



BAT

B Accelerator Tower

January 2024 Virtual Trade Mission

Call for action – Virtual demoday on January 31st



December - January

February - March

April - June

September

Share your deck

BAT will communicate selected companies

Virtual demoday

Corporates will share their interests

Individual meetings will be held

Big Event

- Interested startups will share their decks to juan.r.maroto@pwc.com
- Latest date to share decks Will be on **January 11th**
- Please go through the document to know more about **BAT ecosystem and our priorities**

- BAT management team will do an initial screening matching the applicants with our ecosystem priorities

- The virtual demoday will be held on **January 31st**
- The joining process and timetable will be shared with the selected applicants

- BAT management team will gather Corporates' interests

- For those who have been selected by any Corporate, video calls will be organized
- In case of mutual interest of collaboration, physical meetings will be organized
- **Local Government will support with flight and accommodation costs***

- Best startups will be called for the Big Event
- The Big Event will gather Corporates, Government and Investors
- Some of the initiatives included in the Big Event will be the Startup World Cup, whose finalists will go to California to pitch (travel costs will be financed by BAT)

*Subject to approval by Local Government. More information in slide 16

- **BAT Presentation**
- **BAT Trade Missions**
- **BAT Corporates Technology Priorities**



BAT was born to promote the adoption of open innovation in Biscay

6 key elements Centre

Technological innovation for business	Local ecosystem	International ecosystem	Physical and virtual space	Activities to help startups grow	Services to fuel startup growth
<ul style="list-style-type: none"> - Disruptive technologies applied to the strongest economic sectors of Biscay - Focus on B2B - Boosting talent and technological and innovative entrepreneurship as levers of economic development 	<ul style="list-style-type: none"> - 40+ leading corporations in energy, manufacturing, mobility & logistics - ... - 70+ startups working on blockchain, IoT, AI, chemistry, robotics, artificial vision, quantum... - Public Support: Thanks to its independent regulatory powers on taxation, Biscay has a number of tax measures designed to strengthen its economic ecosystem 	<ul style="list-style-type: none"> - Advise on the definition of the Collaborative Innovation Plan - Access to the portfolio of agents adhered to the Centre - Focus on analysing the innovation model, identifying its challenges and priorities, success stories, lessons learned, etc 	<ul style="list-style-type: none"> - Virtual start in January 2022 - Physical inauguration after the summer of 2022 - Initial opening - Phase 1: 4,000 m2: with capacity for +540 people - Potential opening of up to 10,000 m2 with capacity for 1,000 people 	<ul style="list-style-type: none"> - Networking events - Discovery of new tech, training, presentation of new markets - Tools including credits in Google and Microsoft suite - Access to grants and funding - Access to international startup prizes and competitions 	<ul style="list-style-type: none"> - Soft landing - Incubation - B2B match-making - Acceleration programs - Support from research & tech centres and access to labs and fablabs - Use-case deployment - Search for investors

Multiple agents will generate a thriving innovation ecosystem, actively collaborating in creating new products and services



Large corps

Large Corps set sectorial trends, develop innovative challenges and support pilot projects



Startups and entrepreneurs

Startups provide access to technologies and are target of growth and investment



Investors

Main source of funding for high potential startups



Universities

Universities boost high potential entrepreneurs development and help with market connection



Research institutions

They promote research transfer from TTCC to companies

Inputs from BAT

- **Challenges and opportunities** detection, as well as **assessment and viability analysis**
- **Collaboration opportunities**
- Access to specific **talent and knowledge**
- Specific challenges-oriented start-up detection
- **International exposure** in relation to **innovation and entrepreneurship**

- Access to funding **sources**
- Access to **infrastructure** and other resources
- **Market Access, product testing**, market potential analysis, etc.
- **Visibility** to potential **clients, providers** that can be key for business development
- **Greater international exposure**

- **High potential startups and companies detection** for potential investment
- **Market trends constant access**
- **Entrepreneurship ecosystem** deep relationship
- Gain **visibility** across the **ecosystem**

