

Catalogue of Startups

Catalan Pitch Competition 2023

ACCIÓ Startup Forum 2023



© Generalitat de Catalunya

Department of Business and Labour

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The 50 startups with the most potential in Catalonia

We are on the verge of the 28th edition of the country's most recognized startup competition, the Catalan Pitch Competition (formerly Investment Forum). Throughout all these editions, great milestones have been achieved, among which the fact that the participating startups have obtained 391.5 million euros from their participation in the event stands out.

The achievement of milestones like these ensures the continuity and consolidation of this event which, year after year, allows emerging companies 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 most growth potential in Catalonia.

Before this annual event, a selection of the projects with the most projection and growth potential that are currently being worked on in our country has been made: this document that we present to you is the collection, in catalog format, of the best proposals presented at the 2023 edition and aims to give them visibility, as they offer solutions to real needs of today's society. All of them stand out for their differential character and innovative value, for their social impact and for the involvement of the entrepreneurial team.

Of the 50 companies in the collection, 27 of the selected ones will present their projects in public at the Catalan Pitch Competition. A competition between emerging companies from three areas: life and health sciences, ICT and deep tech. These companies will compete for the Catalan startup of the year award and will aim to raise the necessary financing to launch their proposals to the market.

I encourage you to delve into this catalog, where you will find 50 different business models, new solutions posed to social challenges, the characteristics of the different markets and technological areas and, above all, the people behind the projects, the reasons for their developments and their contact so that you can share knowledge and do business together.

A catalog, in short, that becomes a basic working tool for companies, entrepreneurs and investors who are looking for opportunities to improve the competitiveness of our country's businesses

Albert Castellanos i Maduell
Secretary of Business and Competitiveness and CEO of ACCIÓ

Catalogue of Startups

Catalan Pitch Competition 2023

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KEY

SUSTAINABLE DEVELOPMENT GOALS (SDGS)



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, equitable and 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.



SDG 16. Promote peaceful and inclusive societies and develop effective, accountable and inclusive institutions at all levels.



SDG 17. Strengthen the means to implement and revitalize the Global Partnership for Sustainable Development.

Life and Health Sciences



'Digital Health' in Catalonia

 267

Companies

 438.3

Turnover (M€)

 3,085

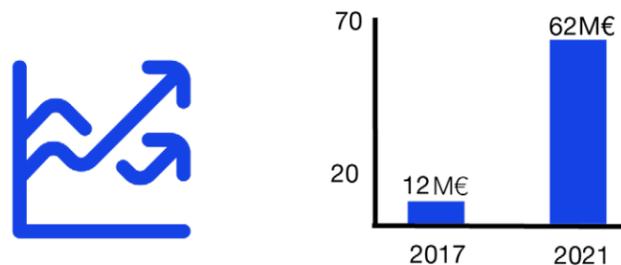
Employees

 75% are startups

 26.2% are exporters

 22% have women in management positions

x5 Investment in Digital Health increased five-fold



Main investments in startups (2021-2022)

 Koa Health
15.9 M€

 TOPDOCTORS
11.2 M€

 mediktor
11.2 M€

 Dural
8 M€

 Amelia
7 M€

 Oliva
5.7 M€

Work areas with more companies

20.6%
Technology
Consultancies

12.7%
Digital Therapies

19.9%
Clinical Tools

9.7%
Medical decision Support

AIMS MEDICAL


aimsmedical.ai


27/4/2022



We develop software to improve the diagnosis of age-related diseases.

PROBLEM AND SOLUTION

Dysphagia is the difficulty or impossibility of swallowing that affects 30M Europeans. Less than 20% are diagnosed causing serious complications leading to death. These pathologies have treatment but current diagnosis is slow, expensive and only corrects 55% of cases.

The AIMS platform analyses clinical history information automatically and in real time, allowing the diagnosis of all patients in a hospital, improving diagnostic accuracy by 30% and detecting thousands of patients in 5 seconds (80 professional hours of the health vs. 5sec AIMS).

INTELLECTUAL PROPERTY

Spanish Patent granted (ES2827598) F.Nacionals: PCT/ES2020/070723 (EU&USA), pdt exam "AIMS-Medical" brand: EU(018796444);USA(97908355);UK(UK00003905190)

MARKET

The AI market in health is estimated to be \$28B in 2025 and that of nutritional solutions \$1.5B.

Potential customers and strategy:

- Insurers and public/private health providers: Current contract with CatSalut for 10 hospitals
- Medical-nutritional industry and catering: We have a previous successful relationship. CEO of the KOL company. Orders from 5 hospitals in the EU

BUSINESS MODEL

B2B2C model: contracts for use licences with medical-nutritional companies and public and private health systems. Pricing is established for replacement cost of 30K/year.

Revenues 2025= €1M (Service to 30 hospitals).

Costs 2023-25= 408K (R&D 78%).

Margin 66%. Software as a service.

COMPETITION

- "Standard of care": The current system detects less than 20% of patients.
- Multivariate risk prediction of Dysphagia (Univ. Styria (AUS)): They detect DO with AI. Models that do not detect underdiagnosis.
- Accelerometer Schulckbewegungs (DE): Out of order. Aids in the diagnosis of 1x1 patients. Not scalable.

MILESTONES

08/2021 First prize World Dysphagia Summit (World Congress).

04/2023 Patent licenced to the company.

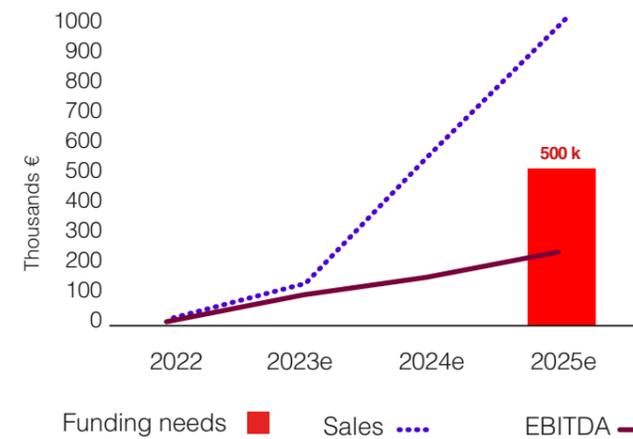
05/2023 Assignment of public centres and medical-nutritional companies (15 hospitals).

12/2023 Presentation of the second AIMS platform patent.

12/2024 AIMS platform running in 15 hospitals. Generation of evidence and clinical trials (Scientific Marketing).

06/2025 Obtaining CE and FDA marking for the first product (AIMS-OD).

FINANCIAL PROJECTIONS



Funding will be required for the internationalisation phase of the AIMS service. The first 30 hospitals will be carried out directly by AIMS-Medical, and thereafter marketing with distributors in IP territories will need to be scaled up. The financial needs until 2025 are Startup Capital+NEOTECH. In 2025, approx. €500K for internationalisation.

 **13,6 k €** monthly burn rate



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7 workers



20 k €
invested by
the team



1,4 m €
external K
raised



FUNDACIÓ SALUT
CONSORCI SANITARI DEL MARESME

CaixaResearch

 "la Caixa" Foundation

BENESIT HEALTH


benesit.es


7/7/2021



Benesit is a device that helps improve poor sitting posture.

PROBLEM AND SOLUTION

Back pain is the main cause of work absenteeism and one of the most disabling health problems in the world, affecting 80% of the population at least once in their lives. A key factor is the large number of hours people spend sitting in the wrong posture at work, at home...

Prevention is where the focus should be according to the WHO, and for this reason, we have created a device that is placed on the back of any chair and warns the user when they are sitting in an incorrect posture so that correct posture is maintained throughout the day and back pain is reduced.

INTELLECTUAL PROPERTY

We have a utility model of the device and the industrial and software secret. Also, a European trademark.

MARKET

Our potential customers consist of all people who spend a considerable amount of time sitting in a chair. Being such a large market, we will focus on companies most concerned about employee health, working conditions, productivity and absenteeism.

BUSINESS MODEL

Benesit has a business model focused on B2B, with a monthly payment of €20 per worker. It includes the installation and training of the employee on the operation of Benesit, and the device with access to all the functions of the app where you can see your individual data. We also offer maintenance and upgrades.

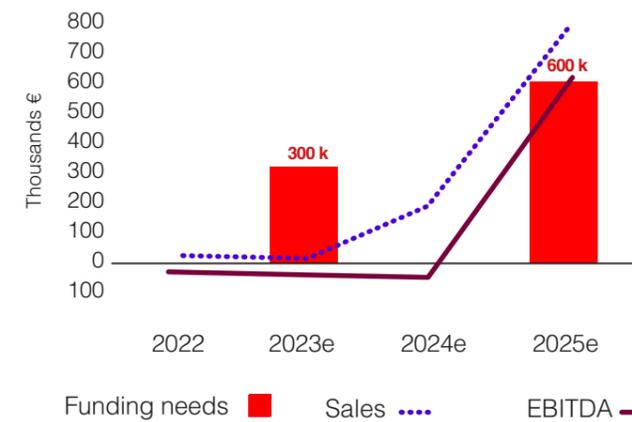
COMPETITION

Upright, is the main competitor. Portable device that the user places attached to their back and measures their posture by providing feedback through vibration and an app. The price is around €90, focused on B2C. Only measures the upper part of the back.

MILESTONES

- 07/2022 Successful crowdfunding and pre-sale of the first units.
- 09/2022 Obtaining ENISA young entrepreneurs.
- 10/2023 Attract to invest, from EIT Health with a financial benefit of €20,000.
- 12/2023 Obtaining financing.
- 01/2024 Industrialisation.
- 07/2024 First 1000 sales.

FINANCIAL PROJECTIONS



Right now, we have opened a funding round of €300,000 for 12.% of the company. €100,000 production. €89,000 marketing. €68,000 operations. €43,000 R&D

 **17,7 k €** monthly burn rate



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TEAM



Enrique Vilalta Díaz
CEO / 



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3 workers



50 k €
invested by
the team



88 k €
external K
raised

PROBLEM AND SOLUTION

Cardiac arrest is a potentially life-threatening medical emergency if not managed quickly and effectively. The annual incidence of OHCA (Out-of-Hospital Cardiac Arrest) in Europe is between 67 and 170 per 100,000 population, and survival rates to hospital discharge average 10.8%, varying from 0% to 18%. The chances of survival decrease by 10% with each minute that the brain does not receive oxygen. To solve the challenges mentioned above, Dipneo has designed a self-contained, portable, easy-to-use and hands-free resuscitator for medical emergencies.

INTELLECTUAL PROPERTY

Our technology is protected by patent WO 2022023595 A1 (from January 2023 the national phases).

MARKET

Target market: We want to be the ideal complement for External Defibrillators with a worldwide market of around €4,000 million and growth of 10% per year. To achieve this, we will use the current network of distributors and seek their inclusion in the CPR guides.

BUSINESS MODEL

The revenue model involves the sale of the device to distributors applying a commercial margin of 50% on production costs. On the device, there will also be an offer of recurring advanced services adapted to each market sector (subscription model) with a calculated margin of 50% on its cost.

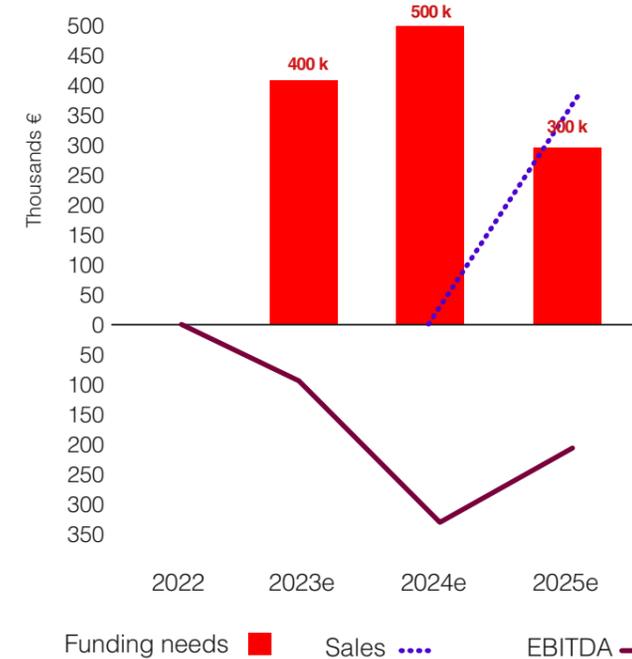
COMPETITION

The competition is marked by Ambu-type devices, with more than 70 years on the market, manual and for expert use, and electromechanical ventilators, expensive and for professional use as well. A device suitable for non-professional use for ventilation has not yet been created, like defibrillators for the heart.

MILESTONES

- 02/2023 Investment of the Mobile World Foundation 50,000 euros.
- 08/2023 Start-up Capital Action.
- 09/2023 Enisa emerging company certification.
- 11/2023 Commercial device available.
- 01/2024 Clinical phase completed.
- 10/2025 Commercial launch (CE label).

FINANCIAL PROJECTIONS



We need between 2023 and 2025 until commercial launch about 900 thousand euros of dilutive and non-dilutive financing (commercial design, clinical and regulatory tests, and creation of commercial structure). Approximately 400 thousand euros in 2023 and 500 thousand euros in 2024. We already have a convertible loan of 50,000 euros (from the Mobile World Foundation) and the Start-up Capital grant of 100,000 euros.

4 k € monthly burn rate



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CEO



Julio Díaz Fernández
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2 workers



3 k €
invested by
the team



50 k €
external K
raised



We build a happier and healthier future for the youngest and their families.

PROBLEM AND SOLUTION

Miinta provides unlimited, on-demand, anytime, anywhere emotional support to teens and young adults through chat therapy. Our combination of expert psychologists and AI technology ensures timely support at the crucial moments of everyday life. The younger population is experiencing a major mental health crisis: the rate of emotional disorders has quadrupled in three years. The public and private systems are completely collapsed, and they offer limited support, which is not convenient for families and an experience that is not very personalised to the young people's lifestyle, an element that is particularly relevant to ensure the therapeutic bond.

MARKET

Young people between the ages of 11 and 20 with an emotional disorder, currently estimated at 15 million people in Europe (16.3% of young people) representing a volume of €8.7Bn. Recruitment strategies include performance and social marketing, the generation of informative online and offline material, as well as agreements with educational entities such as schools and universities.

BUSINESS MODEL

B2C model of monthly subscription to chat therapy with the possibility of extending the service to online sessions. Additionally, the B2B2C channel is contemplated through agreements with schools, universities and insurance where there is a revenue-per-user. The direct costs correspond to the team of therapists that can absorb 300 users/month.

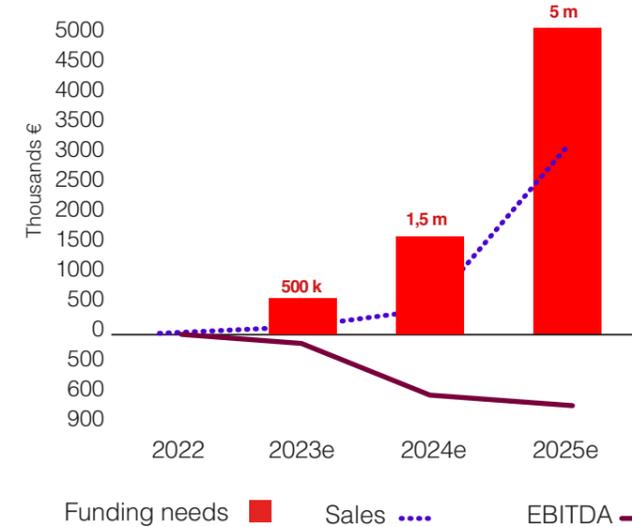
COMPETITION

Conventional psychology clinics and online therapy marketplaces such as TherapyChat, lfeel or Buencoco. Miinta assigns the therapist according to clinical criteria, offers a personalised experience, an affordable price, a convenient family communication channel, educational material for the whole family and progress data during the therapeutic process.

MILESTONES

- 09/2023 Chat therapy product launch in a fully digital experience and capture of the first 30 users.
- 07/2023 Incorporation into the team of a doctorate profile in psychology and great recognition in the sector, who has been responsible for the design of the entire product from a clinical point of view and the therapeutic experience.
- 08/2023 Closing of the first agreements with social agents in order to carry out outreach activities on mental health in adolescence..
- 12/2023 Agreement with universities and educational centres to provide universal therapeutic support to students and to validate the scalability of the model.
- 01/2024 Seed round that allows the growth of the team and the increase in investment in channels for acquiring new users on the platform.
- 02/2024 Improvements in the Miinta product using artificial intelligence tools allowing therapists to get a better diagnosis, the generation of alerts and the analysis of the evolution of the patients' health status.

FINANCIAL PROJECTIONS



Seed round of €500k that provides a 9-month runway for the company. We want to prioritise smart capital from investors with ties to health, education or impact projects. There are soft commitments for approximately half of the capital. Fundraising expected at the end of Q4 2022. Use of capital for investment in new recruitment channels, talent attraction and improvements in the technological platform.

15 k € monthly burn rate

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TEAM



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3 workers



51 k €
invested by
the team



23,5 k €
external K
raised

MY MEDIC EYE


hmymediceye.com


5/1/2021



Our goal is to empower people to take better control of their own health and that of their loved ones by providing a secure place to easily unify and organise all of their health records in an accessible and secure way, helping doctors provide them with faster diagnosis and treatment.

PROBLEM AND SOLUTION

Patient health data is scattered between different healthcare entities and data that only the patient themselves knows. Therefore, when a doctor visits a new patient, in the short time they have, it is very difficult for them to obtain all the information they would need to make a proper diagnosis. With My Medic Eye, it allows each individual to gather and organise their entire history graphically and with alerts, and share it with relatives, caregivers and doctors in order to speed up diagnosis. In addition, this centralisation of data, on a global scale, will improve medical research.

MARKET

Anyone can be a user of a universal medical record. We will reach it with Digital Marketing. Paying customers can be hospitals and doctors with access to the full history of patients who authorise it, and insurance or pharmaceutical companies to receive anonymised studies. We will reach it with marketing and distributors.

BUSINESS MODEL

The main costs are marketing and development. The revenue is SaaS of an API to integrate with hospital software or professional portal, sale of studies, or B2C (future freemium version or in-app advertising). See financial plan within the business plan for more details.

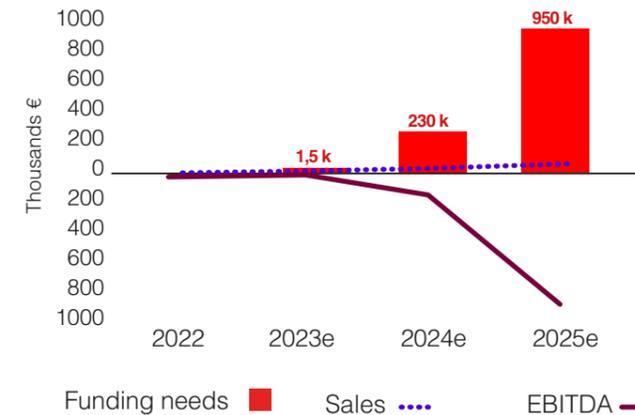
COMPETITION

The main competitors are hospital, government, and insurance patient health records, but they are physician-focused and the patient cannot control or organise their history, add data, or share it with other institutions.

MILESTONES

- 03/2021 MVP in the Android market (05/21 iOS).
- 05/2023 Women Entrepreneurs 4 Good finalists and entry into the HEC Paris incubator.
- 06/2023 SpinUOC 2023 finalists and entry into the UOC incubator.
- 11/2023 Close pre-seed round of €100,000.
- 02/2024 Stand at 4YFN and start B2B billing.
- 05/2024 Exceed 10,000 users.

FINANCIAL PROJECTIONS



Current pre-seed round: €100,000 to campaign mkg with the goals of reaching 10,000 users and confirming quantitative KPIs needed for the €500,000 seed round 6 months later. We are currently talking to some business angels and accelerators, and in parallel exploring the crowdfunding option. For now, we have no money pledged.

 **400 €** monthly burn rate



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6 workers



41 k €
invested by
the team



0 € external K
raised

NOCTURNA THERAPEUTICS

 nocturnatx.com

 19/12/2022



New therapeutic strategy based on circRNAs to treat incurable diseases.

PROBLEM AND SOLUTION

Infections, such as Covid19 or Hepatitis E, can cause serious damage or death in patients. Other diseases, such as Steinert's dystrophy or Parkinson's, cause loss of muscle control and a total deterioration of the patient. There is currently no effective treatment for these diseases. NoctuRNA has an innovative therapeutic platform (First-in-class) based on circular RNAs for the effective treatment of incurable diseases. In <2 months the potential target is identified, the new circRNA is designed, produced and validated in order to interact with secondary structures of pathogenic RNA that are crucial for the evolution of the disease.

INTELLECTUAL PROPERTY

PCT/EP2021/067756 that protects circRNAs and the mechanism of action. National stages (12/22). In the process of patenting a key component of the production method.

MARKET

The total Target market volume will reach \$120B by 2028. Specifically, according to Future Market Insights the anti-Steinert treatment market is expected to grow to \$2,789M by 2033 (CAGR: 12.3%) and according to Market.us, the antiviral market will exceed \$71.1B by 2032 from \$49.8B in 2022 (CAGR: 3.73%).

