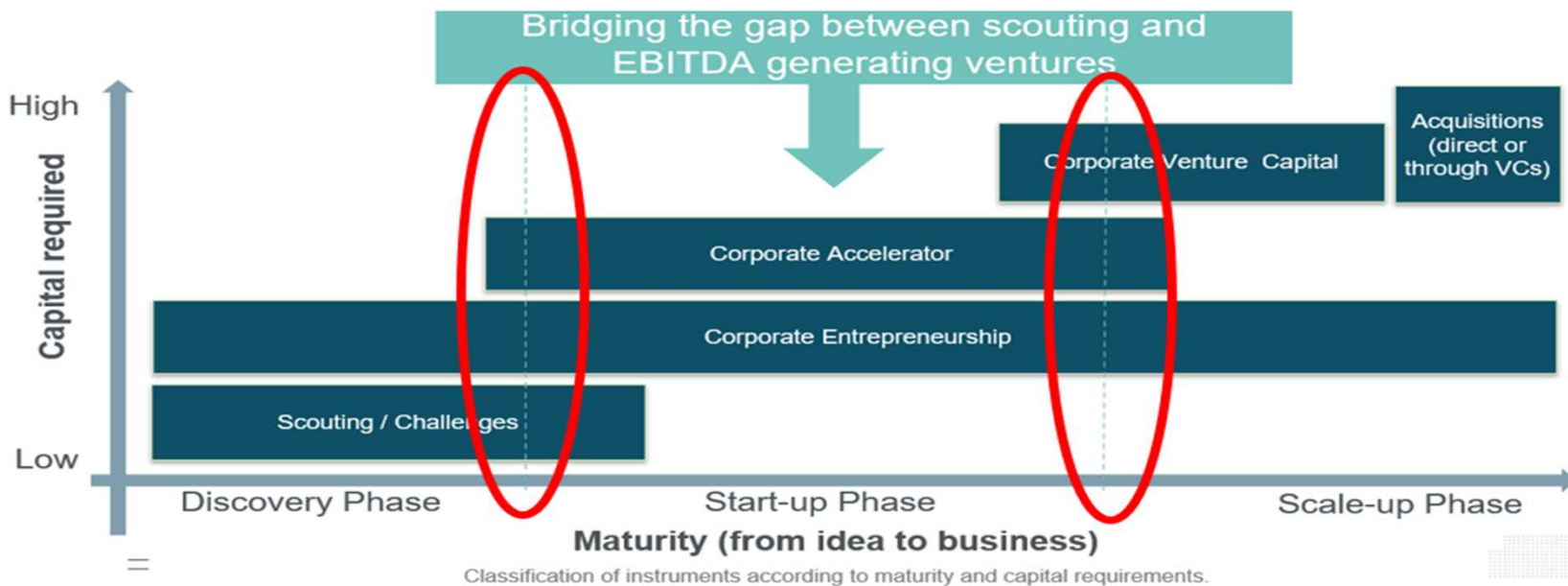
> 2016

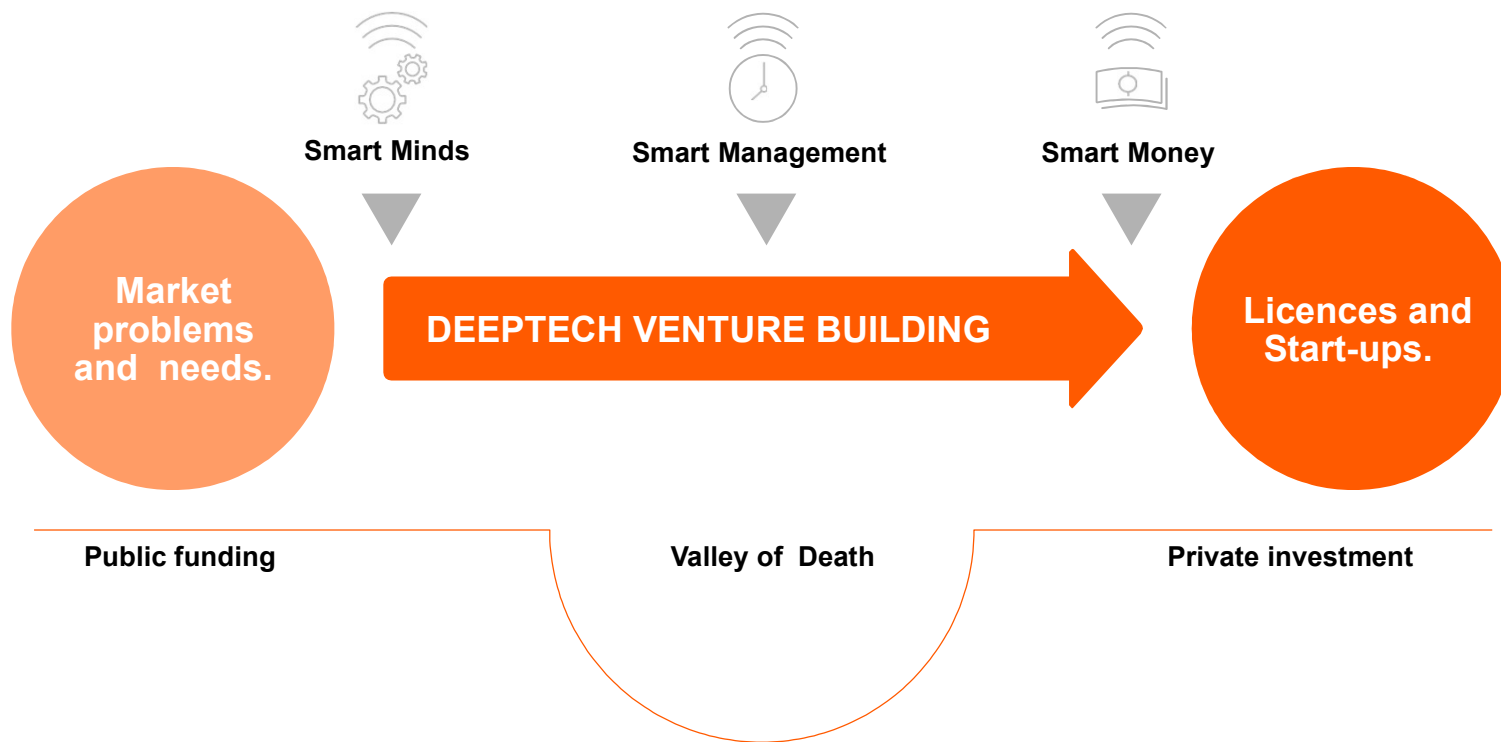
DeepTech Venture Building



3. CORPORATE VENTURING FUNDING GAPS

Corporate Venturing “Valley of Death



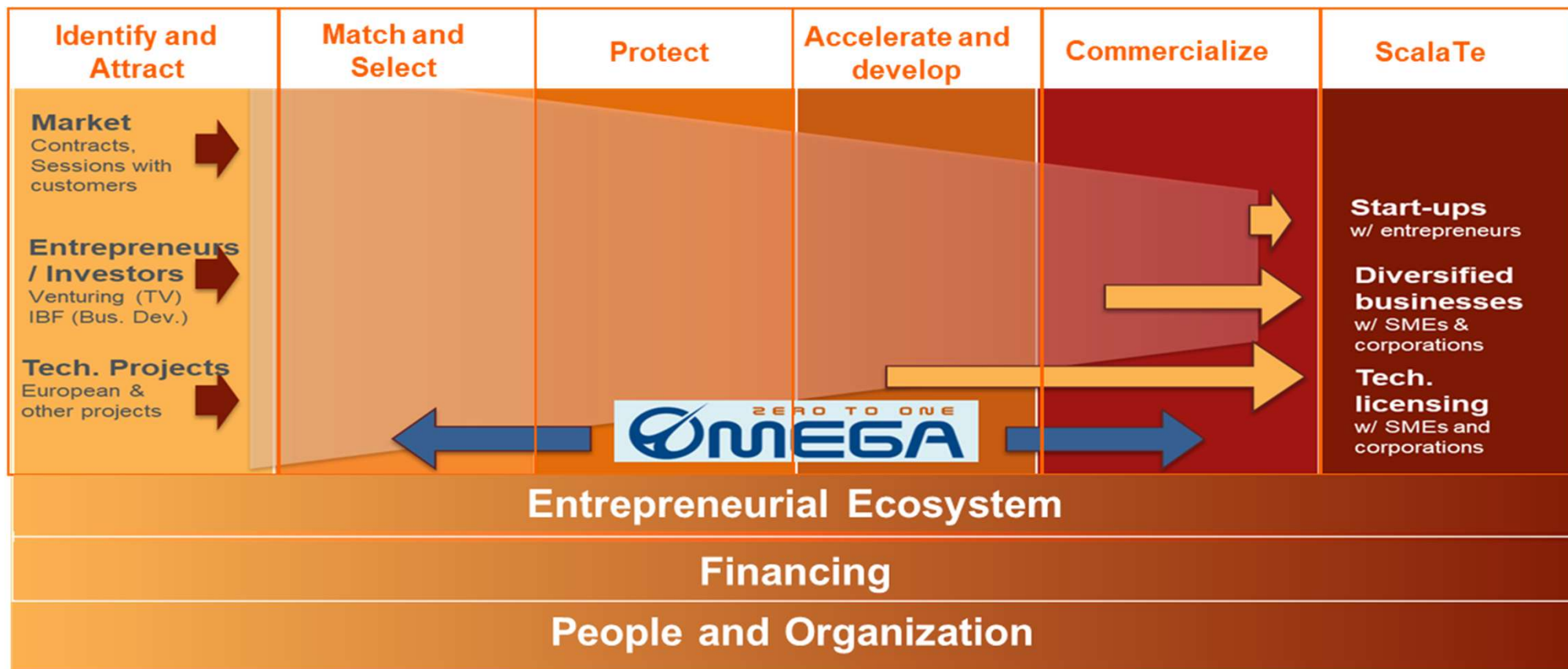


Acceleration of the incubation of technological assets until they are turned into investment opportunities capable of generating value in society. VENTURE BUILDING





Incubation Acceleration Methodology



Smart Management_Entrepreneurs' Club



- Since 2014
- Junior entrepreneurs
- Senior entrepreneurs
- More than 800 members
- “To be” entrepreneurs
- Public Administration

Developing an entrepreneurial ecosystem connecting entrepreneurial people who want to **turn disruptive technologies into business opportunities with an impact on the market and on society.**

Smart Management_Entrepreneurs' Club

Smart Management_Talent for Ventures

- **CREAR CULTURA**
