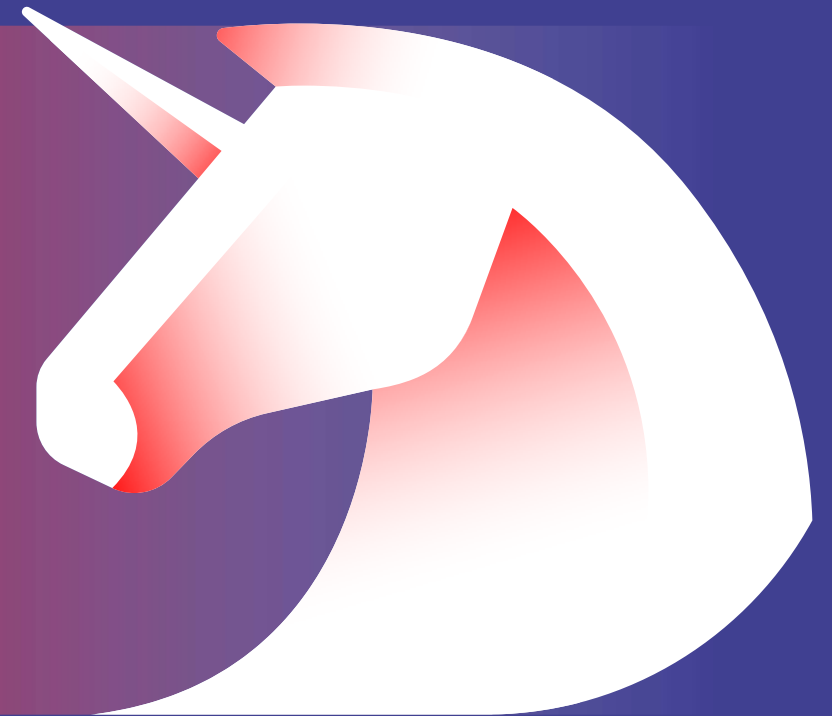


Catalogue of companies

Catalan Pitch Competition 2022

ACCIÓ Startup Forum 2022





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Ministry of Business and Labour
ACCIÓ, Agency for Business Competitiveness

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The 50 startups with more potential in Catalonia

We are at the gates of the 27th edition of the most renowned startup competition in the country, the Catalan Pitch Competition (formerly Investment Forum). Throughout all these editions, major goals have been achieved, such as the fact that the participating startups have obtained 353 million euros from their participation in the event.

The achievement of goals like these ensures the continuity and consolidation of this event which, year after year, allows outstanding startups to present their innovative projects and make them known to the entrepreneurial ecosystem. Not surprisingly, it has become the best showcase for innovative startups with the greatest growth potential in Catalonia.

Before this annual meeting takes place, it has been done a selection of the projects with more growth projection and potential that are working today in our country: **The 50 startups with more potential in Catalonia** is a compilation in a catalogue format of the best proposals submitted at the 2022 edition and aims to give visibility as solutions to real necessities of the society. All of them stand out by their differential character and innovative value, their social impact and the involvement of the entrepreneur team.

Of the 50 companies in the compilation, 27 of the selected ones will present their projects in public at the Catalan Pitch Competition. A competition among startup companies in three different fields: health, TIC and *deep-tech*. These companies will compete for the Catalan startup of the year award and will aim to obtain the necessary funding to launch their projects on the market.

I encourage you to browse through this catalogue where you will find 50 different business models, new solutions to social challenges, the characteristics of the different markets and technological areas and, above all, the people behind the projects, the reasons for their development, and their contact details so that you can share knowledge and do business together. This year, as a novelty, each of the executive summaries also contains the United Nations Sustainable Development Goals, which each startup contributes to achieving.

A catalogue that becomes a basic working tool for companies, entrepreneurs and investors that look for opportunities to improve the business competitiveness of our country.

Albert Castellanos i Maduell
Secretary of Business and Competitiveness, and managing director in ACCIÓ

Catalogue of Startups

Catalan Pitch Competition 2022

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KEY

SDG



Constitution date



Website



Monthly burn rate



Team



K invested by the team



Raised capital



SDG 1. End poverty in all its forms everywhere



SDG 2. End hunger, achieve food security and improved nutrition and promote sustainable agriculture



SDG 3. Ensure healthy lives and promote well-being for all at all ages



SDG 4. Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all



SDG 5. Achieve gender equality and empower all women and girls



SDG 6. Ensure availability and sustainable management of water and sanitation for all



SDG 7. Ensure access to affordable, reliable, sustainable and modern energy for all



SDG 8. Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all



SDG 9. Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation



SDG 10. Reduce inequality within and among countries



SDG 11. Make cities and human settlements inclusive, safe, resilient and sustainable



SDG 12. Ensure sustainable consumption and production patterns



SDG 13. Take urgent action to combat climate change and its impacts



SDG 14. Conserve and sustainably use the oceans, seas and marine resources for sustainable development



SDG 15. Protect, restore and promote sustainable use of terrestrial ecosystems, sustainably manage forests, combat desertification, and halt and reverse land degradation and halt biodiversity loss



SDG 16. Promote peaceful and inclusive societies for sustainable development, provide access to justice for all and build effective, accountable and inclusive institutions at all levels



SDG 17. Strengthen the means of implementation and revitalize the Global Partnership for Sustainable Development

Sciences of the life and health



Life and health sciences in Catalonia



1,300

Companies



21.333

Turnover (M€)



57,718

Workforce



4,4 %

GDP



91

Research entities

Subsectors

- Pharma
- Biotech
- Meditech
- Digital Health

Countries with the most opportunities

- | | |
|----------------|-----------|
| United States | Kenya |
| Japan | Australia |
| United Kingdom | China |
| India | France |
| South Korea | Ghana |

FOREIGN INVESTMENT

36,4 % of total Spanish investment

33 projects

667,8 M€ capital investment

EXPORTS

53 % of the Spanish total

Main trading partners: Switzerland, Germany, France

Industry and manufacturing opportunities

Global leaders in the pharmaceutical sector

A dynamic biotech industry

Medtech, attraction of FDI in Catalonia

Digital health, the fastest growing subsector

Recent examples of venture capital investment

Koa Health €15,9 M 2021	TOPDOCTORS [®] €11,2 M 2021	mediktor €11,2 M 2021	Durcal €8 M 2022	amelia virtual care €7 M 2021
Oliva €5,7 M 2022	cuideo €5 M 2022	HumanITcare €2,5 M 2021	Oliva €2 M 2021	DyCare DYNAMIC CARE SOLUTIONS €1,3 M 2022

Nota: consulta feta a Dealroom (19/10/2022) a partir de Catalunya com a founding or HQ. Es pren en consideració el venture capital.

Examples of attracting foreign investment



Hartmann has invested €14 M in the expansion of its plants in Mollet and Montornès - which manufacture medical device products for wound care, incontinence and disinfection - resulting in the creation of 15 jobs.



Qigen, a major Dutch provider of technologies for clinical trials and testing worldwide, acquired the Catalan company Stat-Dx, which specialises in the development, manufacture and marketing of "closer to care" diagnostic solutions. Qiagen has doubled the capacity of its Barcelona Science Park plant for the production of COVID tests.



Teladoc Health, a US-based multinational telemedicine company, has opened a new head office in Barcelona. This move has entailed an investment of €120 M and created 750 jobs.



The pharmaceutical company AstraZeneca will open a development center in Barcelona to promote the creation of new state-of-the-art medicines for the treatment of minority diseases, a project that will create up to 100 specialist R&D jobs in the next two years. The company will open this new hub through the Alexion group, which specializes in minority diseases.

Aortyx is a pioneer MedTech aimed at revolutionizing the treatment of aortic diseases



Problem and solution

Aortic dissection (AD) is a life-threatening condition with a worldwide incidence of 1/10.000 patients/year and a mortality of up to 50 %. Current treatments have unacceptable mortality rates (30 %) and mid-term complication rates (60 %) due to its invasiveness and poor mechanical compliance. Aortyx has developed a bioresorbable adhesive patch that allows for endogenous regeneration of the aorta by mimicking its mechanical properties. The patch is delivered using a minimally invasive device that lands it on the dissected region. This patch will significantly reduce the mortality and morbidity associated to this dramatic disease. It will improve the patient's lifespan and life quality and will reduce uncertainty during surgery for the surgeons.

Intellectual property

The patch began its protection route in March. After a positive EPO response, we filed a PCT in March 2019 (WO/2019/175288). The International Search Report confirmed that our patent was strong and coherently we started National Phases in the 10 MM. This patent has been granted in Australia and Japan; Canada and USA grants are expected soon. We are now addressing minor concerns in China and USA. The deployer, started its protection route in September 2019 with an EPO patent application. The EPO found some claims novel and inventive and a PCT was filed in September 2020. National Phases have begun during 2022.

Market

The Global Stent Grafts Market reached 3.74 Bn€ in 2021 and is expected to reach 5.95 Bn€ Growing at a CAGR of 9,6 %. Growth predicted will be driven by the rise of AA & AD due to aging population that increases risk of suffering aortic diseases. Shift from OR (25 % of the procedures) to endovascular repair (75 % of the procedures)

is expected due to fewer risks and quick recovery that endovascular procedures offer compared to conventional OR.

Business model

We have a B2B marketing approach focused on hospitals as customers and their managers as decision makers. We expect to price our devices at 15,000€, slightly above current TEVARs demonstrating superiority in our clinical trials. We estimate that administrative expenses will be 35 % over sales. We will pay 3 % of Royalties to Hospital Clínic and IQS, 6 % in manufacturing costs, and commercialization costs of 27 %, resulting COGS of 36 %. Altogether, the operating margin is 29 %.

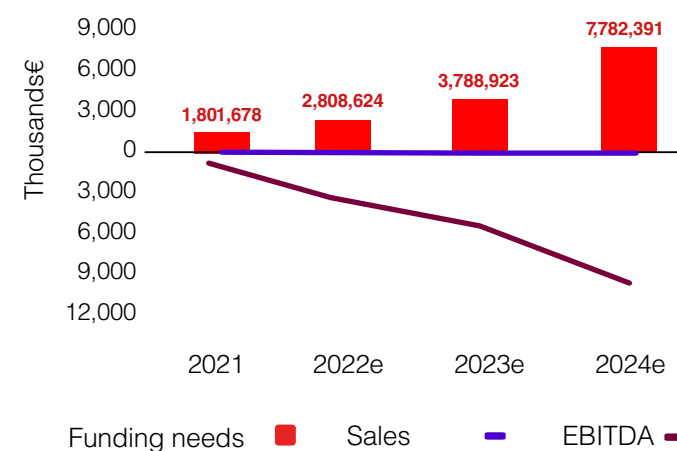
Competition

3 major players control the market: Gore (USA), Medtronic (USA) and Cook (Ireland). Their stents cover more than 90 % of the market. Last years, regulatory agencies have approved new devices that present minor improvements. In Germany, the approved DRGs for endovascular aortic interventions is €17,500 and up to €38,000 for open repairs. However, derived costs can reach €41,000/patient due to the need of ICUs, hospitalization stays, or reinterventions. There are currently 23 AD clinical trials, but none presents disrupting differences with current devices. Our novel device reduces the associated mortality and morbidity, reduces the hospitalization time, and eliminates reinterventions, thus reducing the disease associated expenses.



Life and health sciences

Financial projections



€139,196,57
monthly burn rate

Series A: €12M round, of which €6M have been already secured, dedicated to complete pre-clinical regulatory, manufacturing, and the First in Human study. Nara Capital will be the lead investor of this round (€2.25 M) also assuming the responsibility in the due diligence and investment follow-up. As awardees of an EIC Accelerator "Grant First", the European Commission, via the EIC fund, will co-invest €3.75M in the next Round. European or overseas investors with capacity to co-invest €0.5-3M and follow on in Series B are expected to join.

Milestones

- 02/2019 €650,000 Seed round
- 07/2022 TRL 6. In vivo proof of concept
- 01/2022 €2,500,000 EIC Accelerator Grant
- 10/2023 Manufacturing process validation
- 12/2023 FIH
- 12/2026 FDA Clearance

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15
workers



€30,401
invested by
the team



€3 M
external
K raised

A THOUSAND COLIBRIS (DANA)

dana-app.com

09/2020

Improving the mental health of women who become mothers.



Problem and solution

90 % of women who become mothers experience mood disorders during the perinatal period, and 25% suffer severe mental disorders. Furthermore, 75 % of women in the perinatal period are under-diagnosed and do not receive adequate treatment.

This impacts on the health of the mother and the baby, with effects that can last throughout their lives. Dana is an AI-based digital solution for the prevention, early detection, diagnosis and monitoring of mental health disorders in pregnant women or mothers with babies up to 3 years old.

Intellectual property

Company currently developing its own algorithm (INVIMA) for early detection of mental disorders in the perinatal period.

Market

The initial market for validation is Spain. In the next growth phase, we will expand to LATAM, UK, Germany and the USA. The market entry strategy is based on digital marketing and partnerships with stakeholders (employers, health insurance companies and brands) and with health systems.

Business model

B2C business model with freemium subscription for users and marketable through the B2B2C channel with employers, health insurance and brands. B2B Business Model with reimbursement (SaaS) as a tool for the health system for early detection, diagnostic aid, digital interventions and monitoring.

Competition

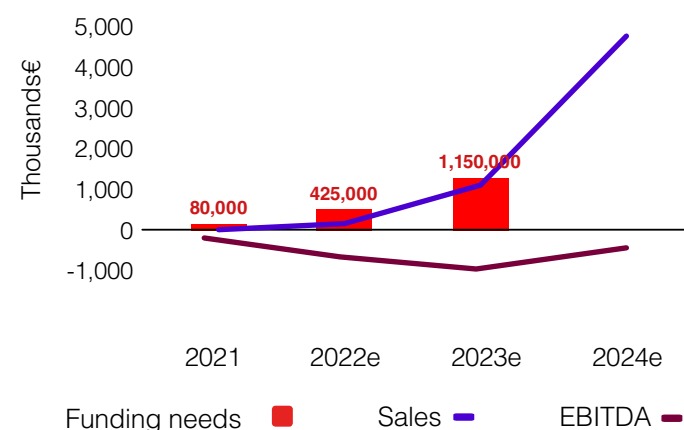
National:
Digital mental health solutions (not focusing on maternity): KOA Health, Aimentia

International:
Digital mental health solutions (not focusing on maternity): Wysa, Youper, Biobeats
Digital solutions for the maternity sector: Peanuts, Bay2body, Gentle Birth, Canopie, Keleya



Life and health sciences

Financial projections



€50,000
monthly burn rate

One million euro seed round in March 2023 to invest in technology and product development, expanding to a second market in Europe and to obtain CE marking as a health product. We are committed a 150K ticket from one of the current investment funds.

We are seeking support from venture capital funds looking to invest in impact projects, digital health and women's health.

Milestones

- 10/2021** Llançament del primer MVP al mercat
- 12/2021** Tancament primera ronda pre-seed de finançament i obtenció de StartUp Capital (ACCIÓ)
- 09/2022** 10,000 app downloads (new users)
- 12/2022** Launching our MVP4 onto the market with AI-based preventive function
- 03/2023** 30,000 app downloads (new users)
- 03/2023** Finalizing € 1M seed round

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6
workers



€12,000
invested by
the team



€683,000
external
K raised

BIONIC MOBILITY SOLUTIONS

robopedics.com

11/2021

Improving the quality of life and health of people with reduced mobility caused by hemiplegia



Problem and solution

People with hemiplegia can be affected by different degrees. The most common scale has 6 degrees, 0 = being no movement disability and 6 = death. Our clients are at 4 or 5 degrees. These are people with reduced or 100 % impaired mobility in a part of the body. These people may not be able to stand or walk. The only way they can move around is in a wheelchair, assisted by others. Our device enables these people to stand up and walk, at home or outdoors. Every day. Without any need for assistance from nurses or doctors. The physical and emotional benefits of bipedalization are widely acknowledged in scientific literature.

Intellectual property

We will have the Robopedics and Awake registered brands, an utility model pending for the entire device and a patent for the algorithm that controls the device (Clarke + Modest)

Market

People suffering from 4 or 5 degree hemiplegia. Spain = 90k survivors with walking limitations. Europe = 861k, Mon = 15M. We will use D2C to cover Europe with and B2B2C for outside Europe. With the E-commerce platform the D2C is delivered to the rehabilitation center, where the user trains on it and then takes it home.

Business model

Robopedics will sell the devices and offer a rental option. The unit cost structure provides 46 % COG on a sales price of €15,000. The profit per unit is 15 %. It does not require any large-facility production infrastructure. We maximize production with 3D injection parts, standard and sustainable components.

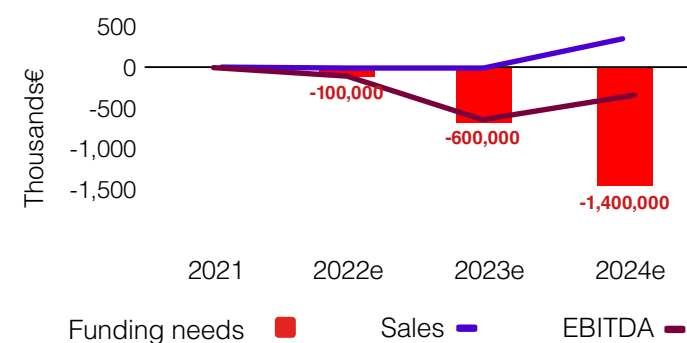
Competition

The only option for home or outdoor mobility by our potential users is the wheelchair. They can stand in rehabilitation centers with exoskeletons for spinal cord injury. There is no other device that allows them to stand and walk in the home or outdoors. For rehabilitation: Able Human Motion, Rewalk, Ekso.



Life and health sciences

Financial projections



 **€15,000**
monthly burn rate

We will need €2.5M to meet the regulations, acquire the CE marking for a medical device and reach the market. We anticipate that 30 % will come from non-dilutive funding and the rest from private investors / investment funds. This round should be finalized by September 2023. We are already in talks with certain investors and funds.


Milestones

- 11/2021** Founding of the company
- 04/2022** Appointment of the advisory board
- 11/2022** First funding found that enabled us to industrialize the first device
- 06/2023** A 100 % functional industrializable prototype
- 09/2023** Second round of funding to enable us to reach the market
- 11/2024** Launching onto the market

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3
workers



€35,000
invested by
the team



€315,000
external
K raised



To make pulmonary health diagnosis available to everyone



Problem and solution

The diagnosis of chronic obstructive pulmonary disease (COPD) is carried out late on in 66 % of cases. For a disease that affects 10 % of adults, it generates enormous costs for health systems in terms of hospitalizations and leaves the patient with a poor prognosis.

Our medical device allows us to detect the disease in primary care, which makes it possible to carry out early interventions that reduce diagnosis delay to 15 %, thus saving the EU's health systems €5,000 million a year and enabling patients to lead longer, healthier lives.

Intellectual property

Currently in the process of drafting the patent to protect our technology. In addition, the algorithms we are developing will be protected as industrial secrets.

Market

The potential market for respiratory diagnosis is €7,000 million. In Spain, we estimate that we can attain a market of €30 million with our solution. We are working with a referral hospital and key public sector organizations to create trust-based relations.

Business model

Direct and indirect sale and distribution of our device to primary care health services (B2B and B2G), private and public. Also, cross sale of consumables in each test. Other channels include local pharmacies and mutual health insurance associations.

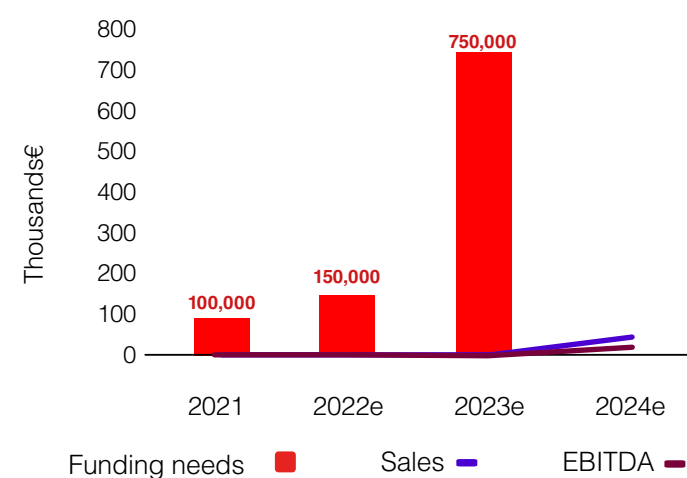
Competition

Most competitors focus on hospital environments or measuring using adaptations of spirometry, the current "gold standard". We focus exclusively on primary care and making hospital-level technology accessible to primary care physicians.

breaz

Life and health sciences

Financial projections



€11,000 monthly burn rate

Round of €750,000 divided into two stages: €150,000 (of convertible notes to enable us to finalize the functional prototype and test our technology in the hospital) and €600,000 at the start of 2023, when the prototype will be completed until the design freeze.

Milestones

- 03/2021** First grant and funding (ACCIÓ Startup capital)
- 07/2022** We enter a medical hospital as a project partner
- 12/2022** First proof-of-concept prototype
- 01/2023** Testing the technology at the hospital
- 01/2024** Freezing the design and beginning the pivotal clinical trial
- 11/2024** Obtaining the CE marking: Class IIa "Medical device"

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4
workers



€20,000
invested by
the team



€0
external
K raised

ACCIÓ

Generalitat de Catalunya

Germans Trias i Pujol Hospital

Ajuntament de Barcelona

Barcelona Activa

cimti

IMPACT BUSINESS INCUBATED BY CIMTI

eit Health

EIT Health is supported by the EIT a body of the European Union

CLARITY STETHOSCOPE

stethoscope-clarity.com 05/2022

Medical innovation in respiratory pathology



Problem and solution

In the diagnosis and monitoring of acute and chronic respiratory pathology, patients still need to be physically present at assessments. We transform a mobile phone into a stethoscope, to be used directly by the patient with chronic or acute respiratory disease, using an AI platform that analyses the sounds of respiratory auscultation and performs an immediate diagnosis, informing users of their clinical situation and the most appropriate action.