BUSINESS MODEL

The business model foresees sales derived from the licencing of at least two assets. The licencing of the production method that achieves much higher yields and we are already in negotiations with a potential licensee. And the licence of the circRNAs for each of the target diseases, initially Steinert and Hepatitis E when they are in clinical phases. Finally, an acquisition outlet will be sought.

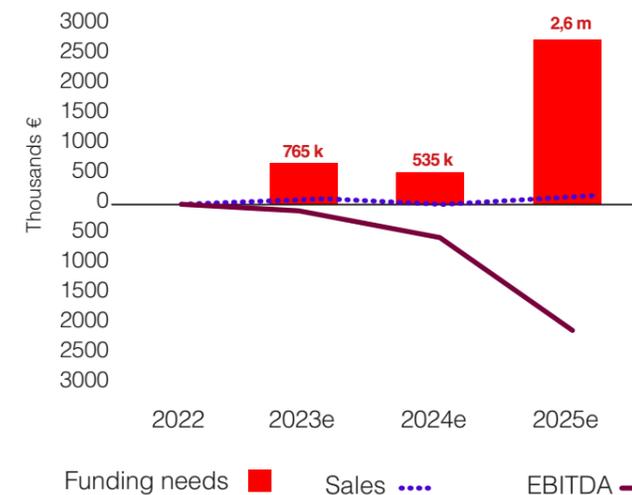
COMPETITION

Competitors with candidates in development against Steinert: AMO Pharma, Avidity Biosciences, Arthex Biotech. There are many companies looking for new solutions for antiviral therapies, but for Hepatitis E there is no treatment or any active clinical studies. Many companies use circular mRNAs for protein expression, but this is not our target.

MILESTONES

- 11/2022 Platform validated in vitro for HCV, Dengue, West Nile Virus, SARSCov-2 and in vivo liver distribution studies.
- 12/2022 Entry of patent PCT/EP2021/067756 to national phases. Perfect ISR and 2 FTOs.
- 06/2023 Platform validated in vitro for genetic Steinert disease.
- 11/2023 Second patent application for the protection of a key component of the production method.
- 03/2024 Implementation of the production method with a specialised CDMO.
- 06/2024 In vivo distribution and efficacy studies for circRNA against Steinert.

FINANCIAL PROJECTIONS



In April 2023 we closed an FFF round of 64K, we have been granted Startup Capital by ACCIO (100K) and we plan to close a preSeed round of 600K at the end of 2023 to achieve the next milestones. We will then seek a 2.4M Seed round to complete Steinert's regulatory preclinical with EMA/FDA approval including the Roadmap for Phase 1 and non-regulatory hepatitis E preclinical studies.

 **7.000 €** monthly burn rate

noctuRNA
THERAPEUTICS

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-  Marc Talló
IP / [in](#)
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Vp of Research / [in](#)

 **5 workers**

 **3 k €**
invested by
the team

 **164 k €**
external K
raised

 **Universitat
Pompeu Fabra
Barcelona**

ACCIÓ  **Generalitat
de Catalunya**
Catalonia Trade & Investment

POINT PRESSURE


pointpressure.com


20/1/2022



We offer a wearable device that helps stroke patients improve their mobility.

PROBLEM AND SOLUTION

Patients affected by stroke, cerebral palsy or multiple sclerosis suffer from a chronic neurological condition that causes muscle stiffness in the legs. This altered muscle state interferes with movement. In Europe, there are more than 3.1 million. Our device provides a mechanical, non-invasive and non-pharmacological treatment that, with 15 minutes of application, improves the mobility of the patients' legs for up to 6 hours. The system consists of a kit that is easily attached to the muscles of the affected leg, they read the current muscle condition and apply the treatment.

INTELLECTUAL PROPERTY

- PCT patent for the device and application methodology.
- Trademark registration.
- SIAE Software Development Register

MARKET

TAM (European Union, United States) 15.8 billion euros. Initial Entry Market: Hospitals and rehabilitation centres in Spain and Italy with a market of 84 million euros. We have an ongoing PCT, software registration in Italy and trademark in Europe. In terms of development, we have letters of intent and expect to make our first sales from November 2024.

BUSINESS MODEL

The development of the market will be carried out in 3 phases: Initial B2B sales will be directed to physiotherapy centres and hospitals. After achieving product awareness, we will start the B2C sales channel. The final phase will be achieved by approval of reimbursement by the target government health system.

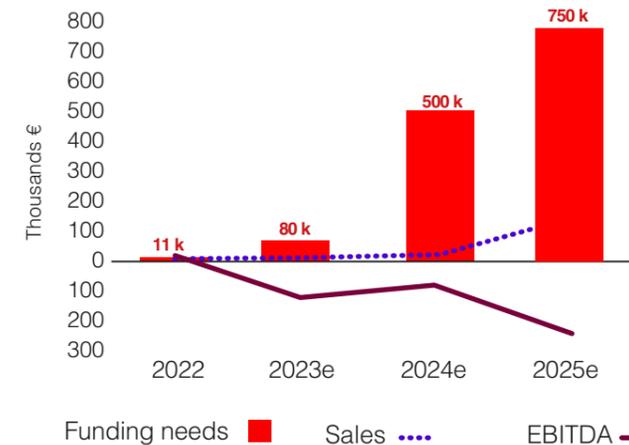
COMPETITION

The current "gold standard" solutions are pharmacological (botox, baclofen), to which the patient develops tolerance, or invasive such as dry needling, which is invasive and very uncomfortable to apply. Both require a specialised centre for their application. Our solution is portable, non-invasive, non-pharmacological, and by extracting the condition of the limb at each treatment session, we can develop a report of improvement, creating treatment adherence.

MILESTONES

- 11/2022 MVP.
- 12/2022 65 treatments applied.
- 06/2023 Conclusion first clinical study of the effectiveness of the device.
- 11/2023 Conclusion clinical studies II.
- 03/2024 MDR Class I regulatory approval.
- 06/2024 First 5 units sold.

FINANCIAL PROJECTIONS



We will open a €1.3 M round with the aim of financing: industrialising the device, entering the ES and IT market, developing the second clinical studies and finalising the regulations. The period for raising it is from May 2024 to the beginning of 2025. The round will be constituted with SAFE's of which we have €300K committed.

 **7.300 €** monthly burn rate



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-  Ismael Ordoñez
CSO / 
-  Parikshit Verma
CTO / 

 **5 workers**

 **13 k €**
invested by
the team

 **245 k €**
external K
raised

SUCCIPRO



New first-in-class therapies for inflammatory and metabolic disorders.

PROBLEM AND SOLUTION

Els trastorns inflamatoris i metabòlics cursen amb un excés de succinat, un metabòlit proinflamatori, però no existeixen teràpies moduladores de succinat i els intents anteriors han fracassat. Hem dissenyat nous compostos biològics contra el succinat que actualment es troben en la fase d'optimització. La primera indicació és la malaltia inflamatòria a la malaltia inflamatòria intestinal, una malaltia crònica per a la qual encara hi ha un 40-50% de falta de resposta als tractaments. Els nostres avantatges competitius inclouen: (1) un nou mecanisme d'acció ben definit (el primer de classe); (2) alta especificitat; (3) impulsat per biomarcadors (mesurant els nivells de succinat); (4) Amb distribució restringida a intestí; (5) règim oral i (6) un nivell baix de toxicitat.

INTELLECTUAL PROPERTY

SUCCIPRO has obtained an exclusive license agreement from academic research institutions (IISPV and URV) for patent WO2019141780.

MARKET

We will lead the development of the therapy until the end of Clinical Phase IIa. Our direct client will be a pharmaceutical company in license of the asset for 2029 and interested in finishing the development and commercialization. The global IBD market will reach USD 24.9 million by 2029, with the US as the dominant market and Germany as the main EU market

BUSINESS MODEL

SUCCIPRO will carry out development until the end of clinical Phase II and then (in 2029) will license the asset under comparable offers, a \$200M deal is expected.

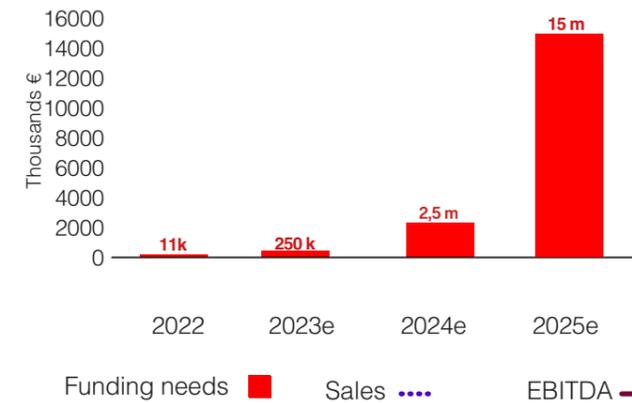
COMPETITION

Currently, there are other oral drugs in phase I or II clinical development such as selective JAK inhibitors, S1PR modulators, and sibofimloc. However, most of these therapies are not restricted to the gut and/or lack a biomarker or have a strong immunosuppressive concern.

MILESTONES

- 05/2021 In silico identification of drug candidates.
- 08/2022 Publication demonstrating in vivo mechanism of action (doi 10.1186/s40168-022-01306-y).
- 05/2023 Identification of the main candidate to carry out lead optimization.
- 03/2024 Designation of the main candidate.
- 05/2024 In vivo efficacy data for lead candidate.
- 12/2024 Beginning of the preclinical regulatory phase.

FINANCIAL PROJECTIONS



We are raising a pre-configured round of €250,000. We have 35,000 and we are in talks with several angel investors. We want to close before the end of the year. Funding will be used to complete lead optimization and full characterization



CONTACT INFORMATION

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TEAM

- Isabel Huber Ruano
CEO / [in](#)
- Sonia Fernández Veledo
CSO / [in](#)
- Joan Vendrell Ortega
CMO / [in](#)



4 workers



8 k € invested
by the team



500k k €
external K
raised





Bringing better medicines to the market, faster, cheaper, and reducing the number of animal tests.

PROBLEM AND SOLUTION

Bringing a new drug to market is expensive:

- It requires an investment of 2.1 billion euros for a new drug
- Most of the investment - 75% is thrown in the bin
- And we still have a failure rate of over 90% of drugs in clinical trials

This is because current technology provides aggregated resources after the drug has interacted with the cells. It does not provide a complete understanding of the metabolic mechanisms of drugs. At Vitala, we show a live movie in high definition, where you can see how a drug moves through the metabolic pathways inside a cell.

- This technology is not destructive to the cell.
- These results are highly quantitative.
- In this way we have unique information on the toxicity and effectiveness of the drug early in the preclinical process.
- This information, which does not exist on the market and in any other way, allows our customers to make careful decisions to invest in the research of a new drug with reliability.

INTELLECTUAL PROPERTY

Vitala has licenced two patents to IBEC and is in the process of generating a family of patents around it. One of these licenced patents is already in the entry phase in countries in Europe, Asia, and America.

MARKET

The market for testing new drugs was €13B in 2021 and is expected to grow to €33B in 2029 with a CAGR of 12%

BUSINESS MODEL

Vital sells new drug testing services to Biotechs and Pharmas directly, and also works with CROs to offer the same services to their clients. The services offered are tests of Toxicity, Effectiveness, and Confirmation of the Mechanism of Action. These services are offered to companies in Spain and the United Kingdom, and in the future worldwide.

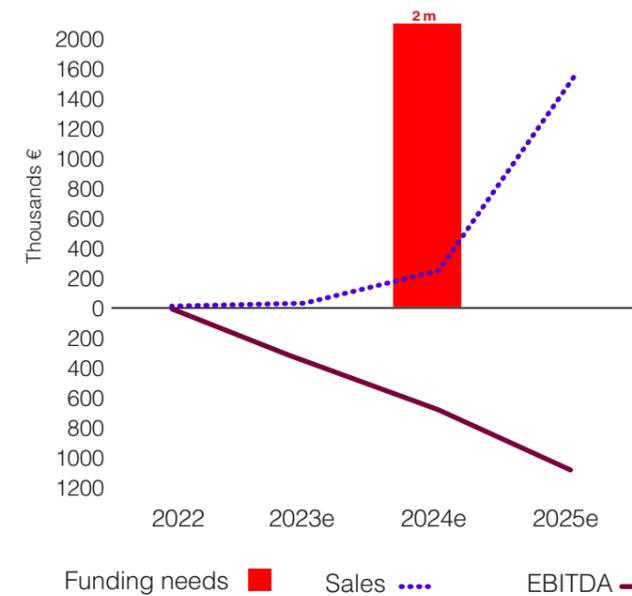
COMPETITION

The environment of companies that offer testing of new drugs in the preclinical phase is broad and consolidated. These companies use standard technologies and differ in service level and biological model. Vitala sees these companies as partners rather than competitors, offering its technology as a complement to that of existing companies. We can see this with the relationships established with CROs in Spain and the UK and the collaboration that is being carried out with clients.

MILESTONES

- 07/2021 Constitution of Vitala as Spinoff of IBEC – Licencia de tecnología.
- 11/2022 Let's start operations with office on the PCB.
- 11/2023 Public / Private Financing +€1.3M - Catalan, Spanish and European Team of 8 people.
- 2024 Client growth.
- 2024 €2M funding round.
- 2024 Growth in the patent family strategy.

FINANCIAL PROJECTIONS



Manage the company's growth internationally with team and marketing, as well as operational needs over the next 18 months.

30 k € monthly burn rate



CONTACT INFORMATION

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TEAM



Gabriel Bestard Ribas
CEO / [in](#)



Dra. Maria Alejandra Ortega Machuca
CSO / [in](#)



Dra. Irene Marcos Rius
CMO / [in](#)



8 workers



20 k €
invested by
the team



1,3 m €
external K
raised



VIRMEDEX VIRTUAL EXPERIENCES


virmedex.com


18/1/2022



Go all in to face medical practice. For experiential, diverse, ubiquitous, motivating and fun training about health.

PROBLEM AND SOLUTION

The practice of medicine and nursing requires increasingly complex procedures and the use of various devices, in environments where many people often intervene. Current training methods are not sufficient to prepare for the diversity of situations, some of which are risky, that occur in everyday practice. For this reason, Virmedex has a software platform that allows fast simulation video games to train online, autonomously and very playfully, in technical and transversal skills such as communication and decision-making.

INTELLECTUAL PROPERTY

Being software, its intellectual property has been registered as well as that of the first game created on this platform, virCPB, a cardiopulmonary bypass simulation game.

MARKET

Schools of medicine and nursing; Hospitals for continuing education; Manufacturers of devices for sales training, marketing and prototype analysis; Professional associations as a certification tool; medical and nursing professionals. Schools and hospitals will be addressed first.

BUSINESS MODEL

SAS: selling of subscriptions for the use of each game, either at an institutional level (license packages) or at an individual level. Also creation of ad-hoc games for institutional and business clients.

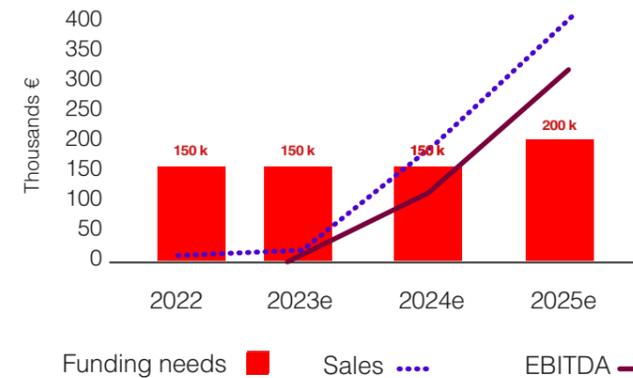
COMPETITION

Physical simulators, very expensive and of limited use in time and space (e.g. Orpheus, Calafia). Unlike them, our solution is purely software. Virtual simulators and simulation video games such as OssoVR, Grendel games, virtual heroes. Our solution is adaptable to each client's needs, physiologically realistic and addresses medical devices, unlike other solutions.

MILESTONES

- 03/2023 Market launch of the first virCPB game and first individual clients.
- 06/2023 First institutional client (school in the USA).
- 12/2023 Financing of Startup Capital and Neotec.
- 12/2023 Close first pre-seed investment round (€150,000).
- 01/2024 Market launch of the second virECMO product and the perfusion chatbot.
- 12/2024 Market launch of games in Virtual Reality mode (stereoscopic vision). Creation of a recommender AI virtual agent trained as a super-gamer.

FINANCIAL PROJECTIONS



€150,000 until December 2023
Shown interest.

 **21 k €** monthly burn rate



CONTACT INFORMATION

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TEAM



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Ariel von Barnekow
CTO / 



Sarah Palanques
CMO i COO / 



Martí de Castro Cros
Cap d'IA / 



Maria Teresa Mata Forcadas
Assessorament científic / 



Carmen Gomar Sancho
Assessorament científic / 



7 workers



20 k €
invested by
the team



0 € external K
raised



Information and Communication Technologies



The **Digital Economy** in Catalonia

 **22,041**

Companies

 **30,243**

Turnover (M€)

 **182,820**

Employees



The turnover of the ICT sector has increased by **26.7%** in the last 5 years

One of the largest ICT Hubs in Europe

BARCELONA

1st worldwide non-capital tech city

Digital Specialities



Ciberseguretat



App development



Big data

Digital innovation Hubs in Catalonia

Microsoft, HP, Nestlé, Pepsic, Porsche Digital and Cisco

Trade shows in Catalonia

MWC & 4YFN, Smart City Expo World Congress and IOT Solutions World Congress



Tech investment accounts for **39%** of total foreign investment projects in Catalonia

3DTHINKS



talxapp.io



10/6/2022



connect people through inclusive communication.

PROBLEM AND SOLUTION

People with disabilities cannot communicate independently at a distance. We develop a Messenger that incorporates inclusive communication techniques and AI to achieve easy, fast and intuitive communication.

INTELLECTUAL PROPERTY

We have the copyright of our software, we are looking at the possibility of protecting some patterns of use or uses of technologies such as AR glasses, but we do not have the resources to write a patent.

MARKET

The market is global, since the incommunication of people with disabilities is an international problem. We work directly with foundations that help people with disabilities. We connect with them and offer them our solution.

BUSINESS MODEL

b2c subscription €5/month, b2b subscription: €9/month (prices per license)

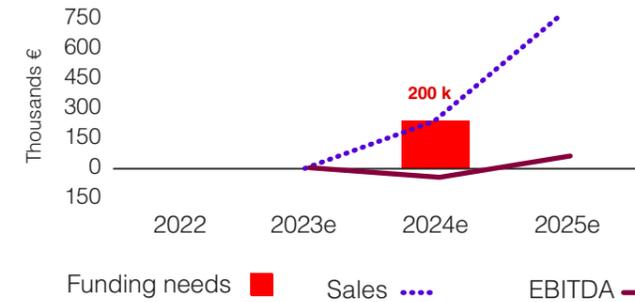
COMPETITION

WhatsApp, and electronic devices or face-to-face communication tablets

MILESTONES

- 01/2023 Open Future Telefonica award winners.
- 01/2023 Innobaix award winners.
- 09/2023 Selected by Ship2B for the health impact programme.
- 01/2024 Commercial version launch.
- 09/2024 Introduction of technology with AR glasses.
- 12/2024 70% of foundations for people with disabilities use our solution in Catalonia.

FINANCIAL PROJECTIONS



150000-200000



3dthinks

CONTACT INFORMATION

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TEAM



Jaume Sanchez
CEO



Anita Seiverth
COO



Oscar Alvarez
CTO



3 workers



25 k €
invested by
the team



0 € external K
raised



Inclusión laboral
de personas
con discapacidad

AMONTON



Indispensable architectural digital tool to remodel properties from photos or videos.

PROBLEM AND SOLUTION

Making renderings and virtual tours of how your house will look after renovating it is not that simple. First of all, you need an architect to do a survey of the floor and then the renovation. Afterwards, you need to hire renderers who will at least need a blueprint. Getting high quality images can be quite expensive. The times are also not fixed and vary according to the volume of work. Communication is generally through the architect and may increase the waiting time if corrections are to be made. Amonton transforms this whole complex process into a platform where you only have to record a video of your apartment with your mobile, upload it to the page and get a complete and real result about how much the renovation will cost you and how it will look in less than one week. Correct the result, save and organise your projects in our digital cloud and pay the bill online with a secure and guaranteed payment platform.

MARKET

Our main target audience is renovations, which in Spain represent around 96,996 annual operations. We believe that in a first phase we can reach around 11,368 operations, which would represent 11% of the total market. Of the operations mentioned above, almost half are controlled by about 20 large construction companies. This makes contact with them easier and we currently work with two of them. On the other hand, the rest of the market is divided between smaller agents who will gradually join the project as the product is put into use, especially by the large construction agents.

BUSINESS MODEL

There are 2 types of registration:
Free: The chosen package is paid for without discounts (ideal for testing).
Payment: the price of each order is considerably cheaper (ideal if you have more than one order).

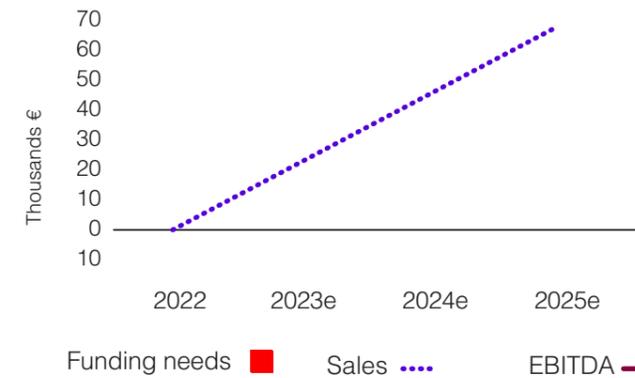
COMPETITION

Other solutions for images and videos: expensive and long-term dispatches with good quality (viupik), or commercial options with lower quality (bizacionar). Our solution offers high quality quickly and at a good price, completely online, for any professional.