- **Academic – Market connection.** Talent and training needs detection from BAT ecosystem
- University entrepreneurship **programs and initiatives value increase**
- Access to **outreach sessions and missions** to learn from other ecosystems

- **Knowledge and experience** exchange allowing their transfer to the market
- Provide innovation projects with greater resources, boosting their **scalability** to other geographies
- **Greater diffusion** of the innovation culture in the territory
- Boosting the **strength, efficiency and coordination** of the entrepreneurial ecosystem of Bizkaia



+ 40

Corporate R&D units

+ 70

Startups



Access to a powerful network of investors and more than 140 international nodes

Presence of the 3 universities of the Basque University System

Connected to the main research and technology center

As for the existing community, market agents are brought together in the same ecosystem, mainly innovation and R&D teams from large corporations,...

Large corporations

Illustrative

	Energy								
	Industry and Construction								
	Digitalization and Telecom								
									
	Fintech								
	HealthTech								
	BAT								

...as well as Startups and innovative SMEs, investment agents, scientific-technological offer, technological collaborators and public institutions

Startups

Illustrative



First class infrastructures in the center of Bilbao and connected to 140 international centers

Infrastructure



Coworking space



Private office



Meeting rooms



Workshop rooms



Auditorium



Phone booths



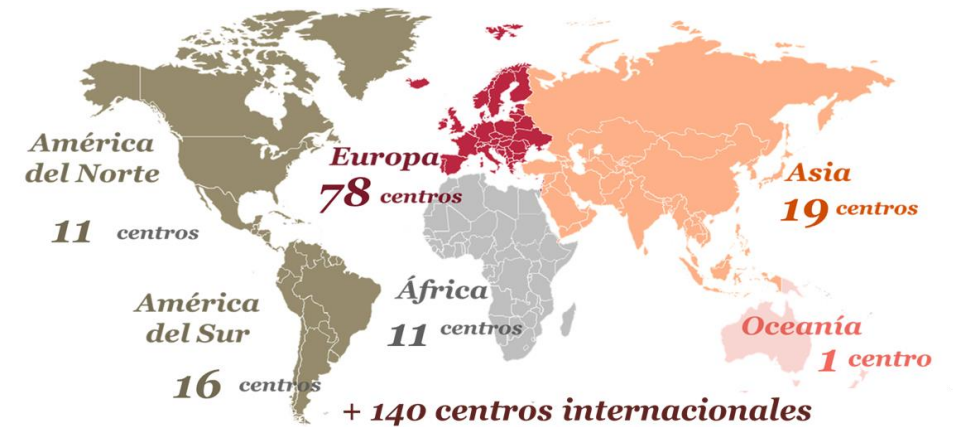
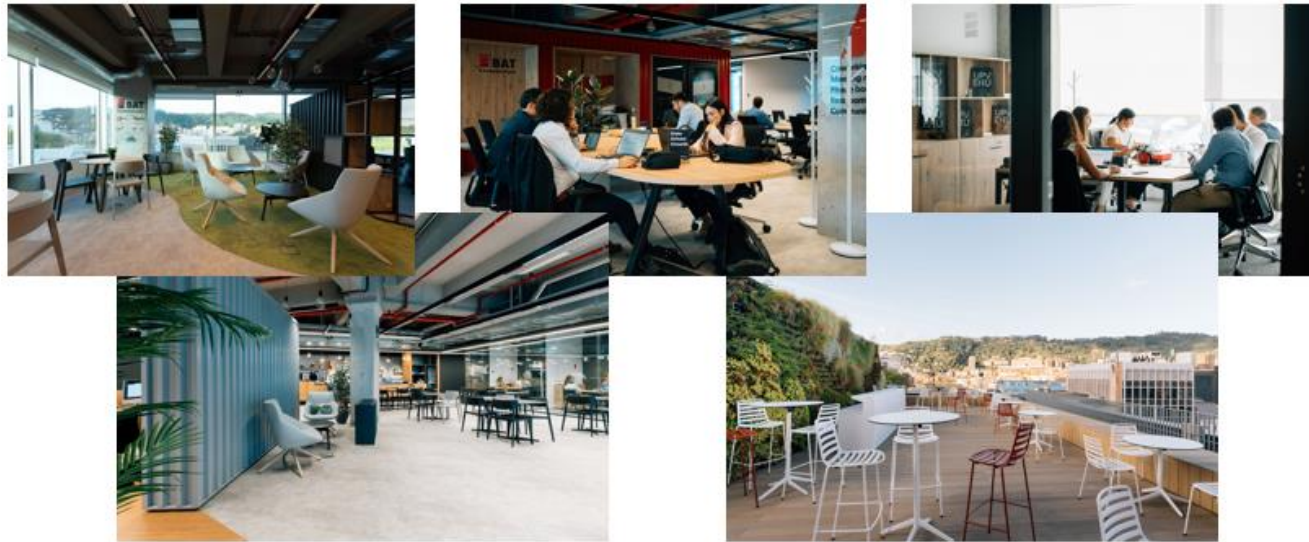
Locker room