Our solution has a universal, low-cost configuration, it also enables evaluation of the user by healthcare personnel through a conventional call or recorded voice message.

Intellectual property

Utility model of the Clarity respiratory auscultation device.

Market

Defining our market to Spain, France, Germany, UK, Italy, the US and Japan, people with chronic respiratory disease diagnosed would total 124M and the vulnerable population group represented by people between <10 years and > 64 years would also form part of our market.

Business model

We develop a B2C model, attracting new users through mass advertising. These potential users acquire the device and the subscription, in addition, the data obtained through using the artificial intelligence platform can be analysed and made use of later.

Competition

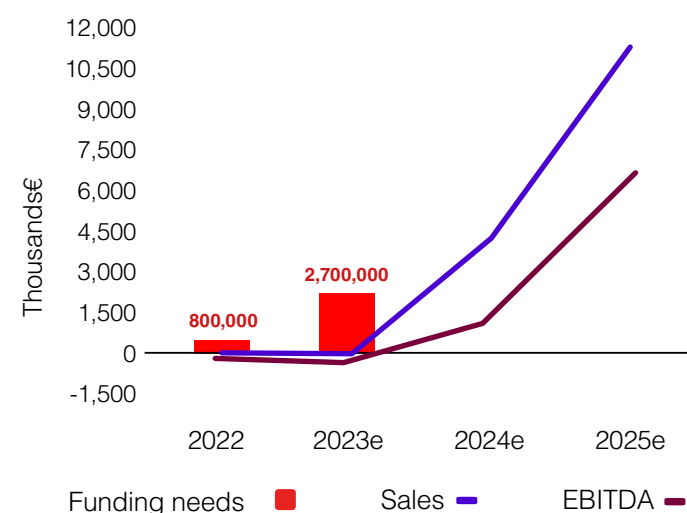
StethoMe, TytoCare, eKuore, StethIO.

Compared to its competitors, the Clarity device stands out for its simplicity of use, the fact that it is aimed at people of all ages who have an AI platform, and that it can be used without any connection to the platform and even in real-time calls.



Life and health sciences

Financial projections



€200
monthly burn rate

To continue on our journey to the market, we need the following, in 2023: to complete our seed capital, gather audio samples, develop the AI platform, achieve the clinical validation study and the CE marking, and in 2024 we anticipate our first sales on the Spanish market.

Milestones

- 04/2020** Functional prototype
- 02/2021** Prototype validated
- 06/2022** Participation in Barcelona Activa's pre-accelerator for intensive innovative projects

- 2023** Clinical trial
- 2023** AI development
- 2024** CE marking

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CMO/ [in](#)



3
workers



€15,000
invested by
the team



€0
external
K raised



Ajuntament de
Barcelona



DOCTOMATIC

doctomatic.com

06/2020

The future of preventive medicine, today



Problem and solution

Remote monitoring of chronic patients is a real problem, something that became obvious with COVID19. As they cannot go to health centers, many patients are left unsupported, thus worsening the situation for 9 out of the 10 main causes of death in Spain. Our solution aims to use smartphones to convert all medical devices into connected devices. This is achieved with a patient app that allows you to gather results from the screen of ANY device (blood pressure monitor, balance, glucometer, digital thermometer, pulse meter, etc.) without any need for pairing or integration.

Intellectual property

Patent currently pending for our medical device recognition model and the measures we offer.

Market

Our ideal market is Latin America, due to ease of entry and lack of public health resources for chronic patient monitoring. We have contacts with previous professional stages (Doctoralia) and signings underway.

Business model

B2B, from €5 /patient/month.
Burn rate €35,000 /month.

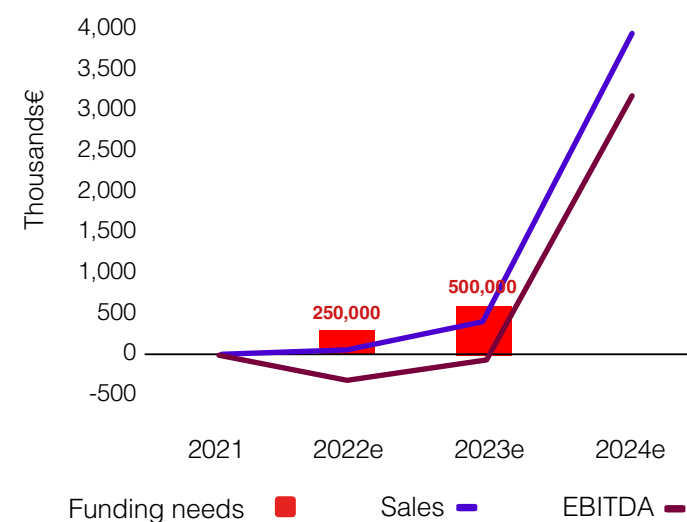
Competition

Livongo / Teladoc, Huma, HumanITcare ... all these platforms have medical devices which are integrable by app via Bluetooth. We do not need to integrate medical devices. This reduces our sales price, logistics costs and maintenance costs, apart from the advantage that we are making use of devices with which patients are already familiar.



Life and health sciences

Financial projections



€35,000
monthly burn rate

€250,000 – €500,000 per bridge round to achieve our initial commercial and technical objectives.

Milestones

- 08/2022** Agreement with Hospital del Mar to test use cases (cardiac insufficiency, HTP, home hospitalization)
- 09/2022** Agreement with Seniors Residences (Korian Group, second-largest retirement homes group in Europe) to monitor 20 residences.
- 09/2022** Agreement with Cooperativa Suara for home monitoring of users (test with 6, total 650 in Barcelona city).
- 09/2022** Selling services to a Spanish insurance company
- 09/2022** Selling services to a group of 20 Spanish residences
- 11/2022** ENISA €180,000 to be received

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7
workers



€3,000
invested by
the team



€410,000
external
K raised



Exheus provides health testing that analyses the expression of 22,000 genes through RNA and AI sequencing



Problem and solution

Chronic diseases kill 41 million people each year, which accounts for 71 % of the deaths that take place in the world. There are no diagnostic tools currently available to monitor health changes holistically and comprehensively over time.

From a small blood draw, Exheus can provide a customized report with lifestyle guidelines and diets according to the client's gene expression. With these tests, Exheus offers the most powerful customised tool available on the market to combat chronic diseases efficiently and sustainably in time.

Intellectual property

The technology based on the patent WO2019/102.007 describes in vitro methods to determine a person's fitness from his/her RNA levels.

Market

The market for chronic disease management is expected to reach €14.9 BN by 2031 (11.8 % CAGR). Market access will be carried out by healthcare professionals (PS) who will prescribe the products to their patients. Initial clients will be reached through talks, workshops and existing collaborations.

Business model

Business model based on marketing RNA tests using a distribution model via clinics, insurance companies and health professionals. Assuming a COGS of €220, we will have a gross margin of 63 % for the RNA test.

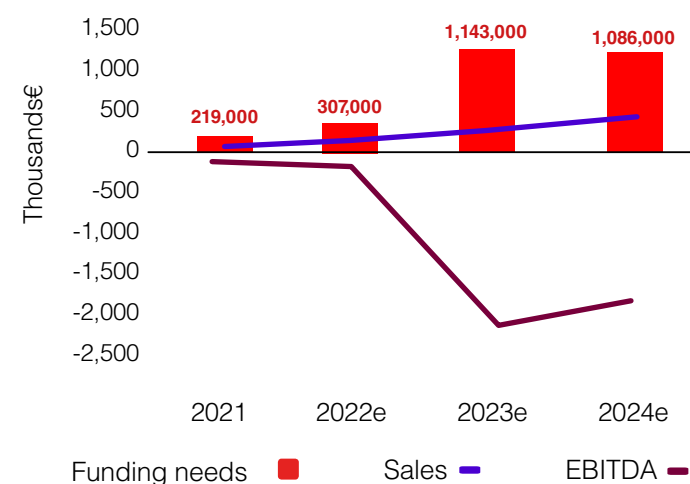
Competition

Viome, Inside Tracker, Made of Genes. The companies currently operating in the sector are engaged in DNA analysis rather than RNA. The main difference lies in the dynamic nature of RNA, which is constantly changing, while DNA remains static and does not vary over time. In this way, our products can be sold on a recurring basis, enlarging the client's LTV.

exheus

Life and health sciences

Financial projections



 **€50,000**
monthly burn rate

During the second quarter of 2022, a €0.6 M funding round was successfully finalized with the support of Capital Cell. During the first quarter of 2024, we plan to open a series A round of €2.5 M to consolidate the commercialization of the product at European level and to achieve CE certification via clinical validation.

Milestones

- 06/2020** First funding round successfully finalized (€250 k)
- 06/2021** Starting commercialization
- 06/2022** Second funding round successfully finalized (€600 k)
- 06/2023** Internationalization of the product at European level
- 06/2023** Agreements with global distributors
- 01/2025** Results of the clinical validation study and CE mark

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Alexandre Perera
CTO/ 



13
workers



€3,000
invested by
the team



€1,548,080
external
K raised





Problem and solution

The main objective of GENOTICA is to develop an online platform that facilitates global access to genetic and clinical tests. Therefore, it aims to achieve the following specific objectives: Designing, developing and implementing a price comparison website for genetic and clinical analysis.

Searching for, comparing and purchasing medical tests, according to their quality and cutting-edge technology, in a more economical and affordable way for health professionals.

Increasing the competitiveness of laboratories by improving the visibility of their portfolio.

Market

GENOTICA's market share is difficult to estimate, due to prices and commissions will vary according to countries. However, GENOTICA is expected to reach an average share of 12 % of the market by the end of 2025, with its main income deriving from an average commission of 15 % for each test sold. In addition, GENOTICA will obtain income from those laboratories that update their accounts to Premium, in order to be available for international sales, whenever possible.

Business model

The GENOTICA business model is simple: commissions on sales. Thus, the company retains 15 % of the product's value by acting as intermediary in the sales process. With this remote 100 % model, the company ensures low structural costs (everything is managed online) which basically fall into the logistical costs of shipping samples and tests.

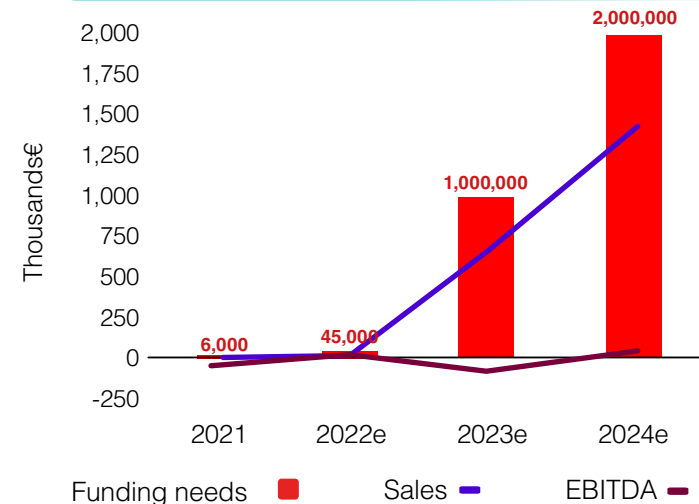
Competition

At present, there is no similar website anywhere on the market.



Life and health sciences

Financial projections



 **€2,500**
monthly burn rate

We currently require funding of €600,000, with a Pre-money valuation of 2,000,000. This valuation is based on contracts already signed with 33 international suppliers and which facilitate more than 1,000 tests, rounding up the total value of our product portfolio to €500,000. In addition, the company has a database of more than 5,000 healthcare professionals' contact data. This money will be used to invest in structural costs for business development and internationalization, maintaining and improving the platform, the geneticist team and marketing.


Milestones


- 04/2021** Launched website
- 06/2021** First international laboratory
- 01/2022** Adaptació multi idioma
- 12/2022** Implementing an AI virtual adviser
- 06/2022** Portfolio diversification
- 12/2023** Opening a headquarters in LAT AM

CONTACT DETAILS

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TEAM



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Dr. David Cotán
Scientific Advisor/ [in](#)



Sr. David Boronat
Technological Advisor/ [in](#)



Sr. Delfí Tornés
Commercial Advisor/ [in](#)



7
workers



€100,000
invested by
the team



€0
external K raised
the team

REAL DEAL MILK

realdealmilk.com

02/2021

Real Sustainable Dairy.



Problem and solution

Through animal-free dairy we are addressing a huge amount of problems related to animal agriculture, including negative consequences for the planet, the cows, and human health.

Consumers are becoming more aware of the impact of their diet on the planet and the awful conditions in which farm animals live. This results in many consumers changing their diet. Therefore, through precision fermentation, we are creating animal-free dairy so that everyone can continue to choose the dairy products that they love and maintain our European food culture, but with a sustainable and guilt-free version.

Intellectual property

At the end of August 2022, we submitted a patent application for a “solubility switch”, our own technology to solve protein aggregation.

Market

Over 80 % of the world's population regularly consume dairy products. The global dairy market was estimated at \$820 billion and \$159 billion in the Europe alone. 25 % of that is cheese, which is our current research focus.

Business model

The most immediate opportunities are working with existing food brands so we are executing a B2B2C model. This model allows us to build a direct relationship with our customers, through co-branding and leveraging the experience and market penetration of more established food companies.

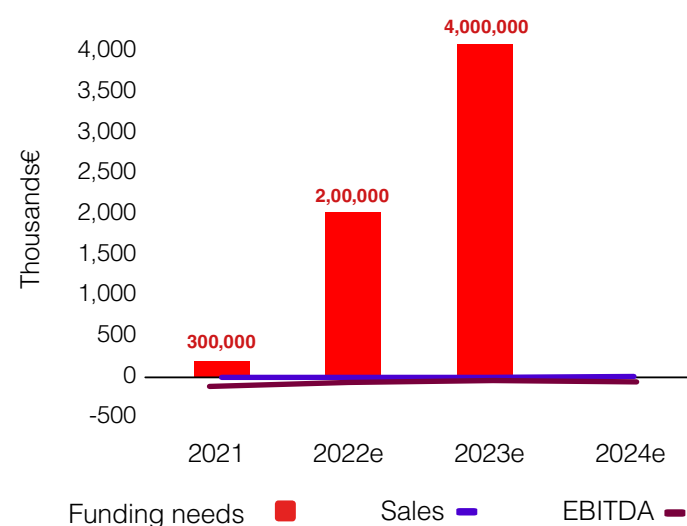
Competition

Competitors: Perfect Day, Remilk, Formo. Nowadays, no one has cracked casein yet, and that has halted the development of whole dairy products. We have developed a own technology that solves the casein aggregation problem and it's a key lever to get to a commercially viable protein yield.

REAL DEAL MILK

Life and health sciences

Financial projections



€35,000
monthly burn rate

In this funding round we are aiming to raise €2 million which will be used to continue the research, development and scaling of our animal-free dairy. So far we have raised €600,000, from founder investment and from a friends and family round. We plan to raise this money in our series A funding round which is currently open.

Milestones

- 09/2021** Entering a global incubator by Pascual
- 02/2022** Move to Parc Científic de Barcelona
- 08/2022** Patent application “solubility switch”
- 03/2023** Scaling bioreactor size to above 10,000 L
- 03/2023** Gram per litre yield
- 09/2023** Whole product formulation

CONTACT DETAILS

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08010, Barcelona

TEAM



Zoltan Toth-Czifra
CEO/ [in](#)



Gabriel Mora
CRO/ [in](#)



6
workers



€400,000
invested by
the team



€200,000
external
K raised

ACCIÓ
Catalonia
Trade & Investment

**Generalitat
de Catalunya**



12/2019

VRI is creating the X-rays of the 21st century



Problem and solution

From the patient's point of view, there are diagnostic testing, treatment monitoring and routine checks that require advanced multidimensional biomedical imaging, and which are often delayed because specialists are needed to analyse these data, which has an impact on waiting lists, the worsening of the illness and even health risk. From the doctor's point of view, the problem is that he/she has to deal with highly complex, disorganized data, as well as the fact that there are repetitive, routine, tedious tasks that take a long time and provide little added value and that there is no standard for sharing, handling and analysing these data (doctors constantly have to learn new tools).

At VRI, we have solved these issues by means of

1) A unified, collaborative, modular, cloud-based platform.

2) Using Artificial Intelligence to accelerate the mechanical analysis processes by more than 1,000 times

3) Using Virtual reality to display more than 10 times the information that is presented on a traditional flat screen, plus the simplicity and intuitiveness of its interfaces.

Intellectual property

Our source code is held in Safe Creative, a Blockchain platform that establishes unalterable tamper-proof and timestamp.

Market

There is a potential market of more than \$1 trillion. Our target is hospitals and biotech and pharmaceutical companies. We already have letters of interest from two hospitals and one pharmacist. As the path toward regulation can be long, the immediate business model will be based only on display; the tool is advanced and it is a much more accessible sector. The possibilities include 5D ultrasound, dentistry, patient-doctor interaction, etc. The second phase will be a research-only software that we can sell to research centers, hospitals, pharmaceutical companies, etc. with a subscription service on our platform. When the modules are finally certified (EU / FDA / others), they will be sold as a Software as a Medical Device.

Business model

The income model will be Platform as a Service (PaaS). In this way, both we and third parties can program modules (e.g. oncology, neurology, cardiovascular surgery, etc.) and we will charge either for the use of our applications or for third party access to our Platform. Initially (display), we aim to charge for use even if the user does not download a subscription (1 or 2 years). Beginning with its use in research and later in SaMD, there will always be a subscription (ideally 2 years).

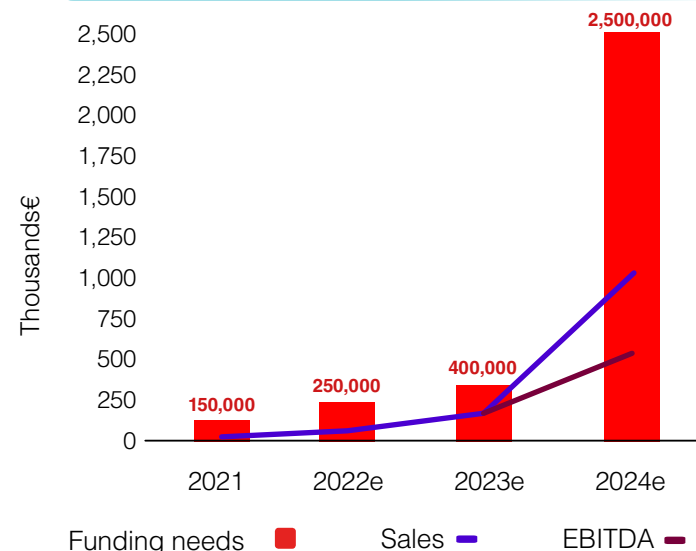
Competition

There is a company called MedAPP (Poland), which does something similar but the business model is not clear. Another similar company is MedicalVR (Holland), which is at a stage similar to ours, though they are specializing in visual display and analysis of lungs (automatic segmentation). They have no platform. As indirect competition (data analysis with AI) and without display with VR there are Arterys (USA) and Aidoc (Israel). They use medical imaging and carry out automatic analysis. They do not have a platform or collaborative interface. They have carried out significant rounds of investment B and C respectively.



Life and health sciences

Financial projections



€19,000 monthly burn rate

By the end of the year we need €400k to accelerate the creation of our platform and especially the creation of new modules. We basically need developers to speed up the creation of the display modules (5D, orthodontics, patient-doctor interaction), improve the horizontal platform and above all to begin clinical trials that will enable us to become a Medical Device (i.e. diagnosis) as soon as possible.

Milestones

- 07/2021** First MVP showing the entire workflow
- 12/2021** €600k comprised of investments, non-dilutive aid and loans
- 11/2022** Participating in the Maternity trade fair at IFEMA Madrid.
- 05/2023** Starting commercialization with 5D ultrasound companies.
- 01/2023** Developing first 5D echo display APP
- 09/2023** Platform running with 2 modules (Cardiovascular, molecular medicine)

CONTACT DETAILS

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TEAM



Daniel Esteban Ferrer
CEO/ in



8 workers



€26,000 invested by the team



€600,000 external K raised



This project has received funding from the European Union's Horizon 2020 research and innovation programme under the Marie Skłodowska-Curie grant agreement No 712949



Problem and solution

Patients' mood states have a direct impact on their recovery. However, people experience some quite inhumane moments in hospitals, but there are no scalable, sustainable, effective humanization formulas. VRPharma is the first comprehensive solution of virtual reality therapies to improve people's emotional states, and which is designed for hospital use.

We want to democratize the use of virtual reality to decrease patients' pain, anguish and fear, by offering an effective humanization tool devoted to integral care; what's known as "beyond the pill treatment."

Market

Market: Virtual Reality applied to health

- Current total demand (TAM): \$6.1B (2020 data)
- CARG: 35 %
- Estimating 10 % of the market for treating people: Service Address Market (SAM) of \$600M, with high growth forecast.
- Current sales channel: direct
- Opening exponential channels: sector stakeholders; international markets.

Business model

1. Main customers: Hospitals and clinics
2. Model: recurring income with software license sales and hardware rental
3. Partners: Eywa Space, health clusters, health innovation agents, hardware suppliers
4. Main costs: investment in development, human resources and marketing

Competition

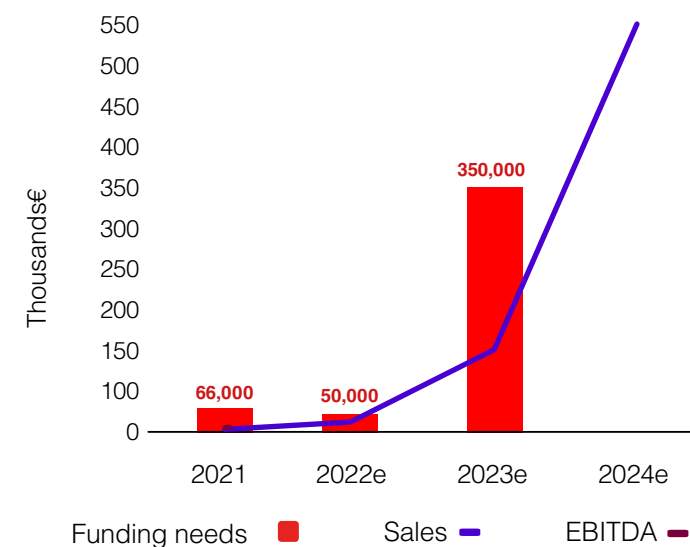
- Competitors: HypnoVR, Wake up Smile, Oncomfort, AppliedVR, KindVR, OssoVR, XRHealth

- Avantatge competitiu: model i plataforma de teràpies de realitat virtual per a tots els pacients aplicades abans/durant o després de procediments mèdics. Llibreria de continguts tant especialitzats com genèrics.