MILESTONES

- 2023 €50,000 in 3 months.
- 2023 Online digital platform.
- 2023 First international customer.
- 2024 Reach 100 digitised properties in 2 months.
- 2024 Estimated turnover of €500,000/year.
- 2024 Collaborations with furniture brands and other agencies to embrace the remodelling process digitally.

FINANCIAL PROJECTIONS



Amonton is already generating revenue today without having had any funding yet. The team seeks to achieve the economic stability of Amonton, which will be generated by subscriptions to the platform. Once it is up and running, it will look to expand the team structure, invest in technology to optimise times and look for more verticals.

300 € monthly burn rate

AMONTON

CONTACT INFORMATION

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TEAM



Anas Azzam
Business Development / [in](#)



Carlos Javier Solans Pallas
CTO / [in](#)



Antoni Maria Puig Marti
Marketing and Sales



11 workers



0 € invested
by the team



0 € external K
raised

BEDER



16/10/2021



Adapt travel planning and booking to the social media generation.

PROBLEM AND SOLUTION

Travel tools are outdated. The industry continues to count on generic information in a format based on photographs and text that are usually boring, static and do not allow users to visualise the experience they will live. On the other hand, the process of planning a trip is tedious, long and fragmented. Beder, through the use of short videos generated by travellers and artificial intelligence, is able to offer personalised experiences and itineraries for travellers. Travellers can view itineraries through short videos and book everything in one click.

MARKET

The tourist market is very large, which is why the major European tourist cities and their potential income have been identified based on the number of annual visitors, % of Beder profile, average ticket in experiences and 10% commission. We have begun to address an accessible part of a market of 160,000 million euros. In Barcelona with €38.6M, in Lisbon with €31.7M and in Morocco with €18.1M. For January 2024 we plan 3 more destinations Madrid, New York and Bali with an estimate of around €300M in useful income.

BUSINESS MODEL

Marketplace model for the sale of activities and hotels. Beder has a margin of 9.1% for each hotel reservation and 15% for each activity reservation. The average hotel ticket is €270 and the activity ticket is €75. With the one-click itineraries reservation model, it is estimated that the average ticket will be €400, with a margin of 11%.

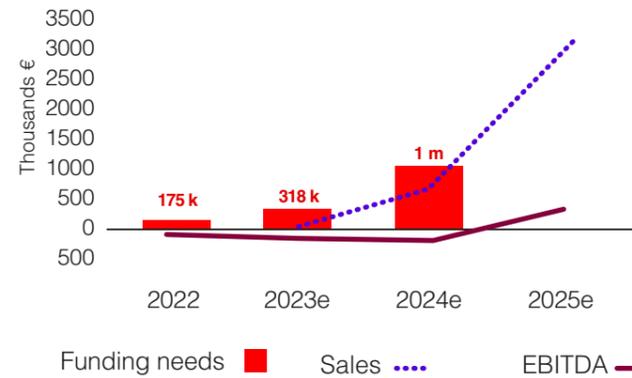
COMPETITION

The alternatives are the OTAs for accommodation and activities (Booking or Civitatis), which only offer one type of product, without itineraries and based on images and text. Regarding planners, they do not offer video content, and most do not have the possibility to book hotels and activities in a single click.

MILESTONES

- 04/2023 Beta version of the website launched.
- 07/2023 Closing pre-seed round of €492,000.
- 09/2023 500 bookings generated. Telefónica award at TIS, 1st CETT Entrepreneurs award, FuTurisme award & Top10 Startup travel with the most potential for EU startups and Future Travel.
- 02/2024 Expansion to 10 tourist destinations.
- 06/2024 More than 5,000 reservations.
- 07/2024 Closing seed round of >€1M.

FINANCIAL PROJECTIONS



During Q1 of 2024 we will open a financing round of €1M, in equity. The aim is to capture approximately 75% of VC and follow-on from existing investors and 25% with a crowd-equity campaign.

20k € monthly burn rate



CONTACT INFORMATION

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TEAM

- Pablo Fález
Co-CEO i Director de Negoci / [in](#)
- David Lerma
Co-CEO i Director de Producte / [in](#)
- Chema Montaña
Director de tecnologia / [in](#)



10 workers



84k €
invested by
the team



492k €
external K
raised



BETHEY



bethey.com



01/10/2019

We enable influencers to create paid videos that their communities can watch for less than 10 cents.

PROBLEM AND SOLUTION

Problem:The main content platforms make it difficult for content creators to generate revenue directly. Not all content creators can access monetization tools due to the complex requirements of advertising platforms.

Developing campaigns with influencers and micro-influencers have high management costs due to the complexity of locating and contacting the right influencers.

Solution:Our Pay per view model allows creators to monetize specific content immediately.

We have no barriers to entry, so any creator, regardless of the size of their audience, can start generating income.

INTELLECTUAL PROPERTY

We have patented both the name and the payment model in more than 47 countries.

MARKET

Via the creators: Communities of creators. Advertising on social networks and content marketing. Online events.

BUSINESS MODEL

We have a validated, profitable model that pays today and in full growth:

- **SUBSCRIPTION** €7.90/Month Service Subscription model for creators with communities below XXX followers. 35% of income.
- **PAY PER VIEW** 10 videos €0.99 Service The user pays €0.99 to view 10 videos. The creator gets 50% Bethey gets 45% and we give the remaining 5%. 50% of income.
- **B2B** €300/Month Service Companies have access to a profile, in which videos can be viewed for free, in addition to having access to the ecosystem. 15% of income.

COMPETITION

Fansly. Fansly is possibly the most interesting competitor because all the monetization possibilities, although the basis is channel subscriptions, since they have adopted the OnlyFans model, it also gives the possibility to generate content for free and another premium to consume by viewing. Fansly does not ban erotic content and in fact, it is their main content. While OnlyFans' strategy is to expand non-erotic content, Fansly continues to bet on this.

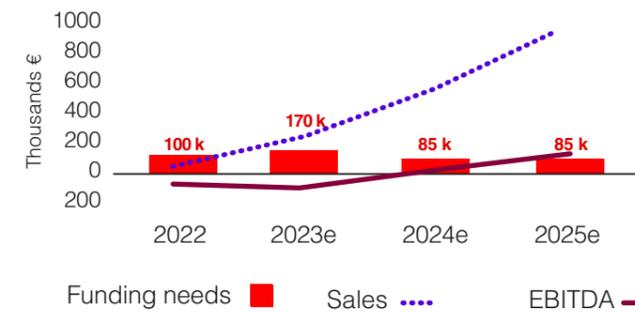
OnlyFans: Leading platform in premium content that was initially born focused on erotic content but is expanding into different areas.

Uscreen: Uscreen is a suite for creators to generate their own premium content channels, it's not exactly a content platform but a compendium of tools for content creators to monetize.

MILESTONES

- 04/2021** Bethey reaches the TOP 6 position in the most downloaded applications in Spain, below Amazon Prime Video and Disney +.
- 03/2021** The Gipsy Kings revolutionize Bethey. The famous television family visits Barcelona for the first time, thanks to the Bethey app. It broke all-time records for downloads and in-app users with +8,000 downloads in 24 hours.
- 02/2022** Bethey will attend the 4YFN event, within the MWC. The application without sponsors or advertising that has been taken into account to the content creators of the moment, has been presented in the 4YFN, with its own stand.
- 01/2024** Open market in Mexico, Miami.
- 01/2024** FMake the application in all languages.

FINANCIAL PROJECTIONS



18k € monthly burn rate



CONTACT INFORMATION

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TEAM



Heidi Tort
CEO / [in](#)



Juan Varon
COO / [in](#)



8 workers



900k €
invested by
the team



375k €
external K
raised

BIKE-ON TECHNOLOGIES



The first app to save cyclists' lives on the road.

PROBLEM AND SOLUTION

Accidents by bicycle, 2000 deaths per year and 30000 serious injuries (Europe), for a market of more than 500 million cyclists in the world. Notify nearby vehicles of the presence of cyclists on the road, alerting GPS navigators, thus reducing the risk of accidents. Our system allows the vulnerable user to be positioned in real time within GPS applications (TomTom, Here, Waze...), integrated navigators, V2X platforms such as STEP (Europe) and official transit services (SCT, DGT...) . We incorporate additional functionalities to notify of falls, and improve assistance in the event of a breakdown or incident

INTELLECTUAL PROPERTY

We have requested intellectual property protection with registration REGAGE23e00047673203.

MARKET

Potential user market: Spain 1.5 Million, Europe 90 Million, Global 500 Million. Commuter and sports cyclists card on interurban routes. We have agreements with cycling federations, sports clubs, transit management bodies and support from recognised figures in the world of cycling and other sports.

BUSINESS MODEL

B2C Freemium application with free positioning, but additional paid functionalities
B2B data monetisation and protection services to third-party applications, insurance companies, driver assistance services...
Penetration forecast. 10% of total potential users with 5% conversion to Premium. Premium annual fee of €24.
We estimate a gross margin of 75%, a cost of sales of 16.7% and operational and structural costs estimated at 43.7% of total sales.

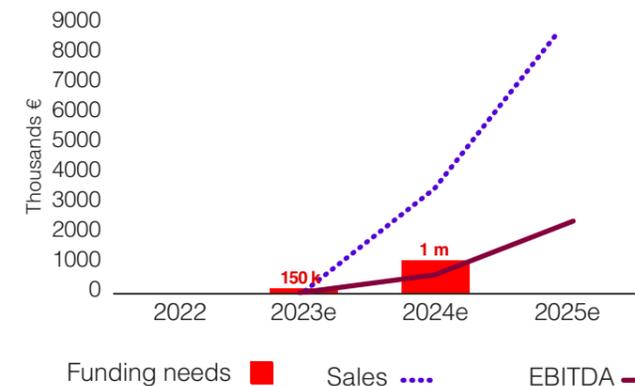
COMPETITION

Currently there is no solution, software, based on the use of mobile phone devices that perform our functions. There are hardware devices that include some similar functionality, but they are not currently operational and their cost of acquisition and maintenance represent a brake on their expansion, in addition they do not allow for the incorporation of the additional functionalities that our solution incorporates.

MILESTONES

- 05/2023 Real-time tracking of road cyclists with pre-Beta App.
- 06/2023 Collaboration agreement with Servei Català de Trànsit.
- 00/2023 Letter of collaboration with Here Technologies (Audi, BMW, Mercedes...)
- 10/2023 Official partner agreement with STEP / Vodafone.
- 11/2023 Collaboration agreement with WAZE.
- 12/2023 Closing first round of financing.

FINANCIAL PROJECTIONS



The first round of €150K at the end of 2023 allows us to complete the development of the App's functionalities and the necessary technical infrastructure (AWS...) The round is aimed at Business Angels and private investors, we have commitments that we will structure with convertible notes on the closing date of the round. Later we will open a new round of investment aimed at commercial expansion.



CONTACT INFORMATION

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TEAM

-  Ignasi Pardo
CEO / [in](#)
-  Joan Altés
COO / [in](#)
-  Adrià Masip
CCO / [in](#)
-  Adrián Rincón
CIO / [in](#)
-  Antonio Dianez
CTO / [in](#)

-  5 workers
-  37k € invested by the team
-  25k € external K raised

BIYIUD



Convert positive impact into wealth to drive sustainable development.

PROBLEM AND SOLUTION

Biyiud solves Greenwashing and Greenpremium to make positive impact products/services the majority in the market.
 In Greenpremium (misleading sustainability advertising) we solve it by registering the positive impact of brands on Blockchain to turn it into a traceable and transparent eco-reputational asset in real time.
 In Greenpremium (high price of products/services with a positive impact) we solve this by allowing people to influence the eco-reputation of brands in customer acquisition and loyalty mechanisms.

INTELLECTUAL PROPERTY

We are protecting our model and software as an industrial secret with the advice of Action staff.

MARKET

People (20-55 years old) aware of sustainability and users of Apps: 20% of the population.
 Public/private companies that certify their impact (including CSR and ESG): 40% of companies.
 We will reach this market with an exclusive service for 100% RE electricity marketers.

BUSINESS MODEL

B2B: We sell companies eco-reputation rewards for their customers.
 This is a Pay-Per-Click (PPC) digital service and a new mechanism for attracting and retaining customers.
 Rewards are sold in payment plans based on company size.

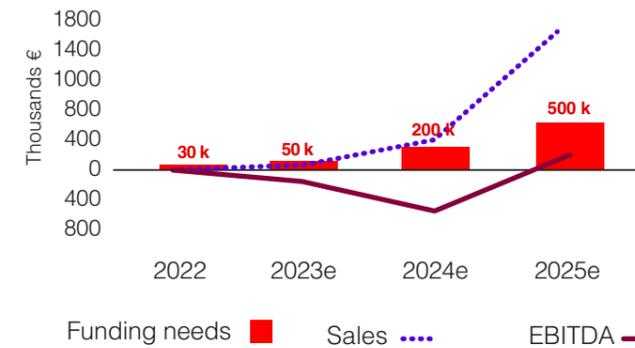
COMPETITION

- Loyalty apps (CICLOGREEN, RECICL3R) that we improve by being multi-sector.
- Blockchain Rewards (BITGREEN) that we improve by being a global eco-reputation exchange protocol.
- Blockchain traceability (TRAZABLE) that we improve by tracing the positive impact of the entire value chain.

MILESTONES

- 10/2021 System and business model design.
- 03/2022 MVP development: App for Users, SaaS for Customers.
- 07/2022 Validation of MVP with first Users and Customers.
- 12/2023 Have 1000 active users of sample App..
- 12/2023 Have 100 customers between fashion and sustainable food companies and commercialists 100% RE.
- 12/2023 Capture 200,000 euros in private investment.

FINANCIAL PROJECTIONS



Having validated the solution, we are looking for 200,000 euros for strategic growth in 2024 to spend on payroll and a commercial and marketing campaign. We are looking for impact investors on a pre-money valuation of 2,000,000 euros to sell up to 10% of the company or more according to other supports that the investor can provide.
 Biyiud has 30% committed to FFF and team.

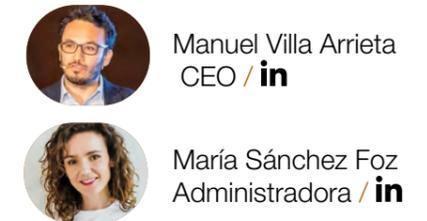
16k € monthly burn rate



CONTACT INFORMATION

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TEAM



6 workers

50k € invested by the team

30k € external K raised



CARPA REVOLUCIÓ



Culture makes Smart cities.

PROBLEM AND SOLUTION

The problem we encounter is that in the cities we do not find spaces or infrastructures to make culture a means of energy self-production, with our invention we promote a new way of interrelating music, energy production and cities. With the rental and acquisition of our stage "Escena 4.0", we manage to reduce the carbon footprint, make festivals sustainable, reduce the consumption and energy bills of cultural spaces dedicated to the music industry as we are at the same time a generator for the cities where we settle permanently.

When the stage is bought from us and installed permanently, "Stage 4.0" becomes an electrical generator for buildings adjacent to or annexed to the space itself, solving and helping the energy needs of the immediate environment (car chargers, bikes, buildings), annual energy production 104Mw We are the stage of the future.

INTELLECTUAL PROPERTY

Yes, we have a registered Utility Model.

MARKET

Music festivals, Town Halls and/or regional councils/ Cultural logistics companies. Taking advantage of the Smart city congress and ISE 2024, we want to present what will be a revolution in the music and energy industry, because we already have the interest of major festivals to install our 100% autonomous energy stage, through the collaboration with one or two companies in the music sector in setting up stages, we aim to cover 3% of the country's major festivals in the first year. We are meeting with different festivals and municipalities to incorporate our technology from the first quarter of 2024. During 2024 we want to enter 6 festivals and sell 1 of our prototypes.

BUSINESS MODEL

Rental for events and sale by councils of spaces such as cultural and/or sports facilities. The main costs are the initial investment for the first prototype and the equipment necessary for the assembly and disassembly of the infrastructure. We have a profit margin of 278% because with a single structure we cover the entire market share that we consider.

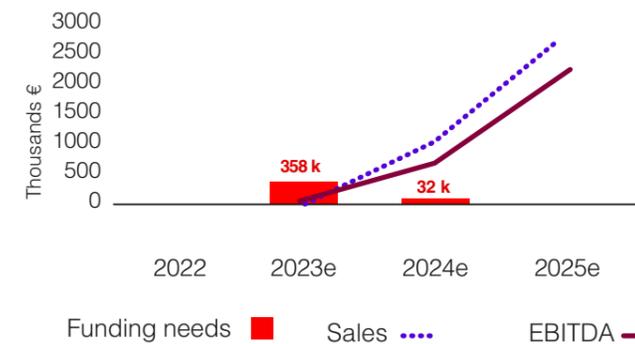
COMPETITION

We have no competition in the market and by collaborating with one of the leading stage assembly companies, they provide us with their market to introduce the stage together. (Eisi Stages)

MILESTONES

- 09/2023 Concluding the work team.
- 09/2023 Meeting with the town hall of Vilanova i la Geltrú.
- 10/2023 Utility model.
- 10/2023 Meeting with the city council of Barcelona.
- 11/2023 Expanding the Company's capital and layout.
- 02/2023 Prototyping and participating in ISE 2024 with a stand.

FINANCIAL PROJECTIONS



We need €150,000 in January in order to prototype and arrive at ISE 2024 to present the smart city hybrid project and as a 100% energetically autonomous set-up. We don't know how to structure the round; we've never been there. But we know that entering the market and this capital will help us strengthen the work and sales team, make the appropriate structural checks and expand presentation details. We understand that this way we will open up the Spanish market.

16k € monthly burn rate



CONTACT INFORMATION

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TEAM

- Isaac Domínguez Falguera
CEO /
- Pep Callau Quius
Admin

3 workers

60k €
invested by the team

0 € external K raised

EQUITO APP



Investment platform in tokenized real estate from €100.

PROBLEM AND SOLUTION

High barriers to entry, huge capital requirements and limited access prevent individuals from tapping into the incredible wealth-generating potential of the real estate market. The problem is clear: traditional real estate investing requires substantial capital, which excludes most from participation.

But Equito's innovative approach allows us to tokenize properties and break them into smaller, more affordable units. This means that anyone, from anywhere in the world, can now invest in real estate with as little as €100.

MARKET

We focus on the Spanish market, but the global market is much larger. TAM - Spanish Gross Savings: 86.5 billion euros. SAM - Savings invested: 20 billion euros. SOM - Equito's target for 2027: 70 million euros.

BUSINESS MODEL

Equito is a real estate tokenization platform that allows individuals worldwide to invest in real estate with ease. We tokenize residential properties, including student housing, converting them into digital assets represented by tokens. Investors can purchase fractional ownership of these properties with as little as 100€, making real estate investment accessible to everyone. Our business model is based on the following key components:

- 1) Listing Fee: We charge a listing fee to property owners for tokenizing their properties on our platform. This fee covers the cost of due diligence, legal processes, and creating the digital representation of the property.
- 2) Property Management Fee: We charge a property management fee to handle the day-to-day operations of the properties, including collecting rent, managing tenants, and maintaining the properties. This fee ensures a hassle-free investment experience for our users.
- 3) Transaction Fee: We earn a transaction fee when investors sell tokens representing the real estate properties. This fee contributes to the platform's sustainability and continuous improvement.

COMPETITION

Competition is increasing worldwide; the market is huge but the competitors are still young.

Spain: Urbanitae: AUM €170M.
United Arab Emirates: Stake: AUM €50M.
USA: Arrived Home: AUM €113M.

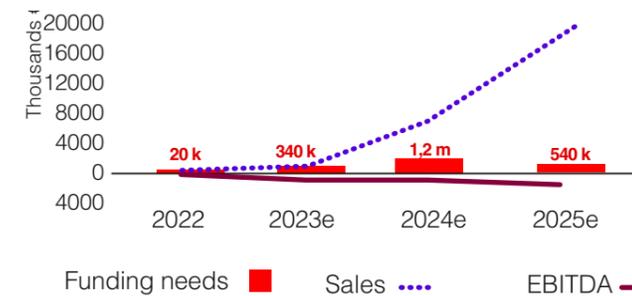
We differentiate ourselves in:

- User experience
- Platform features
- Transparency
- Investment options
- Accessibility

MILESTONES

- 07/2023 Launch of the application and acquisition of the 1st property.
- 01/2023 Lanzadera Startup Incubator integration with 90.000€ tokens sold.
- 11/2023 9 properties funded, more than €1,717,000 token sold, 60,000 Equitors have created an account in Equito.
- 12/2023 CNVM/Banco de España SANDBOX integration.
- 01/2024 Secondary market.
- 12/2024 +6M€ of tokens sold.

FINANCIAL PROJECTIONS



In order to accelerate our market penetration and expand our global footprint, Equito is preparing to raise a 1.5 million euros financing round. This plan outlines how we intend to strategically invest capital over the next 18 months to acquire more users worldwide, open new investment opportunities in Portugal and Italy, and enhance our technology and solution.