 - Desarrollar “cultura emprendedora” en Tecnalia y en su ecosistema.
- **DESARROLLAR CAPACIDADES**
 - Diferentes tipos de formación para aprender y desarrollar capacidades
- **CONECTAR IDEAS Y EMPRENDEDORES**
 - Construyendo los equipos para enriquecer y hacer crecer las ideas de negocio.
- **FOMENTAR LA CULTURA DE MENTORES**
 - “Hoy por ti mañana por mi” como cultura para apoyar a los emprendedores emergentes por parte de los emprendedores más “senior”

Students:

- ADE + Computing.
- LEIN.
- MDEA.
- EMBA.
- MBA.
- EMBA.
- Communications.



>200

Presented projects' sectors:

- Industry and Transport.
- Health.
- Building.
- ICT.
- Energy and Environment.



>50

INSPIRING SESSIONS-PITCH&PINTXO



PAULO ANDREZ
Presidente Emérito de la Red European de Business Angels, EBAN



PALOMA CABELLO
Miembro del Foro Empresarial Global del MIT



MURLU BHAMIDIPATI
Business Angel y Partner y Director de [Clockwork Business Solutions](#) India, LBS



MONICA DODI
Co-Fundadora y Managing Director Women's Venture Capital Fund



HUSSEIN KANJI
Premio Inversor más influyente de Europa LBS, UK, Ireland



KEITH WILLEY
Investor, Advisor & Prof. London Business School LBS, UK, Ireland



JULIAN COSTLEY
Director no Ejecutivo de [ARTLYST](#) y [SpreadCo](#) y CEO y Fundador de Fabius Limited Cambridge Angels, Sophia BAs



EMILIANO LÓPEZ ATXURRA
Presidente Petronor y TECNALIA



Talent for Ventures



Smart Money_Inspiring Business Forum

**INSPIRING
BUSINESS
FORUM**
BE READY

Deep Tech Corporate Investment and Open Innovation Forum



>25 Editions

>125 Business opportunities

>1.200 Participants



Smart Money_FIK fund



Created in 2007 by TECNALIA and managed by TECNALIA Ventures, is a **public / private proof-of-concept fund with an investment level of € 21M over a 10-year horizon.**