Life and health sciences

Financial projections



€5,000 monthly burn rate

We estimate opening a round of €350,000-400,000 in mid-2023 to enable us to take our product to the marketing stage, invest in talent (personnel) and develop the marketing platform and new virtual reality therapies. Also, part of our spending will be on digital marketing and attracting new clients.

Milestones

- 05/2021** Constituted company and entry of partner Eywa Space with financial premium of €40K
- 09/2021** Completed MVP phase 1, start testing
- 02/2022** Beginning of 5 clinical studies (accreditations) and first clients
- 02/2023** Regulatory, results of half of the clinical studies; begin marketing
- 04/2022** Round and funding
- 05/2023** Signing marketing and pilot agreement with key stakeholders in the sector

CONTACT DETAILS

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TEAM



Mireia Cigarrán
CEO/ [in](#)



Allan Chung
CTO/ [in](#)



Xavier Riba
adviser/ [in](#)



8
workers



€10,000
invested by
the team




-
external
K raised



XY SHIELD

 **Under construction**

 06/2022

Natural, non-toxic disinfectants for the agri-food industry



Problem and solution

The demand for disinfectants in the agri-food industry owing to the use of better protocols has skyrocketed. Regulatory changes prohibiting chemical substances have given a definitive boost to biological disinfectants.

Our disinfectants retain all the benefits of chemical disinfectants. In fact, they have a broader action spectrum and are longer-lasting. Even so, they are not toxic and pose no threat to humans or animals.

Intellectual property

European patent extended to other countries. In order to give maximum protection to the intellectual property and know-how that we will be producing at our own plants.

Market

The global disinfectant market for the livestock sector is estimated at €25,000 billion by 2023, with annual growth of 5 %. The main expected change is the growth in biological disinfectants, which could account for 50 % of the total by 2030.

Business model

Product sales agreements with global companies, leaders in their fields, on an exclusive basis (in terms of time and territory) and based on an expected revenues contract.

A specific brand and products will be created for each business sector.

The business can be scaled straight away.

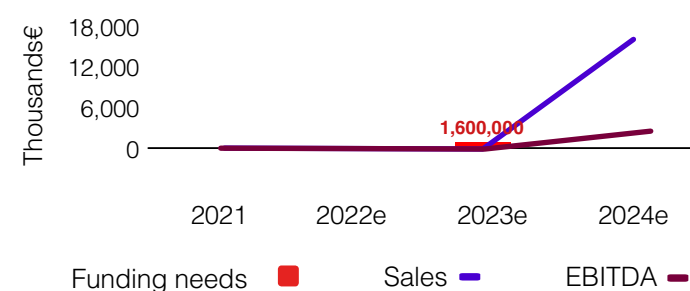
Competition

The main actors in the animal disinfectant market are: Neogen Corporation (USA), GEA (Germany), Lanxess AG (Germany), Zoetis (USA), Kersia Group (France) and CID lines (Belgium). The 6 main market actors provide chemical disinfectants and represent €20,000 million. We have contacted them as potential clients.



Life and health sciences

Financial projections



 **€5,000** monthly burn rate

We need €1,6M to execute the project. Our needs involve: finalizing the product development phase until it is approved, building the team, R&D, registration and managing strategic alliances, business development and selecting companies that will sell our product.


Milestones


- 06/2021** Submitted our dossier to ECHA
- 01/2022** Completed in vitro test on main pathogens
- 06/2022** NDAs and initiating contacts
- 02/2023** Finalizing field tests
- 03/2023** Starting up production plant
- 04/2023** Starting commercialization

CONTACT DETAILS

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TEAM



Santi Santisteban
CEO/ 



8
workers



€10,000
invested by
the team



-
external
K raised

Technologies of the information and communication



The **Digital Economy** in Catalonia

 19.148

Companies

 29.520

Turnover (M€)

 175.949

Treballadors

One of the largest ICT Hubs in Europe

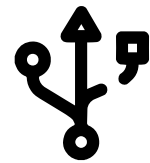


The turnover of the ICT sector has increased by **31%** in the last 5 years



BARCELONA FIRST
worldwide non-capital tech city

Economia digital



ICT and Telecommunications
SERVICES & CONSULTING
SOFTWARE & HARDWARE VENDORS

Digital Innovation Hubs in Catalonia

Microsoft	Festo
Pepsico	Porsche Digital
Nestle	HP

Trade shows in Catalonia

MWC & 4YFN | ISE
Smart City Expo World Congress
IOT Solutions World Congress



Digital Areas
INDUSTRY 4.0 | VIDEOGAMES
SMART CITIES | AUDIOVISUAL
E-COMMERCE



Tech investments account for **37%** of total foreign investment projects in Catalonia

Recent examples of venture capital investment

 **Factorial**

€123M

atomico  GIC  crv 

TIGERGLOBAL  CREANDUM  K Fund 

Typeform

€122M

SOFINA  GENERAL ATLANTIC 

Index Ventures  GP.Bullhound  connect 

 **TravelPerk**

€101M

GENERAL  CATALYST  KINNEVIK 

Examples of attracting foreign investment



The French food company Danone has opened its first technological hub in Barcelona in Spain, a project that will involve the creation of more than 30 new qualified jobs specializing in technology and data analysis. The new center, which is already in operation, is devoted to innovation and digitization projects in the company's business operating processes.



Getir Perakende Lojistik AS, the Turkish instant food delivery company, has acquired the startup BLOK, the Barcelona-based online grocery service provider. With this acquisition, Getir continues to grow in Europe with an infrastructure of 6 warehouses in Barcelona, covering 80% of the Barcelona metropolitan area.



IO Interactive, a Danish video game developer, has opened a new studio in Barcelona. The arrival of IOI Barcelona is part of an expansion strategy and joins IOI Copenhagen and IOI Malmö in working on various projects and video games such as Hitman and the 007 Project. This project involves an investment of over €7 billion and the creation of 150 jobs.



11/2020

To adapt inspiration and booking in the travel & leisure sector to visual language



Problem and solution

Travel tools are outdated. The industry continues to rely on photos and text while young people want visual content and they use social media to inspire themselves, ineffectively, because they are lacking in focus for trips, booking tools, and they are person-centered. Meanwhile, most content creators are unable to monetize due to a lack of followers.

Beder is the only app that allows you to become inspired and book activities, hotels and restaurants through videos posted by users and where creators can monetize for each booking generated by their posts.

Market

Generation X and Millennials from the main European tourist cities. Attackable market: Barcelona €40M, Lisbon €32M, Madrid €34M, Prague €34M.

Go-to-market hybrid with paid media - Instagram Ads and SEM - and organic media based on collaborations with content generators and presence on social networks.

Business model

Booking activities, hotels and flights through an affiliate model. Beder redirects customers to pages and generates income. Beder is an affiliate of Booking, Hotels.com, Civitatis, Get your Guide and Skyscanner.

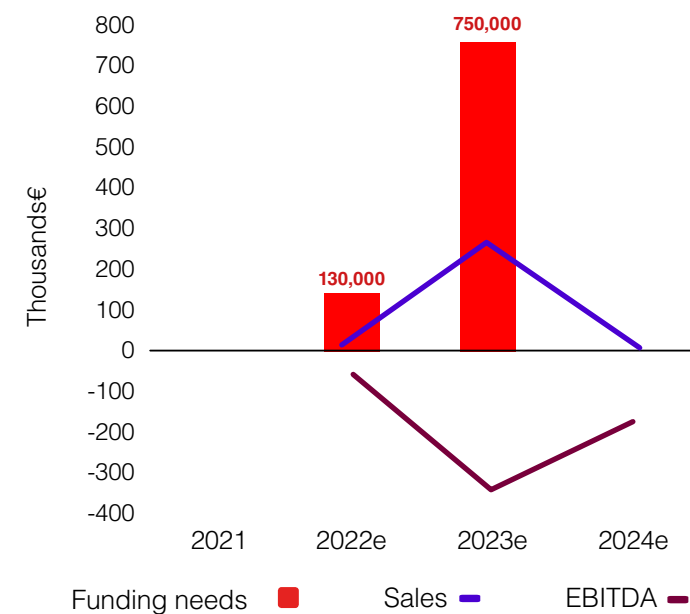
Hotels: Between 4 and 9 % of the booking.
Activities: 10 % of the booking.

Competition

We are the first 100 % video travel app. The alternatives are social networks (which are generalist and without structure, bookings or accessible monetization) or emerging travel applications such as Passporter and My Travel Tracker (which can't be used for booking and are focused on planning).

Technologies of the information and communication

Financial projections



€22,000 monthly burn rate

We are seeking €1,000,000 by June 2023. €337,720 to integrate the product development team, €334,000 for marketing, €120,000 for content creation, €80,000 for business development and €65,000 for administrative expenses. Pre-money valuation of €4,000,000 - €5,000,000.

Milestones

- 05/2022** Partnerships with Booking, Skyscanner & Civitatis
- 06/2022** Launching the app
- 06/2022** First 1,000 users
- 10/2022** Launching version 2.0 of the app
- 11/2022** 10,000 users
- 11/2022** Expanding to Lisbon

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TEAM



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CEO/ [in](#)



Willka Ficapal
CMO/ [in](#)



Pablo Félez
CBDO/ [in](#)



David Lerma
PM/ [in](#)



15
workers



€84,000
invested by
the team



€175,000
external
K raised





Problem and solution

Sport clubs, the non-profits and the third sector, still not digitized, they have seen a dramatic drop in their members during the pandemic. Now, they have no choice and they have to wake up and connect with their members through more digital channels and improve their daily management.

CRMs and ERPs, focused on the business world, are no longer suited to this type of organization. At Berrly we offer an easy-to-use and intuitive tool that places the focus on managing people and helps to maintain cohesiveness among communities and associative networks by using technology and digitization.

Market

The target market is organizations and sports clubs with members and fans who are repeat attendees of events held. This is a potential market of €124M (sports clubs) and €53M (third sector) in Spain. We will reach it through INBOUND, OUTBOUND and active commercial market research.

Business model

SaaS licenses (70 % of income, repeats), transaction commissions (20 %) and customizations (10 %).

Commissions are vertical and are growing at great speed thanks to the subscription service and ticket sales. Our goal is to charge commission on all member-organization transactions.

Competition

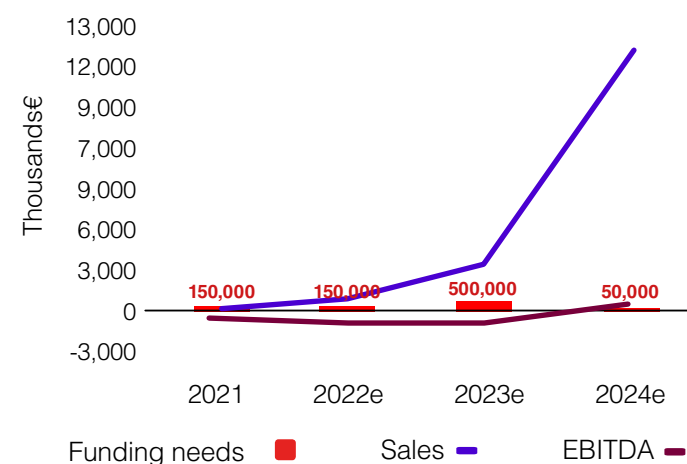
- Sports Management: Clupik
- Sports technical management: Soccer System Pro
- Sports + Non-profits: Playoff
- Administrative management: Generic CRM

Berrly se centra en la relació amb el soci i aficionats. Passarel·la de pagament pròpia (on altres fan servir Stripe) per a subscripcions i venda d'entrades (més marge).

Berrly

Technologies of the information and communication

Financial projections



€30,000 monthly burn rate

We started up between 2019 and 2021 with our own income and FFF. In mid-2021, investors and EASO Ventures joined us. We want to launch a round where the main outlay is sales growth and to position the brand as a national point of reference in terms of managing clubs with fans. We are launching a round of 500k, of which we already have 200k pledged by current investors who want to maintain or increase their percentage.

Milestones

- 06/2022** Signing Framework Agreement with the ASOBAL League for the digitization of clubs in professional handball 1st division
- 03/2022** BerrlyPay comes into operation. Our own payment gateway
- 08/2020** MVP for ticket booking is brought into operation
- 11/2022** The new v2 Subscriptions System coming into operation
- 02/2023** Migration to microservices to guarantee horizontal scalability
- 06/2023** An outlet to a foreign market

CONTACT DETAILS

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TEAM



Eric Sala i Marin
CEO/ [in](#)



Eugeni Escrig Mañez
councilor/ [in](#)



12
workers



€50,000
invested by
the team



€350,000
external
K raised

EASO VENTURES



07/2021

Bleta fights the digital gap among older people with intuitive tablets



Problem and solution

New technologies are essential today: many tasks can only be performed using computers, tablets, smartphones ... But these have not been adapted to the needs of the old people (visual, auditory, tactile difficulties ...)

Bleta is a tablet specifically designed for the elderly. It has an easy-to-use interface, with large buttons and texts, apps designed and specifically selected for this group ... In addition, there is the option of signing up for a monthly payment service that includes Internet and customer support to resolve any problems.

Market

Our SOM is restricted to Spain at the moment, and it would represent about €18M per year, between sales and service. The SAM would represent €47B annually in Europe and the TAM €110B worldwide. By 2024 an expansion is expected in Europe, starting with countries where the elderly population figures are high, such as Italy or Germany.

Business model

- Sell tablets for PVP €299. 25 % margin.
- Monthly subscription service with data line for the tablet, technical support, and streaming services (Spotify, Netflix) included in the "pro" version. 40 % margin
- Occasional digitization workshops devised for old people

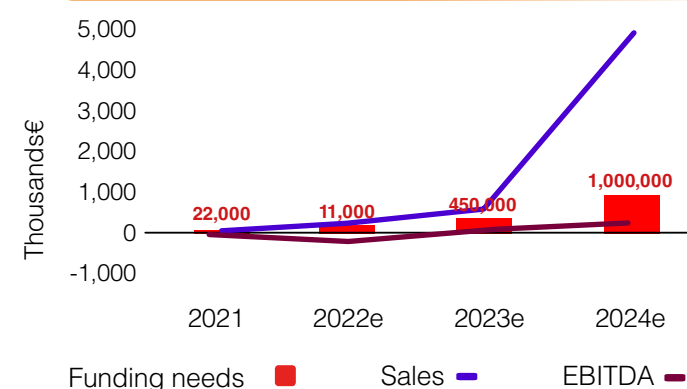
Competition

- GrandPad (USA): focused on old people. More patronising and limited than Bleta
- Ordissimo (France): focused on old people. More complicated interface with a worse design and UX
- Android tablets: Interface too complicated by people who are not used to it
- Apple tablets: much more expensive, complicated interface



Technologies of the information and communication

Financial projections



€9,000 monthly burn rate

€300k round to multiply sales in 2023 x5:

- €140k marketing
- €30k sales development
- €100k product development
- €30k operational development (automation etc).

The round will be made with an increase in capital valued at €2.2M, of which we have committed 20 %.

Milestones

- 06/2022** Consolidated sales to individuals, success in the Christmas
- 03/2022** Collaborations consolidated with strategic partners such as Lenovo
- 08/2022** Awarded an ENISA grant for €68,000 and a NEOTEC grant for €250,000
- 11/2023** Successful Christmas Campaign (October 2022-January 2023) with x5 sales compared to the previous year.
- 02/2023** Development of a new version of the launcher Bleta with deep tech
- 06/2024** Expansion to other European countries, initially Italy and Germany

CONTACT DETAILS

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TEAM



Isabel García Baños
CEO/ in



Gerard Pinar Baillés
COO/ in



Adrià Roca Gervilla
CTO/ in



Maria Senyer España
CPO/ in



5
workers



€18,000
invested by
the team



€40,000
external
K raised



Problem and solution

Brickbro is a peer-to-peer platform that brings together anyone who wants to buy, sell or rent commercial properties with a new generated value that offers an end-to-end online transaction. Using technology and data analysis, we offer a professional service that streamlines and simplifies the way to buy, sell or rent a property, providing users all the necessary tools to do so with the best experience. In addition, we offer the option of hiring different services for both the buyer (renovations, mortgages, insurance) and the seller (feasibility studies, customized assessments).

Intellectual property

The most valuable element is its technology. Which is constantly being improved and enables us to find a match between buyer and seller and to avoid in-person visits.

Market

Our target market is the commercial real estate market. We reach it inbound using marketing or outbound campaigns by scraping the main real estate advertising portals using different CRM programs. Also using "for sale" posters and press releases.

Business model

In our main line of business – sales – our commission is 4 % of the sale price (option of paying a premium service fee).

Regarding the rest of the business lines, there are rentals, for which we receive 10 % of the first annuity; and real estate management, for which we charge 5 % of each month.

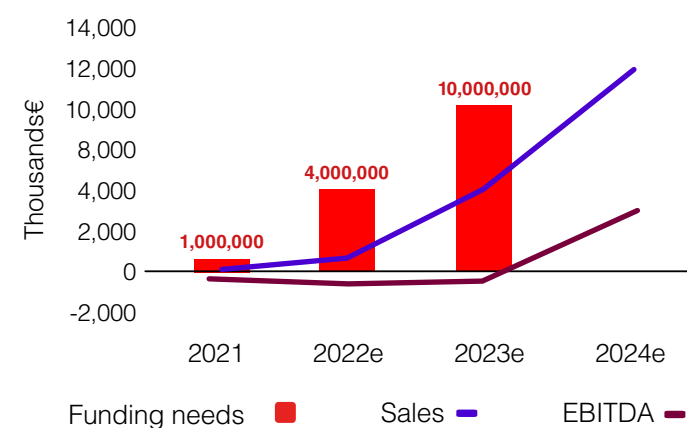
Competition

The French company Snapkey is a direct competitor on this market. It is also a new company that offers a similar solution for the market, but they are focusing on level 4 cities with only 100 properties for sale, as of 2019. We have more than 1,000 properties for sale, also aimed at level 1 or 2 cities and using a more advanced data entry tool.



Technologies of the information and communication

Financial projections



€45,000 monthly burn rate

We are looking for a main investor interested in coming into Brickbro with a minimum ticket of €1.5-2M. We already have €1M+ pledged by existing investors and we have some followers interested in coming onboard with two tickets of more than €500k each. We want to invest 40 % in technology, 25 % in talent, 15 % in marketing and 20 % in international expansion.

Milestones

- 06/2022** Opening in Lyon, France
- 03/2022** Creating the first subsidiary of Brickbro: The Tribuapp
- 08/2022** \$1M funding round
- 11/2023** Record sales (GMV): €40M in 2022
- 02/2023** \$4M funding round
- 06/2024** New technology with 100% accuracy

CONTACT DETAILS

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TEAM



Guillermo Preckler Cañadas
CEO/ in



35
workers



€25,000
invested by
the team




€2 M
external
K raised

Demium.

CARGOBICI

 cargobici.com

 10/2022

Breathe sustainable logistics



Problem and solution

Cargobici covers the urban logistics needs of local stores and hospitality so that our customers can increase their productivity and meet their sustainability objectives.

We offer a sustainable last mile B2B service using industrial cargo bikes manufactured by us. Thanks to the strategic location of our hubs we receive and pick up the goods. The stock is close to the final consumer (cross docking). We also offer real-time tracking during the delivery.

Market

Our target is fast-moving consumer goods companies (FMCG), as well as pharmaceutical laboratories, general healthcare laboratories and corporations from the Horeca Channel (food industry and local product stores). We participate in fairs, events, conferences, etc.

Business model

Our revenue is generated by a charge per order for our customers. We want to open new Microhubs and attract new customers, with the aim of growing in volume.

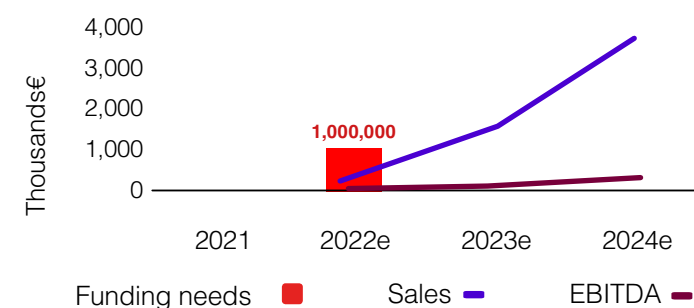
Competition

Our competitors offer an alternative service oriented to the B2C, they do not act in our line of business based on the B2B, except for Washa Logistics, although they use light electric vehicles and are not manufacturers, they depend on third parties.

CARGOBICI
on time!

Technologies of the information and communication

Financial projections



 **€144,366**
monthly burn rate

We want to expand our area of attention in the province of Barcelona and other major cities and increase the production of Cargobicis. In addition, we work for the automation of the work with our clients and in the daily operation, we want the Microhubs to be autonomous. In them, only tasks of picking and distribution of the merchandise should be carried out.