45 k € monthly burn rate



CONTACT INFORMATION

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TEAM

- Robin Decaux
CEO / [in](#)
- Naji Bizri
COO / [in](#)
- Cristian Roa
CTO / [in](#)

3 workers

300 k €
invested by
the team

365 k €
external K
raised

LANZADERA
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ACCIÓ Generalitat de Catalunya
Catalonia Trade & Investment

T-VALLEY
LET THE GROWTH FLOW

ESHODO VSTUDIO



Redefining the digital narrative through innovation and inclusion.

PROBLEM AND SOLUTION

Our customers long for deep, personalised narrative experiences, but often encounter standardised offerings. "Lost Elite" addresses this shortcoming with a rich narrative and technologies like Blockchain and AI, allowing users more active participation and ownership in the story. Our future platform will serve as an ecosystem for visual novel and digital art, offering a comprehensive solution that overcomes the limitations of individual products. This innovative approach positions us as leaders in a saturated market, offering a unique experience.

MARKET

The visual novel market was worth \$3,000M in 2020 and is expected to grow by 6.8% until 2028. We target hobbyists and new users in emerging technologies. We will use online marketing, collaborations with influencers and business alliances to gain visibility and credibility.

BUSINESS MODEL

Our revenue model combines direct sales, Patreon and DLCs through platforms like Steam. Web3 technology reduces distribution costs and adds value, while merchandising and sponsorships diversify revenue. This multi-platform and diversified approach allows for a gross margin of 30%.

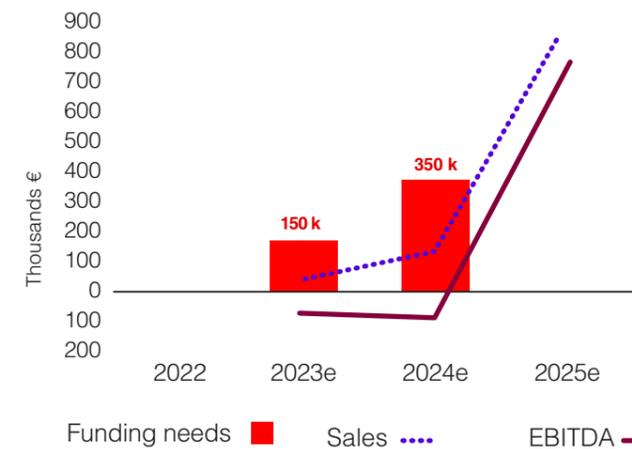
COMPETITION

Main competitors: "Summertime Saga", "Doki Doki" and "Clannad". "Lost Elite" features Blockchain and AI, and tackles complex social issues. In addition, we foster an active community, which gives us a unique advantage.

MILESTONES

- 04/2023 More than 5,000 downloads of the demo/pilot.
- 07/2023 Agreement with influencers to be protagonists (more than 700K followers).
- 12//2022 Special mention in the GM Barcelona!
- 12/2024 Adaptation to Web3.
- 12/2025 Visual Novels Platform.
- 12/2025 More than 5 Visual Novels on the market.

FINANCIAL PROJECTIONS



We are looking for €500,000 in exchange for 20% equity in three stages. 1st: €150,000, 6% equity. 2nd and 3rd: €175,000, 7% equity each. Initial single investment of €500,000 provides 2% additional equity. Equity for 3 years with right to dividends. Option to buy by EDOSHO at X2 price at the end.

1770 € monthly burn rate



CONTACT INFORMATION

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TEAM



Alexis Sans Ramos
CEO / [in](#)



2 workers



3k € invested by the team



0 € external K raised

ESTOKO LOGISTICS



Platform and digital logistics operator 4.0.

PROBLEM AND SOLUTION

ELogistics processes are inflexible, inefficient and polluting. Estoko optimises the logistics of large volumes thanks to access and operation in one or as many warehouses as at sea, anywhere in the geographical area, without space limits, for all types of necessary goods and under a payment by use model. We use our own technology in the Cloud and A.I. which simplifies logistics management, at the same time that we are the integral logistics operator for the loading of goods. With warehouses in the most optimal locations, CO2 emissions are reduced by up to 30%.

INTELLECTUAL PROPERTY

Yes, we develop our own Cloud and Artificial Intelligence technology for the optimal selection of warehouses and simplification of logistics management.

MARKET

- TAM: Spanish Logistics Market: €110 billion annually.
- SAM: External storage logistics: €35 billion annually.
- SOM: Reachable Market: 3% of the SAM, which represents 1,050 million euros per year.

BUSINESS MODEL

Estoko customers store in 1 or as many warehouses as is most efficient. The warehouses are existing logistics companies that Estoko subcontracts for physical operations, with an operating margin of 20%. Other associated costs are technological development personnel, marketing and operations.

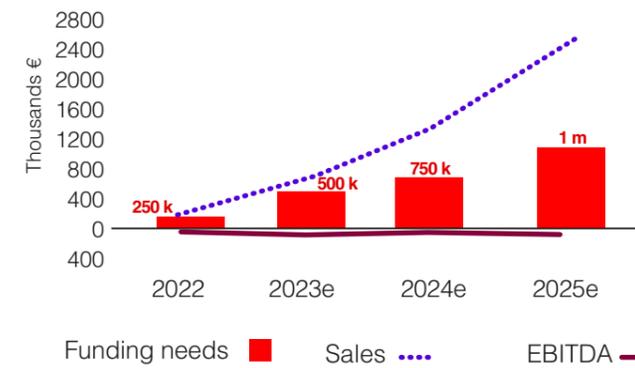
COMPETITION

The competition in Spain is the large 3PL transport and warehouse operators, such as Naeko, Districenter or Rhenus who act as substitutes but with different business models to Estoko. In the world there are companies with the same Estoko model as Flexo, Stord, Everstox, WH1 and Spacefill.

MILESTONES

- 01/2022 Operational platform and first customers.
- 06/2023 MRR of €70,000 per month.
- 09//2023 450 partner stores in what Estoko operates.
- 12/2023 MRR of €100,000 per month.
- 12/2024 A.I. Platform warehouse selection generative.
- 12/2025 Expansion in France and Portugal.

FINANCIAL PROJECTIONS



24 k € monthly burn rate



CONTACT INFORMATION

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TEAM

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CEO / [in](#)
- Damià Garcia Priu
COO / [in](#)
- Rafael Méndez Parra
CMO / [in](#)

10 workers

260 k € invested by the team

140 € external K raised



HANALEY



Transforming the way people book and travel around the world.

PROBLEM AND SOLUTION

The travel consumer does not have a reference travel agency. They want to plan trips for the different phases of their life (couple, honeymoon, family trip...), but they don't have the time or knowledge to organise them. They want a 100% digital service, but do not trust booking any product online without prior advice. Hanaley combines the simplicity of an 'online' product with an impeccable personalised service, and relies on technological tools to be more efficient and scalable.

MARKET

The travel sector contributes 9% to global GDP and will reach 12% in 10 years. 75% of these sales will be made online in 2026 and specifically the tailor-made travel market is expected to grow by 5% year-on-year until 2030. Therefore, we can say that we are facing a giant market and a huge opportunity. Our target group is traveling consumers aged between 27 and 65. 40% are honeymooners, 30% couple travel, 25% family travel and the remaining 5%, solo travellers or others. An average ticket is about 12,500€, mainly for long-distance trips. Recruitment strategies mainly through digital media: Instagram (organic and paid), Google ads, influencer marketing, partnerships and presence at events, combined with PR.

BUSINESS MODEL

Hanaley is in charge of booking all the services included in a great trip: flights, transfers, accommodation, activities, car rental, insurance... all are commissionable services or with special rates for agencies, which mean a reduction of between 10 % and 12% of the PVP. Added to an agency management fee of between 5% and 7%, it makes a total margin per trip of 17% on average.

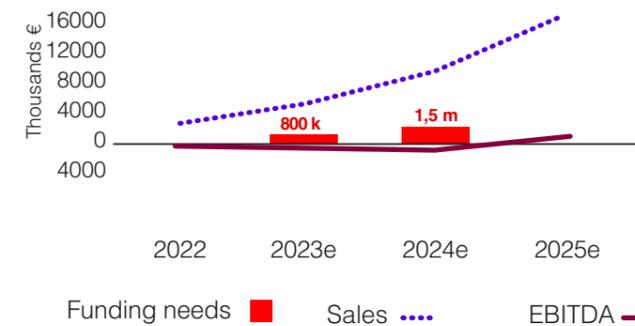
COMPETITION

In Spain there is no tailor-made travel agency with a powerful technological base to lead the market, be cost efficient and scalable to other markets. We want to follow in the footsteps of large international travel techs, such as Turlane or Audley, based in Germany and the United Kingdom respectively, but be present in other markets (France, the US, Canada...), and for this reason we will continue to invest in technology, qualified equipment and product expertise.

MILESTONES

- 03/2023 Monthly sales record: €493,653.
- 09/2023 Record monthly unique users: 31,818
- 10//2022 Customized form for the self-qualification of leads
- 04/2024 Apply AI in the Contact Form and add Chatbot to the website.
- 05/2024 Develop a platform for creating tailor-made itineraries.
- 12/2024 Going from closing 3.5 to 5 trips per travel agent per month (on average).

FINANCIAL PROJECTIONS



We are looking for 600,000€ (+200,000€ of public debt) to invest in technology, a qualified team and expand the channels of customer acquisition and loyalty. We have the growth levers well identified and we will develop technology that allows us to be more efficient and automate tasks, and thus increase the productive capacity for each travel agent and reach the target sales ratios. We want to close the round in December 2023, in order to start 2024 at full capacity. We plan to offer convertible credits with discounts depending on the time of entry of each investor. Pre-money valuation €3,000,000.



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TEAM

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CEO / [in](#)
-  Esther Basanta Santamaría
Head of Sales / [in](#)
-  Pablo Callejon Muzelle
Advisor - CMO / [in](#)


16 workers


49k €
invested by
the team


0 € external K
raised

HODEFY



17/5/2023



Faster and safer real estate transactions for real estate companies.

PROBLEM AND SOLUTION

The residential real estate sector faces uncertainty due to a new housing law and a lack of digitisation. This leads to inefficiencies, increased carbon footprint and legal certainty issues. Rental transactions are delayed by an average of 2 weeks, leading to dissatisfaction and legal disputes. Our unique solution centralises signatures, contracts and payments in one place, addressing these challenges and modernising the real estate rental industry to deliver efficiency and security.

INTELLECTUAL PROPERTY

We are currently in the process of trademark registration and in the future we want to patent our transaction system.

MARKET

Our product has a diverse scope, serving three categories of clients in the residential real estate sector: small, medium and large real estate companies. These companies are dedicated exclusively to the field of real estate. As users, our system is designed to serve the administrators and employees of these companies, the tenants and, if necessary, the owners. Our approach to them at the moment is direct through outbound techniques: contacts who recommend us as a solution or with the cold door system.

BUSINESS MODEL

At the current stage of our development, our business model is based on a commission per transaction, applied exclusively to successful operations. This commission has an average rate of 8%. Although, so far, we have not generated income, we plan to start obtaining it during the month of October. We could break down our cost structure by using the funds we currently have with +80% gross margin per transaction.

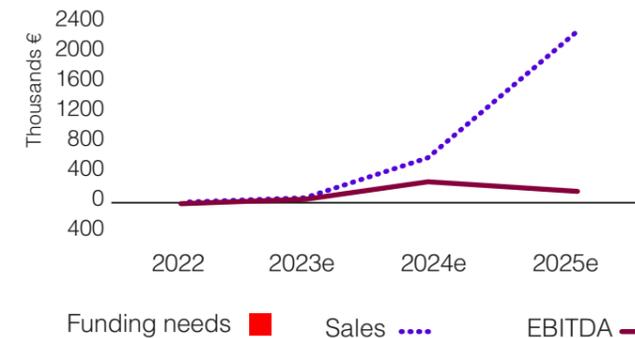
COMPETITION

No one has addressed this concatenation of problems in rentals. Unlike general tools like Word or DocuSign, our solution is unique, focused on the real estate sector, simplifying signatures, contracts and payments in one place.

MILESTONES

- 09/2023 MVP v1.
- 08/2023 First customer.
- 02/2023 Founding team.
- 12/2023 MVP v2.
- 01/2024 Release to the general public.
- 09/2024 Reaching 30 customers means an approximate turnover of €15,000.

FINANCIAL PROJECTIONS



We are looking for €200,000 to achieve these goals: accelerate development and sales, expand the team, and achieve €15,000 in MRR with 30 clients in 12 months. We are in talks for an initial investment of €50,000 and plan to complete it with private capital and public aid.

3 k € monthly burn rate



CONTACT INFORMATION

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TEAM



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CEO / [in](#)



Alessandra Maraschio
CMO / [in](#)



Gilberto Walle
CTO / [in](#)



Julio Ramirez
CPO / [in](#)



Neuali Ramos
CSO / [in](#)



5 workers



12 k €
invested by
the team



0 € external K
raised

HYNTS ANALYTICS


hyntsanalytics.com


09/6/2020



Looking for a better future for education: Let's transform it together thanks to AI.

PROBLEM AND SOLUTION

Problem 1 (Related to Hynts' view): Teachers cannot reach all students.
Solution: Provide a platform where students can enjoy personalised learning experiences
Problem 2: Institutions have poor knowledge of students.
1. Solution: Provide more information to universities thanks to AI through 3 products:
2. Student Dropout Prediction Models
3. Grade prediction models by subject of the PAU

INTELLECTUAL PROPERTY

We are working on patenting our products as we go along but we don't have one yet.

MARKET

Our potential market is in Argentina and Spain, targeting both public and private Universities and Schools.
Ways of reaching it:

- Contacts of the founders' network
- Associations with educational groups (Abacus, Universia etc...)
- Direct sale
- Education conferences and workshops

BUSINESS MODEL

The revenue model is a SaaS (Software as a Service) where customers are charged a monthly fee. The costs related to the product are mainly cloud and the company essentially personnel. For the product we have a projected margin of 85% and now even higher.

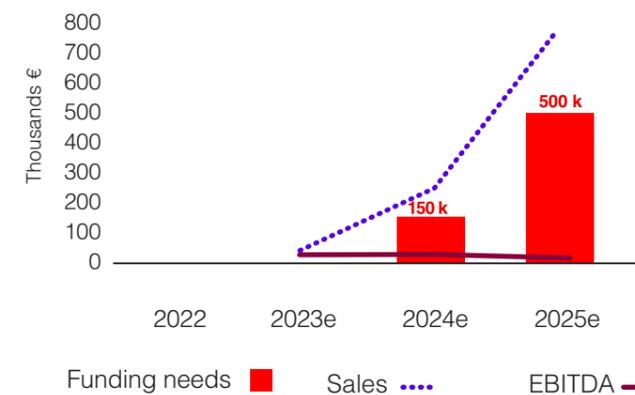
COMPETITION

Competitors: EdMachina, Startfish and Analitikus (offer student dropout prediction). Advantages: They have more resources, more funding and more employees. Differences: Spain and Argentina are not their markets and we have different products (they do not have models for PAU score prediction)

MILESTONES

- 02/2023 Have a booth at 4-YFN at MWC.
- 07/2023 Win an accelerator to capture investment (Abacus Ventures)
- 09/2023 Develop new product and implement it on a first customer.
- 12/2023 Raise a pre-seed investment round of 150,000 Euros and execute the action plan.
- 12/2024 Be present at more than 30 Universities and schools in Spain and Argentina.
- 06/2024 Have our line of 3 products consolidated and completely finished.

FINANCIAL PROJECTIONS



Hynts pre-seed round data: How much? 150,000 Euros When? Before the end of 2023. We would like the round to consist of a main investor providing the majority or all of the capital and then leaving possible space for BAN. For now, we have no money committed and the timing of the round may vary, as we do not have a runaway that is pressing us right now.

 **300 €** monthly burn rate

hynts

CONTACT INFORMATION

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TEAM



Jose Bonet Giner
CEO/CTO / 



Nicolas Sanchez Berardo
COO/CCO / 



4 workers



3 k € invested
by the team



0 € external K
raised

ID TECH & COM



21/4/2021



Using technology to transform the travellers' experience at the destination.

PROBLEM AND SOLUTION

Many tourist accommodations do not quite satisfy the leisure needs of guests who are looking for personalised care and offers adjusted to their tastes. At Identify, we transform the experience of travellers with technology and the management of it from the accommodation.

For the user, Identify is a mobile app for exploring +300k cultural points. A digital guide with multilingual information, audio, images, activities and rewards to learn about the culture of each destination. For accommodations, the Identify DTX platform enables accommodations to digitise and manage tourist offers, building guest loyalty and generating additional income.

INTELLECTUAL PROPERTY

Name and trademark registered in Spain since November 2021.

MARKET

We target 3 and 4 star accommodation, small and medium chains. With more than 500k hotels globally, the target market is to capture 10%, around 27k establishments, generating a potential share of more than 24 million euros per year. We will reach them thanks to our strategic partners and with B2B campaigns.

BUSINESS MODEL

Business model is a B2B SaaS where hosts pay a monthly or annual fee depending on the size of the host and the recommended content. We have a platform integration fee that is included in the subscription price.

COMPETITION

We highlight Stay App, Smartvel and Passporter App nationally and Amadeus Discover, SuitePad and Touch Stay internationally. Stay App as a management platform for large hotel chains, while Smartvel stands out for its technology and innovative tourism solutions.

MILESTONES

02/2022 Participatory loan of €100,000.

01/2023 DTX platform presentation at FITUR 2023.

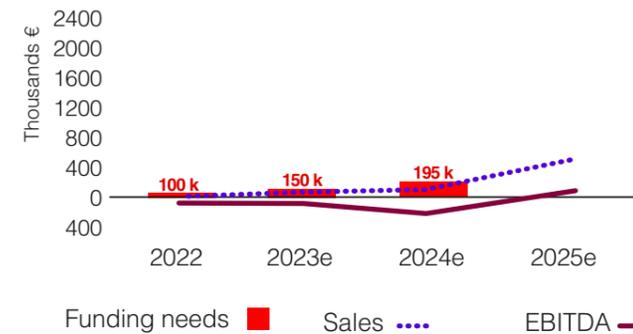
09/2023 Implementation of Identify DTX in 25 accommodations, 23 of them throughout Spain and 2 accommodations in the UK and Egypt.

2024 Customer onboarding automation and web backoffice launch for customers to manage their content.

2024 Definition and development of gamification strategy.

2024 Reach €100,000 invoicing.

FINANCIAL PROJECTIONS



We are currently in a €250,000 funding round, which includes a €100,000 convertible note and €150,000 of private equity. In addition, we have an approved ENISA of €195,000, providing a total capital of €345,000 for the 2024 and 2025 investments. Regarding the round, we have committed €75,000 (50%) of the private capital with an investor in the tourism sector, and we are in negotiations with other funds to complete the remaining capital.

3,5 k € monthly burn rate



CONTACT INFORMATION

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TEAM



Elena Losantos Díaz
CEO / [in](#)



Esteve Dalmau Mejías
CTO / [in](#)



Aleix Riba Baños
COO / [in](#)



Noelia Losantos Díaz
CMO / [in](#)



4 workers



5 k € invested
by the team



115 € external
K raised

Accelerated by



INTO REALITY



19/11/2021



Plataforma i reproductor, per monetitzar qualsevol esdeveniment, en realitat virtual.

PROBLEM AND SOLUTION

Any event (concert, museum, sports, theatre...) needs the attendance of the consumer at its venue so that they can enjoy it. The distance, the capacity, the date, the schedule, the price... are factors that can determine whether or not the consumer will travel to the physical location of the event.

Our start up allows you to enjoy the event thanks to the immersive sensation of virtual reality. The consumer will be able to see it on all devices (mobile, PC, tablet, Oculus...) and the promoter of the event will be able to monetise it thanks to our platform, while the live event lasts and/or leaving it stored to be watched when desired (OTT/VOD).

MARKET

The market is global, since being a virtual product, everyone with internet access is the target audience. The target we want to focus on is young people (14-40 years old). In a first phase, through quality content, we will attract a more Premium audience, and in a second phase, we will enter a more massive market, seeking to buy the event compulsively.

BUSINESS MODEL

Income will come from pay per view, subscriptions to the channels and/or the platform itself. These revenues will be shared with the promoters of the events, taking advantage of an associative economy. Few fixed costs (servers, salaries...) being the most representative variables (servers, GB consumption...) Margins between 40% and 60%, + a fee per event.

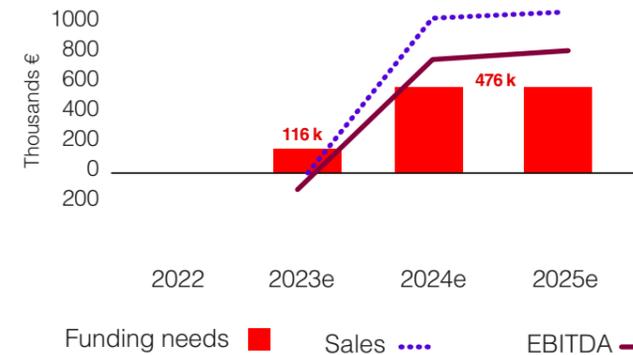
COMPETITION

Little competition at the moment. Main competitor YBVR. We are a multi-device platform, they allow us to reach a greater number of consumers than they do, the player allows for the changing between cameras and audio, and also has 2D videos, the platform incorporates e-commerce, to monetise the event and our player can be embedded in other websites.