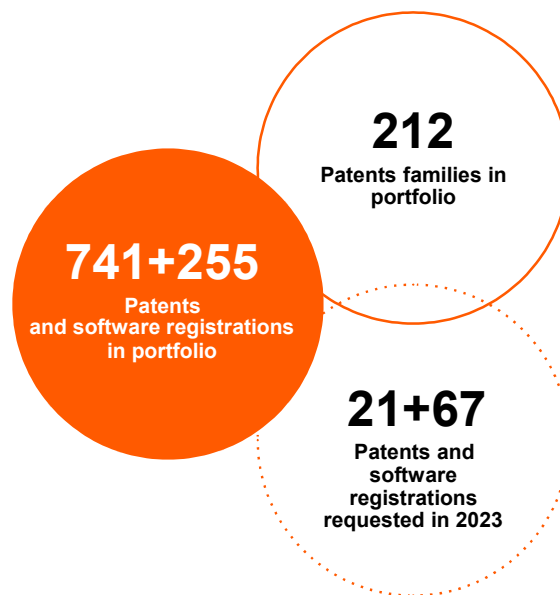
Investor profile: Patentable results offering products and / or services to maximize the personal autonomy, independence, health and quality of life of the elderly and disabled group.

Results: Generation of + 20 patents, licensing of +5 new technological developments and creation of 2 new companies.



TECNALIA is currently the **fourth private Spanish organisation in European patent applications**, with an outstanding success ratio of 92% regarding EPO/PCT applications granted since 2012.

Patents and Software

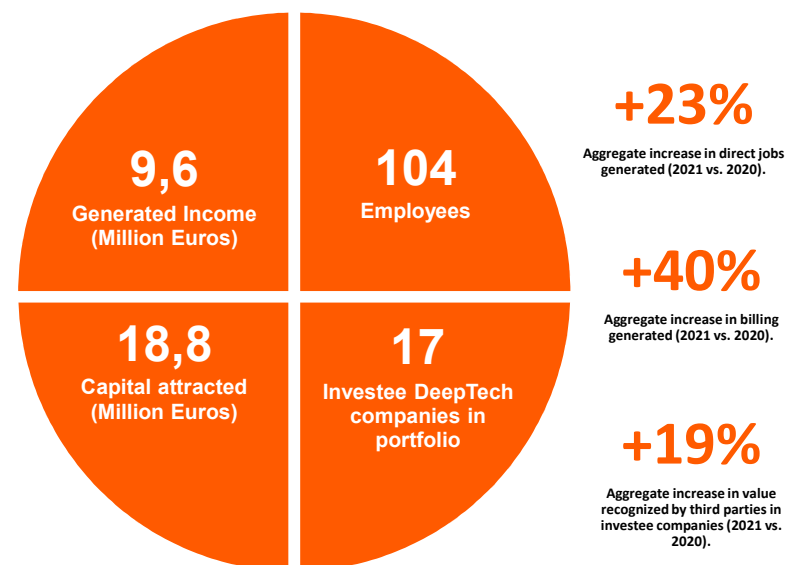


Figures on 31 December 2023

AÑO	Facturación	Personal	Cash levantado	Valor % Participaciones Tecnalia
2024	15.433.942 €	225	72.222.088 €	44.253.492 €
2023	9.690.367 €	148	7.170.252 €	31.861.241 €
Incremento	59%	52%	907%	39%

NTBCs

The survival rate of TECNALIA'S NTBCs 5 years after their establishment is 85%.