Milestones


- 07/2022** First Cargobici operation with three customers from a single hub
- 08/2022** We reach 100 deliveries in a single hub
- 09/2022** We reach 100 daily average shipments
- 11/2022** We open our fourth hub in Barcelona
- 12/2022** We close the year with a total of 20 cargo operating bikes and 39,000 shipments
- 12/2023** We have 15 hubs operating in 4 Spanish cities

CONTACT DETAILS

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TEAM



Antonio J. Domínguez Macías
CEO/ 



18
workers



650,000 €
invested by
the team



0 €
external K
raised



cañ cet



ABOGADOSPARATUSDEUDAS

abogadosparatusdeudas.es

04/2018

To facilitate debt cancellation through technology



Problem and solution

Over indebtedness is a social problem affecting 96 million people throughout Europe, including Spain. In each of the European Union countries there is a Personal Insolvency Law that cancels debts, but it is a highly bureaucratic process. Abogados para tus deudas was created to democratize the personal insolvency law throughout Europe.

Thanks to our technology, we streamline the process between client, lawyer, public administration and the courts, easily, quickly and safely. The scalability of our solution will enable us to reduce over indebtedness throughout Europe.

Market

In Europe, 1.29M people are seeking solutions to cancel their debts. Communication actions created in the marketing department using clear ideas in a strategy involving the evangelization and capillarization of the message through digital channels and social actions with town councils and associations.

Business model

The company has a B2C model, since the clients we are aiming at are self-employed individuals who are in a situation of over indebtedness.

Income model:

- Initial payment of €499 plus €79 per month for 48 instalments
- Single payment of €2,999.

The average purchase cost per customer is 400 euros.

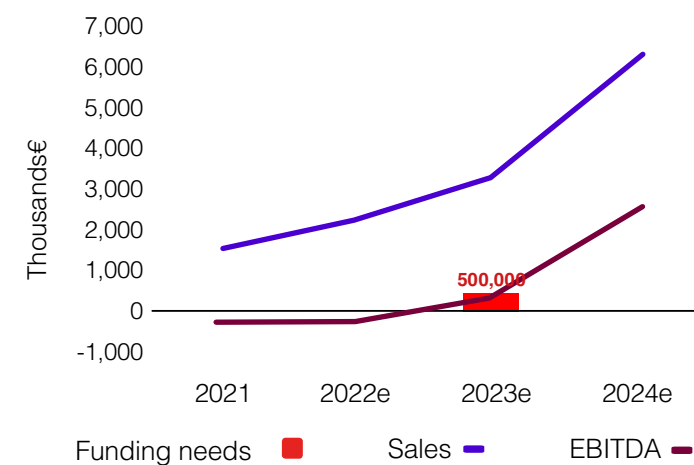
Competition

Repara tu deuda, Deudafix, Debiffy etc. and other indirect competitors, which are lacking in all kinds of digitization in their business and their processes, which means the development rate could be slow in the domestic market and have difficulty moving into the international market.



Technologies of the information and communication

Financial projections



€20,000 monthly burn rate

Expected round of 500k, 300k of which would be provided by the majority partner Impact Partners, in order to consolidate the Spanish market and develop the MVP for Italy and Romania.

Milestones

- 07/2022** Company constituted, 231 customers
- 08/2022** €1.6M round Impact Partners, 3,585 customers, technological solution implemented
- 09/2022** 300k ENISA, new line of business, Annulment of interest
- 11/2022** Version 2.0 technology and consolidation in the Spanish market
- 12/2022** Entering the Romanian and Italian market
- 12/2023** Version 3.0 Consolidation in the European market

CONTACT DETAILS

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TEAM



Cristian Tanase
CEO/ [in](#)



Elisabet de Vargas
CMO/ [in](#)



Josefa Salazar
PM/ [in](#)



40
workers



€3,000
invested by
the team



€1 M
external
K raised

IMPACT
SOCIAL, LOCAL & GREEN INVESTING

EAGORA ALGORISME DEL CANVI



03/2021

The platform that connects us



Problem and solution

Problem: There's a need for public administrations to become digitized, disconnection between administration and citizens (average participation rate 3 %), cities with sensors, hardware and big data that do not provide any real value to the user, and each town council has dozens of apps and websites of its own. There is no platform (example: Barcelona Town Council 23 Apps).

Solution: The first global platform to connect citizens with the public administration. An all-in-one (all solutions in one single multi-channel tool) that can be used anywhere on the planet and which measures impact on SDGs in real time and facilitates the deployment of the 2030 Agenda.

Intellectual property

AI and Big Data analysis linked to the SDG, we will apply for the patent at the Spanish Patent and Trademark Office.

Market

Currently, eAgora is present in Spain, Peru and is entering the French market, with clients including 445 town councils, 91 organizations, 3 county councils and 1 national government (Peru), a total of 537 clients in 25 provinces in Spain and 2 countries.

Our potential market is Europe, Lat Am and other Western countries, some 300,000 local administrations and more than 1,000,000 small and medium enterprises. The main target of B2G clients are town councils of between 1,000 and 20,000 inhabitants, in the case of Spain 3,094 municipalities and about 35,000 organizations (B2B).

Business model

Modular SaaS with an average annual license of €3,000 + contracted modules (B2G) and €350 + contracted modules (B2B). The margin is 91 % and the cost structure is 78 % (fixed) and 22 % (variable), staff outgoings representing 70 % of the fixed amount.

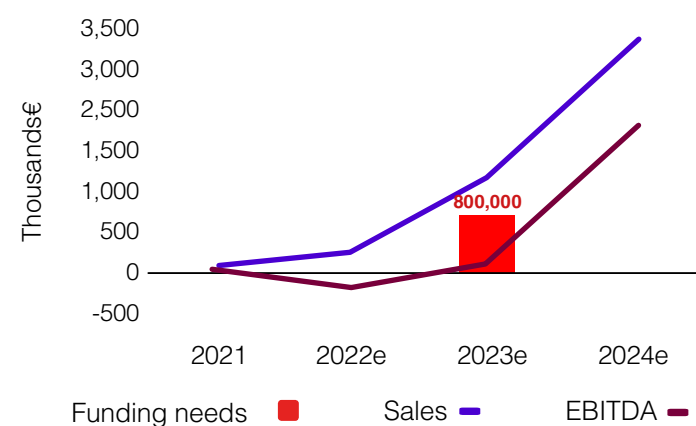
Competition

There are several niche solutions on the market that solve different specific solutions, but none of them address the solution comprehensively like eAgora (all-in-one and platform). Leading competitors in the domestic market include Línia Verde, Bandomóvil, TokApp, SmartAppCity, Civitas and La meva city App.



Technologies of the information and communication

Financial projections



€45,366 monthly burn rate

For the coming year we are planning a bridge round in two phases: convertible notes with a 5 % discount for a total value of €300,000 (T1) and a second phase of €500,000 (T3). We have 20 % pledged, by current investors who will come forward. It will be used for internationalization, marketing to reduce the CAC, product improvement and hiring to expand the LTV.

Milestones

- 07/2022** Limited company constituted and first client
- 08/2022** Acquisition of eBando - we now have over 500 clients
- 08/2022** Internationalization: contract with government of Peru
- 11/2022** Entry into the markets of France, Portugal and Colombia (with distributors)
- 12/2022** Automation of online contracting
- 12/2023** Nationwide expansion of contract with Peru government (license: €880,000 per year)

CONTACT DETAILS

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TEAM



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CEO/ in



María Martínez
CGO/ in



Julià Navarrete
CTO/ in



Víctor Barcelón
-/ in



16
workers



€10,000
invested by
the team




€500,000
external
K raised



EMOGG DET3 (EMOGG)

 emogg.com

 07/2020

Share your emotions



Problem and solution

Our customers, whether they are B2C (streamers) or B2B (companies), **need to connect with their audiences and build loyalty with them**, either with a brand (B2B) or with a channel (B2C). Currently, our customers do not have the tools to find out the impact of their communication or of the initiatives they launch to their target audience. This lack of knowledge is a problem when it comes to trying to achieve **the objectives** of our clients.

At **Emogg**, we are developing an intelligent solution capable of understanding the emotions of any user interacting, live, in a digital environment. We have **3 solutions** (beta) that can recognize the emotions of users, whether they be streamers, gamers, casters and / or the general public, in order to improve the connection between our customers and their audiences.

Market

Our technological solution is highly applicable in various fields, such as education, video games, marketing, companies and others. We have chosen the streaming sector as the first market in which to utilise our solutions, and for the following reasons: more than 11 million active streamers in the world, a turnover of over \$10,000 per year, more than 4,750 M monthly active users consume streaming in the world on the existing large platforms (YouTube, Facebook live, Twitch, etc.)

To achieve our business plan goals, we have 2 solutions (B2C and B2B). First of all, we will position Emogg at all the big events, sports championships and clubs to position ourselves as a benchmark in the field of emotions in the streaming sector. Then we will focus on our B2C client (Emogg App) to reach the great mass of end users: streamers and audiences.

Business model

At present we have 3 products, each with its own billing model. They are as follows:

- **Emogg App** (Client B2C, streamers): a technological solution in a monthly subscription model. Depending on the features that clients want to use, they will have to subscribe to the respective model: FREE (€0), Basic (€2.49/month), Advanced (€9.99/month) | PRO (€89/month).

- **Emogg Enterprise** (Client B2B, Companies): pay-per-use model (SaaS), with different price options depending on the volume of sessions carried out.

- **Emogg Delay** (for any client, B2C or B2B): this solution (alpha) provides an emotion report on pre-recorded audiovisual content. In a SaaS model according to the duration of the content.

Competition

There is no-one else on the market that is focusing on emotions as we are doing. However, there are other applications devoted to recording information, such as:

- Garmin, Polar, Upmood, Healbe, Pulsoid, Nexus and Voicemod.

Other applications devoted to enhancing the interaction between streamer and audience include:

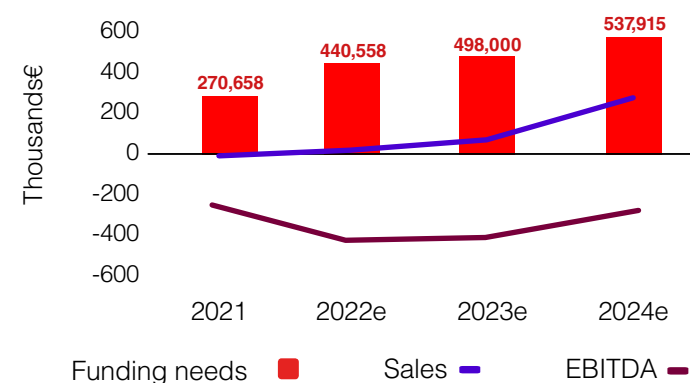
- Streamloots, StreamAvatars, Dixper, Streamlabs, Stream Heroes and Stream Elements.

What differentiates us from ecosystem companies is our focus and our product. We are the only company focusing on providing value through users' emotions. And our product differs from others because we are able to track emotions, we offer solutions for each actor in the ecosystem, we offer tools that allow the actors in the ecosystem to connect up, based on the emotions generated, and we offer the emotional statistics of the live performance to our users and customers.



Technologies of the information and communication

Financial projections



 **€21,137**
monthly burn rate

We are looking for €600k in the current round. This round will give us viability for the next 2 years. To ensure the sustainability of the project until the actual turnover can support the company. With the money from the round we aim to consolidate the IT team, incorporating new profiles into the company (frontend developer, UX / UI designer and a tester). We will also invest in the Marketing Team to enhance B2B and B2C communication during this period. We already have part of the round pledged.

Milestones

- 09/2022** Winners of the Team Heretics LAB program!
- 08/2022** Launching our platform for B2C and B2B!
- 06/2022** The Emogg pilot enterprise with McDonald's!
- 10/2022** Tracking audience (beta) v.0.1
- 10/2022** Emogg pilot with the German Rocket League (NitroLeague)
- 01/2023** Creating the school sports league

CONTACT DETAILS

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TEAM



Edgar Sanjuán Solé
CEO/ 



Richi Serrés Lara
Assess/ 



Alejandro Larrazábal Corominas
Assess/ 



9
workers



€547,657
invested by
the team



0
external
K raised



Empower the mobility of millions of people by supporting the shift to sustainable and conscious urban mobility.



Problem and solution

Gocleer is an urban mobility engagement platform (app/SDK). Thanks to the use of telematics, AI processes and gamification, Gocleer rewards environmentally friendly trips, safe car driving behaviors and active mobility through different benefits: discounts in insurance, low-carbon mobility vouchers or supporting climate change/ social causes.

The platform rewards points based on 3 factors:

- 1) Safe mobility, good driving habits: less phone handling, less sudden accelerations, etc.
- 2) Sustainable transportation: use of sustainable means like train, or a e-scooter
- 3) Use of active transportation, like: cycling or walking.

Market

Low-carbon micro-mobility market is expected to reach 198B in 2030 globally, and EU is the leading market because of the fast adoption in dense cities, proactive regulations, great infrastructure and current high cost of energy.

Our business model expansion plans to reach key B2B customers in EU markets in the next 2 years to reach 100M in annual revenues by 2027.

Business model

Our business model is based on two streams:

- 1) A monthly charge assumed by companies that serve as channels to reach end users (customers or employees).
- 2) A revenue-sharing agreement that we have with the insurers and their insurance plans.

SaaS business model

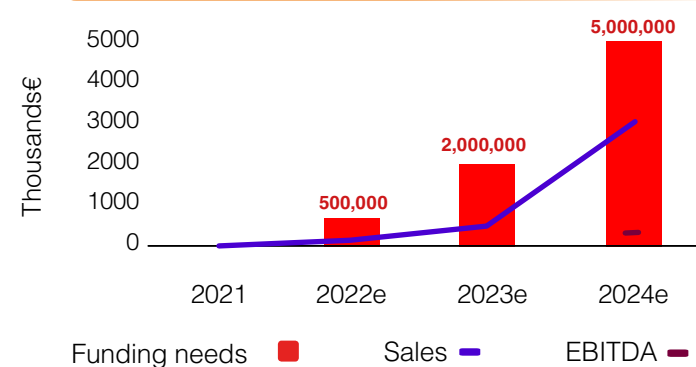
Competition

We compete against European solutions like: Moovance (FR), LAKA (UK) and ZEGO (UK)



Technologies of the information and communication

Financial projections



€60,000
monthly burn rate

We are looking for investors interested in the mobility and sustainability space for their current bridge round (700K - convertible note). Conditions: 20 % discount and valuation cap: €3.3M
We will use the funds to finish our platform development and acquire B2B partnerships.

Milestones

- 07/2022** Successfully use case with more than 1.5K paid customers
- 09/2022** Signed LOI with 2 major insurance companies
- 08/2022** Selected as top Startups by EIT Urban Mobility
- 11/2022** Funding
- 03/2022** B2B ARR: €300K
- 2023** International expansion

CONTACT DETAILS

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TEAM



Antonio Morales
CEO/ [in](#)



Danae Vara
CPO/ [in](#)



8
workers



€300,000
invested by
the team



€1,89 M
external
K raised



GRETEL

Gretel.co

02/2022

Assistent de màrqueting digital impulsat per IA



Problem and solution

Marketing teams are using more software applications than ever before and they are unable to monitor the state of their campaigns in real time.

Gretel is the first digital marketing assistant to proactively provide the information needed in order to make decisions quickly and efficiently.

Gretel takes in data from the various applications used by marketing profiles such as Google Analytics, Google Ads, Meta, Mailchimp, etc. and returns the information in the form of insights and recommendations, at the right time, to help you make better decisions.

Market

Marketing teams working in scale-ups and agencies using the different applications we connect with. Capturing leads through marketing and product-led growth, to make the product viral while sharing insights with the rest of the team and external actors.

Business model

We have a B2B SaaS model with a no-charge plan with certain limitations (number of integrations and users for the company) and a payment plan for companies ranging from \$100 to \$1,000 monthly. Margins > 80 % and monthly scalable subscription model.

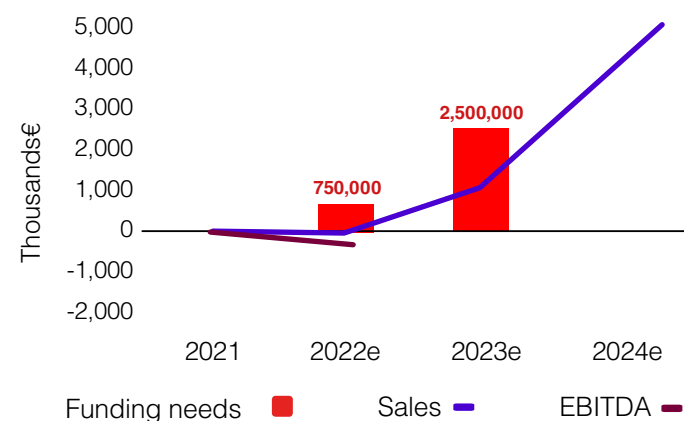
Competition

Even today, dashboards are being used even though they are not the ideal solution, as the profiles that carry the start to the finish of a campaign are not updated proactively, in real time, regarding the discrepancies and relevant activity in the applications. Current solutions still do not report unknown quantities and concerns.



Technologies of the information and communication

Financial projections



€- monthly burn rate

We are currently finalizing a \$500K funding round. We have pledges from two recognized VC funds and several angels covering the totality of the round, together with the follow-on from current investors and BAs. With this amount, we can maintain the current structure for the next 12-18 months. During 2023, we will launch onto the market with a validated PMF and the initial metrics of engagement and monetization.

Milestones

- 02/2022** Company registered and \$150K funding round, initial hypotheses validated
- 07/2022** Validation of Product-Market Fit with specific use cases. Feedback from +100 early adopters and 50 qualified companies
- 08/2022** Complementary team of 7 people completed in order to achieve the next milestones
- 10/2022** Providing the new IU with access to our marketing profiles community
- 11/2022** Testing the first categories of insights with current early adopters. New integrations by Google and FB ads and Slack
- 12/2022** Launch of the beta version of Gretel with 250 recurring early- adopters and 20 companies willing to pay

CONTACT DETAILS

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TEAM

Martí Gou
CEO/ [in](#)

Alex Hughes
CTO/ [in](#)

Inés Guerra
CTM/ [in](#)



9 workers



- invested by the team



- external K raised





Problem and solution

GUZZU is a solution for the sale and widespread adoption of scalable music NFTs that can be integrated with digital distribution companies to enable creators to sell digital merchandising. We are the Bandcamp for NFTs.

Intellectual property

Yes, and we have smart contracts by which royalties can be programmed so that all the creators involved in the value chain of the piece are properly remunerated.

Market

According to our market study, 18.5M people in Spain alone. According to the study we impact 8 different markets in 3 cities in the USA, Spain, France, UK, Germany and Mexico.

With an audience of 114M people between the ages of 18 and 40, 35 % are potentially interested in buying Merchandising Digital.

Business model

The business model consists of 3 different flows: 1st: commissioning GUZZU's own creators; the 2nd are collaborations (brand names, festivals, corporations, record companies, wholesalers, ticket sales companies, etc.); the 3rd is integration with digital distribution companies that provide a large volume. Financially, our business model is based on transaction commissions for the primary and secondary market.

Competition

At GUZZU, we divide our competition into two distinct blocks. On the one hand, the traditional NFT marketplaces, which are the ones below listed in a comparative table, analysing the features they offer and those that we at GUZZU offer. At the utilitarian level, the traditional marketplaces have the most similarities to GUZZU, though GUZZU also offers, at a differential level and as an added-value feature:

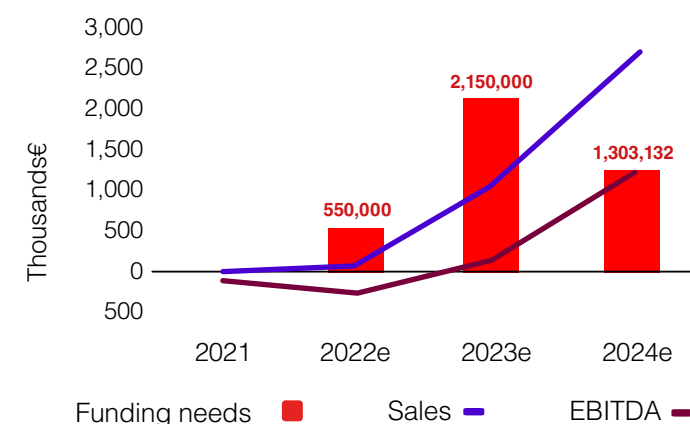
- **TIMELINE:** chronology. This gives creators and companies the opportunity to tokenize their history chronologically and to sell important moments from their history in NFT format.
- **COMMUNITY:** The timelines are interrelated, and over the long term, GUZZU's goal is to achieve a history of tokenized music.
- **SPECIALIZATION** in music.
- **WIDESPREAD ADOPTION:** Payment by credit card and single-user experience.

Main international competitors: Serenade, RCDSHOP, Sound.xyz, Audius Principals.
Domestic competitors: Kommon.io, WizMusic, Kloov, Fragsy



Technologies of the information and communication

Financial projections



€47,836 monthly burn rate

GUZZU needs to raise €2M to a pre-money valuation of €10M. The objectives of GUZZU's investments in the next 5 years will serve to consolidate the business and go on to invest in 4 major areas (personnel, marketing, technology and operations) that will vary according to the priorities of the period and the phase in which we currently are. Of the 4 above mentioned areas, operations are the one that will always be at a stable point.

Milestones

- 05/2022** Finalizing the €410,000 pre-seed round
- 07/2022** Launching the MVP and the first traction dates
- 08/2022** Signing of key partnerships: Spring Sound and LCM (pioneering agreement with digital distribution platform)
- 01/2023** Technological integration with La Cúpula
- 06/2023** Launching commercial sales agreement with Primavera Sound
- 09/2023** Signatura acords The Orchard, Believe Digital, Sonosuite...

CONTACT DETAILS

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TEAM



Arnau Sabaté
CEO/ [in](#)



Frankie Pizá
COO/ [in](#)



7
workers



€28,000
invested by
the team



€410,000
€105,000
external
K raised

I AM OXINITY

www.oxinity.com

12/2020

Big Data and AI helping teachers to improve student learning



Problem and solution

Providing a product that improves learning efficiency x5. Hypothesis proven with languages but can be extended to any subject or area. In addition, we offer technological business models that allow you to compete in price with marketplaces at the same time as they enable both teachers and learning centers / schools to increase their income, reducing costs and redistributing margins.