Coffee & Restaurant

International nodes

Connected with more than 140 international partners on the 5 continents



A wide range of services and events that connect people, ideas and projects



Some of the big community and international connection initiatives of the first 6 months of activity

SOUTH SUMMIT



SWGS Acceleration program with international startups working in BAT



Visits of cleantech and digitech startups from Israel and Tecnológico de Monterrey



Specific programs with international partners



ECSSO (European Cyber Security Organisation) STARTup Award 2022



- **BAT Presentation**
- **BAT Trade Missions**
- **BAT Corporates Technology Priorities**



Every month, BAT organizes a trade mission of international technological Startups to Bizkaia with the aim of seeking ways to collaborate with Bizkaia's ecosystem

During the first year of BAT activity, 7 international trade missions from different countries have been received with more than 60 Startups and great results

Israel x2 (NOV. 2022 & MAR. 2023)



México (APR. 2023)



Startup opinion [here](#)

Austin (JUN. 2023)



Startup opinion [here](#)

Colombia (JUL. 2023)



Startup opinion [here](#)

Finland (SEPT. 2023)



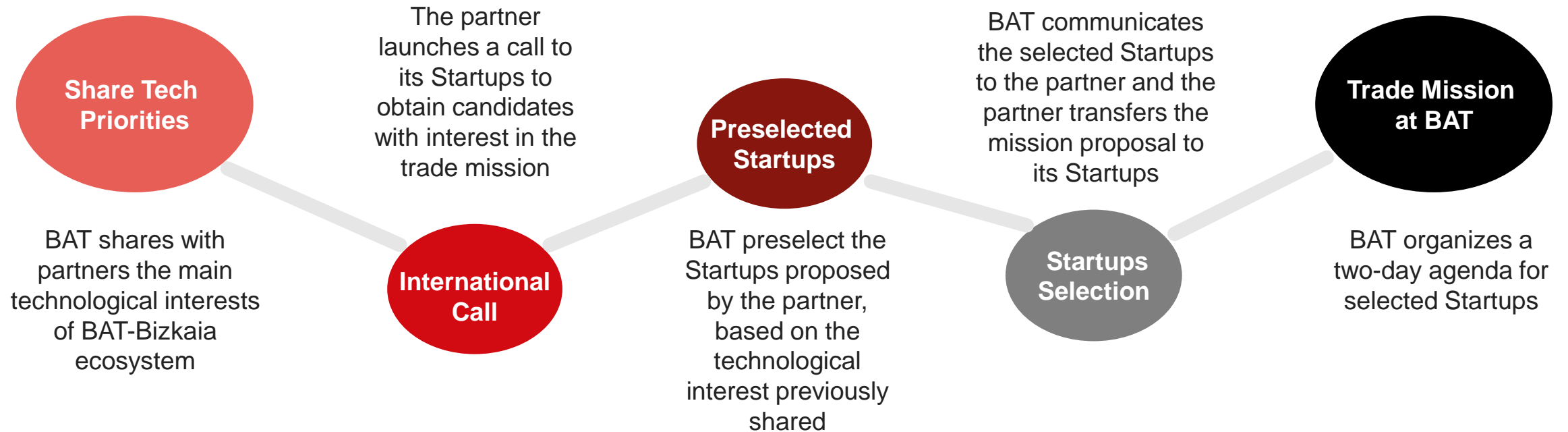
Startup opinion [here](#)