MILESTONES

- 03/2023 Personal player with all the features discussed.
- 04/2023 Collaboration with AWS.
- 06/2023 Visits to potential customers with very positive feedback.
- 10/2023 Signing of the first contract.
- 12/2024 First event already in production on the platform.
- 06/2024 Have at least 3 customers in production.

FINANCIAL PROJECTIONS



We would like to go hand in hand with an audiovisual partner that opens the doors to all the events they manage and share the profits. The main needs are the salaries of the developers and commercial, to continue developing the platform and attracting new customers. We have not made any rounds, but seeing the need for relationships in this sector, we believe that a collaboration between few investors and the sector would be the most suitable.

61 k € monthly burn rate



CONTACT INFORMATION

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TEAM



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Soci/CTO / [in](#)



Sergi Galbany
Soci / [in](#)



Pablo Molina
Soci / [in](#)



Carles Vilarrassa
Soci / [in](#)



Jordi pla
Soci / [in](#)



Alex Parraga
Soci / [in](#)



6 workers



11,5 k €
invested by
the team



0 € external K
raised

LAUDEFY



Improve engagement and reduce employee turnover through peer recognition.

PROBLEM AND SOLUTION

The lack of commitment in companies and organisations generates productivity losses valued at more than €8M globally. Less than 30% of workers consider themselves committed to the company they work for and 1 in 2 who leave an organisation cites lack of recognition as one of the main causes. Laudefy is the app and web platform that allows you to implement a peer-to-peer and gamified recognition program based on the values and corporate culture of the company that drastically improves engagement, the work environment, productivity, reduces rotation and value the work we carry out.

MARKET

Laudefy presents a transversal solution where the main target is companies with more than 20 employees. In this way, our SAM covers 65,000 companies in Spain in a first phase, with a priority focus on the 18,000 companies with between 50 and 200 employees. Being a SaaS product, it will be opened to any organisation in the world at a later stage (Laudefy is available in 5 languages). Our go-to-market is based on inbound and outbound actions, use of professional networks and future distribution agreements with key players in HR. Once a certain critical mass is reached, the virality of the experience will catapult adoption.

BUSINESS MODEL

B2B SaaS: Company subscription with licence per user/employee/month (80%) in three instalments depending on the contracted functionalities, complemented by a set-up fee and personalisation (15%) and strategic engagement consulting services (5%). Having reached breakeven, Laudefy must present double-digit margins (70-80%) as it is a highly scalable product.

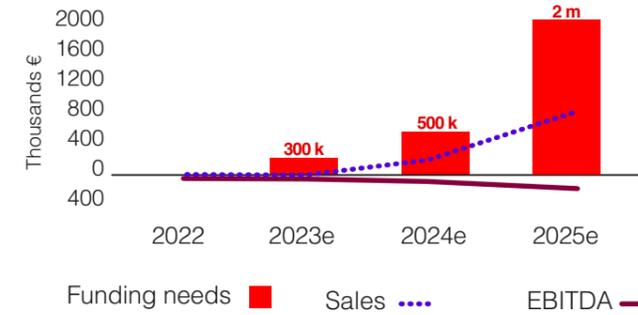
COMPETITION

Solution present mainly in the Anglo-Saxon world led by companies such as Bonusly, Kudos, Fond and others with turnovers around 20-40M USD. They are technologically advanced proposals, but they detract from our purpose by giving it too much of a social character and exposing it to the public. Laudefy encourages individual growth and the improvement of teamwork from corporate values as a frame of reference, where recognition gives meaning to work.

MILESTONES

- 03/2023 Constitution of the company.
- 06/2023 Concept validation with early testers (30).
- 09//2023 MVP and first pilots in companies and NFP in Q4.
- 11/2023 Billable version with administrator portal and Back Office.
- 01/2024 Bill first customers.
- 12/2025 ARR > €200,000.

FINANCIAL PROJECTIONS



Funding necessary to take the product to the following development levels in accordance with our roadmap, investment in marketing (70% inbound - 30% outbound), and in own team (50% maintenance - 50% Customer Success Managers). Currently applying for ENISA and contacting some VCs and BAs. We are straddling the Seed rounds (Q4 '23 - Q1 '24) and Series A (Q3 '24).

2,5 k € monthly burn rate



CONTACT INFORMATION

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TEAM

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CEO / [in](#)
- Sonia Carabante
COO / [in](#)
- Jose Plaza
CTO / [in](#)

3 workers

40 k €
invested by
the team

0 € external K
raised



Automated and customized regulatory compliance platform for web pages.

PROBLEM AND SOLUTION

Problem: Currently, small and medium-sized companies with a website, despite being obliged to comply with a series of requirements imposed by the regulations, do not know how to adapt to them in an economical and fast way. In fact, according to a study by Cornell University, 90% of web pages do not comply with the regulations.

Value Proposition: Platform that allows the automatic and personalised generation of legal texts (privacy policy and cookies, legal notice and terms and conditions of use) and the cookie solution (cookie information banner and weekly scan) and is implemented in all web pages through a plugin. Once registered on the platform, the web pages will have the legal texts and the cookies banner always updated to the regulatory changes and the updates that are made on the web, thanks to the fact that it is a cloud-based service and we have our clients' legal texts hosted, allowing us to keep it up-to-date without the clients having to do anything.

MARKET

Between the European Economic Area and the Latin American market, a market of 50,000 B\$ of web pages in the hands of PIMES and Self-employed is calculated. Currently in Spain, there are 2.8M web pages with a forecast to grow by 20% during the next year and we will reach them through partnerships with marketing and web development agencies.

BUSINESS MODEL

Business model: Annual/monthly subscription
Key customers and number of current customers: We currently have more than 500 active installations between monthly and annual subscriptions and since we activated the partner programme in November we have signed more than 30 contracts with partners (marketing agencies or web page creation) that upon activation they work as a sales channel.

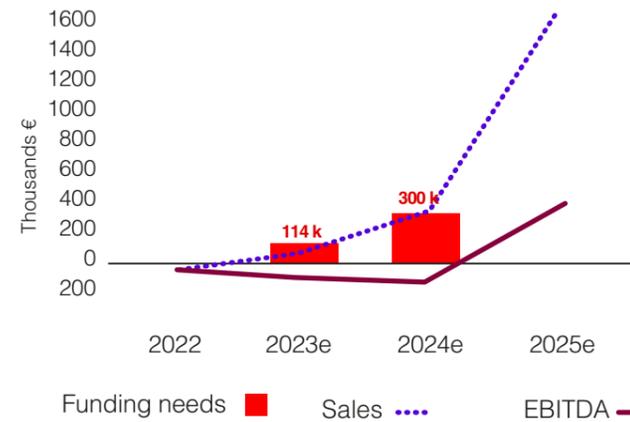
COMPETITION

Lawwwing is a pioneer in online regulatory compliance automation services for PIMES since the competition has partial solutions or are designed for large companies that require dedicated internal company staff with prior technical and legal knowledge to manage it.

MILESTONES

- 09/2023 1st Spanish Legaltech to be certified by the IAB and Google entities as a Consent Management Platform.
- 12/2022 Enisa Jovenes Entrepreneurs.
- 00/2023 Recognitions: Womenalia, Netmentora, metropolitan prize finalists, ESADE Empenta X, Barcelona Activa.
- 12/2024 Funding round 300k.
- 02/2024 New market launch in the European Economic Area.
- 00/2024 Development of the platform for the legal scanning of multimedia files from web pages.

FINANCIAL PROJECTIONS



We require €300,000 in funding with the aim of closing the round at the end of January 2024 to allocate it to:

- Sales team boost: Boost the sales rate by devoting resources to gain new, larger customers to act as a sales channel and do it internationally. Launch of new markets and adaptation of the legal language and platform in 2024 and study of new markets in 2025.
- New features: Improving the platform and developing new features to increase partner engagement and increase average revenue per customer.

9 k € monthly burn rate



CONTACT INFORMATION

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TEAM



Núria Moreno Ambel
 Co-CEO i Co-founder / [in](#)



Georgina Viaplana Pique
 Co-CEO i Co-founder / [in](#)



Pasqual Guerrero Menendez
 CTO i Co-founder / [in](#)



4 workers



20 k €
 invested by
 the team



114 € external
 K raised



LOCALBOSS



localboss.app



10/2023



Take control of your business reviews on Google.

PROBLEM AND SOLUTION

Our clients are local business owners struggling to manage and improve their reviews on Google. This task can be very laborious and they do not have the right tools to analyse the data and respond effectively. LOCALBOSS is a comprehensive app that allows businesses to monitor, manage and respond to Google reviews in one place. We use artificial intelligence to suggest answers, provide detailed analysis and help improve businesses' online reputation. Our service saves time, improves customer interaction and can promote sales.

MARKET

400 Million local businesses that we will reach with online marketing techniques, PR and a powerful content strategy.

BUSINESS MODEL

The LOCALBOSS revenue model is based on a monthly subscription with different plans that adapt to business needs. Our main costs include infrastructure, marketing and internal development costs. The gross margin is approximately 70%, allowing us to reinvest in improving the product and expanding into new markets. We also offer AI credits for automated responses as an additional service.

COMPETITION

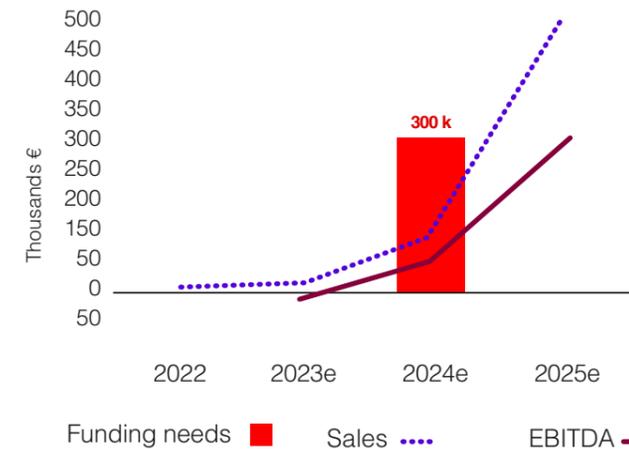
Some of the competing solutions in the market are Uberall, Localistico and BirdEye. These services offer review tracking and analysis, but LOCALBOSS stands out for being a native app, specialising in Google Reviews, and its ability to automate responses using AI. In addition, we offer a more intuitive interface and flexible pricing plans tailored to independent local businesses. Our solution is designed to be more accessible and easier to use.

MILESTONES

09/2023 MVP launch.
12/2022 We reached €100 MRR.
00/2023 €200 MRR sending answers by AI.

12/2024 €1000 MRR.
02/2024 Launch of push notifications.
00/2024 Annual turnover of €100K.

FINANCIAL PROJECTIONS



300,000€ to hire a full time CTO partner and Marketing campaigns.



2 k € monthly burn rate

LOCALBOSS

CONTACT INFORMATION

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TEAM



Xavier Colomé
CEO-Cofundador / [in](#)



Jordi Gil de Bernabé
CTO-Cofundador / [in](#)



2 workers



50 k €
invested by
the team



0 € external K
raised

TARRAGONA OPEN FUTURE_



MASTERMIND TECH



Our main goal is to be a connector between technology and the customer.

PROBLEM AND SOLUTION

Non-compliance with certain medical and building regulations and vague knowledge of air quality in their facilities.

- Non-compliance with certain medical and building regulations and vague knowledge of air quality in their facilities.
- Energy efficiency problems.
- Non-compliance with noise regulations.
- Tobacco incidents.
- Lack of sustainable activities (related to the SDGs).

Benefits of Our Solutions:

- Cost savings, increased industrial efficiency, improved reputation and marketing.
- Knowledge of air quality parameters in places where it is essential (medical buildings).
- Compliance with Particle, noise, CO2 regulations.
- To be a direct promoter of well-being and health.

INTELLECTUAL PROPERTY

Utility model and patent pending for the MistControl product that detects and removes fog in domestic mirrors before it forms.

MARKET

- HORECA: integrations with Property Management Systems and distribution of our products.
- Industrial: very specific commercial campaigns (cost savings in the textile industry, decarbonisation, increased added value in the furniture and consumer sectors).
- Medical: distributors of medical products and air filtration in large areas.

BUSINESS MODEL

We seek initial market penetration through a combination of high-quality product and technology and a one-time payment revenue model with no recurring software usage charges. Our profit margin exceeds 500% on sales of less than 10 units and decreases to 70% - 80% on sales of more than 1,000 units. Our costs are mainly associated with the manufacture and hardware and import of the same, having a small variable part associated with the software.

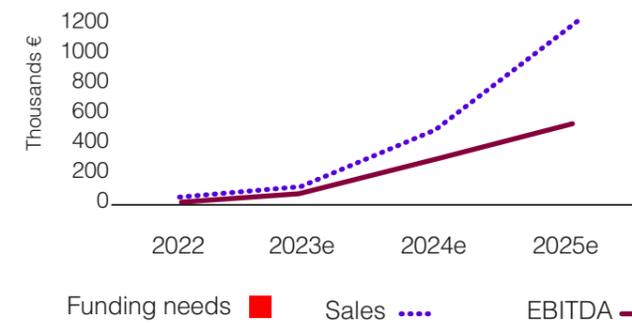
COMPETITION

Other existing solutions on the market, name of the main competitors, advantages and differences with respect to your product/service. Noise control and smoking ban: Minut and Roomonitor. Advantages: we are more technologically advanced, our pricing policy is much more favourable for the customer (we do not have monthly/annual fees, they charge the customer approx. 120 euros per year per device). Disadvantages: Their marketing effort and budget is much higher.

MILESTONES

- 10/2023 Integration with Avantio, one of the largest and most recognised PMS in Europe.
- 12/2022 Start of Patent submission for the MistControl product.
- 00/2023 First sale of more than 100 units to end customers of the Cigarette Smoke Control product + installation and in-person training.
- 01/2024 Start of activity as a certifying entity with its own air quality and noise certification.
- 01/2024 Significant increase in Google positioning for noise control and smoking ban products with a corresponding increase in sales through our online store.
- 01/2024 Start of sales in the Middle East market (Dubai and Saudi Arabia) through our distributors.

FINANCIAL PROJECTIONS



We do not currently have a critical need for funding as the company has been self-funded through its founder since inception and may continue to do so. However, we believe it is important to be able to grow much faster (perform in one year the growth for which we currently need three years). For this we need a minimum of 15 million euros.

5 k € monthly burn rate



CONTACT INFORMATION

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TEAM



Alberto Fuentes
Director d'operacions /



4 workers



18 k €
invested by
the team



- € external K
raised

MINICODERS

 minicoders.com

 26/10/2021



Allowing children to learn to program through experiences in the metaverse.

PROBLEM AND SOLUTION

A large majority of parents are concerned about the time their children spend in front of screens and also about their children's programming skills for the future. In addition, 15 EU countries have included programming as part of their curriculum and schools are looking for content. Minicoders motivates children to develop their computational thinking through video games in the metaverse, both in schools and at home.

MARKET

Minicoders is in the "Edtech" market of €278Bn globally and is reaching its potential consumers through direct sales, distribution partners, influencers, agreements with schools and online marketing.

BUSINESS MODEL

Minicoders is developing a gaming experience in the Roblox metaverse that they then sell through subscription models to parents and schools. To do this, it uses an IT system and tutors who help the children, consolidating a margin of approximately 90%.

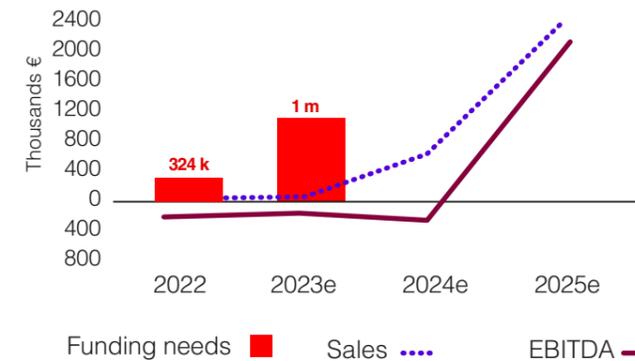
COMPETITION

- Programming e-learning through games: Codespark, Hopscotch, Tynker
- E-learning of programming through games in lessons: Codecombat
- Programming e-learning through lessons: Code for fun, Khan Academy
- Programming e-learning through lessons in the metaverse: CodeWiz, Coding with Kid

MILESTONES

- 08/2022 +100,000 visits within the game.
- 09/2022 Subscribers in more than 10 countries.
- 11/2022 Product launch in Portuguese and Italian.
- 04/2024 Getting to close agreements with 1,053 schools.
- 06/2024 Achieve a total of 157,950 users.
- 04/2025 Implement the integration with an ERP platform called Clickedu/Sanoma.

FINANCIAL PROJECTIONS



A "seed" round is being organised to attract €1,000,000 from investors. The funds will be distributed 50% in product development, 40% in marketing and sales, and 10% in OPEX. €84,000 has been committed as a subsidy from the "Ministry of Culture" and in the investor pipeline there are advanced conversations for approximately €155,000.

 **25 k €** monthly burn rate



CONTACT INFORMATION

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TEAM

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CEO / [in](#)
-  Laia Comaposada
CCO / [in](#)
-  Ernest Sánchez
Co-Founder / [in](#)
-  Carlos Blanco
Chairman / [in](#)
-  Elisabeth Martínez
Co-Founder / [in](#)

 **12 workers**

 **12 k €**
invested by
the team

 **650 k €**
external K
raised

nuclio^o
venture builder

MIXO MACHINE



Revolutionise the HORECA sector, making processes faster, safer and more environmentally friendly.

PROBLEM AND SOLUTION

Problems:
User:
1. They stand in line for 20 minutes to buy a drink at an event.
2. It is not safe
3. Drinks are never the same
Customer:
1. Drink is wasted
2. Vessels are broken
3. You pay in cash, you lose money
4. They do not have data on their clients
Solution:
After 3 years of R&D we created MIXO, the first self-service robot that makes combos/drinks for events.

INTELLECTUAL PROPERTY

We are currently presenting together with PonsIP and ACCIO 2 patents at European and American level. We also have 3 FOPs, 2 patentability studies and 1 brand.

MARKET

MIXO is aimed at 3 segments. Hotels, festivals and nightclubs.
We will start with nightclubs, of which we already have more than 20 letters of intent.
The product is already being tested in nightclubs in Barcelona, Madrid, La Rioja, Tarragona, etc.
The product being so innovative and unique in the market it is sold inbound.
Especially by word of mouth.

BUSINESS MODEL

They pay us €1k reserve. Then €20K to have the product and 12% of what it invoices which is equivalent to €20K per year.

COMPETITION

They pay us €1k reserve. Then €20K to have the product and 12% of what it invoices which is equivalent to €20K per year:

- It is used by the bartender, not the end user.
- Machines are fragile.
- They do not have a built-in ice machine.
- They don't have a payment system.
- An unattractive design.

Next, the analysis of the detected competition is carried out:

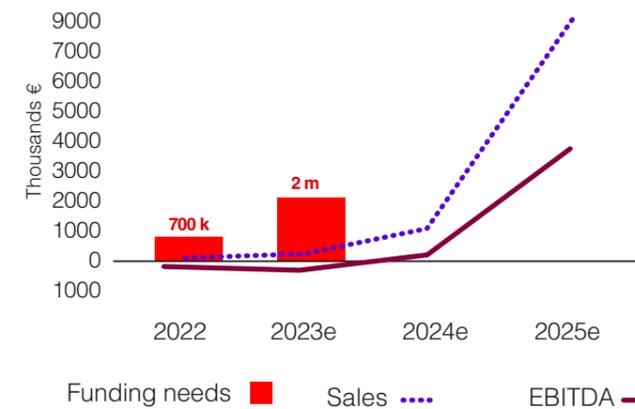
- Cocktail Machine, EBar, Mixologiq, Bartesain, Cecilia.ai, Rotender

The competitive advantage of MIXO technology is that it is the only machine intended for places with a large volume of competitors due to its ability to support a large demand due to its steel materials and its autonomous capacity of up to 500 vessels. In turn, the automation is generated because the user is the final consumer and not the bartender. In addition, the business model is a great stand-out point of MIXO, we have the financial advantage of granting the unit without any initial investment on the part of the client. Finally, the new version represents a conceptual and technological leap to where so far no competition has been found and which will bring direct benefits to MIXO, clients and consumers.

MILESTONES

- 06/2021 Finishing version 1 and taking it to the MWC where the members of the government drank a 00 gin and tonic.
- 03/2022 Finishing version 2 and entering the market for the first time in Pacha Barcelona.
- 08/2023 Finishing the latest version, leaving it for 10 days in Shoko Barcelona and starting the process of submitting the 2 patents.
- 12/2024 Raising the second round of €2M.
- 12/2024 Making the first batch of 10 mixes and having them in the market.
- 01/2024 Making the second batch of 50 units.

FINANCIAL PROJECTIONS



We are making a convertible loan. We are looking for 2M. We will open it in September 2023. 50% is for the team, 15% development 15% opex 15% capex and 5% others. We already have 600K committed



CONTACT INFORMATION

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TEAM



Martin Cohen
CEO & Founder / [in](#)



5 workers



- € invested
by the team



- k external K
raised

NOAH ECOLIVING


noahcoliving.com


18/1/2023



Making sustainability sexy.