Market

Proven in the language market. Oxinity is designed for teaching structures, both communicative and those related to mathematics, programming and in the future, music.

Scalable implementation in new markets in under 20min.

Business model

The basis of growth in Oxinity is the exchange of students, Oxinity receives 10 %, the teacher 50 %, and the commercial operation 40 %.

The teacher, being the engine of growth, becomes a cost.

Funnel: 25 % of those interested become clients

CAC blended: €56/student.

Margin: 53 %.

Lifetime: 11.75 months

LTV€: €446/student

Competition

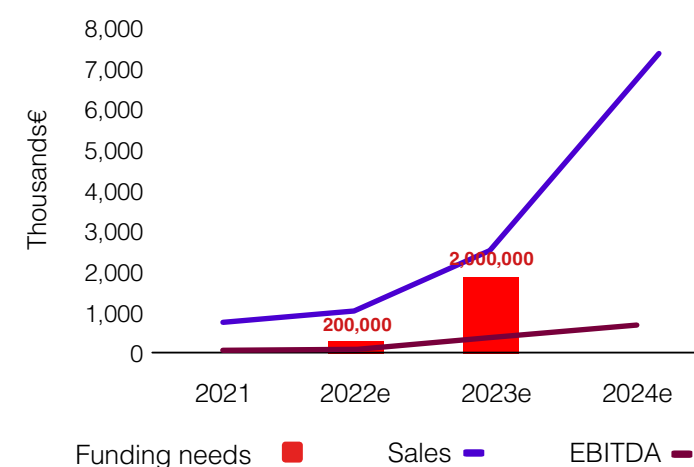
Marketplaces like GoStudent, Preply have transformed the market: a large concentrated supply of professors who fight for the best price, with commissions of 30 % and very high CACs.

Oxinity is the solution that rebalances the market, with a x5 more efficient product, better retention, competitive prices, while increasing incomes, reducing costs and CACs.



Technologies of the information and communication

Financial projections



€10,000 monthly burn rate

A 200K bridge round with 25 % discount and the same additional amount of discount in the A series planned in a year's time if there is a follow-on.
100K (50 %) for IT resources
80K (40 %) for Online Marketing
20K (10 %) for Branding

Milestones

- 01/2022** Changing to a business model that increases margins and reduces costs
- 07/2022** 27 % conversion rate through funnel: 4 people interested - 2 tests - 1 client
- 09/2022** Accepted at the Supercharger Ventures educational project accelerator
- 12/2022** Bridge round
- 01/2023** Student entrance grows x3 YoY
- 06/2023** A Series round

CONTACT DETAILS

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TEAM



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CEO/ [in](#)



Radmila Gurkova
CBO/ [in](#)



11
workers



€3,000
invested by
the team




€367,000
external
K raised



LAMPSY PERSONAL MOBILITY (LAMPSY)

 lampsy-mobility.com

 03/2019

The design, manufacture and worldwide sale of intelligent personal electric vehicles for high-purchasing-power markets, e-connected, with new mechanical solutions and AI technologies



Problem and solution

Advanced security (suspension, steering, stability) and connectivity and AI features (cameras, ultrasound, software) have not yet reached the e-scooter market. There is a type of client, with high purchasing power, who will use a scooter for travelling around if it provides the necessary security, comfort and exclusivity that he/she is seeking. Lampsy has designed a comprehensive revision of the concept of an e-scooter, with exclusive mechanical innovations, e-connected and equipped with a great deal of technology. The use of cameras to provide early warning of danger, the application of ADAS and AI systems and the new mechanics (including a patented suspension system) all prevents accidents. Lampsy: perfection reaches to personal mobility.

Intellectual property

Patents for the suspension and steering system have been applied for. All mechanical and electronic systems are owned by Lampsy, and the technology, including the engine, is all theirs. Patents applied for in Europe, UK, USA, Israel and China.

Market

Lampsy is aimed at the high-end market, which is estimated to be 0.5 % of the total market. Currently, it is potentially equivalent to about 7,000 units / year, with 13 % growth per year. The business model is powerful digital marketing and sales through the company's own dealers / showrooms, with progressive global deployment in high-income cities.

Business model

Revenue derives from the sale of units, maintenance and branding. By the fifth year, the projected sales are €20.4 million. The direct cost is 47 % of sales, operating costs 25 %. The expected EBITDA is 28 % by the fifth year. Sales during the fifth year are 1,400 units.

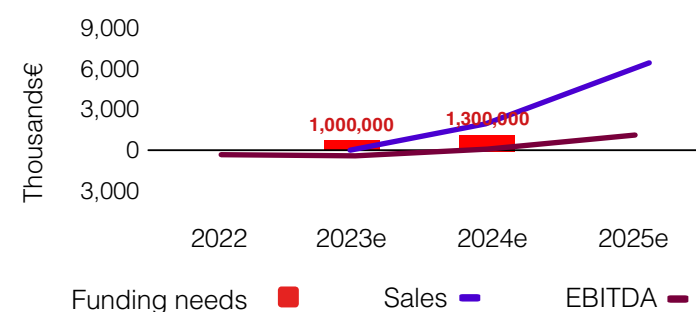
Competition

Nowadays, Lampsy has no competitor, neither in terms of technology, mechanics nor market. Large Asian manufacturers have cornered a low-cost market. The Australian-Californian manufacturer Unagui has begun to talk about a future inclusion of AI into its products, though these are of a much lower range from a mechanical point of view.



Technologies of the information and communication

Financial projections



€25,000
monthly burn rate

Lampsy currently has a funding round open of €1M approx., and aims to finalize it by April 2023. Funding will be used for industrialization, production and marketing. This round is the continuation of a first investor entry in February 2022, with €465 K. Until that date, the CEO contributed €600 K. A second round of €1.3 M is planned for mid-2024, aimed at growth outside Europe. After that, growth will be organic.

Milestones


- 09/2022** Approval of aesthetic design and of hardware / software architecture. Patent application
- 10/2021** Validation of the new suspension and steering systems / models in carbon fiber
- 02/2022** Round of €465K for syndicated private investors
- 09/2022** Consecució del prototip funcional / Proves i assajos
- 06/2022** Finalizing the funding round / industrialization of product / marketing development / pre-sales
- 12/2023** Manufacturing plant / hiring of technical and production teams/ manufacturing of units and delivery of first sales

CONTACT DETAILS

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TEAM



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CEO/ 



David Rodríguez Castelló
Dir. Electronics and software/ 



5
workers



€600,000
invested by
the team



€465,000
external
K raised

MELOOM

meloom.com

01/2022

We eliminate the barriers to access to musical learning



Problem and solution

7 out of 10 adults want to learn to play an instrument, but their current lifestyle prevents them. At the same time, the drop-out rate for online courses stands at 80 %. Meloom's value proposal is based on creating a product of the highest quality in educational terms and in UX, which provides the following advantages:

- saving money compared to face-to-face classes.
- saving time compared to trying to learn without a training program
- generating an adaptive learning schedule for each user by using Machine Learning models which will increase LTV.

Intellectual property

Our own current methodology is protected by industrial secrecy through a partnership agreement.

Market

The online education market is expected to reach \$457.8 billion by 2026 (CAGR 10.3 %). We are proposing communication actions, particularly appearances by famous performers who feature in the courses, and agreements with transversal players from the sector such as music festivals and instrument brands.

Business model

B2C business model featuring the sale of individual products in the 1st phase, and moving onto the subscription model in a future phase. We cover the production costs for each new product, with forecasted recuperation of said outlay within a month once we have achieved the MRR targets.

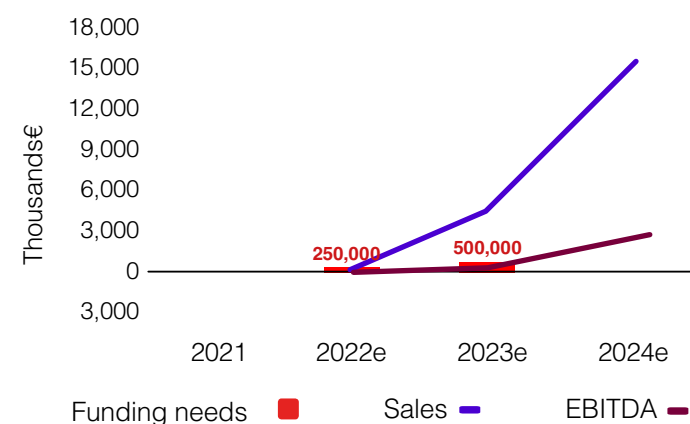
Competition

Youscian and Simply offer the option of playing by following the instructions on their app, but they focus on performance, and leave out the essential stages of a suitable pedagogical schedule, which Meloom does cover. Nor do they have famous artists offering customized lessons or schedules.



Technologies of the information and communication

Financial projections



€15,451
monthly burn rate

Milestones

- 03/2022** Launch of MVP, with first 3 products
- 08/2022** We managed to sell 150 courses with ukulele included
- 09/2022** More than 400 users
- 12/2022** Reaching 1,000 users
- 09/2023** Launching our own app, offering personalized learning schedules
- 09/2023** Launching a subscription model

CONTACT DETAILS

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TEAM



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Director/ [in](#)



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5
workers



€3,000
invested by
the team



€63,000
external
K raised



OASIS HUNTERS



01/2021

Getting new generations interested in local, sustainable rural tourism through personal experience



Problem and solution

(B2C)

Surprise trips are currently booming, but all the alternatives on the Spanish market offer the same type of destination – big crowded cities. Thanks to growing awareness of the environment and interest in nature, rural tourism is also booming, and users are increasingly seeking new, different, local and nature-rich alternatives, where they can disconnect from the stress of daily life. We combine the concept of surprise with this kind of getaway by helping users to get to know new, nearby places where they can get away from it all, but without having to worry about finding the place or planning the trip.

(B2B)

The Coronavirus crisis has greatly increased the number of companies that have adopted the strategy of teleworking, thus creating a distance between work teams and less cohesion. By organising company events in natural rural spaces, we create stronger team links and better relationships between the team members. In the same way, we provide suitable environments to enhance inspiration and creativity outside the usual work environments.

Market

+9M overnight stays in non-hotel accommodation in 2021 in Spain. Potential target market, people between 25 and 55 (mostly millennials), residents of the Spain Peninsula, medium to medium-high purchasing power. Singles, couples or parents with children, living in medium-sized or large urban centers. We will reach them via strategies involving social networks, SEO and SEM, media and trade fairs.

+3M SMEs in Spain, the potential target market is small and medium-sized companies, with 10 to 100 workers, located on the Iberian Peninsula. We reach them through SEO / SEM strategies, marketing actions and presence at trade fairs.

Business model

B2C -> Sale of getaways and gift vouchers for rural experiences. Average ticket of €270 and a profit margin of 37 %.

B2B -> Organization of events and supplier of spaces for companies. Average ticket of €10,000 and a profit margin of 20 %.

B2B2C -> Tourist destination promotion campaigns. Average ticket of €12,000 and a profit margin of 70 %.

Competition

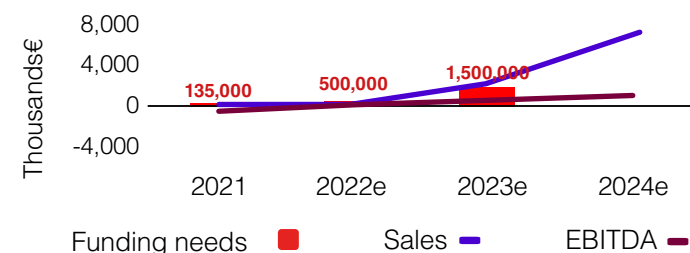
Oasis Hunters' main competitors are divided into two main areas; firstly, websites specializing in rural tourism, such as RUSTICAE and Escapada Rural, where the business model is based around the owner, using a pay-for-visibility model. Our main competitive advantage is the way we focus on the traveller, creating an experience that attracts the general public and working in tandem with rural accommodation locations as a booking provider, not as a website that offers visibility.

Secondly, there are companies like Waynabox, which has a value proposal focused on the user, in the form of surprise experiences. The main difference, and our competitive advantage in terms of experience websites, is that Waynabox does not specialize in vertical tourism.

oasishunters

Technologies of the information and communication

Financial projections



€8,000 monthly burn rate

The funding round we just opened is for the sum of €500,000, of which 50 % will be funded by private entities (Business Angels / VC) and the rest by public funding entities (ENISA). The distribution of funds will be aimed at strengthening the company's marketing area as well as the customer support and booking departments. It will also be used for carrying out various campaigns and marketing actions, mainly based online + Branding. Meanwhile, part of the budget will be allocated for the creation and empowerment of the B2B department, the website, adapting the booking engine, hiring a marketing profile and an organizer, and various online + offline actions for promoting the business line and attracting the collaborating hotel network.

Milestones

- 04/2022** Finalizing promotional campaigns with public tourism organizations
- 09/2022** Best tourist initiative 2021 - Talent Awards (Barcelona Chamber of Commerce)
- 07/2022** Record quarterly turnover exceeding €100,000
- 12/2022** Initiating a nationwide B2B line (business events)
- 12/2022** Launching our OASIS PREMIUM Line (B2C)
- 2023** Increasing the number of campaigns with public tourism organizations.

CONTACT DETAILS

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TEAM



Joshua Molina
CEO/ [in](#)



Marina Teixidor
Advisor/ [in](#)



11
workers



€10,000
invested by
the team



€135,000
external
K raised

OPGROUND

opground.com

06/2020

Opground connects up businesses with talent just like people do, but in <5mins



Problem and solution

86 % of tech profiles do not actively seek work, but they'd like to change

73 % of businesses find it hard to find tech talent

Opground finds tech talent for companies in <5 minutes. The AI-based chatbot conducts an initial interview with all professionals to find the most suitable talent for companies. Thus, they recommend professionals who are searching for what the company is offering and who meet its requirements, because all it needs to start the process is a message.

The same tech has been used to create teams in internal projects within companies, and improving retention

Intellectual property

Our property is protected by a combination of copyright and industrial secrecy. We are considering the option of patenting the process.

Market

Companies that are looking for technology talent and tech professionals, right now.

Opi the Coach, a new feature, our podcast, social networks and links to talent hubs and with business ecosystems are the channels to get there. We now have a 60.5 % NPS and a 4.4/5 STAR RATING

Business model

Recruiting: €999 if you contract it, or €799/month for a monthly subscription.

Retention: €7.5/professional managed monthly + set up.

Costs: basically team. The monthly burn-rate is €20k, the monthly outlay is minimal, and the salaries too, but these represent approx. half of the costs. The rest is tech and marketing

Competition

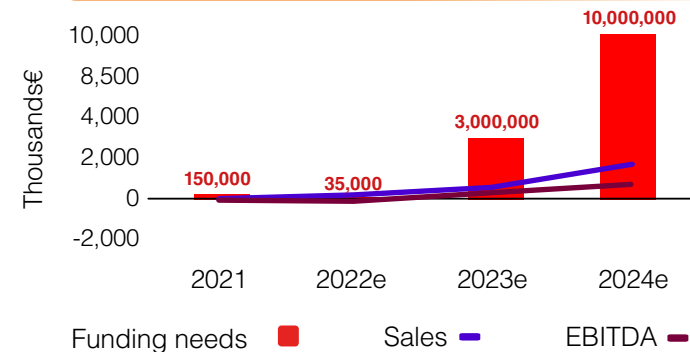
Indirect competitors: talent platforms. They offer company-professional contacts, but they all follow the model established by Infojobs.

Direct competitors: recruiting agencies, given that Opground is a virtual recruiter. However, we want to be a tool for them, so we work with them.



Technologies of the information and communication

Financial projections



€20,000 monthly burn rate

Our funding requirements are €260,000. We applied for an ENISA of €110,000 that could reduce this requirement to €150,000. At the same time, turnover forecasts are good. This is a bridge round between the seed already finalized and Series A, scheduled for December 2023. Thus, the options of either a standard round or convertible note are being considered. Our goals are above all the team and tech, in accordance with the NEOTEC grant.

Milestones

- 01/2022** Developing our own Artificial Intelligence model
- 07/2022** Funding round for €250,000 with Business Angels and Neotec of the CDTI
- 09/2022** Pilot test of a new product with one of the three largest human resources companies in the world
- 12/2022** Internationalization in one of the three largest human resources companies in the world, and the introduction of another of our software products
- 01/2023** Product-market Fit achieved for all products
- 06/2023** Series A funding round, after the bridge round that we want to finalize in the next few months

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TEAM



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Marcel Gozalbo Baró
CTO/ [in](#)



Jordi Vall Calsina
COO/ [in](#)



6
workers



€20,000
invested by
the team



€555,000
external
K raised





19/2020

Learn to dance whenever and wherever you want without losing any quality



Problem and solution

It is not possible for everyone to gain access to top-quality dance classes, for geographical, financial or other reasons (schedules, availability, shyness...).

Our classes are VOD (video on demand) and therefore can be played at any time, and always with the highest-quality video and sound. However, we have devised tools in the player that facilitate home learning, such as activating the webcam to place you next to the teacher while you're learning, double cameras so you can see the class from behind, among other features.

Market

Spanish-speaking market interested in dancing, in addition to a more mainstream target of people who want to start dancing. The estimated market is for 5M people interested in dancing.

Business model

We use a B2C model featuring monthly subscriptions of €9.99 or annual of €79.99. Production costs are fixed, and the margin for each subscription is virtually 100 %, since they are on-demand classes, and so we are seeking a large-volume strategy to reach the maximum possible number of users.

Competition

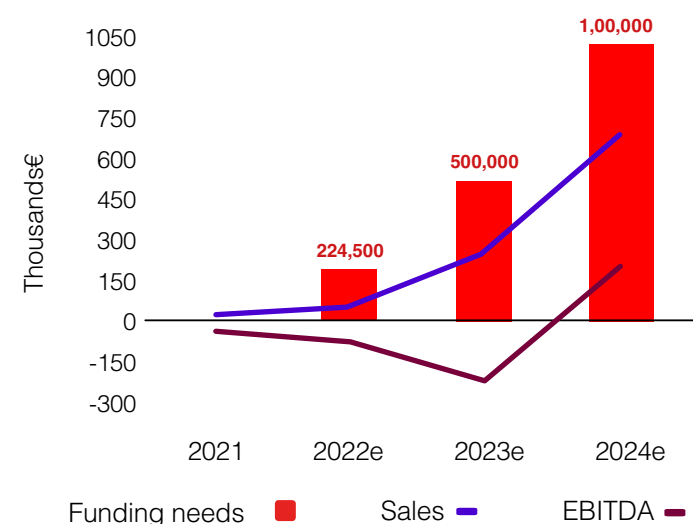
In English, there are two dominant players, namely Steezy (our inspiration), and others more focused on the field of professional dance, such as CLLstudios and TmillyTV.

In Spanish, the main players include bailaronline.com and EMDclass. We stand out from the rest because we offer more advanced technology and quality content.



Technologies of the information and communication

Financial projections



€16,000 monthly burn rate

We are considering our next investment round, but we estimate that we will need about €500k, to invest in expanding into other countries and growth.

Milestones

- 01/2022** €2,000 MRR
- 05/2022** Finalizing the 1st round of €1M pre-seed post-money
- 07/2022** Recruiting product, marketing and content teams
- 12/2022** 2,000 active paying students
- 03/2023** Launching in the US
- 07/2023** Launching mobile app

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TEAM



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CEO/ [in](#)



Vivian Vera Jiménez
COO/ [in](#)



6
workers



€40,000
invested by
the team



€157,500
external
K raised



TOTAL BASE CAPITAL



05/2020

Getting fit can be fun.



Problem and solution

The latest available survey about sports habits (2020) indicates that 50 % of the population in Spain practices less physical activity than the minimum recommended by the WHO. At the same time, gyms have dropout rates of between 8 % and 20 % of their users PER MONTH.

Rockfit has shown that digitalisation can provide a customized fitness option that integrates the principles of sport as a game and that everyone can enjoy in an affordable way.

Market

CrossFit, as a competitor, has 15,000 centers operating worldwide, targeting a narrower market niche than Rockfit. With an average billing of €200,000 per center and an estimated 5 % engagement, we are talking about a potential market of €150,000,000.

Business model

Our sports equipment offers differentiation and added value for the end user at an implementation cost of more or less the 50 % of a conventional spinning room. Recurring revenue from billing for cloud-based customer experience personalization online services.

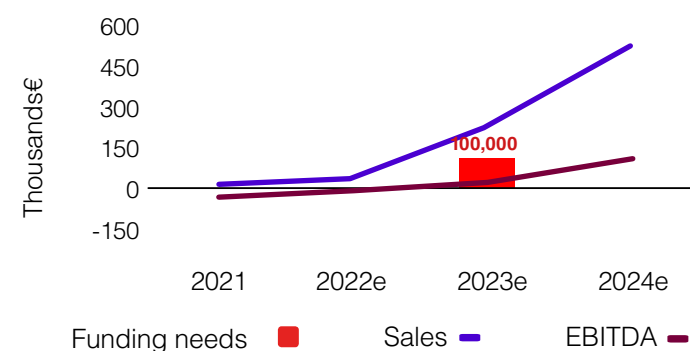
Competition

Technogym, CrossFit or Volava are three examples of Rockfit's three competitor categories within the current fitness market. For these 3 cases, we have a strategy of differentiation in which we go after an identified niche of discontented target.



Technologies of the information and communication

Financial projections



€1,500 monthly burn rate

Technical and product developments 100 % financed.

We are looking for an additional €100,000 to speed up the manufacturing process (generating stock in bottlenecks and items where we find economies of scale) and the sales team creation.

Milestones

- 01/2022** Opening of the pilot centre in Barcelona
- 05/2022** Industrial partner entry to valuation €1,000,000 for electrical manufacturing
- 07/2022** We double the pilot centre capacity with serial manufacturing structures
- 12/2022** LOI signs the sale of the first external installation in a sports centre in Barcelona
- 03/2023** Opening of installations with 100 % standardized and industrial manufacturing in external sports centre
- 07/2023** Opening of facilities in Madrid, La Rioja, Puebla (Mexico), Paris and Lisbon

CONTACT DETAILS

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TEAM



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CEO/ [in](#)



María Eugenia Beltrán Lezaun
Technical direction/ [in](#)



-
workers



€120,000
invested by
the team



€100,000
external
K raised



03/2022

Automating the sports sponsorship process to facilitate access at all levels in a professional manner



Problem and solution

Problem:
Calculating sponsorship ROI is done manually and slowly, it is affordable only to large companies and is not very precise given that it is impossible to analyse all the different channels on which customers watch events.