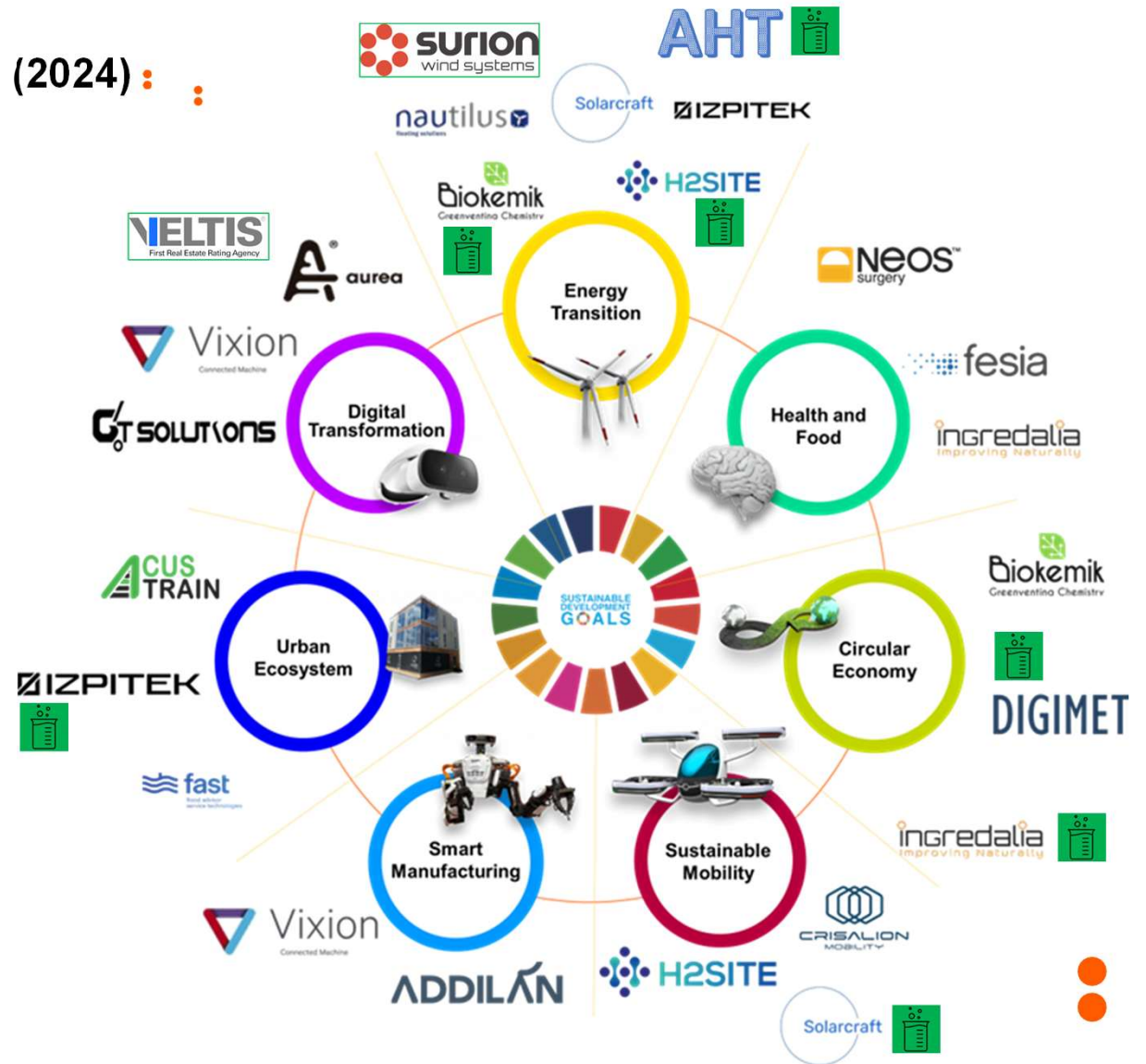
NTBCs in which TECNALIA is involved (2024) :

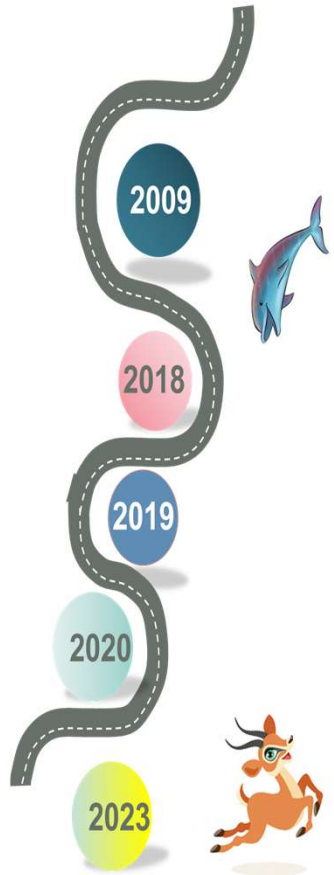
deeptech4impact

¿Qué buscamos?