PROBLEM AND SOLUTION

For every 1000kg of coffee waste that ends up in the bin, we generate approximately 130kg of greenhouse gases.

According to the First Study on coffee consumption habits in Spain carried out by Cafès Novell, 70% of the adult Spanish population drink coffee daily and more than 60% do so at home. As a result, every day we generate more than 646,000 kg of coffee waste. For consumers with a sustainable conscience, we have created the first edible mushroom self-cultivation kit in Spain with which, thanks to the circular economy, we can reuse the coffee residue at home to grow our own gourmet mushrooms in a simple and funny way.

MARKET

70% of adults in Spain consume coffee daily, and 7% of consumers decide to buy organic coffee, which is more than 1.8 million people.

Our client consumes coffee daily, has an interest in natural and eco products as they consider them to be better for their health and the planet. We focus on creating a community on social networks.

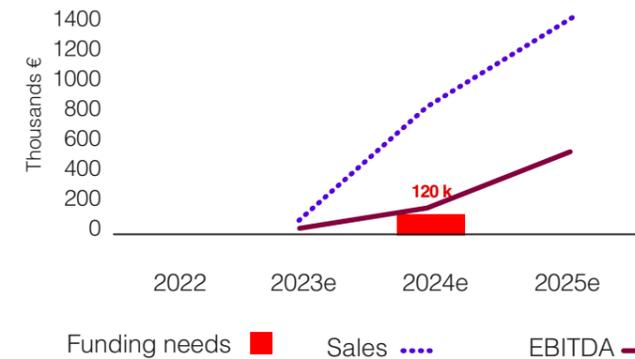
COMPETITION

Our competitors are Resetea, Meli, Funginatur and Entresetas. Our innovation is that we are the first in Spain to offer consumers a self-cultivation kit to regenerate their coffee grounds and produce edible mushrooms.

MILESTONES

- 06/2021 MVP launch.
- 03/2022 142 kits sold in initial launch organically.
- 08/2023 Pivot based on customer feedback and re-launch with the new value proposition.
- 12/2024 Achieve and maintain >25 sales per day.
- 12/2024 Achieve and maintain >100 sales per day.
- 01/2024 Billing >€3,000,000.

FINANCIAL PROJECTIONS



€120,000 in 3 parts: €70,000 for hiring key CMO and COO profiles for the expansion. €30,000 for marketing and advertising actions to accelerate positioning and €20,000 for the transformation of an industrial container into our new sustainable offices as a brand and branding message.

 **4233 €** monthly burn rate



CONTACT INFORMATION

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TEAM



Edu Iglesias
CEO / 



Cris Sánchez
CMO / 



2 workers



30 k €
invested by
the team



- k external K
raised

NUMENTECH


numenbox.com


16/12/2019



Deliver reliable, easy-to-deploy and integrate cybersecurity solutions to SMEs.

PROBLEM AND SOLUTION

Numen Technologies offers Numen Box SOHO, advanced cybersecurity solutions focused on SMEs. Our products prevent, detect and respond to sophisticated cyberattacks, guaranteeing security. We take a user-centric approach, focusing on delivering reliable, easy-to-implement and integrated solutions for the SME segment, which is the most vulnerable to emerging cyber security challenges and yet underserved.

MARKET

The solution will be marketed through various channels: IT, banks, insurance companies, security companies, telecommunications and consultancies. Direct sales will also be managed through own and third-party e-commerce platforms and tools. The main customer market segment will be SMEs. Marketing began in Spain in the 3rd quarter of 2023 and will begin in other European countries at the end of 2024.

BUSINESS MODEL

Numenbox SOHO will be marketed as a subscription service with a flat annual fee for all devices connected to the protected enterprise network. Additional services will be progressively available providing the opportunity to customise the product to specific needs (e.g. premium support services, custom IDS/IPS rule sets, etc.).

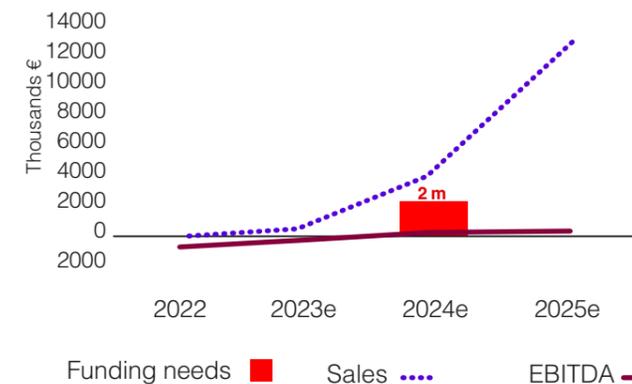
COMPETITION

PaloAlto Network Okyo, UniFI Gateway Console Firewalla, Gryphon Netgear Armour Serie AX Cisco AX Series and other SMB security solutions offered by prominent cybersecurity "vendors" (these "vendors" offer significantly more expensive products)

MILESTONES

- 01/2022 MVP completed and validated by important companies in the sector such as ESET, DELOITTE AND AIG.
- 07/2023 First finished product and start of pre-sale campaign in collaboration with the Catalan Cybersecurity Agency and the Barcelona Chamber of Commerce.
- 09/2023 Start of marketing with the first 15 distributors; start of negotiations to implement distribution with 4 large wholesalers (national and international).
- 03/2023 Perfecting wholesale distribution partnerships that allow us to scale the marketing in different European countries.
- 09/2023 Launch a SOAR-type solution (for the organisation, automation and response of security), integrable to the Numen Box SOHO, which enables the collection, analysis and certification of the activity of the protected network.
- 01/2023 Launch a Web Firewall type solution that allows users to be protected without the need to install a physical device on the network itself.

FINANCIAL PROJECTIONS



We are looking to raise 2 million euros, with the aim of accelerating commercial expansion and the product development process. The financing will enhance the integration of third parties, improve the capabilities of the SOAR solution such as functionalities that enable traceability (a functionality that we consider of great interest for the sector) and further ahead, incorporate them. SOAR powered by AI and ML.

 **40 k €** monthly burn rate



CONTACT INFORMATION

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TEAM

-  Claudio Moller Erikson
Fundador i administrador únic / [in](#)
-  Albert Soler i Ruiz
CTO / [in](#)
-  Mauro Ponzè
Managing Director / [in](#)
-  Daniel Jorge Santos
Chief Legal officer (CLO)

 **2 workers**

 **2,9 m €**
invested by
the team

 **- k** external K
raised

NUWE TECH



10/03/2021



IT recruitment platform that helps companies find candidates through competitions.

PROBLEM AND SOLUTION

We work mainly with multinationals. The problems they have are:

- Difficulty finding technical talent
 - Need to improve brand position in the face of the technology community
 - Have conventional HR processes in a changing present, especially in the technological aspect.
- Our product solves these three "pains". We do this through our platform, which makes it possible to organise competitions and technological challenges where candidates learn and improve their skills, while learning about the company they are applying for.

INTELLECTUAL PROPERTY

Not for now. We are developing technology that we want to patent between 2024 and 2025. We have been granted the Neotec.

MARKET

Our potential market is €15B. However, we are aiming for the €42M that we can achieve in Spain. By working with corporates, we are making strategies for international expansion and upselling through them. In addition, we are developing important strategic partners, as is the case with Infojobs.

BUSINESS MODEL

We have two business models right now.

- The first is transactional with the HiringHacks (hackathons) product, with an average ticket of €25k and a 60% margin.
- The other is the Tech Hub, recurring and with an average ticket of €40k/year. The margin is 65% We are working on other validation models, which would have higher margins.

COMPETITION

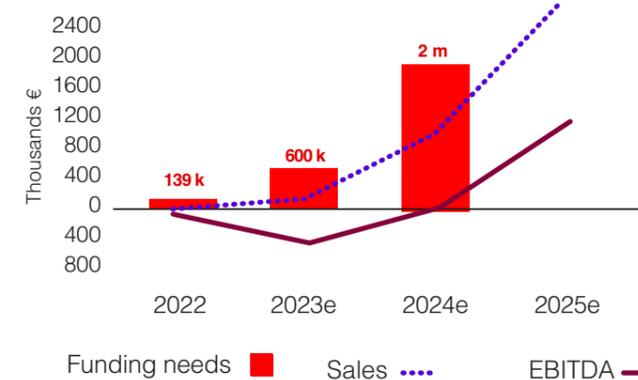
There are several solutions:

- HR consultants (Michael Page, Hays, etc.): These are solutions that are very trite and that our customers are tired of.
- Validation platforms (HackerRank, HackerEarth, Codility): They mainly use validation and with challenges that are not as elaborate as ours, which are more adapted to the user.

MILESTONES

- 01/2023 Financing round €730k.
- 09/2023 Clients: more than 10 corporates (Danone, CaixaBank Tech, MediaMarkt, Schneider Electric, Accenture, Oracle, Zurich, etc.).
- 09/2023 Technical: We have managed to fully automate the correction of challenges and are working on an auto-generator.
- 2024 Sales: Multiply >x2 our turnover.
- 2024 Technical: finish developing and patenting the self-assessment and challenge creation ecosystem.
- 2024 Users: Multiply current users x2 (almost 8,000).

FINANCIAL PROJECTIONS



We are considering a funding round for the middle of next year. We are looking for 2 million euros. We want the money to scale the sales team and to be able to accelerate product development, since we now have certain operational tasks and moving them to technology would allow us to have much more flexibility when it comes to increasing the customer base. With this money we could finish consolidating the European market and start thinking about the Asian market, where we have already seen quite a few possibilities.

45 k € monthly burn rate



CONTACT INFORMATION

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TEAM

- Jordi Simó Climent
CEO / [in](#)
- Carlos Ibáñez Cuadal
CRO / [in](#)
- Guillem Moreno Bravo
CPO / [in](#)
- Juan Manuel Vicente
CTO / [in](#)

11 workers

13 k €
invested by
the team

1m € external
K raised



NCLUB


thenclubapp.com


14/2/2023



NCLUB is the nightlife social network of the times that enables its users to connect with other people when they go out partying.

PROBLEM AND SOLUTION

NCLUB is the mobile App of the times, the social network of nightlife. Our users suffer from fear of rejection when establishing new relationships. NCLUB allows them to connect with others when they go to party in an easier way as follows: when you party at a club, you enter the virtual room of that club to see which people will also attend; that way they can connect with them before they arrive and ensure a real-life interaction that probably wouldn't happen without this statement of intent.

MARKET

The target market is all those people who go out partying whether they have a partner or are looking for one, currently focusing on the 18–25-year-old audience. The way we are currently reaching a cost of €0.30 per user is through TikTok, which encourages virality.

BUSINESS MODEL

1. Ticketing and commission for VIP reservations: commission for all tickets and reservations sold through NCLUB.
2. In-app Ads: sponsorship of brands within the application with various placements.
3. Freemium model: payment of a subscription for those most predisposed users.

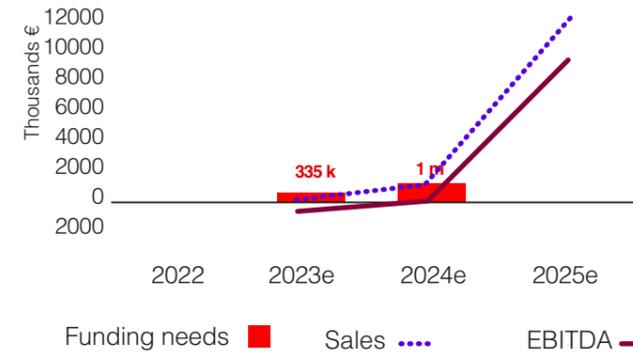
COMPETITION

There is currently no app focused on nightlife that offers the same value as NCLUB. However, there are substitute products such as Tinder or Bumblee.

MILESTONES

- 05/2023 Closing of the first investment round.
- 08/2023 Reaching the first 50,000 registered users.
- 01/2023 Completely complementary and multidisciplinary team.
- 12/2023 Reaching the first 100,000 registered users.
- 11/2023 Validation of the ticketing model through our partners.
- 12/2023 Creation of an attractive and powerful brand through our new collaborator, Pablo Amade, "brander" among others from Vicio.

FINANCIAL PROJECTIONS



We are looking for €250,000, of which 30% is already committed, in order to continue with the validation of the ticketing business model and to invest in the exponential growth of the user base. At the same time, we will also continue to improve the algorithm in order not only to make it more efficient but to introduce improvements that help achieve our goals.

 **9 k €** monthly burn rate

NCLUB

CONTACT INFORMATION

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TEAM



Srecko Stajic
CEO / [in](#)



Arnau Sendra
CFO / [in](#)



Amirala Masoomi
CTO / [in](#)



5 workers



25 k €
invested by
the team



145 k external
K raised

PROFE DIGITAL



Help students develop their full potential.

PROBLEM AND SOLUTION

Many students feel unmotivated and behind their peers. In addition, finding quality and reliable teachers is difficult in remote areas or online marketplaces. Profe.com helps students develop their full potential by combining high-quality teachers and technology, resulting in personalised learning for the student on an innovative platform.

MARKET

Profe.com is in the €1.6 Bn online tutoring market in Spain, and is reaching its potential consumers through online content, social networks, search ads, public relations and referrals.

BUSINESS MODEL

Profe.com offers its services through subscription models to students, parents and schools. To do this, it uses an IT system, tutors for the platform and online payment platforms to manage orders, consolidating a margin of approximately 40%.

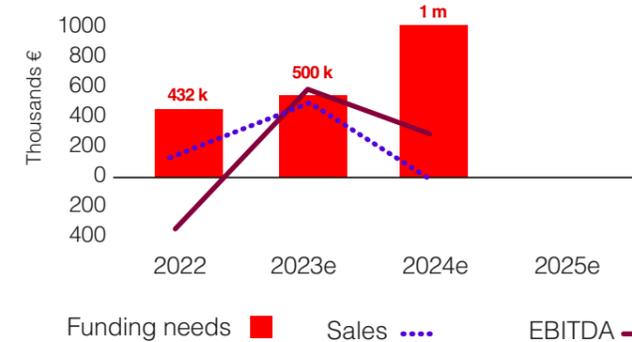
COMPETITION

- Local reinforcement schools: Guiu, Academy
- Online content platforms: Chegg, Course Hero, Brainly
- Online tutoring marketplaces: Preply, GoStudent, Superprof

MILESTONES

- 09/2021 Product launch.
- 06/2022 Validation of the Product Market Fit.
- 05/2023 +€30,000 in income in the month of May.
- 06/2024 Expansion in France.
- 06/2024 Launch of a mobile application.
- 12/2024 Option of live group classes.

FINANCIAL PROJECTIONS



A "Pre-Series A" financing round is being organised to raise €500,000 from investors. Funds will be distributed across product development, marketing and operations. Currently €61,200 have been raised and €4,500 have been pledged.

51 k € monthly burn rate



CONTACT INFORMATION

Morgan Eberoni

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TEAM



Silvia Rodríguez
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Morgan Eberoni
CEO / [in](#)



Ernest Sánchez
Co-founder / [in](#)



Carlos Blanco
Co-founder / [in](#)



Elisabeth Martínez
Co-founder / [in](#)



9 workers



4,1 k €
invested by
the team



900 k external
K raised

nuclio^o
venture builder

TECHNO TEXTILE DOMAINS



ttdo.tech



21/9/2023



Safety as a fundamental value.

PROBLEM AND SOLUTION

According to statistical data from the Ministry of Labour, approximately 100,000 accidents per month are registered in Spain.

The product consists of a technological solution embedded in the work clothes, which enables the optimisation of the actions of the emergency teams, thanks to 2 functionalities:

1. In case of evacuation, carry out an automatic count at the meeting point and a precise and real-time geolocation of people in the danger zone.
- 1.2. Enable the detection of bumps and falls, a system of automatic and/or manual alerts and haptic functionalities that interact with the user.

MARKET

An exponential growth of smart fabrics is predicted in the next 5 years until reaching US\$15,000M worldwide, where one of the main blocks is in industrial use. We will enter the market through pilot tests, distributors and collaborations with industrial security companies.

BUSINESS MODEL

The main source of income is the sale or rental of assets. Additional services are also offered, such as the replacement of damaged assets or software updates, which enable a circular economy and greater loyalty. The cost structure is based on value creation.

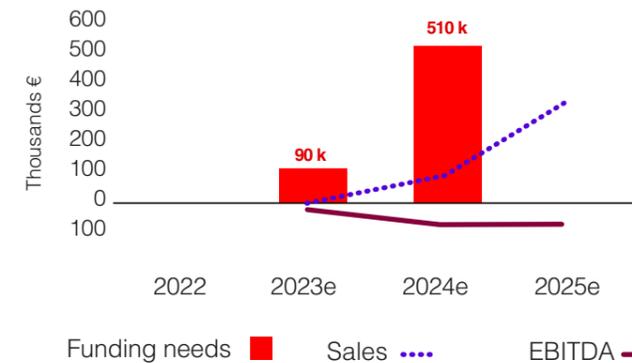
COMPETITION

The competitive advantage consists in the combination of positioning technology, sensors, haptic actuators and alert management in an integrated way in work uniforms and maintaining the ergonomic characteristics of an everyday fabric. Direct competitors are Traxxs, Adresys and Intellinium.

MILESTONES

- 08/2023 Technology development in prototype mode.
- 09/2023 Constitution of the society.
- 10/2023 Reimagine Textile Awards.
- 12/2023 "PADIH" grant + Financing for a value of €100,000 - €150,000.
- 06/2024 Creation of the first functional MVP.
- 12/2024 First collaboration with an industrial company.

FINANCIAL PROJECTIONS



An investment of €90,000 is expected to be able to carry out the first stage defined in the Business Plan, which, among other things, includes the first 3 iterations of the MVP together with external suppliers specialised in prototyping and electronics printed on fabrics. It will take place during Q4 2023 and Q1 and Q2 2024.



400 € monthly burn rate



CONTACT INFORMATION

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TEAM



Albert Dominguez
CEO / [in](#)



Xavier Nollai
CTO / [in](#)



2 workers



10 k €
invested by
the team



0 € external K
raised



eurecat

reimagine
TEXTILE

WAIIS SOLUTION



waiis.eco

1/3/2022

Your Personal Chauffeur for Everyday Commute. Affordable and Sustainable.

PROBLEM AND SOLUTION

Existing ride-hailing options fail to meet demand. An overwhelming choice with more than 25 ride-hailing apps existing only in Barcelona. And shockingly, during peak hours, up to 80% of ride requests are being rejected by drivers leaving constantly customers frustrated and stranded. While at the same time, 3 million empty seats commute daily. WAIIS orchestrates daily commuting by seamlessly connecting users, mobility providers and optimizing rides through an all-in-one AI-driven marketplace. Our platform combines carpooling, ride-hailing, and ridesharing, predicting users' commute needs and maximizing transportation options while reducing empty seats.

INTELLECTUAL PROPERTY

A proprietary predictive mobility algorithm that works by processing user geolocation parameters processed by Machine Learning to generate mobility patterns for each user (destinations, routes, frequency, vehicle and driver or passenger position) to cross-reference them with the rest of the patterns and propose predictive shared transportation options.

MARKET

Targeting European cities. While the mobility market value is a bit stagnant with a yearly growth of 5%, it is predicted that ride-hailing solutions represent a 1 trillion EUR opportunity by 2030, we aim to lead the European markets transition towards an efficient and sustainable mobility model during the next 5 years reaching our first 12 million users that currently represent a 2 billion EUR value opportunity.

BUSINESS MODEL

Our business model is very simple. We charge a commission per ride to professional operators (10-20%) and a small commission to the end user (25%) when we connect users to share their rides, in this way we decrease final price to users while adding value to the industry.

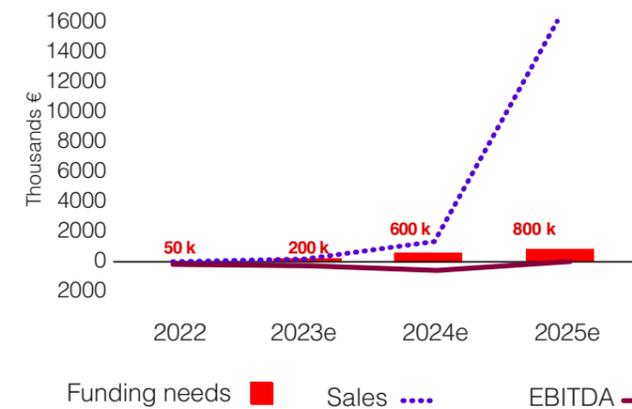
COMPETITION

Direct competition: we have identified one competitor in Singapore (Ryde) with similar proposition like ours: Marketplace combining ride-hailing, ridesharing, and carpooling powered by IA. We want to leverage this solution with a perfect fit to the EU market. Indirect competition: market is saturated of ride-hailing, carpooling, rental, aggregator solutions (Google Maps, Uber, Free Now, Cabify, etc.).

MILESTONES

- 11/2022 First commercial partnership agreement with taxi partner in Barcelona and Madrid (+1000 taxi fleet integrated in our platform offering ride hailing services with in-app payment).
- 06/2023 Second commercial partnership agreement with largest EU moto-sharing partner in Barcelona and Madrid and integration in our platform (Cooltra).
- 10//2023 Third commercial partnership agreement with carsharing fleet provider (GoTo).
- 12/2023 Carpooling services launch.
- 02/2024 WAIIS IA mobility footprint recommender.
- 12/2025 50.000 app users; 1M€ revenues.