Solution:
Calculating ROI for sponsorship on different digital channels and social networks using AI and brand tracking on streamed broadcasts on OTTs platforms and social networks, thus enabling the sponsor to find out the ROI of the sponsorship quickly, at an affordable price, for companies at all levels and with high, comprehensive accuracy.

Market

All the companies in the world that invest in marketing, all sports projects and athletes seeking sponsorship. Our target market is brands in Spain, Brazil, Mexico and USA that want to use sport as part of their marketing strategy. Our buyer: marketing or sponsorship executives in medium and small businesses.

Business model

B2B Saas - Subscription

Clients seeking sponsorship (athletes, clubs, federations, etc.)

Standard - FREE

Gold - €9.95/month

Premium - €29.90/month

Customers looking for projects (companies)

Standard - FREE

Gold - €59.90/month

Premium - €199.90/month

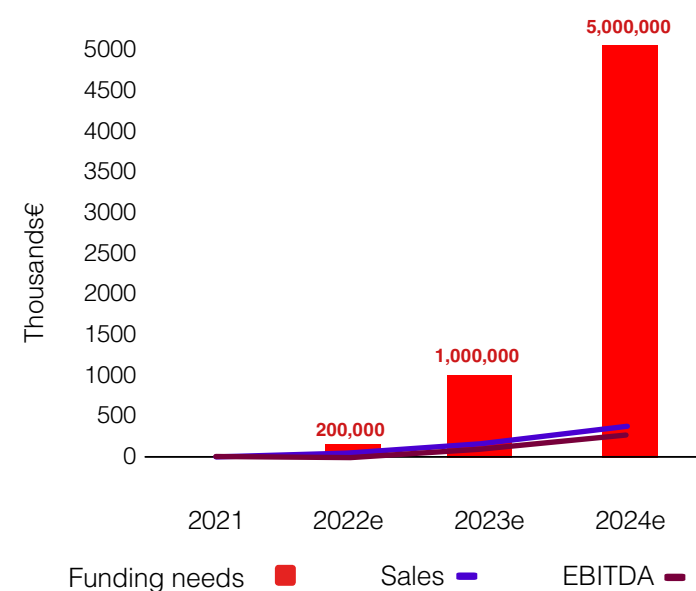
Competition

Blinkfire –sponsor ROI. Only accessible to major brands. Minimum price 15k. HORIZM - calculates RoSI. Only accessible to major brands. Minimum price 30k. Shikenso - calculates RoSI for e-sports. Sponsify - calculates sponsor ROI. Accessible and affordable for projects and brands. Price from 0 to €199.



Technologies of the information and communication

Financial projections



€100 monthly burn rate

Milestones

- 06/2022** LYCRA - matchmaking between brand and athletes for a fabric test
- 07/2022** OPTIMAL WAY - matchmaking between brand and basketball federations in other countries
- 10/2022** ITAU-UNIBANCO is interested and is considering the possibilities of investing in the tool
- 11/2022** Analysis of ROI of sponsorship of the Youth Basketball Championship in L'Hospitalet
- 12/2023** Macallan - Matchmaking between projects and brand strategy
- 12/2023** Attracting sponsors for the l'Hospitalet Championship and the 2024 America's Cup

CONTACT DETAILS

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TEAM



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CEO/ [in](#)



Christian Lupion
CMO/ [in](#)



Ricardo Graner
CTO/ [in](#)



3
workers



€20,000
invested by
the team




€0
external
K raised



SUPPLAAY SOLUTIONS

 supplaay.com

 09/2020

SaaS for the digitization and optimization of the textile industry supply chain



Problem and solution

The vast majority of fashion brands have externalized their clothing production, which is run by SMEs working remotely and without access to technology.

The lack of technological solutions produces serious financial losses for these managers due to errors of calculation, communication problems, etc., as well as a total lack of visibility of the supply chain for brands, which are now being pressed to demonstrate transparency in their supply chain.

An integral solution, accessible from any device and affordable for SMEs, will make it possible to digitize the operation and ensure product traceability.

Market

We target companies that supply locally-sourced clothing (Europe and North Africa) for high consumption, representing a potential market of €140 trillion per year.

We have +10 years of experience in this sector and are working on agreements with strategic partners in the industry.

Business model

Our service is a SaaS B2B based on an annual subscription paid monthly, which means we have a recurring income model. We estimate that our contribution margin will be around 85 %, considering our main direct expenses to be those of marketing and commercial equipment and indirect expenses those of the product team.

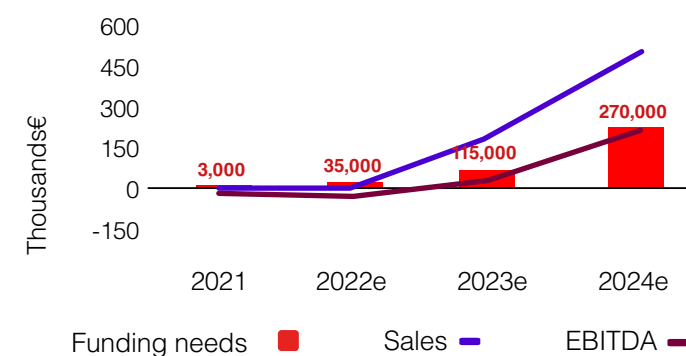
Competition

Many technological solutions are not specific to the textile industry. Those which are, are aimed at big consumer brands and not the companies responsible for managing production, given that they focus on historical sales and purchasing programming or stock management. Centric, Backbone PLM and Supply Compass are ecosystem companies.



Technologies of the information and communication

Financial projections



 **€5,500** monthly burn rate

In the first quarter of 2023, we hope to raise a seed round of €500,000 that we will invest mainly in the product team (70 %) and also in the marketing team (25 %).

We have just finalized Convertible Notes for the sum of €50,000. This will allow us to continue developing software as well as making the necessary marketing efforts.


Milestones

- 01/2022** Recruiting two people onto the product team
- 07/2022** MVP tested with users and Product-Market Fit validated
- 09/2022** First functional users
- 01/2023** First pay-per-users
- 02/2023** Launching of second module (Purchase + track samples)
- 09/2023** Agreement signed with a big consumer brand to make the use of Supplaay mandatory for all its suppliers

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TEAM



Agnès Vilarrubia
CEO/ [in](#)



Ellis Fuller
CPO/ [in](#)



Quique Martínez
CTO/ [in](#)



6
workers



€13,000
invested by
the team



€50,000
external
K raised

TALENTFY RECRUITING

ytalentfy.com

07/2019

Find the best digital profile for your company in less than 10 days



Problem and solution

The market for IT personnel searches is very unbalanced, as there is more supply than demand. And the fact is, digital candidates do not seek work proactively. This creates a need for a marketplace like TalentFY, which enables companies to find their ideal candidate in less than 10 days.

In addition, companies are very often unsure as to which IT profile they're looking for, and this can seriously hamper the company's productivity.

Our Marketplace, based on artificial intelligence, assigns the top 3 recruiters according to the type of position requested by the client.

Market

TalentFY is B2B and is aimed at startups, SMEs and large companies in different sectors. It is intended to reach its targets based on a strategy of marketing (inbound & outbound) and communication (enhancing the brand). The size of the potential market in Spain is around €50 billion.

Business model

TalentFY invoices the client if he/she has signed up a candidate who arrived thanks to a freelance recruiter supervised by us. We charge a fee </387 of 15 % of the candidate's annual gross salary. Of this amount, 65 % goes to the recruiter and 35 % is TalentFY's margin.

Competition

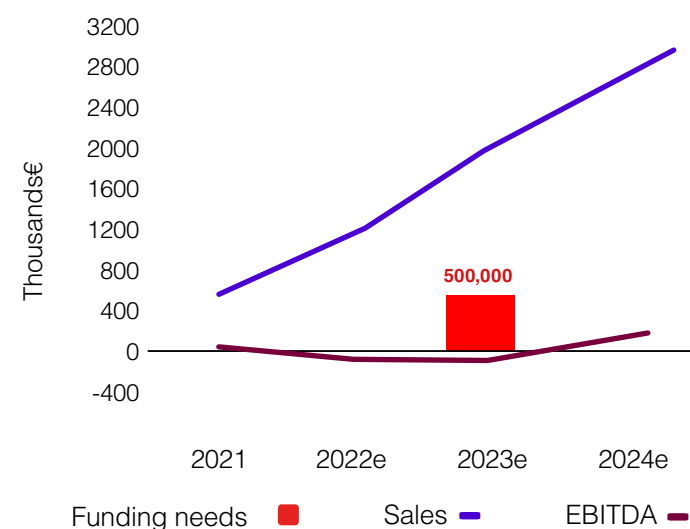
Talentoo: Recruitment service with previously-filtered candidates. Unlike TalentFY, they are not specialized in a specific type of profile.

IT talent: Recruiting and headhunter service. They also offer IT training to the candidates hired and consultancy services to companies to build loyalty.



Technologies of the information and communication

Financial projections



€30,000 monthly burn rate

Financing need of €500 K until 2023

Milestones

- 06/2022** Surviving Covid19. It was a real challenge for the company, which had been launched a few months earlier (5 months)
- 10/2022** Finalizing a seed round of €300K
- 07/2022** More than 300 clients in portfolio
- 11/2022** 1.2M turnover
- 12/2023** Internationalization of the company
- 12/2023** 3M turnover

CONTACT DETAILS

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TEAM



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CEO/ [in](#)



Pere Rosell
CTO/ [in](#)



Alex Navarro
COO/ [in](#)



22
workers




€31,000
invested by
the team



€419,000
external
K raised

THE RUNNING REPUBLIC (ECOVOLUTION)

 therunningrepublic.com

 12/2018

The platform for creating and selling sustainable sports textiles



Problem and solution

We solve a clear pain point in the sports textile market, offering an ethical, sustainable and personalized product for different targets (B2B and B2C) that do not find a product made with real sustainability criteria that is both, technical and customizable.

The user designs a product that is rendered and sold to future clients on the platform. When it reaches the production minimums, the product is paid, produced and delivered and the user charges a fee for his creativity.

Market

B2C: athletes between 20 and 45 years old who care for the environment, technical product and real sustainability.

B2B (such as Eurofitness, Zurich): companies and races that look for quality merchandising and sustainability.

Business model

The influencer marketing moves huge amounts of money and thanks to it, through the years, the main players (Redbubble, Teespring, Spreadshirt) have set up huge rounds and in some cases, they bill over € 100,000,000.

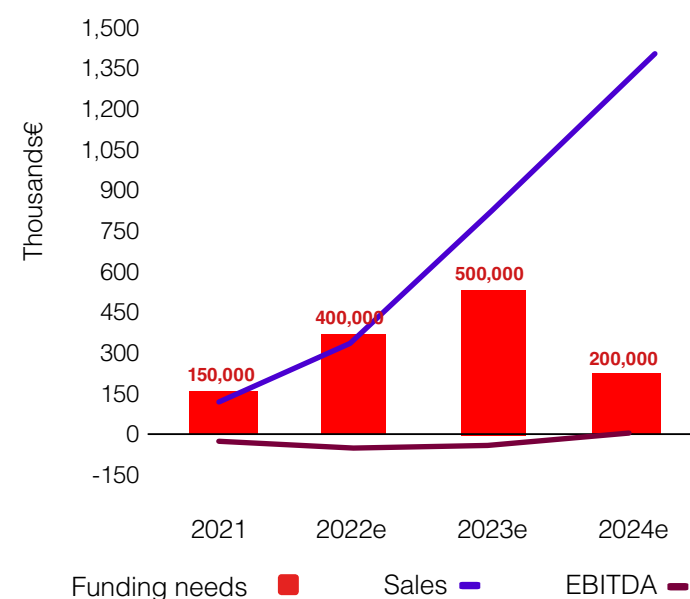
Competition

On one hand we are making the brand known by gaining credibility (4.6 scoring trustpilot) and on the other hand we are consolidating the operations to enter fully into the second phase. Nevertheless, we have done some tests in B2B with Zurich Insurance, Heura, Europhytness and the Carles Ferrer Salat Foundation.



Technologies of the information and communication

Financial projections



 **€10,000** monthly burn rate

€400,000 22 % sales and operations; 25% branding & marketing; 34% R&D inventory; 19% equipment

Milestones


- 2020** Brand launch and first sales
- 2021** First year with turnover > €100,000
- 2022** Agreements with Zurich, Heura, Europhytness, TEC Expected turnover > €300,000
- 2022** Vertical launch tennis and paddle
- 2022** Agreement and execution with Decathlon, Zalando, Tradeinn
- 2023** Vertical launch cycling + platform customization 1.0

CONTACT DETAILS

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TEAM



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CEO/ 



Francesc Alsina
CMO/ 



7
workers



€50,000
invested by
the team



€250,000
external
K raised

UNITED GAMERS

Unitedgamers.pro

04/2020

Professionalizing digital training for eSports



Problem and solution

eSports gamers don't have any professional training, they train by playing the actual video game, and to make a comparison with football, that would be like only ever training 11 vs 11, something that is unthinkable nowadays. The solution is a virtual gym with different services focused on improving the gamer's performance and health, with the central feature being a virtual training field where the gamer can practice the skills required in the video game, just like in football training when you learn to shoot, pass or head the ball.

Market

There are more than 3B video game players in the world, while for League of Legends (the video game we are currently offering training for), there are over 120M. We already have more than 29,000 users, which we have acquired at a CPI <0.7 €, with different campaigns featuring influencers, though we believe that one very effective channel would be performance marketing for different channels.

Business model

We have adopted a free-to-play business model, which is followed by the main agents in the sector. This model consists of making most of the game free (which leads to the acquisition of many users) and monetizing through various micropayments (purchases within the game for a small price) and Premium versions (with recurring payment).

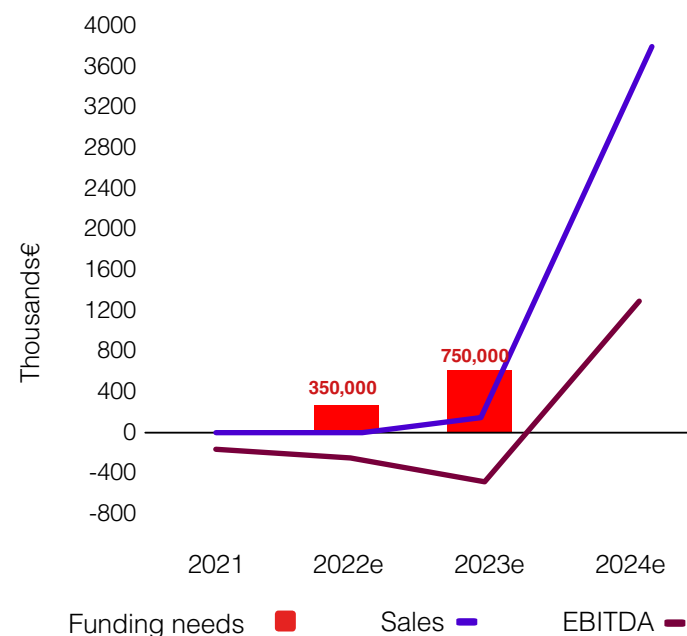
Competition

Kaikoo: this works on the gamer's skills, based on statistical goals. Blitz: this provides a whole range of statistics and progress paths to the video game. Proguides: this improves performance through audiovisual sessions. Unlike its competitors, United Gamers was created by physical activity and sports scientists. Know-how and training methodology are our strong point.



Technologies of the information and communication

Financial projections



€10,000 monthly burn rate

Funding round in 2023 for the amount of €750,000

Milestones

- 04/2020** Opening the company in the middle of a pandemic
- 08/2020** Achieving a first investment round of 150k
- 08/2022** Achieving a second investment round of 325k
- 11/2023** Achieving a third investment round
- 12/2023** Achieving some standard retention metrics
- 12/2023** Validating the monetization and search routes of the Product-Market Fit

CONTACT DETAILS

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TEAM



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CEO/ [in](#)



Ferran Llobet
CCO/ [in](#)



Joan Solé
Director of methodology/ [in](#)



7
workers



€50,000
invested by
the team



€615,000
external
K raised

WAIIS SOLUTION IBERIA



03/2022

UNLIMITING THE WAY WE MOVE



Problem and solution

- Cities are congested with vehicles, with too much pollution from non-sustainable vehicles and crammed with mobility operators and Apps that become too complex for users to achieve efficient, sustainable mobility.

-We provide you with all the transport options to your destination, all the available operators, we connect up people for vehicle-sharing and measure the impact of each route.

Intellectual property

A mobility algorithm that searches for users to pair them up so they can share vehicles.

Market

Big European cities
Marketing campaigns in the media, advertising strategies with partners, broadcasting via social networks and by the users themselves.

Business model

We provide all the mobility options for a city and we charge a commission of between 7 and 10 % of the ticket for each trip, we offer options that no other App has, such as journey-sharing, for which we charge a commission of up to 30 % of the ticket.

Competition

There are comparative operator platforms (comparing price and time) to reach a destination (GOOGLE MAPS, CITY MAPPER, COGO, CITY TRIPS) and indirect ones such as mobility operators that incorporate different vehicles (FREENow, UBER, Cabify, Bolt).

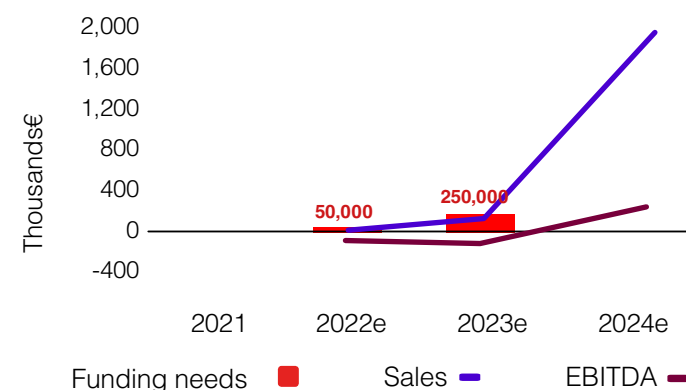
WAIIS offers all the mobility options (bicycle, vehicle, motorcycle, scooter, public transport or private car) to reach a destination, it connects up with all the operators and displays all the options according to (price / time / eco-friendliness); once it has selected the best option, it connects up users for them to share the same routes.

All the options in one single App.



Technologies of the information and communication

Financial projections



€5,000 monthly burn rate

By the end of the year we need €50k to validate the MVP and begin marketing development. By 2023, we need €250k to maintain and expand the workforce to 7 people, marketing development + CAPEX and to develop new App features. To validate the MVP, we are searching in family & friends and / or Business Angel. For our 2023 requirements we are looking for a share investor.

Milestones

- 09/2022** MVP of the functional App
- 07/2022** Agreement with the National Taxi Partner
- 08/2022** Consolidation of a 5-person team
- 12/2022** Validating and testing the MVP by 500 people
- 01/2023** Launching onto the market in Barcelona and Madrid
- 01/2024** Launching in large European cities

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CEO/ [in](#)



Paulo Gómez
CCO/ [in](#)



5
workers



€60,000
invested by
the team



0
external
K raised



07/2022

Simplify musical collaborations, empowering artists to continue creating



Problem and solution

Nowadays, the process of exchanging feedback on music-making in the industry is complex and chaotic. Beatmakers, music producers and audio engineers (working remotely or in person) use more than 4 platforms to give and receive feedback from all those versions prior to the final song. The process requires exchanging high quality audio content with features adapted to the sector.

The creators lose files, waste time and forget to make the required changes due to having to use several platforms and tools that are not specialized in musical production.

Market

The startup is based in the software sector, focused on musical production. The forecasts indicate growth. Sector revenues exceeded \$3.2B in 2021. Within this sector, Wavic is based in the music editing branch, which provides an average annual growth rate of 22.7 % over the next 6 years.

Business model

The music startup bases its business model on Freemium subscription. It offers a free version where all guests and new users will be able to familiarize themselves with the product.

Wavic is prepared to offer its customers 4 types of subscriptions, all based mainly on storage.

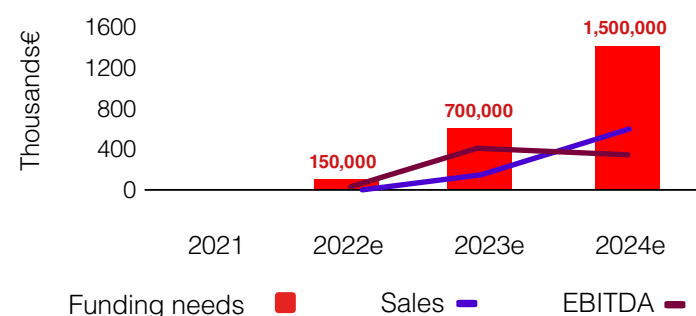
Competition

There are some big players who are already established that offer a similar proposal. In any case, the potential market is forced to use more than 3 and 4 platforms. Wavic offers a solution that allows you to start a whole process of feedback exchange while avoiding the use of cross-platform between musical collaborators. One notable feature is its complementarity between different software.

Wavic

Technologies of the information and communication

Financial projections



€8,739 monthly burn rate

Wavic has received €150,000 from Demium capital. For the next round, scheduled for February 2023, we are seeking to raise €700,000. This money will be allocated as follows: +40 % for product development (especially the creation of a mobile App), +35 % for boosting marketing / sales and +20 % for other actions in the organization. At the moment, Wavic is negotiating with investment funds interested in early stage startups, in the entertainment / music / creativity sectors, music industry profiles (artists from the music world) and business angels.