<p>Equipo promotor comprometido Equipos emprendedores con perfiles complementarios y motivados.</p> <p>Producto mínimo viable Superada la fase de ideación, contando con un prototipo funcional o prueba de concepto.</p>	<p>Desarrollo tecnológico sinérgico con TECNALIA Plan de desarrollo de producto involucra necesidades de desarrollo tecnológico en línea con ámbitos de actuación de TECNALIA.</p>
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<div style="background-color: #00728f; color: white; padding: 5px; font-size: 8px;">Scouting Nov 22 Open Call</div> <div style="background-color: #ccc; border-radius: 50%; width: 60px; height: 60px; display: flex; align-items: center; justify-content: center; font-size: 36px; margin: 10px auto;">27</div> <p style="font-size: 8px;">Muestras de interés recibidas</p>	<p>-----</p>	<div style="background-color: #00728f; color: white; padding: 5px; font-size: 8px;">Matching Mar 23 Demo Day</div> <div style="background-color: #ccc; border-radius: 50%; width: 60px; height: 60px; display: flex; align-items: center; justify-content: center; font-size: 36px; margin: 10px auto;">6</div> <p style="font-size: 8px;">Propuestas de inversión</p>	<p>-----</p>	<div style="background-color: #00728f; color: white; padding: 5px; font-size: 8px;">Empowering Sep 23 Roadmap</div> <div style="background-color: #e67e22; border-radius: 50%; width: 60px; height: 60px; display: flex; align-items: center; justify-content: center; font-size: 36px; margin: 10px auto;">3</div> <p style="font-size: 8px;">Oportunidades de inversión</p>	<p>-----</p>	<div style="background-color: #00728f; color: white; padding: 5px; font-size: 8px;">Growing Dic 23 Investment</div> <div style="background-color: #e67e22; border-radius: 50%; width: 60px; height: 60px; display: flex; align-items: center; justify-content: center; font-size: 36px; margin: 10px auto;">1</div> <p style="font-size: 8px;">Inversión realizada</p>
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tecnal:a **TU/e**
MEMBER OF BASQUE RESEARCH
& TECHNOLOGY ALLIANCE



**PARTNERSHIP
UNIVERSITY (BASIC
RESEARCH) & RTO
(APPLIED RESEARCH)**

SMART USE OF EUROPEAN FUNDING TO PRODUCE “MINDS”

- European project´s consortia help create potential value chains.
- European funding revenue isn´t an end in itself but should be deemed as a source of Investment aimed at producing valuable / technological excellence IP assets.

WELL ROUNDED TEAM OF TOP “MANAGEMENT”

- Top researchers from TU/e and Tecnalia moving from Lab to join the spin-off in Basque Country.
- Top CEO based in Paris enticed by the idea of transforming a deep tech start-up into a fast growing and impactful SME.

SMART CAPITAL, “MONEY”, JOINING FORCES

- Founding round led by Engie New Ventures (France).
- “A Series” of 12,5M€ led by Breakthrough Energy Ventures (USA), first investment in Europe of their USA fund; Equinor Ventures (Norway); follow on by ENV and Capital Riesgo País Vasco; Seed Capital Bizkaia (Basque sovereign funds).



H2SITE premios nacionales e internacionales incluido El Español junto con Tecnalía en I+D Innovation Awards y ser “Deep tech Pioneer” Hello Tomorrow.

Noticias 20 septiembre, 2022 Digitalización

La guipuzcoana Vixion, incluida en la 'vendor list' de Ford

La plataforma de IoT industrial lleva cinco años ayudando a las empresas a sacar el máximo provecho a sus máquinas. Vixion, cuyo sector se ha visto impulsado tras la pandemia, permite acceder a un completo ecosistema de aplicaciones para mejorar la eficiencia de los procesos productivos.



Vixion, incluida en el vendor list de Ford



NEOS Surgery una de las 32 empresas (sobre + 4000 aplicantes a nivel europeo) que ha conseguido EIC Accelerator Funds. Sólo 2 españolas.



Producto de Acustrain ganador QIA Europa 2020

Green
Cleaner Tech

Bill Gates-Led Fund Backs Startup With Cheaper Way to Move Hydrogen

Moving the tiny molecules of hydrogen is no small feat.



LIVE ON BLOOM
Watch Live TV
Listen to Live R



H2SITE primera inversión del Fondo de Bill Gates, Breakthrough Energy Ventures en España liderando una ronda de 12,5MM€

EL PAÍS

NEGOCIOS



'Umiles New Concept by Tecnalia', el primer aerotaxi 100% español. SHUTTERSTOCK

El primer aerotaxi español.



Ingredalia ganador de los Premios Ingenia.



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Wind

Subsea 7 to take lion's share in floating wind foundation developer Nautilus

August 2 (Renewables Now) - Offshore contractor Subsea 7 SA (OSL:SUBC) said today it has agreed to buy a 59.12% stake in Nautilus Floating Solutions SL, a Spanish developer of floating wind foundations.

Bilbao-headquartered Nautilus is the developer of a concept for a floating wind foundation based on a semi-submersible steel structure that supports a



Operación de primer nivel internacional para dotar a Nautilus de recursos para ser líder mundial en plataformas de eólica flotante offshore.



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