FINANCIAL PROJECTIONS



Seed investment round: €800,000 (Equity: €650,000 + ENISA: €150,000)
 Completed status: 37% (Equity: €150,000 + ENISA: €150,000)
 Our seed funding round will be used for funding the next 12 months of company operations completing the sharing and predictive solution and consolidating our business in Barcelona and Madrid before expanding to additional Markets.

20 k € monthly burn rate



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TEAM

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CEO / [in](#)

Paulo Gómez
COO / [in](#)

Sara Jiménez
CMO / [in](#)



6 workers



60 k €
invested by
the team



300 k €
external K
raised



The easiest and fastest way to pay at the table or order and pay, increase ratings and reviews and improve loyalty in hospitality.

PROBLEM AND SOLUTION

Problem: hospitality needs help

- Huge staff-shortage challenge.
 - 10% less waiters compared to pre Covid-19.
 - Difficult to find and retain waiters (60% rotation).
- Waiting times are a big pain.
 - Limits revenue potential.
 - Negatively impacts diners' experiences.
- Waiting times are a big pain.
 - Limits revenue potential.
 - Negatively impacts diners' experiences.

Solution: Yumminn is the easiest and fastest way to pay or order & pay, boost rating & reviews and retain dinner in hospitality.

Thanks to our web app integrated with the POS and our smart menu we help businesses to improve profitability, team motivation, attract customers, increase loyalty and customer experience.

MARKET

Total addressable market in Spain (TAM) = 600 M€ in restaurants alone.

Europe: €7B
Globally: €7.5 T

BUSINESS MODEL

Today is a fee per transaction + SaaS (subscription).

Fee per transaction:

- Pay at the table: 0,70% - 1,00%
- Order & Pay: 1,50% - 2,00%

Subscription:

- Google rating & review: €30
- Loyalty Cashback: €19
- Waiter review: €19
- More to come...

But in the future we will add also advertising revenue "one shot or recurring" coming mainly from FMCG (F&B) and financial service companies (Banks, credit cards, etc.).

COMPETITION

On a global scale; Sunday, Mr. Yumm and Qlub. Yumminn has a superior product to Sunday and Qlub with more features and more customizable for the restaurant brand.

Spain: we are the biggest, but we are still small, imagine the potential

- Honei: A smaller order and payment company.
- QR Check: the most basic solution for orders and payments.
- Cheerfy: A solution more focused on CRM and delivery.

MILESTONES

06/2022 Official presentation of the payment solution.

12/2022 We close the year with 80 clients and €2.7M in GTV (Gross Transaction Value).

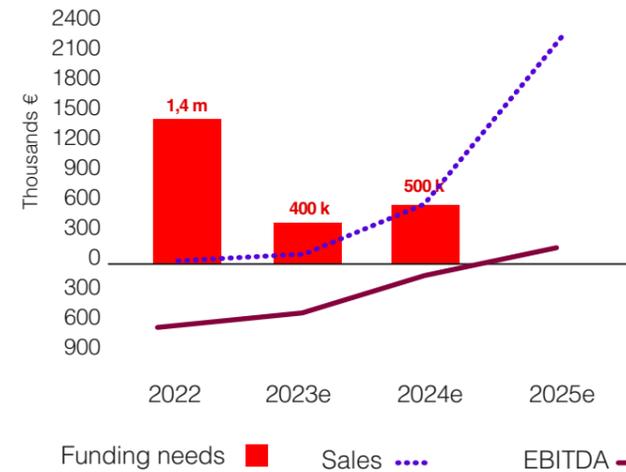
09/2023 We exceed €5M in GTV a year to day.

12/2023 Close a corporate client (a major restaurant chain).

01/2024 Close a partnership with an F&B company that can help us with our product expansion (we are currently doing two pilot tests with a beer and spirits company).

07/2024 Begin international expansion.

FINANCIAL PROJECTIONS



We are currently running a €400k extension from our last €1M Seed round at the same price per share as a year ago when we had just 80 restaurants.

 49 k € monthly burn rate



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TEAM



Christian Campillo Dachs
CEO / 



Gonzalo Rodriguez
CCO / 



Nicolás Megias
COO / 



Roger Solis
CTO / 



Javier Sánchez
CPO / 



16 workers



140 k €
invested by
the team



1,5 k €
external K
raised



Deep Tech - Other technologies



Deep tech startup ecosystem in Catalonia

 2,340

Qualified jobs

 161

Turnover (M€)

 320

Startups

€480M raised

Southern Europe's first hub for **venture capital raised** by deeptech startups



36% of founders are women
(above average)



**A dynamic ecosystem:
55% of companies were
created in the last 5 years**

43% are spinoffs

46% have a patent

33% have foreign founders

What are they working on?



Biotechnology (40%)



Artificial Intelligence (25%)



Frontier materials (11%)



Robotics (8%)

AEROFYBERS TECHNOLOGIES



aerofybers-technologies.com



23/9/2019



Transfer the production technology of biodegradable and biocompatible cellulose aerogels.

PROBLEM AND SOLUTION

The producers of porous materials that use plastics have the problem that they are polluting materials, difficult to recycle and with a high carbon footprint. They can potentially be replaced by cellulose aerogels. In addition, there is a demand for biodegradable and biocompatible porous materials that improve the performance of current ones, such as certain biomedical, cosmetic or filtering media applications.

INTELLECTUAL PROPERTY

In the process of obtaining patenting .

MARKET

The SOM is €170 million. We will reach it through prior co-developments to validate the technology with interested customers.

BUSINESS MODEL

Our business model involves patent licencing for specific uses, periods and geographic areas. To achieve this, we need investment in personnel and technical and commercial resources.

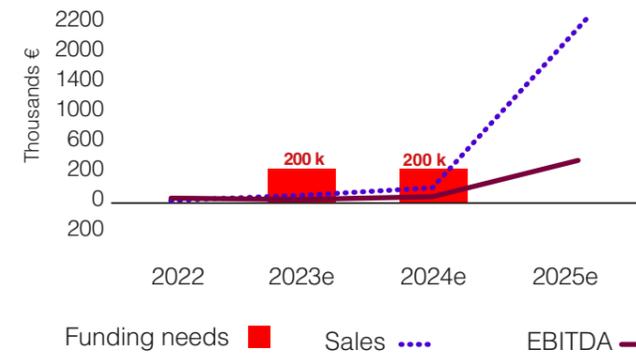
COMPETITION

Current solutions use low-quality cellulose-based porous materials, but they do not have our advanced characteristics in terms of porosity, moisture resistance or mechanical properties.

MILESTONES

- 01/2022 Start of first pilots with companies (unpaid).
- 11/2022 Rotary Club Award and admission to the AgrotechUV programme.
- 01/2023 Signing of the Technology Transfer Agreement and collaboration contract with IATA-CSIC.
- 12/202 First aerogel co-development contract with company.
- 04/2024 First part of the investment round.
- 12/2024 First licence signed.

FINANCIAL PROJECTIONS



We need €400,000 to obtain the necessary resources to comply with the business plan, which basically contemplates 2 years of technological development with interested companies and future recipients of the process licence. Among the expenses that must be covered are:

- Human capital such as 1 laboratory technician and a COO, materials and small equipment for the necessary R&D, marketing and commercialisation actions, maintenance and/or creation of patents, subcontracts to fiscal-labour management, IPR agencies, relief from R&D to agencies for IPR or project management and associated indirect costs.

The round is structured over a maximum of 2 years (2023 and 2024) and is planned to be supplemented with soft credits from Enisa.

5,5 k € monthly burn rate

AEROFYBERS

CONTACT INFORMATION

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TEAM



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Marta Martínez
Scientific Advisor I / [in](#)



4 workers



3 k € invested
by the team



480 k €
external K
raised



BOOKLINE



Bookline is specialised in programming voice assistants, linked to the booking of reservations of the business. Increase customer satisfaction and save time by automating phone and WhatsApp interactions. We offer the best conversational intelligence for exceptional attention in any business model. Reduce costs, gain customers and improve customer service in record time.

PROBLEM AND SOLUTION

We know that every missed call is a lost business opportunity, and no-shows can have a significant impact on the efficiency and profitability of the company. With our voice assistant, companies can ensure that every call is attended to, regardless of the time of day, or the workload of customer service agents. This not only improves the customer experience, but also increases the business opportunities and profitability of the company. In short, our voice assistant with artificial intelligence represents a significant improvement in terms of efficiency.

Our product is based on voice and WhatsApp assistants in multiple languages. It is an artificial intelligence voice assistant designed to transform the way businesses interact with their customers over the phone. Unlike conventional interactive voice response systems, our voice assistant is able to understand and respond to customer queries in natural language, providing a much smoother and more efficient user experience. It is currently present in more than 500 businesses in the restaurant, retail and hotel sectors. Automate reservations, reminders, loyalty programmes, upselling, cross-selling, cancellations, FAQs and much more.

MARKET

There are nearly 3 million SMEs in Spain and more than 50% have a need around customer service, which could be automated. Some examples of sectors that could benefit from the services offered by Bookline are Restaurants (80,000), hairdressers (55,000), dental clinics (30,000), primary care centres (13,000), other clinics (20,000) and hotels (20,000). If we focus on liberal professionals such as nutritionists, physiotherapists or psychologists, we find more than 1,500,000 freelancers who need to manage their day-to-day with an agenda, but without the resources to delegate it to another person. They are forced to do everything themselves.

BUSINESS MODEL

Our primary source of revenue is based on a flat fee that we charge our customers for the Voice Assistant service. They mainly come from the restaurant industry, but in recent months other industries such as the hotel and health sectors have joined. Our costs are divided into direct, which represent 20% of the total turnover, commercial costs, which represent 65%, and finally structural costs, which represent approximately 20%.

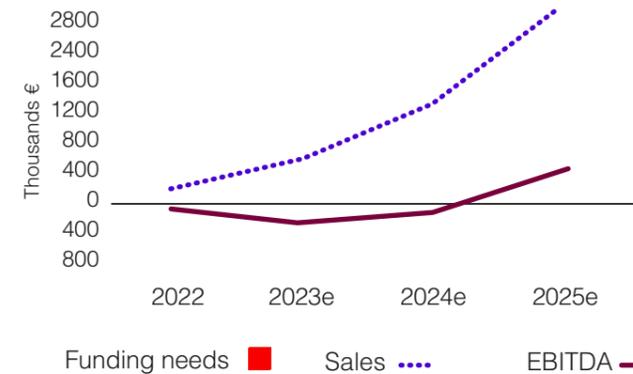
COMPETITION

Competition in the conversational AI sector at national level can be categorised into programming agencies, no-code AI platforms and voice assistants as a service. In the first group, we have BotsLovers or 1millionbots, capable of serving large companies such as Carrefour or Cabify, but they have a model that is not very scalable. They dedicate their entire team to creating unique customer voice experiences. In the second group, we find Landbot or Oct8ne, which provide no-code platforms to create custom voice experiences. The problem is that while it's very easy to do something simple, more complex experiences (such as booking management integrated into a third-party system) require the company to have staff with the time and skills to do it. In the third group, we find Bookline as a reference, although alternative services such as CoverAssistant or BookyBot have emerged in the restaurant sector, but they have a very limited market share. In hotels, the competition is even less, or is not equal due to the inflexible business model they present and the long implementation times.

MILESTONES

- 07/2023 1M funding round achieved.
- 03/2023 Development of new business lines: Hotels and Health sector.
- 09/2023 Commercial agreement with a leader in the restaurant industry.
- 01/2024 International expansion: Growth in customers in Italy, Portugal, Germany and the United Kingdom.
- 02/2024 Consolidation in the hotel and healthcare market.
- 01/2024 Development of new business lines: Logistics and Beauty.

FINANCIAL PROJECTIONS



48 k € monthly burn rate



CONTACT INFORMATION

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TEAM



Joan Salvatella
Co-Fundador CTO / [in](#)



Federico Buldin
Co-Fundador director comercial / [in](#)



28 workers



- € invested
by the team



1,2 m €
external K
raised

FLEXIBLE INTEGRATED CIRCUITS



FlexiiC, spin-off of the IMB-CNM, CSIC, designs sustainable flexible chips.

PROBLEM AND SOLUTION

Our project creates chips and organic systems for sensors and IoT, using advanced additive manufacturing technologies, offering competitive prices and mechanical flexibility. We will develop a range of products for specific markets. The first application will be a sensor system for food logistics, based on an innovative microsensor developed in collaboration with the IMB-CNM (CSIC). FlexiiC will provide protective atmosphere loss detection technology in food packaging, with high sensitivity, fast response, low cost and low energy consumption.

INTELLECTUAL PROPERTY

A patent for printed NO2 sensors owned by the IMB-CNM, the University of the Algarve and the University of Girona has been licenced.

MARKET

We will start with a strategy focused on Europe, using local collaborations. Then, we will expand North America with distribution networks and strategic partners. From 2027, we will implement a global digital strategy to build a global presence in organic electronics.

BUSINESS MODEL

The company excels in designing organic chips with electronics technology, allowing the integration of ICs in flexible systems, offering unique and economical solutions. The product uses advanced materials for sound, standing out in flexibility, sustainability and low cost.

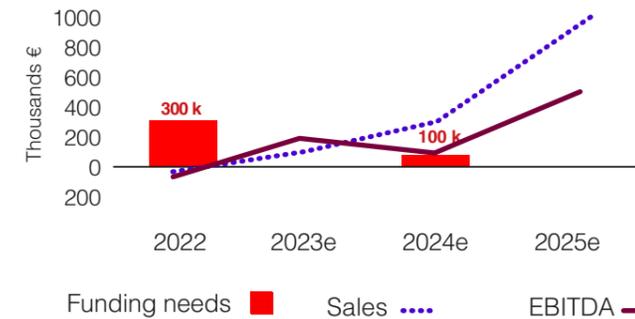
COMPETITION

In each sector we propose solutions there are competitors, within the design of circuits in organic electronics we are the first company worldwide that is dedicated to this exclusively. This situation allows us to offer innovative solutions in multiple areas.

MILESTONES

- 05/2022 First PDK developed by flexible technologies in the world.
- 06/2023 Team training.
- 09/2023 First demonstrator in the field of authenticity.
- 01/2024 First IP blocks in the field.
- 06/2024 First demonstrator in the retail area.
- 12/2024 First flexible RFID tag.

FINANCIAL PROJECTIONS



The company currently earns revenue from PDK generation and maintenance services and project development. Additional funding is expected to be needed to ensure continued growth. These funds will be used to boost product implementation, research and development, with the aim of ensuring stable and sustainable growth in the long term.

5 k € monthly burn rate



CONTACT INFORMATION

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TEAM

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CEO / [in](#)
- Jordina Juvanteny
CFO / [in](#)
- Ing. Joan Plana
CIO / [in](#)



5 workers



2 k € invested
by the team



500 k €
external K
raised

FLOC AMMONIA SOLUTIONS



floc-ammonia-solutions.com



17/1/2023



We recover ammoniacal nitrogen from livestock droppings in the form of inorganic fertiliser.

PROBLEM AND SOLUTION

Problem: nitrate pollution of the soil and groundwater in intensive livestock farming, the production of fertilisers from energy-intensive chemical processes and externalities. Solution: we have developed a membrane (patent pending) that recovers ammoniacal nitrogen from slurry in the form of inorganic fertiliser (ammonium sulphate). Our system reduces nitrate pollution, is based on a process that can be performed on the farm itself and has negligible energy consumption, and gives fertiliser companies a new source of supply.

INTELLECTUAL PROPERTY

We have done a patentability study that was favourable and we are now starting the patent process.

MARKET

We address all intensive livestock farms and all fertiliser companies. Our equipment will be supplied to farms with agreements with fertiliser companies.

BUSINESS MODEL

Income will come from the sale of machinery and after-sales services.

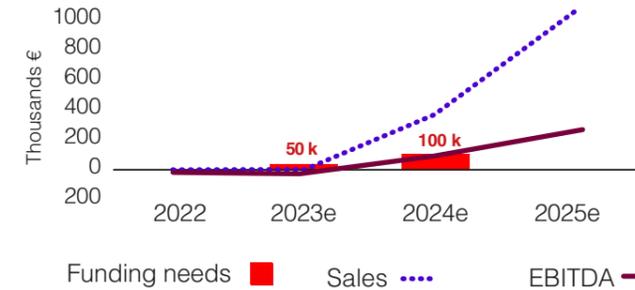
COMPETITION

Understanding that membrane technology does not currently exist, the solutions for the treatment of slurry are currently biogas plants (based on bacteria, important civil works and high maintenance costs) stripping (highly consuming of energy and that does not recover nitrogen). The company Rotecna has the product Tecnapur which is a physical-chemical process of elimination but not of nitrogen recovery. We, in addition, not only recover nitrogen but also phosphorus and potassium.

MILESTONES

- 05/2022 Favourable patentability report.
- 06/2023 The Centre of Porcine Studies (CEP) of Lleida is interested in supporting the technology and hosting the MVP pilot project.
- 09/2023 FLOC passes the penultimate stage of the EIT JumpStarter startup competition.
- 01/2024 Grant of aid to make the MVP at the CEP of Lleida.
- 06/2024 Fully operational MVP at the CEP.
- 12/2024 Results certified by the CEP.

FINANCIAL PROJECTIONS



The investment needs are for the hiring of a chemical engineer and the realisation of the equipment with the commercial requirements, as well as for the payment of patent costs.



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TEAM



Xavier Crusat
CEO / [in](#)



Francesc Mas
CTO



2 workers



3 k € invested
by the team



0 k € external
K raised

HELLO.APP



16/2/2023



Do what you believe in.

PROBLEM AND SOLUTION

Problem - Centralisation. All the information on the internet is stored centrally, this means that it is 100% controlled by a single entity and everything depends on it, this is not efficient, nor safe, nor sustainable. Users depend on this entity and thus do not have full control over their data or access to it. The high cost of these "clouds" is also an important point.

Solution - Decentralise. Our solution is to create a "decentralised Dropbox", a decentralised super app where users / companies can store files as if they were a drive in a safe and much cheaper way (1/10 of the cost of AWS). Also, this super app will allow users to earn money by offering storage space of their mobiles/ devices on the network in a very simple way. We are working on creating the first decentralised storage network based on mobile devices worldwide (blockchain and web3).

INTELLECTUAL PROPERTY

We have our private algorithms even if the project is open-source.

MARKET

500 million users on web3, enough to be a node of 3 billion people. We want to be the ones in charge and the first to bring the traditional market to web3, to do this we use social networks (TikTok, Instagram, YT etc..) to reach the general public, for the public web3 Twitter, Medium and influencers in the sector.

BUSINESS MODEL

Freemium subscription model, different storage plans for individuals and customised plans for companies. Our cost structure is very low because the cost of decentralised storage is very cheap (+25,000 nodes), it costs us to maintain 1tb in our infrastructure approx. 60 cents / month. Our margins are all above 80%.

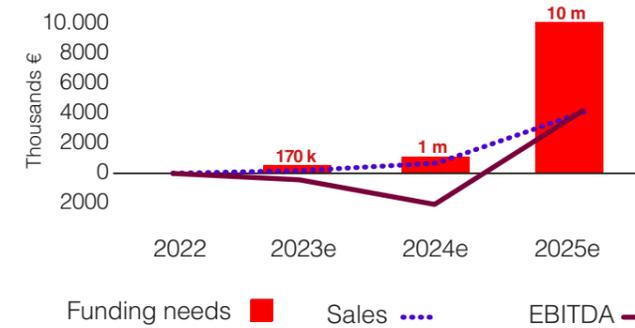
COMPETITION

The most similar solutions to what we propose would be Storj and Filecoin. The problem is that these solutions will never get the general public to use them or understand why they are created for developers. We are aimed at the whole world and we have built a 'web2.5' product, basically we bring together the best of web3 tech and the frontend of web2 for a very easy adaptation.

MILESTONES

- 03/2023 We reached 8,000 users in our prototype.
- 04/2023 We reached 60,000 files uploaded to the network with a single prototype.
- 05/2023 UPC Talent Entrepreneur Award.
- 02/2024 100,000 users.
- 03/2024 100 Tb of information on the network.
- 04/2024 + 50,000 active nodes storing data.

FINANCIAL PROJECTIONS



For the next one we are looking for €1,000,000 (beginning of the 24th) to get the super app on the app store and Google play so that people can already have service and start earning money in return for the "storage" of their devices that they make available to the infrastructure. Our idea is to make it a VC round.

8 k € monthly burn rate

hello.app

CONTACT INFORMATION

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TEAM

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CEO / [in](#)
- Alexander Baikalov
CTO / [in](#)

2 workers

10 k €
invested by the team

150 k €
external K raised



IMPROFIT.AI



11/1/2022



Help therapists in the world of health with computational vision and artificial intelligence to be able to exercise their profession more efficiently and effectively.

PROBLEM AND SOLUTION

Specialists continue to perform most of these exercises without any technological support. So, both the practice itself and the monitoring of the patient are inefficient and sometimes lead to human errors. With Improfit, the specialist has support that helps to perform the exercises perfectly, either in person or from home, and the tool also helps to keep track and create guidelines for each case.

MARKET

Testing in the wellness space. Any public or private centre, or even welfare or sports organisations would be within the target. Focused on fitness and rehabilitation hospitals at this time. Defining GTM strategy over the next few weeks to get down to the most suitable niche.