Milestones

- 09/2022** Collaborative agreement with universities on music production with a large number of students
- 09/2022** A total of over 80 potential customers waiting for the product
- 09/2022** Incubated fund of €150K
- 12/2022** Gaining a total of 2,197 monthly active users per day 30/12
- 12/2022** Exceeding 45 clients a day 30/12
- 02/2023** Achieving a second investment round of €0.7M

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2
workers



€3,000
invested by
the team




-
external
K raised

Demium.

WELME APP

 welme.tv / welme.app

 02/2022

Platform streaming VR that improves the relationship between streamers and fans



Problem and solution

There are currently 140M monthly viewers who transact 350M and attempt to interact with their favourite content creators, but 96 % of interaction messages get no answer.

The solution is to use the technology that can enable us to achieve more digital interaction today: virtual reality.

So, we can provide an ecosystem and product for the fans in which it is guaranteed they'll get what they are looking for: unlimited interaction, where the user moves from paying to send a more or less nice message to feeling that he/she is the protagonist, a part of the content and an exclusive community.

Market

TAM 2,000M SAM 700M SOM 35M
Streamers work with us, as they monetize their audience more efficiently.
Streamers' biggest fans use Welme because they have guaranteed unlimited interaction.
Brands use their audiences to open up new avenues of immersive experiential marketing.

Business model

45 % is based on 100 % customized session management or exclusive events with collaborating streamers and companies.

35 % comes from the commission we charge from the sessions that are sold on the platform.

25 % comes from operating customized spaces for brands or sports equipment.

Competition

Streamloots, Metafluence, Patreon, VR chat, Roblox.

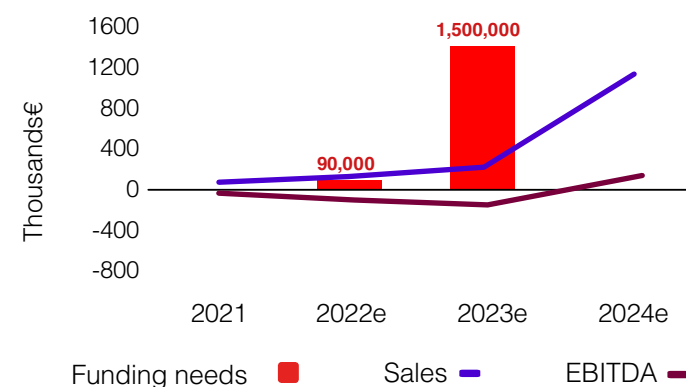
At Welme, the streamer enters in and he/she creates exclusive experiences for his/her biggest fans, and can guarantee any kind of interaction or experience, while monetizing.

With our competitors, the streamer comes in and broadcasts while he/she plays, without having any relationship with the fans.



Technologies of the information and communication

Financial projections



 **€8,500** monthly burn rate

-Quantity: 1,5M
-Rating: 5M
-Use: 60 % development 20% marketing 10 % others
-Money pledged: We have 3 investment funds interested in investing.

Milestones

- 05/2021** First streaming event, when no-one spoke about the metaverse - +600 attendees
- 02/2022** We will invoice +€60,000 with 50 sessions + n1 Twitch tendencies
- 08/2022** Loyalty built with +150 streamers with Beta
- 10/2022** Publishing our product in Steam
- 10/2022** Opening a round
- 12/2022** +500 active streamers

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Cesc Llauradó Vernet
CEO/ [in](#)



Xabi Oregi Varela
COO/ [in](#)



8
workers



€10,000
invested by
the team



€90,000
external
K raised



We wanna wash your everyday laundry



Problem and solution

No suitable service exists at a competitive price to deal with everyday laundry and other clothing. Collection and delivery are very expensive. In every home there's always a basket of clean clothes waiting to be folded. Wosh represents the digitization of laundry with a triple impact: economic, social and environmental. We offer a monthly subscription service for everyday laundry and all kinds of other items with an affordable collection and delivery service, all in the palm of your hand, using the WOSH App.

Market

In Spain, there are 18,5 million homes and of these, more than 12 million people spend an average of 24 hours a month doing the laundry at a cost of almost €90 per month and water consumption of over 18 liters of water per kilo of clothes. WOSH offers its service through its App and the most innovative laundry franchises in the world.

Business model

The income model has 2 sources of monetization:

FRANCHISE EXPANSION MODEL:

Landing page devoted to attracting franchisees. It speeds up perception of the global brand on the market. Focusing on the search for entrepreneurs, reconversions of existing businesses and Master Franchise.

MONTHLY RECURRING INCOME:

Our subscription model, an exclusive washing system, plus App and Backoffice software, enable WOSH to obtain income of 8-12 % of the monthly invoice of each franchise, in terms of royalties, services and sale of detergents.

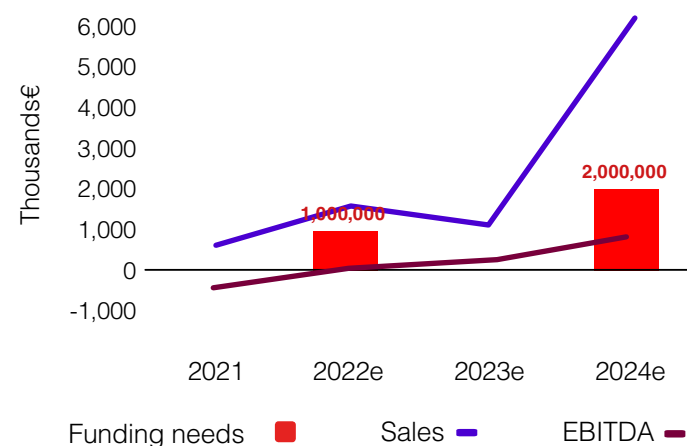
Competition

Our existing competitors on Spanish market are Washrocks and Mr. Jeff. WOSH's main competitive advantage is the founding team's knowledge of the market and operations, which puts them very much in the forefront and has enabled them to become leaders in the Spanish market.



Technologies of the information and communication

Financial projections



€15,000
monthly burn rate

We have just opened an investment round for €1M. With this money we want to accelerate our growth and domestic expansion to consolidate our leadership and begin expanding into European countries (Portugal, Italy, France ...).

Milestones

- 01/2020** Opening our first flagship WOSHSTORE in Barcelona (Pau Claris, 137)
- 10/2020** WOSH wins the prize for the world's most innovative laundry at the CINET Awards 2020
- 09/2021** Opening our first flagship WOSHSTORE franchise in Madrid
- 01/2023** Becoming the most sustainable laundry in the world by revolutionizing the market
- 09/2022** Leaders in Spain
- 01/2023** Expanding into Europe

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TEAM



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CEO/ [in](#)



Ramon Plans Esperabé
CMO/ [in](#)



8
workers



€-
invested by
the team



€800,000
external
K raised

Deep Tech - Other Technologies



Big Data in Catalonia

 220

Companies

 250


Turnover (M€)


 2.493

Workforce

 **38 %**
are start-ups

 **25 %**
are exporters

 **35 %**
they charge more of €1 M

 **61 %**
are < 10 years old

Big Data and covid-19

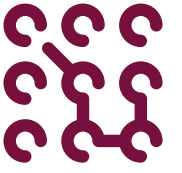
 Diagnostic tests

 Study of drugs

 Citizenship

 e-health platforms

VALUE CHAIN

 **64 %**
data analysis

 **38 %**
technological supplies

FOREIGN INVESTMENT

13 Projectes (2016-2020)

 **+85 %**
compared to 2011-2015

593 M€ of invested capital

71 % of capital invested in Spain

1.831 % jobs created

Recent investment examples of venture capital

 **seqeralabs**

€22 M (Series A)

 ADDITION CAPITAL

 Speedinvest

Talis  Amino Collective

 **BoxOne**

 **nuclia**

€5 M (Seed)

 **Crane**

 **elaia**

 **optimus price**

€1 M (Seed)

zone2boost  tech commerce

 **wayra**

Examples of attraction of foreign investment

 **Google**

Investment investment of 7.4 million euros and hiring of 40 people. with which the American multinational wants to reaffirm its commitment to Catalonia, which it sees as a “gateway to Europe”

ALDORATECH

www.aldoratech.com

05/2021

Discover the air-drop experience



Problem and solution

AldoraTech provides an air transport service using drones, which aims to contribute to the green automation of logistics, while also seeking to resolve demographic challenges such as immediate access to healthcare in the event of emergency.

We operate drones from logistics centers located in warehouses with different applications (e.g. medical) to the end receiver, who does not need any infrastructure to receive packages. This enables logistics that are more flexible and customizable to competitive costs for high-value shipments which our competition does not possess.

Intellectual property

Company currently drafting a patent proposal with FTO and IEA satisfactory for the actual process of manufacturing and package delivery system by drone.

Market

The initial market is medical logistics and emergencies. We will carry out test runs in early 2023. The medical logistics sector using drones accumulated €254M worldwide in 2021, with a CAGR of + 27 %. We will begin in Spain and later in Europe through local drone operator partners.

Business model

The income model is mixed: a fixed part related to setting up operating bases in clients' warehouses and a variable part deriving from monthly operation of the drones. In the first stage, the shipments will be high-value and will cost €5 for the logistics operator.

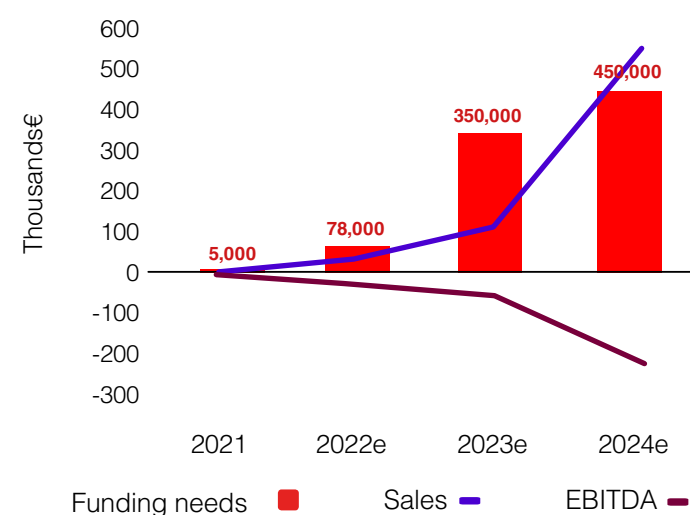
Competition

There are currently other companies such as Wing, Manna Aero, Wingcopter, Rigitech and Swoop Aero that are also working to set up operational channels using different types of drones. We use an own aircraft production technology that is profitable for carrying out these services.



Deep Tech Other Technologies

Financial projections



€6,500
monthly burn rate

For the first quarter of 2023 we are preparing an investment round of €750,000 to carry out a service as the first commercial medical transport route using drones, which will later be replicable for other medical centers, including healthcare and veterinary. We will also be working on automating the processes of operating and maintaining unmanned aerial vehicles.

Milestones

- 12/2021** Awarded Startup Capital 2021
- 07/2022** First invoicing – test run in Lleida
- 09/2022** Selected by Cellnex accelerators (Cellnex Bridge) and by the Spanish Postal Service (CorreosLabs)
- 04/2022** Seed phase funding round
- 06/2022** Setting up Spain's first operational drone route in the health environment
- 10/2022** First operations in a suburban environment

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Head of Engineering/ [in](#)



Francesc Viaplana Rozman
CTO/ [in](#)



4
workers



€20,475
invested by
the team



€77,500
external
K raised



AQTIVA DATA TECHNOLOGIES



02/2021

Helping companies to improve their decision-making by ensuring the good quality of their data



Problem and solution

The problem is the low quality of the data that causes low efficiency in industrial or service processes, lack of opportunity identification for new businesses, unnecessary costs due to poor quality data in commercial and marketing campaigns. Lack of clarity in strategic decisions when dealing with macroeconomic situations like the one we face today. Aqtiva is the native platform in BIGDATA that helps to ensure the quality of data, whether it is in motion or at rest. In addition, it can offer you constant quality alerts, separating all the “ko” data and not allowing it to enter the DATALAKE, thus guaranteeing that the data on which we will base our information panels are good and comply with established business indicators. The main advantage of Aqtiva is that it has been designed by data scientists with the aim that any user can use the tool independently, without any need for technical background knowledge. It is a fully open tool that is integrable with ERP, CRM, Power Bi.

Market

We began developing the commercial plan in the domestic sphere in order to validate the tool, its robustness and we can confirm that we meet cyber security requirements for the platform. Once it has been validated and proven to be fully compatible with any environment (BigQuery, AWE, Azure), and that it can be processed on almost all BBDD formats, then its scalability is absolute. We will initially start with Europe, and then make the leap internationally (Canada, USA, Lat Am). We already have clients that have begun, at their headquarters in Spain, to expand and deploy it globally. The defined quality rules are usually easily replicable, and when running on BigData, expanding the cluster that processes the data volume, this does not present any kind of problem, obstacle or delay in the return of quality reports.

Business model

Pay as you go. Payment according to number of hours spent processing the data that the client wants to validate. This model allows customers to adapt their use of the tool to their budgets. The main project costs are: structure (mainly staff costs) and promotion and market development. We have no more added costs at the technological level since it is our corrective, evolutionary and innovation teams that are constantly improving and adapting the tool.

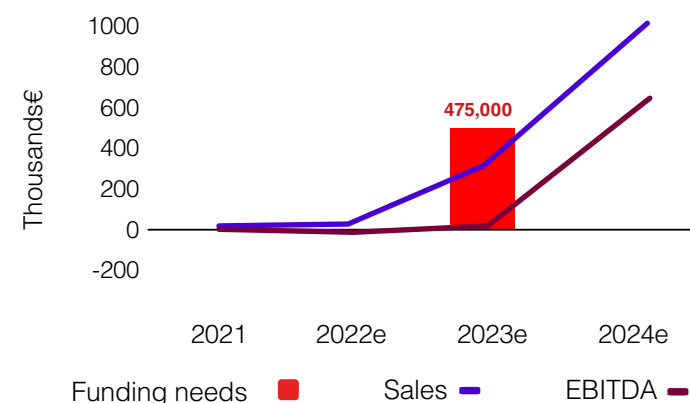
Competition

Our main competitors are large American corporations such as IBM, Informàtica, Collibra and SAP, which offer comprehensive data management SUITES that have specific modules for the managing and quality of the data. The main problem is the costs of integration and implementation. The lack of flexibility in adapting the tool to the real needs of different departments or users. The steep learning curve faced by users of the tool. A great deal of technical and programming equipment is usually needed to be able to carry out updates and adaptations of the tool and annual license prices. Other companies like Sweden's VALIDIO are beginning to emerge which are more direct competitors with a similar model. This confirms the potentiality and space for small companies where we can enhance the quality of the service and proximity response speed to deal with PO and price flexibility.



Deep Tech Other Technologies

Financial projections



€26,500
monthly burn rate

We are planning a round of €500,000 in 2023. We will focus on seeking investors who believe in the project and can provide knowledge and capital. We would like to find technology or market development partners who want to work with us through participating loans or becoming shareholders.

Milestones

- 06/2021** Obtaining CDTI to develop and improve Aqtiva
- 06/2022** Obtaining our first global customers with a definitive product
- 10/2022** Winning the “Exemplary entrepreneur in innovation” prize
- 12/2022** Consolidation of our global customer portfolio
- 02/2022** Neotech - obtaining new aid to improve the repair area
- 05/2023** 4YFN

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Astrid Camprubí
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Luka Bontempi
CTO/ [in](#)



6
workers



€20,000
invested by
the team



€488,000
external
K raised

BIO2COAT

www.bio2coat.com

12/2020

Bio2Coat mission is to reduce food waste and single plastic use in an 100 % natural way



Problem and solution

Our key customers are farmers and fruits and vegetables distributors. The problem they have is weight loss and the impact on quality, caused by maturation during storage, transport and distribution. For farmers, this may incur in penalty fees on delivery, if part of the lot does not fit the required specs. Both also suffer from excessive use of plastic across the supply chain.

The solution is a 100 % natural edible coating that keeps the product fresh for longer. The coating reduces weight loss, increases shelf life, has antimicrobial activity and improve visual aspect of the product. It can also be applied as food packaging. It is edible and fully compostable, even under household conditions

Intellectual property

Bio2Coat technology was patented in all key geographies in which we plan to operate: Spanish Patent: ES2768432; PCT patent: WO/2020/128132; European patent: EP3900550; USA Patent: US20220071264; Brazil Patent: BR112021011215

Market

We will initially focus on the Spanish and French markets (2023), then roll out to other markets in EU (2024/25) and finally to USA and Brazil in 2026. Commercial application will start with apple fruits, then extend to tropical fruits, followed by red fruits. Finally, we plan to enter in the market of fresh and processed meat and fish.

Business model

Our business model is based on a B2B concept where we own the supply chain from sourcing of raw materials to the production and distribution of Bio2Coat liquid solution. Our cost structure considers raw materials, production costs, labor costs and sales commissions. Our gross margin goes up to 50 %.

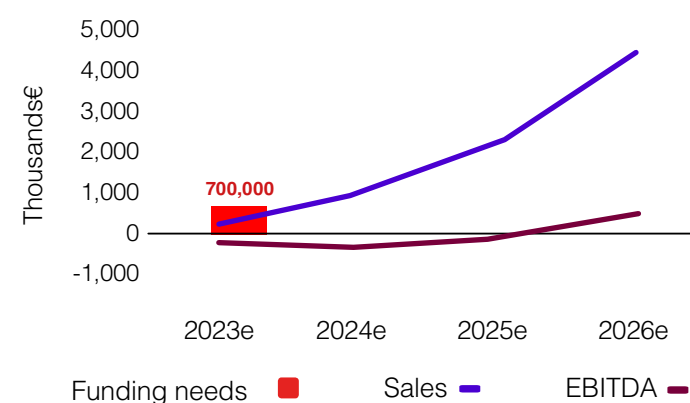
Competition

Key competitors are ApeelScience, Agrofresh, Decco, Mori, Nature Seal, Sufresca. Key competitive advantages are the fact that our solution is 100 % natural, the combined functionalities of shelf-life extension, the improvement of appearance and anti-microbial activity. And, finally, the versatility of the application across different products.



Deep Tech Other Technologies

Financial projections



€28,339
monthly burn rate

With the institutional funding we received, we completed engineering and manufacturing of the equipment for our semi-industrial plant. We also rented a warehouse. We are entering now in our first financial round towards private and / or public funding with a goal of EUR 700 K. Money will be used to do installation, commissioning and start-up of the plant; complete hiring of our management and operational team and, finally, scale-up trials and production.

Milestones

- 12/2020** Foundation of the start-up
- 12/2021** Awarded with public funding of EUR 442 K
- 12/2021** Core Team completed; Patent of the technology in key geographies
- 12/2022** Engage initial customers
- 12/2022** Complete round of private and / or institutional investment
- 12/2022** Complete the management and operational team

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Jose Ignacio Velasco
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6
workers



€20,000
invested by
the team



€0
external
K raised



BLOOCK, the Blockchain-based solution to ensure authenticity and integrity on data



Problem and solution

Blockchain's properties make it the ideal technology to guarantee security in inter-company information exchanges. In spite of this, there are several barriers that make it hard to implement on a large scale, such as low scalability, technicalities, regulations on privacy and high transaction and development costs.

Through its SaaS, BLOOCK eliminates all Blockchain implementation barriers, getting rid of all unnecessary complexity and guaranteeing the privacy, integrity and authenticity of the data, while reducing the costs of technological implementation by 93 %.

Market

According to PWC and McKinsey, the total global Blockchain market will exceed \$3.1 trillion by 2030, and its serviceable available market (SAM) will be slightly over 25 billion in that same year. The way to enter the market is to collaborate with companies that want to implement the technology and enjoy its benefits.

Business model

Business model based on a B2B SaaS service. Customers pay a monthly fee that is based on the amount of data they want to certify. Our rollup (layer 2 on Ethereum and other blockchain platforms) allows you to offer a very low price with very good features, while obtaining the gross margin that will guarantee the company's business plan.

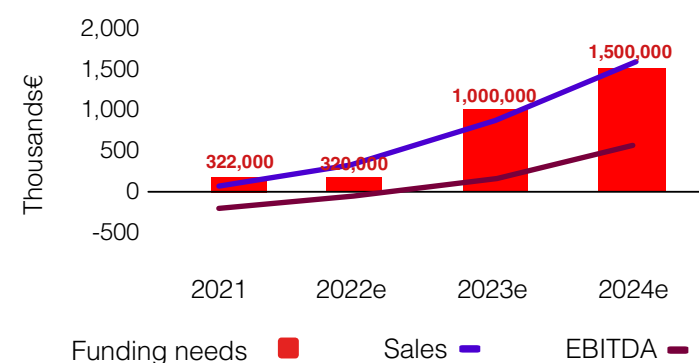
Competition

A couple of examples of internationally competitors are CertifyDoc and Tierion. BLOOCK has the advantage that it improves Ethereum performance, allowing a greater number of transactions to be carried out at a lower cost, as well as not having a focus on a specific vertical, which allows you to approach more diverse markets and expand faster.



Deep Tech Other Technologies

Financial projections



 **€28,339**
monthly burn rate

With our financial forecast we hope to close 2022 with €320,000 of investment. As for 2023, we are expecting to achieve a round of €1M, distributed on 3 main cornerstones: I + D to continue adding new features to the product, increased investment in marketing and to ensure the internationalization of the product in already-existing markets and those which are rapid adopters of technology (USA and central / northern Europe).

Milestones

- 2020** Obtaining the "Startup capital" grant
- 2021** The financial drive produced by the ENISA Program
- 2021** Acknowledgement of innovation by the NEOTEC initiative
- 2022** Break-even forecast before the end of 2022
- 2023** Achievement of Seed/Pre Series. Currently working with US investors
- 2024** Planned internationalization in UK and US, markets that are early-adopters of technology

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Marc Baqué Vilamala
CTO / [in](#)



13
workers



€20,000
invested by
the team



€0
external
K raised

ICEX España
Exportación
e Inversiones

Justly
by Ideonics

ACCIÓ
Catalonia
Trade & Investment

**Generalitat
de Catalunya**

neotec
INICIATIVA

CIRCULR DEEP HEARING AI

circulrsound.com 07/2019

Deep Hearing AI is an advanced security-based sound detection software



Problem and solution

Nowadays, people are constantly exposed to road safety risks due to various types of vehicles, situations of poor visibility such as rain, snow, dazzle, strong light contrasts, trees and distractions, lack of attention most of the time for text messages, phone calls, listening to music and tiredness, among other causes.