Chile (SEPT. 2023)



Startup opinion [here](#)

BAT Trade Missions Process



There are two possibilities of BAT Trade Mission, differentiated mainly by the duration of the experience and the level of relationship with the ecosystem that startups will be able to generate

1 | Exploratory Trade Mission

BAT Exploratory Trade Missions consist of the stay of a group of international technological startups (between 8 to 12) in Bizkaia for **2-3 days with the goal of discover the innovation and entrepreneurship ecosystem** of the territory and having the opportunity to generate contacts through sessions with members of the BAT community

- Startup Pitch to BAT Community
- Bizkaia Innovation & Entrepreneurship ecosystem presentation
- 1 visit to a BAT Corporate Facilities or R&D Agent
- 2-3 Meetings with BAT Corporates per Startup
- Meeting with Public Bodies (BEAZ, BAT,...)
- Community Lunch & Community Afterwork

Without any cost for BAT Partners
With a grant per Startup participant

2 | Immersive Trade Mission

BAT Immersive Trade Missions consist of the stay of a group of international technological startups (between 4 to 8) in Bizkaia for **2-4 weeks with the goal of taking part not only in the innovation and entrepreneurship ecosystem of the territory but also in BAT activities**, with the opportunity to work with Open Innovation Managers of the main BAT corporates, be speaker at the main events held at BAT and test the possibility of developing business in Bizkaia, together with high level mentoring

- | | |
|---|--|
| • Startup Pitch to BAT Community | • Coworking position at BAT* |
| • Bizkaia Innovation & Entrepreneurship ecosystem immersion | • 1 visits to a Corporate Facilities* |
| • Meeting with Public Bodies (BEAZ, BAT,...) | • 1 Visit to R&D Agent* |
| • Participation and visibility in BAT day to day activities and events * | • 1 Visit to main Bizkaia infrastructures* |
| • Softlanding Services* | • 5-6 Meetings with BAT Corporates per Startup* |
| • Workshops & Mentoring* | • Community Lunch & Community Afterwork |

With a cost to the BAT partner related to the organization and dedication

1

BAT Exploratory Trade Mission

Illustrative agenda

Day 1

9.00 - 10.00 Community breakfast – Startup Pitchings

10:00 - 10:30 Coffee break

10.30 - 11.30 Bizkaia presentation (ecosystem, tax system..., etc.)

11:00 - 11:30 Coffee break

11:30 - 13:30 One to one Meetings with corporates

13:30 - 15.30 Lunch

15:30 - 18:00 One to one Meetings with corporates

Day 2

10:00-13:30 On-site Visit
(to corporates, technology centres,...)

13:30- 15:30 Lunch

15:30-17:30 One to one meetings with the ecosystem
(corporates, government, BAT)

17:30-20:00 Guggenheim museum tour (or other)

1

BAT Exploratory Trade Mission

Grant for flight & accommodation

General coverages

- The funding available is maximum 400€ per startups coming from Spain, 1.000€ per startup coming from the rest of European Union and 2.000€ per startup coming from outside European Union, all excluding taxes.
 - I. e. if a startup is from the EU but the person is living in Spain and travelling from Spain, they would only receive 400€.
- The funding covers only flights and hotel costs. We only cover one trip to Biscay, meaning that second and subsequent ones will not be covered.
- It is a reimbursement package, meaning we will refund the 400€/1.000€/2.000€ once the travel is finished and they have sent us bills, along with the complete bank account info.
- In order to get the funding, we will need to receive the info within 30 days after the trip.
- The organisation visiting Bizkaia will appoint a team mate on charge of gathering and delivering all the required information from every participant.