BUSINESS MODEL

It is a subscription SaaS model: We charge between €2 and €4/month per user. There is a minimum of €2K per month. Projects have also been carried out with embedded technology; these projects must always have a turnover of more than €100K.

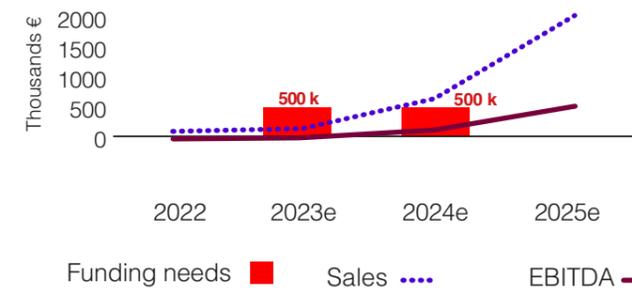
COMPETITION

Kemtai, Trak, KaiaHealth, Sword Health... Our advantage is that we have made our own tool to easily create exercises and that we are multi-tenant (multi-platform by SDK integration or white label).

MILESTONES

- 04/2023 Technogym contract signed.
- 06/2023 Start working in SaaS.
- 10/2023 Interès de 3 clients en àmbit sanitari i activació de comunitats.
- 11/2023 Finish proof of concept with 2 hospitals Finish proof of concept with 2,000 people in Singapore who will test the solution.
- 12/2023 Start monetising (in addition to the projects we have with Technogym), the SaaS platform
- 01/2024 Start creating exercises within the SaaS (exercise Builder).

FINANCIAL PROJECTIONS



Raising €500,000 of which we already have €140,000. We are in advanced talks for €200,000 more. We need the round by the end of 2023. Now we have 4 tests and letters of intent with customers, from there start with the call during Q1 2024. The money is for the development team and hiring someone for product.

35 k € monthly burn rate



CONTACT INFORMATION

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TEAM



Andreu Casadellà
CEO / [in](#)



Aldo Chiecchia
CTO / [in](#)



9 workers



100 k €
invested by
the team



565 k €
external K
raised



LIVE FRESH BIOTECH



Improve the sustainability of the planet and the well-being and quality of life of people with green, reusable heat absorption and cold release technologies that do not require external energy and generate a negative carbon footprint.

PROBLEM AND SOLUTION

Problems to solve: 1) Absence of a quality sustainable cold solution 2) Increasing production of CO2 and Pollution 3) Impact of Global Warming on living beings and companies
 The solution: 1) Our cold technologies do not need electrical energy to absorb heat and release cold, and that reduce water waste 2) An economical and sustainable solution with a useful life of more than ten years 3) Usable successfully in all types of sectors, needs and applications by being configurable to each need.

INTELLECTUAL PROPERTY

The Research, Development and Innovation on these technologies began 12 years ago, we have two patents registered in the United States and Europe, we are presenting a third to provide sustainable permanent cold for transport, and in development the microencapsulated product with nanotechnology.

MARKET

Our main lines of business are: 1) Human Health and Welfare 2) Sports and Leisure 3) Animal Health and Welfare/pets and horses 4) Helmets, caps and hats 5) Refrigerated Transport and Logistics in non-polluting dry vehicles and media 6) Clothing and footwear: "Wearable Cool" 7) Hospitality and catering: food and drinks 8) outdoor furniture and cushions 9) Active Orthopaedics 10) cooling of electronic and computer equipment 11) Industrial protection, for firefighters, security forces and workers outside 12) construction materials to make homes more ecological and sustainable
 We are a deep tech, focused on creating solutions based on our technologies. We rely on distributors for geographies and sectors of activity, who have commercial networks and distribution systems to reach the points of sale and consumers in each sector. We also have the licencing and royalties business model to manufacture solutions for leading brands in their sectors, which we contact directly.

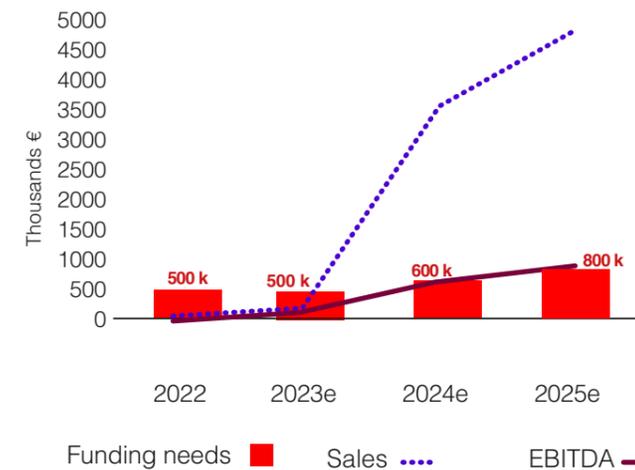
BUSINESS MODEL

We have three revenue models: 1) The sale to distributors of our standard solutions, 2) or a specific one made according to their requirements 3) and the assignment of licences to make products of leading brands in their sectors. At the beginning of the company, we base ourselves on the first which is what will give us progressive and recurrent growth from the short term. Once the factory is designed and built in the metropolitan area of Barcelona, to be able to produce entirely in Catalonia, Spain, Europe, its depreciation and the constant necessary investment in automation is the main economic item. R+D+I and continuous improvement are the second most important item and the guarantee of always leading the state of the art of cold technologies Human Capital will be consolidated as the most important investment with our growth and internationalisation. Raw materials are the biggest cost in the product scandal, which, before imputing the previously mentioned cost items, offer a very attractive margin for our investors.

COMPETITION

Today only frozen water is still used as a coolant (we see this every week when an elite sportsperson is injured and they put ice cubes and kitchen plastic film on them, and also in MotoGP or F1 riders- which is why they've been using our solutions for more than 5 years) which is not very effective thermally, not very efficient for the objective sought, and wasteful of energy and water.
 The "blue gel" solutions are basically water with dye and a packaged softener, which you have to put in the freezer and at first it burns from the cold and lasts very little. Here we have everything from a global multinational like 3M to Asian white label manufacturers, all of them with little added value. That is why it is so common to hear that people love to put a bag of peas from the freezer on the injury, blow or inflammation.
 The solutions based on our technologies do not require the freezer to be loaded with cold, they do not burn when cold, and their duration (programmable and adaptable) is much higher than any other product on the market.

FINANCIAL PROJECTIONS



We are in the second phase of the 1M€round. 400k€entered in the first phase. So, we have 600k to close, we have a lot of interest for 300k€, and there would be an additional 300k more.

9 k € monthly burn rate



livefresh

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TEAM



Nestor Jacob
 R+D+i / **in**



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36 workers



2 m €
 invested by
 the team



414 k €
 external K
 raised



PACK2EARTH



Advanced circular economy materials to replace plastics of fossil origin.

PROBLEM AND SOLUTION

Plastic waste pollutes the environment and generates microplastics and substances harmful to health. Recycling plastic requires adding virgin plastic to maintain its mechanical properties, it takes hundreds of years to degrade and generates microplastics. At Pack2Earth we have developed biomaterials for the circular economy, which are composted at room temperature (organic recycling) and are perfect for packaging long-life dry and semi-liquid products, as well as liquids. The flexible film and injection material are suitable for food and non-food use and can be used to make bags, sachets and doypacks, and items that are made in a mould, such as glasses or trays.

INTELLECTUAL PROPERTY

We have submitted two EU/PCT patents, one for the injection material and another for the flexible film, which have already been examined.

MARKET

The food industry captures 70% of the biodegradable packaging market and Pack2Earth moves in segments estimated at \$52 billion by 2026. We are targeting flexible film manufacturers and material compounders so that they can offer Pack2Earth materials to their customers, i.e. brands that want to reduce fossil-based plastic

BUSINESS MODEL

Our business model is B2B. It consists of licencing the intellectual property rights of our materials to film manufacturers and compounders in exchange for a percentage of the sales they make. The margin is very high, around 70%, because it is a licence-based and easily scalable model.

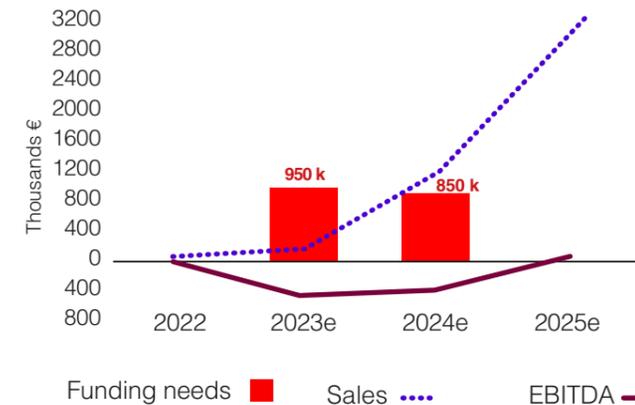
COMPETITION

In compostable materials at room temperature, we are the only ones with materials suitable for packaging dry or semi-liquid products with a long shelf life. We have competitors such as Notpla, but it does not allow a long useful life, it requires its own machinery and refrigeration of the products, or Lactips which has water-soluble materials, therefore not suitable for semi-liquids

MILESTONES

- 09/2023** Thanks to ACCIO's Startup Capital grant, we are starting an R&D project of a new degree for our compostable injection material at room temperature that will be used to make bottles, for example, water bottles.
- 08/2023** We are working on pre-sales or development projects with 25 clients, including 3 large global corporations in the food and household goods sector that we cannot name due to confidentiality agreements, all of whom are interested in packaging their products with our sustainable materials .
- 06/2023** Acceptance to the KMZERO programme, selected for proof of concept by Vicky Foods and Incarlopsa.
- 03/2024** Products packaged in our materials available to buy from the shelves.
- 12/2024** Second closed financing round of approx. 850,000 euros.
- 04/2024** 2 new grades of our injection material already on the shelves: blow moulding injection (bottles, etc.) and thermoforming (trays, yoghurt jars, etc.).

FINANCIAL PROJECTIONS



We are now closing the last tickets of a €950k convertible note round to conclude some of the client projects we have in hand and start invoicing. In the second semester of 2024, we will open a 2nd round of approx. 850,000 euros in capital with a higher valuation, given that we will already have market traction, to scale the turnover internationally, expand the team and execute the R&D programme to expand the range of materials.

50 k € monthly burn rate



CONTACT INFORMATION

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TEAM



Françoise de Valera
 CEO / [in](#)



Glenn Du Pree
 CLO / [in](#)



8 workers



438 k €
 invested by
 the team



540 k €
 external K
 raised



PLANET BIOTECH



"More crop per drop". We are a startup that develops biostimulants to induce resistance to drought and high temperatures in agricultural crops.

PROBLEM AND SOLUTION

Drought causes 40-60% of global agricultural losses (+€35 billion/year). As demand for food grows, rising temperatures and severe droughts hamper production. There are no effective solutions. After more than 20 years of research, we have a patented platform to discover molecules that increase drought resistance in crops. With €1M in development, we have identified 2 effective molecules in tomatoes and wheat, achieving up to 90% survival and a production multiplied by 5 under stress conditions. Our products will reduce losses, supporting sustainable agriculture in the face of climate change.

INTELLECTUAL PROPERTY

We have a patent from 2015 (WO2015177215A1) and another one started in 2022 (P6100130EP). We are currently conducting patentability analyses for two identified chemical groups, and the patent application will begin next month.

MARKET

Global biostimulants market over €10 billion (TAM) - 12% CAGR (2022-2030). 75% is between the United States and the European Union. The SAM is 366 million euros; the SOM is expected to be 28-30 million euros by 2028. The production and distribution of biostimulants is widely controlled by multinationals such as BASF, Biolchim, Valagro or Syngenta. We have identified direct competitors, but our technology is superior on several levels.

BUSINESS MODEL

We discover new active ingredients, thoroughly validate them, protect them through patents and advance the regulatory processes until they are approved for production and marketing. The revenue model is based on two phases: 2024-2028: Obtain production and distribution licence agreements with the main players in the market. 2028-2029: Produce and market directly through strategic alliances with production companies and international distribution networks.

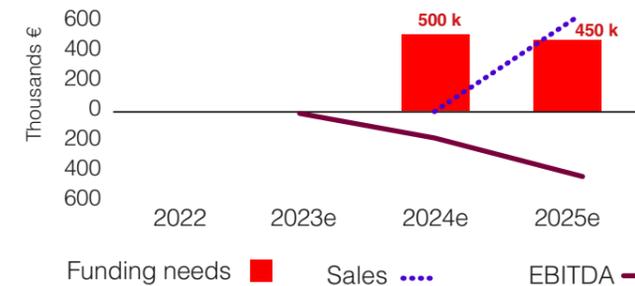
COMPETITION

Our main competitors are Fytekko (Nurspray), AgraForUm (ComCat) with unclear efficacies and high production costs; Valagro (TALETE), acquired by Syngenta, Corteva and BASF (Quantis) with non-specific drought tolerance products. Our molecules are small organic molecules with specific targets, being cheaper to produce and with easier systemic penetration.

MILESTONES

- 06/2023 Validation of a Minimum Viable Product (PMV) in real tomato growing conditions.
- 08/2023 Conclusion of the technology transfer and intellectual property agreement with the centre (Centre de Recerca en Agrigenomics, CRAG) from which the spinoff arises.
- 06/2023 Analysis of patentability of molecules and drafting of the next patent.
- 03/2024 Presentation of the patent.
- 12/2024 Success of the pre-seed round of 500 thousand euros.
- 04/2024 Definition of the final product formula.

FINANCIAL PROJECTIONS



We are looking for a staged funding strategy, starting with a pre-seed round of 500 thousand euros in the first quarter of 2024, aimed at salaries, product formulation and trials. Afterwards, we plan a seed round of 1.5 million euros for regulation, patents and commercial development. In the long term, in 2026, we aim for a Series A of 8 to 10 million euros. The pre-seed round will be conducted through an investment vehicle and external CFO services, with an opening in December 2023 and a focus on participatory lending. The minimum investment amount is 5,000 euros, and we are committed to securing the necessary funds for our growth and development.

25 k € monthly burn rate



CONTACT INFORMATION

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TEAM

- Ana I. Caño-Delgado
CEO / [in](#)
- Andrea Giordano
CTO / [in](#)

4 workers

3 k € invested by the team

150 k € external K raised



POWERBIM



Digital twin POWERBIM intended to improve indicators of sustainability, energy efficiency, operations and maintenance of smart buildings integrated in smart cities.

PROBLEM AND SOLUTION

On the one hand we have a big problem in the construction and real estate sector, buildings are one of the most carbon emitters worldwide (40%), each household in Europe produces 10th of CO2 and they demand 75Kwh/ m2 of primary energy, so the goal is to achieve 35 Kwh/m2
We propose a digital twin platform that integrates into the BIM digital models multiple real-time building management systems, so we can obtain data analysis of the main indicators of sustainability, energy, construction, asset management in a simple way, using digital models as a container for information and help improve these indicators.

INTELLECTUAL PROPERTY

Utility model in progress. We have notarised records of all developments. POWERBIM® is a registered trademark in the European Community.

MARKET

TAM - 3 million companies in Europe - \$2.5 billion by 2023 in Europe for companies adopting BIM. - CAGR greater than 30% between 2020 and 2026
SAM - 2,000 large companies adopting BIM
SOM - 25% of SAM: 500 companies in Europe are listening to POWERBIM today and we could answer them with a scalable product
We reach corporate clients using commercial partners (Autodesk, Microsoft, Telefonica) and thanks to our participation in large digitisation projects.

BUSINESS MODEL

SaaS for the product by previously contracting a pilot project for an amount from €5,000 to €50,000 then you pay for the use of the data and the number of users (€80,000 per year/per customer) and digitisation and analytics services data adapted to customer requirements. We obtain a margin this year of 25% on average in this stage of growth which is escalating.

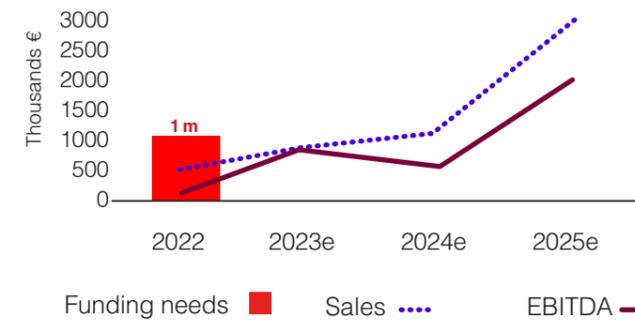
COMPETITION

- Competitors: Spinalcom (France) / 3DRepo (UK) / Reflect IoD (France) USP:
- Degree of maturity: quite advanced vs what the competitors.
 - Life cycle approach: our competitors are based on certain phases.
 - Data analysis for building performance: Our competitors are not able to provide automated data dashboards integrated into BIM/GIS digital models
 - Easy to use: provide end users with an automatic and simple platform

MILESTONES

- 2023 Renewal of contract with Madrid Nuevo Norte – Besso Digital Europe's largest urban regeneration.
- 2023 Successfully completed the pilot digital twin for the administrative headquarters of the Generalitat de Catalunya.
- 2023 We were winners of a digital twin competition in the metaverse for Hospital Sant Pau in Barcelona and we won a competition to develop digital twin and metaverse in mobility for Renfe.
- 2023 Close the first round for 1 million, we already have guaranteed investors worth 600k.
- 2024 Get to double the turnover of 2022 from 500k to 1 million.
- 2027 To be a leading company in Europe for digital twins and metaverses for the industry of building, infrastructures and city and invoice 7 million.

FINANCIAL PROJECTIONS



We have money pledged by several public and private entities worth 600k, they are looking for our first round to close this year for 1 million, we need a private lead investor to lead the round and know our sector. 50% of the investment will go to marketing and sales because the product is already working, we need to scale from a large company to SMEs.

30 k € monthly burn rate

POWERBIM

CONTACT INFORMATION

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TEAM



Fernando Morales Tosar
CEO / [in](#)

10 workers

500 k €
invested by
the team

300 k €
external K
raised

VALENVERAS



Seeing beyond, without touching: quality in your hands

PROBLEM AND SOLUTION

Customer Issues: Consumers are increasingly concerned about the quality and authenticity of the products they consume, but they lack quick and non-invasive tools to verify this quality at the point of purchase.

Product/Service Description: Valenveras offers solutions based on advanced spectroscopy technologies that allow consumers to instantly determine the quality of a product without damaging it.

Advantage of our solution: With Valenveras, consumers can make more informed purchasing decisions on the spot, avoiding low-quality or potentially harmful products. Our solution is fast, portable and does not require the use of chemicals or invasive procedures.

INTELLECTUAL PROPERTY

Valenveras encrypts and hosts its chemometric models in the cloud. Despite being patentable, we opt for encrypted updates.

MARKET

Potential/target market: Consumers aware of the quality of food and agri-food companies. **Strategy:** We will use targeted digital marketing, partnerships with food distributors, and demonstrations at industry fairs.

BUSINESS MODEL

Revenue model: Direct sales of NIR devices and subscriptions for model updates. **Cost structure:** Hardware production, software development, research, marketing. **Margin:** Approximately 35% after covering direct costs.

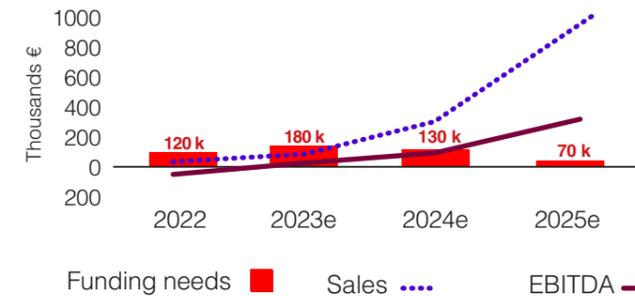
COMPETITION

Competitors: SpectraTech, QualiScan, NutriSense. **Valenveras benefits:** More real-time accuracy with updatable models, ease of use with portable NIR devices, data encryption for maximum security.

MILESTONES

- 06/2020** Operational group approval "Strategies to improve the performance and valorisation of the product derived from the cultivation of industrial hemp". https://grupsoperatius.cat/fitxes/2019_2_37.pdf
- 03/2022** Launch of Valenveras first NIR device, receiving positive feedback from 90% of initial users.
- 03/2023** Release of the new portable NIR with the previous algorithms, decreasing the price from €70,000/unit (Bruker) to €12,000/unit (Si-ware).
- 2024** Planned actions: Introduce a new version of the portable NIR to the market with better prices. **Targets:** Achieve a 45% increase in sales for the quarter using a €500 NIR portable device.
- 2023** Planned actions: Develop and launch additional algorithms that enable analysing more types of food and products. **Targets:** Expand the user base by 25% and penetrate new market segments.
- 2023** Planned actions: Establish partnerships with appliance manufacturers to integrate NIR technology into kitchen devices. **Targets:** Obtain three major industrial partners and increase brand presence in the home.

FINANCIAL PROJECTIONS



We plan a funding round of €500,000 in January 2024. These funds will be allocated to the launch of a €500 device. We plan to structure the round with 25% equity. Currently, we have €150,000 committed by initial investors.

10 k € monthly burn rate



CONTACT INFORMATION

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TEAM

- Rubèn Valenzuela Moreno
CTO / [in](#)
- Daniel Esteve Bielsa
CSO / [in](#)
- Paul Miquel Lloveras
CEO



4 workers



700 k €
invested by
the team



0 k € external
K raised



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