Autonomous cars and semi-autonomous systems (ADAS, LiDAR systems) are expensive and in many cases cannot be used.

Our Deep Hearing technology can save lives and prevent up to 60 % of accidents in the cities. The main benefits are: 1st: easy integration into any "smart device" that has, at least, a microphone. 2nd: does not need Internet connection. 3rd: extremely low latency and maintains 100 % of the user's privacy.

In addition to this, we can anticipate certain events that are not even visible, or which LiDAR sensors cannot detect in advance.

Intellectual property

We are global pioneers in publishing a White Paper on Sound Detection applied to micromobility.

Market

The main market is the vertical markets of mobility, micromobility, automobiles and smart devices such as wireless headphones, smart watches, smart bands and smart helmets. However, our Deep Hearing technology can be applied to train new AI models to detect other types of events / dangers. We have signed 3 agreements for pilot projects (Cellnex, Samsung, Neki). We started with Cellnex, a POC of the mobility security system for the elderly. Once the POC is validated, we will license our software.

Business model

Licensing our software.

€0.5-€2 per smart device.

€3-€5 e-bikes, e-scooters.

€10-€20 cars, motorbikes

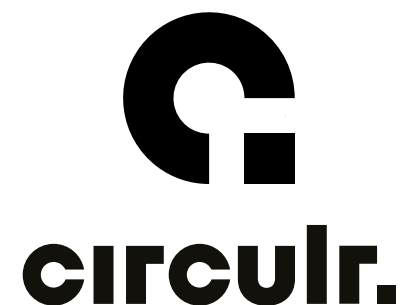
Cost structure:

Personal (mainly technical) and equipment. We have a financial plan.

90 % margin

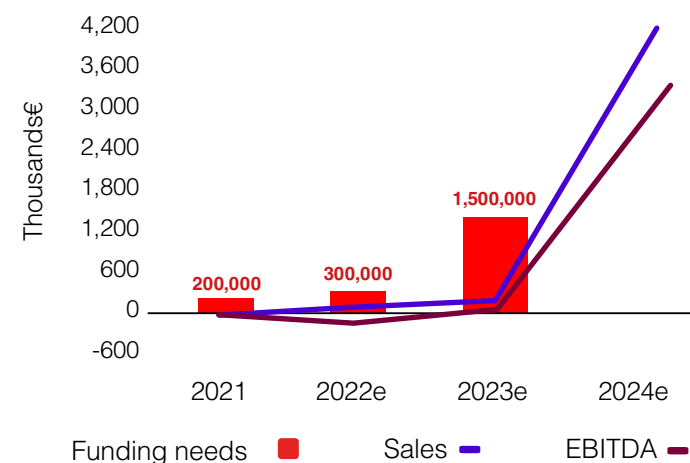
Competition

Bosch, Audio Analytic, CochL, Anachoic, Aspinity, SED, Visualfry.



Deep Tech Other Technologies

Financial projections



€30,000 monthly burn rate

€350k round (we have recently received €100k, and €75k has been pledged).

Convertible securities.

Our 1st objective of the round is to achieve the integration of our algorithm into new devices with great scalability (headphones and motorcycle / car). The 2nd is to improve the algorithm and to define and carry out the UX of the alerts system in different use cases (360° spatial alert warning).

Milestones

05/2020 White paper, published in the most important event in the sector.

07/2021 Agreement signed with Harman (Samsung)

08/2021 POC started with Cellnex

10/2022 POC with SEAT M6

11/2023 Improving the algorithm accuracy to over 85 %

12/2024 Finalizing investment round

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TEAM



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CEO/ [in](#)



Khaoula Mannay
CTO/ [in](#)



Pablo
COO/ [in](#)



8 workers



€100,000 invested by the team



€500,000 external K raised

deep hearing

Nanotechnology-based smart inks to prevent product falsification



Problem and solution

Product falsification has increased exponentially in recent years around the world. This affects various industries and one of the worst-hit areas is that of banknotes and identity documents. In these industries, forgery not only implies economic problems, putting currency at risk at the global level, it also produces social problems, giving rise to inflation, organized crime and identity theft.

Distinkt has developed an intelligent security ink that responds dynamically to infrared light by changing its fluorescence or colour. This response can be customized by obtaining a new generation of more complex safety inks that are virtually impossible to replicate.

Intellectual property

We submitted a PCT patent application and it is currently in the national phase in 5 countries and areas: Europe, the United States, Japan, China and India.

Market

The security inks market is valued at \$2.5 BN. 25 % of this market is dominated by luminescent inks. Distinkt presents a new, dynamic ink that could change the market of current fluorescent UV inks (obsolete and easy to copy). To reach this market, we will collaborate with large security ink producers.

Business model

Our business model is B2B. It is a dual model based on licensing technology to large producers of security inks to reach the market more easily and without so many barriers, and later, through the direct sale of inks to luxury companies.

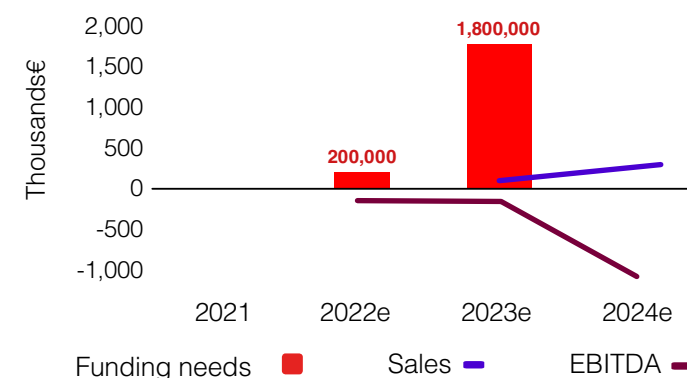
Competition

Our competitors are companies producing global security inks (such as SICPA, G + D and ANY) which offer invisible fluorescent inks that can be detected with UV (static). Our ink is more complex than the existing ones and it could represent a change in the market because its dynamic behaviour, changing its fluorescence or colour.

distinkt

Deep Tech Other Technologies

Financial projections



 €- monthly burn rate

We will close the first funding round in late October 2022 with a €200,000 convertible note. This round will be used to pay staff salaries, the patent and expenses deriving from the website and outsourcing. Subsequently, we will open a €2,000,000 seed funding round which will close at the end of July 2023. This investment will be used to hire more staff and to set up a small plant for producing the inks.


Milestones

- 01/2022** Founding of Distinkt
- 06/2022** Sending samples for testing to the companies producing safety inks which dominate the market
- 12/2022** First funding (€70,000) between BA and the founding team
- 10/2022** Finalizing a €200,000 convertible note
- 12/2022** Joint development project with large safety ink producers
- 06/2023** Finalizing the funding round

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CFO/ 



7
workers



€30,000
invested by
the team



€40,000
external
K raised

We promote the implementation of a transparent and fair AI



Problem and solution

Artificial Intelligence models generated by machine learning processes are “black boxes”; we do not know why they behave as they do. This can cause them to be suboptimal, include bias, and provoke reluctance to use them.

EXP AI offers a solution to the opacity problem of AI models through an accessible application via a web-based, visual and very easy-to-use interface, which enables models to increase efficiency, ensure accuracy and fairness and transmit confidence to users.

Market

The IAX market is directly linked to that of AI decision support models, because it will make no sense to create them without incorporating explainability. Reports predict a TAM of \$21,800 M in 2030, with 20 % growth in CAGR.

In this market we can identify three segments:

1. AI providers
2. Organizations focusing on transparency
3. Companies focusing on results

Business model

Use of the EXP AI solution is available via the payment of an annual license, with differentiated prices depending on type of access (SaaS/ on-premise) and the number of models to be explained.

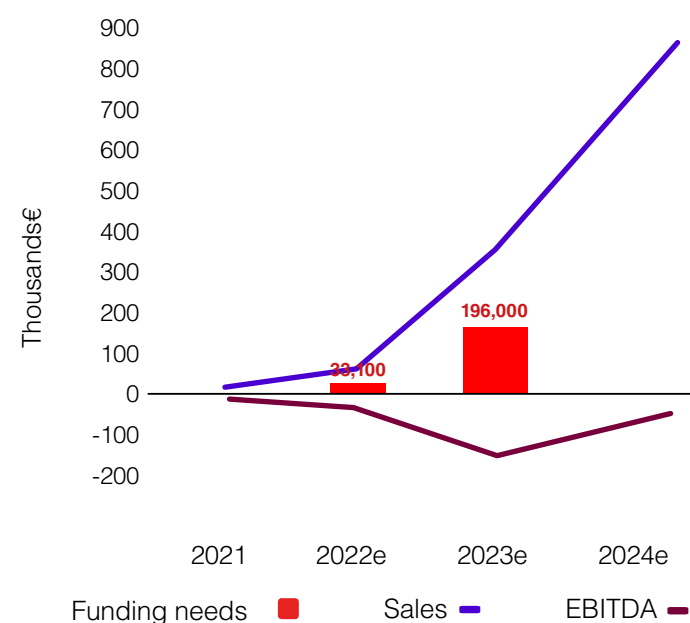
Competition

1. Open source tools. Open access, but with very complex interaction
2. Integral AI solutions, the big names in technology (Google, IBM, Microsoft) and start-ups (DataRobot, Craft AI, etc.). An integrated package of AI solutions, with an explanatory module of reduced capabilities and limited to models generated within the environment
3. Niche start-ups (Fiddler, Arthur.ai, Apres, Aporia, etc.). Mainly focused on the USA market



Deep Tech Other Technologies

Financial projections



 **€200**
monthly burn rate




We are planning a round based on convertible notes for a sum of €250,000, with a CAP of €2.5M, with capitalization after 15 months and 5 % discount. Currently no money has been pledged. The money will be allocated thus: 60 % for product development, 30 % for business development, and 10 % for structure.

Milestones

- 06/2021** Finalist at the “Factories of the Future Awards”
- 11/2022** First client: DOGA
- 06/2022** Winners of the Reto Lehnica of the Spanish Postal Service
- 12/2022** New version of the EXP AI solution
- 06/2023** First international client
- 06/2024** Operational benefits achieved

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3
workers



€20,000
invested by
the team



€-
external
K raised

KREIOS SPACE

kreiosspace.com 01/2022

Kreios Space habilita les òrbites terrestres molt baixes amb el primer motor completament elèctric



Problem and solution

Nowadays, the space sector is struggling to establish itself in orbits below the current ones, which are described as very low-Earth orbits. This is due to the fact that no propulsion systems exist which allow the satellites to achieve such orbits without drastically increasing costs and fuel weight.

By making such orbits possible, resolution would be improved for both telecommunications and Earth observation. In addition, space debris does not accumulate at this altitude.

Kreios Space solves this problem by providing a disruptive propulsion system that uses the resources found in situ, which are the remaining atmospheric air and solar energy.

Intellectual property

Kreios Space is collaborating on a technological transfer model with the University of Stuttgart. The patent for it has been applied for, thanks to the Discoverer project.

Market

All satellite operators working in Earth observation and telecommunications, which are more than 70 % of the total industry. Currently, we already have 4 letters of intent from space companies as future customers.

Business model

Kreios Space will have two different but related business models, one based on the sale of technology, and the other based on advising companies to adapt the technology to their satellites. The prices will differ depending on satellite size, up to €300,000 per satellite and €1,920,000 for consultancy. The planned market size is €40 million by 2030.

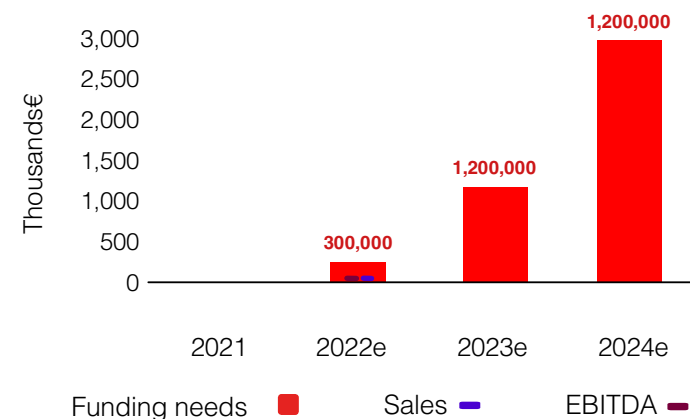
Competition

Mainly there is Sitael, which has already developed a prototype, though it still does not meet the requirements to be usable. There are also existing propulsion systems, but none is a viable option for very low-Earth orbits, therefore, ABEP would be unbeatable at this altitude range.



Deep Tech Other Technologies

Financial projections



€2,000 monthly burn rate

The round expected to be finalized in November is a pre-seed round of €300,000 that would allow us to hire technical personnel to further develop the technology and improve the facilities. We currently have €200,000 pledged with venture capital funds and specialized Business Angels. For the end of 2023, we are planning a €1.2 million seed round.

Milestones

- 01/2022** €20,000 grant in Europe (GALACTICA) for technological development
- 06/2022** First prototype made and tested in Stuttgart with patent applied for.
- 12/2022** 4 letters of intent from space companies as future buyers
- 10/2022** Technological transfer contract with the University of Stuttgart
- 12/2022** Finalizing the first investment round, of €300,000
- 06/2023** Testing the new propulsion system in space

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7
workers



€18,000
invested
by the team



€0
external
K raised



Santander X



PLUXER TECHNOLOGY



03/2022

Spatial Control for Smart Homes



Problem and solution

The intelligent home is blind. If it can't see what's happening, it can't make decisions for us. That is why we created Pluxer, a sensor that allows users to control their intelligent home through their body position and movements.

Do you want to open this window? Just point towards it with your arm and make an upwards movement.

It is a small, inexpensive device, very easy to install on the wall or the ceiling. It quickly connects up with other smart home devices and recognizes their location; in this way we can now control them using body movements, thus making our interaction with home devices much simpler, more natural and intuitive.

Market

Of all the Smart Home market sectors, our solution is based on control and connectivity. The preference for intelligent devices is greater in the group of men aged between 25 and 44 years. Especially in homes with children and with high-income "rich parents". Initially, we will focus on the European and American market, which represents 40 % of the world.

Business model

The company generates revenue by selling consumer electronic products to B2C end-users. \$99 for the cable version and \$129 for the wireless version, providing us with a margin of 32 % and 27 % respectively. This is supplemented by subscription model software services that offer the user additional features for \$9.99 per month.

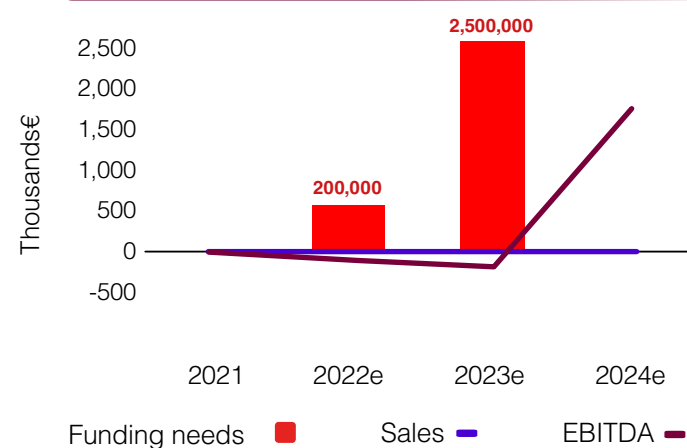
Competition

There is still no interaction and perception solution on the market that can be applied to Smart Homes. However, there are companies that operate using similar technologies in other applications and other sectors. One example is the company Butlr, which uses a heat sensor to monitor people's movement flows in an office or workplace.



Deep Tech Other Technologies

Financial projections



€2000
monthly burn rate

Currently, we need to find funding to finalize development, certify the product, protect our intellectual property, and manufacture and test the product with users in a real environment. We have launched a round for €500,000 and we are currently in negotiations with local and foreign funding sources.

Milestones

- 03/2022** Technological certification from Arrow Electronics
- 06/2022** Business Plan Demoday BCN Activa
- 08/2022** Creation of a functional MVP
- 10/2022** €500,000 Pre-Seed Investment Round
- 01/2023** IP and product certification
- 03/2023** Beta Testing & Product launch

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4
workers



€3,000
invested by
the team



€12,810
external
K raised



Problem and solution

For SMEs, digital transformation is at present an unrealistic dream. Our technology enables you to “Alexify” access to the technology of automation and apps integration, so that any organization employee, regardless of their tech skills, can automate their tasks through their computer, and thus have more time to carry out tasks that have an impact on the business.

Intellectual property

Part of the technology created using Process Talks has been patented.

Market

The potential target market is SMEs in general. Our strategy includes inbound / outbound digital marketing, collaborations with different partners and associations (such as the Official Association of Administrative Managers of Catalonia), agreements with vendors inside and outside the company, etc.

Business model

SaaS software with a model for monthly subscriptions based on pay-per-use:

- Freemium: Essential services that cannot be used for business given that the limit for permitted use is rapidly reached.
- Starter / Business / Enterprise: subscriptions that incrementally provide more capabilities.

Competition

Zapier: Current market leader. It is based on a highly technical platform.

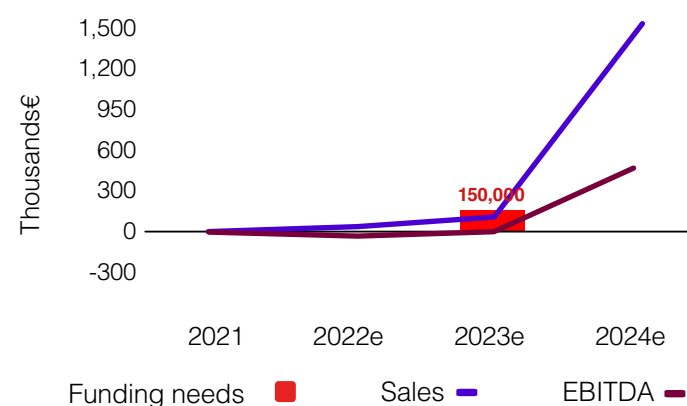
Make: Current competitor to Zapier, with the same accessibility problems.

IFTTT, Workato, Pipefy, Tonkean, Tray.io, etc.: platforms with more limited scope but with the same philosophy as the previous two.



Deep Tech Other Technologies

Financial projections




€22,000
 monthly burn rate

By September 2023 we will need to hold the next investment round; we calculate that it will be for about €1.5M, which will allow us to prepare the European campaign that we are planning to launch in 2024. We still have no money pledged, but current investors are pledging to carry out follow-ons (which we estimate to the value of €500,000-750,000)

Milestones


- 12/2020** Public funding (Startup capital, Neotec, ENISA) totalling €400,000
- 06/2021** Private funding (Private Investment Round) totalling €167,000
- 09/2021** Beta version of the automation platform
- 2022** Demo version of the platform and use by early adopters
- 2023** Launching of version 1.0 + campaign in Spain
- 2024** Launching of version 2.0 + campaign in Europe

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8
workers



€20,000
invested by
the team



€567,000
external
K raised



TRACKS CO2 SATELLITES

tracksco2.com

03/2022

Reduce and offset CO2 with projects authenticated by data from satellites, AI / ML



Problem and solution

In our country, 99 % of companies are SMEs, and most of them do not possess the resources to calculate, reduce and offset their carbon footprint.

At Tracks CO2, we are developing our MVP, an SaaS platform that SMEs can use to calculate, reduce and offset their carbon footprint in a scalable, fully automated way. Meanwhile, owners of land and wooded areas will be able to register their land as offset projects, verified by satellite technology and artificial intelligence to calculate the carbon absorbed.

Market

SMEs that need to calculate their carbon footprint, quickly and automatically, or to reduce and / or offset it.

Business model

Our income model is based on subscriptions. Our customers (SMEs) will pay an initial fee when registering, after which they will pay a monthly reduced fee for the calculation and reduction services, and for access to our offset projects marketplace.

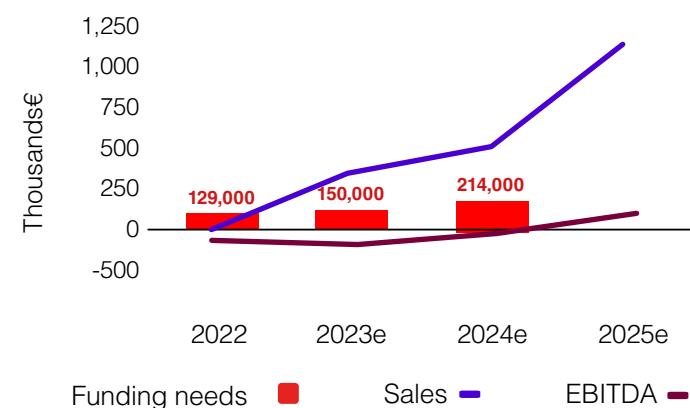
Competition

Currently, there are several companies on the market that focus on calculating carbon footprints or how to offset them by means of an external marketplace. We offer a one-stop shop solution that takes companies all the way along the route to decarbonization. Competitors: Pachama, NCX, Planetly.



Deep Tech Other Technologies

Financial projections



€- monthly burn rate

Seed round of € 150,000 in mid-2023, when we will already have launched our MVP. This funding round would mainly help us to expand our workforce, mainly with engineers, to continue improving the core area of our product: monitoring and calculating biomass and carbon absorbed by wooded lands. Or rather, offset projects.

Milestones

- 03/2022** Constitution of the company
- 06/2022** Capital increase to the value of €25,000
- 2023** Launching our MVP into the market
- 2022** Securing funding through public funds and loans such as StartUp Capital d'Acció, NEOTEC and ENISA Jóvenes Emprendedores
- 2023** Funding round to the value of €150,000

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3
workers



€25,000
invested by
the team



€0
external
K raised



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TECH LABS

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