Required documents

- List of companies with contact person:
 - Email
 - Bank account number and owners name&surname for payment
 - Sum of the amount that must be paid based on the invoices presented.
- One folder per company containing the details of invoices and proof of payment for the trip

1

BAT Exploratory Trade Mission

Grant for flight & accommodation

Acommodation

- BAT B Accelerator Tower has an agreement with [Sercotel Ayala](#), in the following terms:
 - Price per room and night: Double room for single use €69;
 - Double room for double use €79. Buffet breakfast and VAT included.
 - The fixed rates offered are valid from Sunday to Thursday. Cancellation policy until 6:00 p.m. on the day of arrival
 - Subject to exception dates due to high occupancy. On weekends and exception dates 20% discount on the best rate; Rate valid from Monday to Sunday
- Booking Process - Mail
 - To: reservas@sercotelayala.com
 - CC: ainhoa.latatu.larrinaga@pwc.com pafernandez@sercotel.com
 - Subject: Acuerdo Torre BAT 2023
 - Content: Guest Detail / Type of Room (Single or Double) / Check-In & Check Out Days

Food & logistics

- The mission as will take place at the BAT B Accelerator Tower, covering travel to visit companies or infrastructures in the territory included in the agenda and with a point of departure and arrival at the location of the BAT B Accelerator Tower
- The food on the first day of the mission will be covered, as well as the catering linked to the Afterwork

2

BAT Immersive Trade Mission

Illustrative agenda

Month 2024									
Lunes		Martes		Miércoles		Jueves		Viernes	
1		2		3		4		5	
Wellcome		BAT Community breakfast Startup presentation		Bizkaia Innovation & Entrepreneurship ecosystem presentation		Workshop Scaling up to a global company Mentoring Sessions		Guggenheim Museum Tour	
8		9		10		11		12	
Matchmaking with ecosystem Corporates & Startups		Workshop Scaling up to a global company Mentoring Sessions		Matchmaking with ecosystem Corporates & Startups		Workshop How to land a corporate Partnership Mentoring Sessions		On Site Visit Bilbao Port	
15		16		17		18		19	
Matchmaking with ecosystem Corporates & Startups		Workshop Strategic product or service design Mentoring Sessions		Matchmaking with ecosystem Corporates & Startups		Workshop Marketing & Sales Mentoring Sessions		On Site Visit R&D Agent	
22		23		24		25		26	
Matchmaking with ecosystem Corporates & Startups		Workshop How to raise Funds and negotiate with investors Mentoring Sessions		Matchmaking with ecosystem Corporates & Startups		Community AfterWork		On Site Visit Corporate Facilities	
29		30		Notes:					
Bizkaia Softlanding Services Presentation		One to one sessions with the Provincial Council (about the industry tax system, etc.)		The activities reflected in this document are those specific to the "BAT Immersive Trade Mission", to which must be added the day-to-day life of BAT B Accelerator Tower, with its activities and events in which the startups may attend and even play a leading role.					

2

BAT Immersive Trade Mission

Pricing and process

Pricing

- The BAT Immersive Trade Mission has an associated cost of 5.000€ for each participating Startup, mainly associated with:
 - BAT Team dedication
 - Coworking & Workshop spaces
 - Mentorship & Trainers
 - Transport
 - Catering
 - Leisure activities
- The referred price does not include flights or accommodation. BAT will facilitate the relation with the providers of these services. It may be covered by the Startups or by the BAT Partner.

Process

- PricewaterhouseCoopers Asesores de Negocios, S.L., as BAT B Accelerator Tower manager, will sign a contract with each Startup with the referred 5.000€.
- The Startups will have a grant for that services by the BAT Partner, being free to cover or not flights & accommodation

2

BAT Immersive Trade Mission

Accommodation, Food & Logistics

Accommodation

- The accommodation must be covered by the Startup or by the BAT Partner if an agreement is reached with the Startups
- BAT B Accelerator Tower has an agreement with different accommodations for long-term residences with a Price per room of 700-800€ per month.
- BAT will keep the partner in contact with the hosting companies and will extend the conditions so they can directly book with them

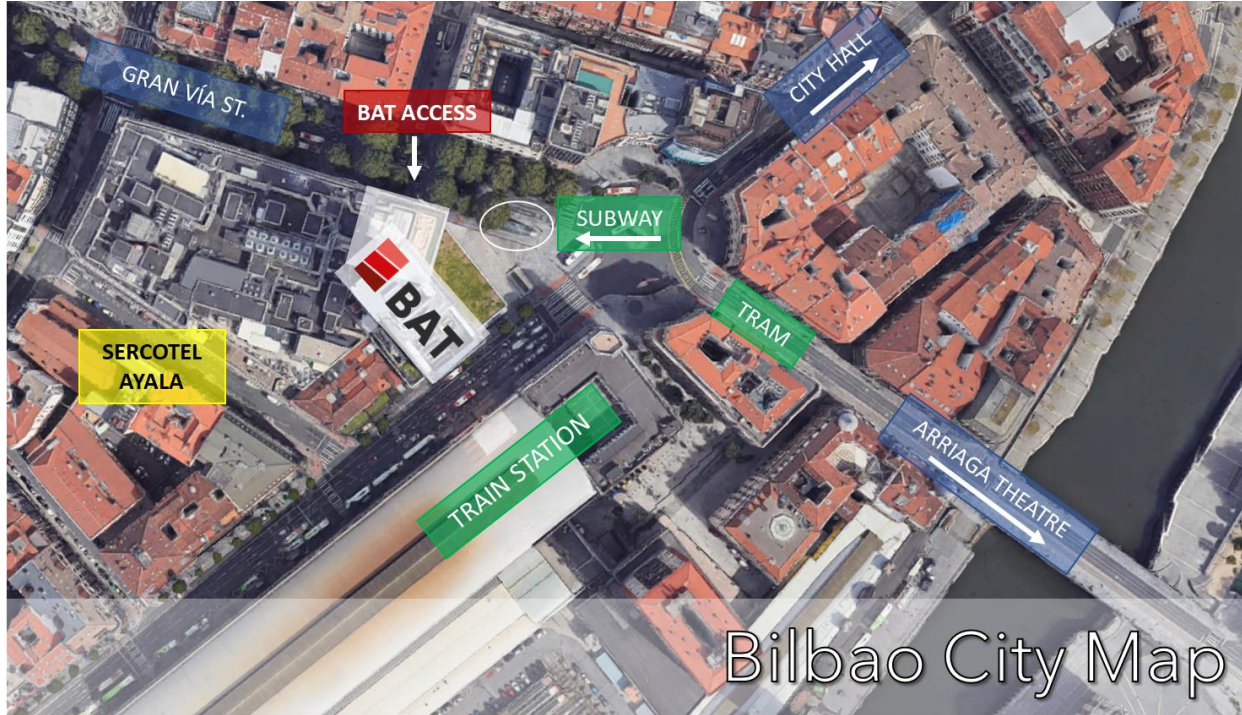
Logistics

- The flight must be covered by the Startup or by the BAT Partner if an agreement is reached with the Startups
- The mission will take place at BAT B Accelerator Tower, covering travel to visit companies or infrastructures in the territory included in the agenda and with a point of departure and arrival at the location of the BAT B Accelerator Tower

Food

- BAT covers all catering costs associated with the activities scheduled during the BAT Immersive Trade Mission.
- For the rest of the meals, an agreement will be closed with “Mediterranea”, the company that manages the BAT restaurant in order to have daily food service covered.

Venue: *BAT*



B Accelerator Tower
Gran Vía de Don Diego López de Haro, 1
48001 Bilbao, Bizkaia
Spain

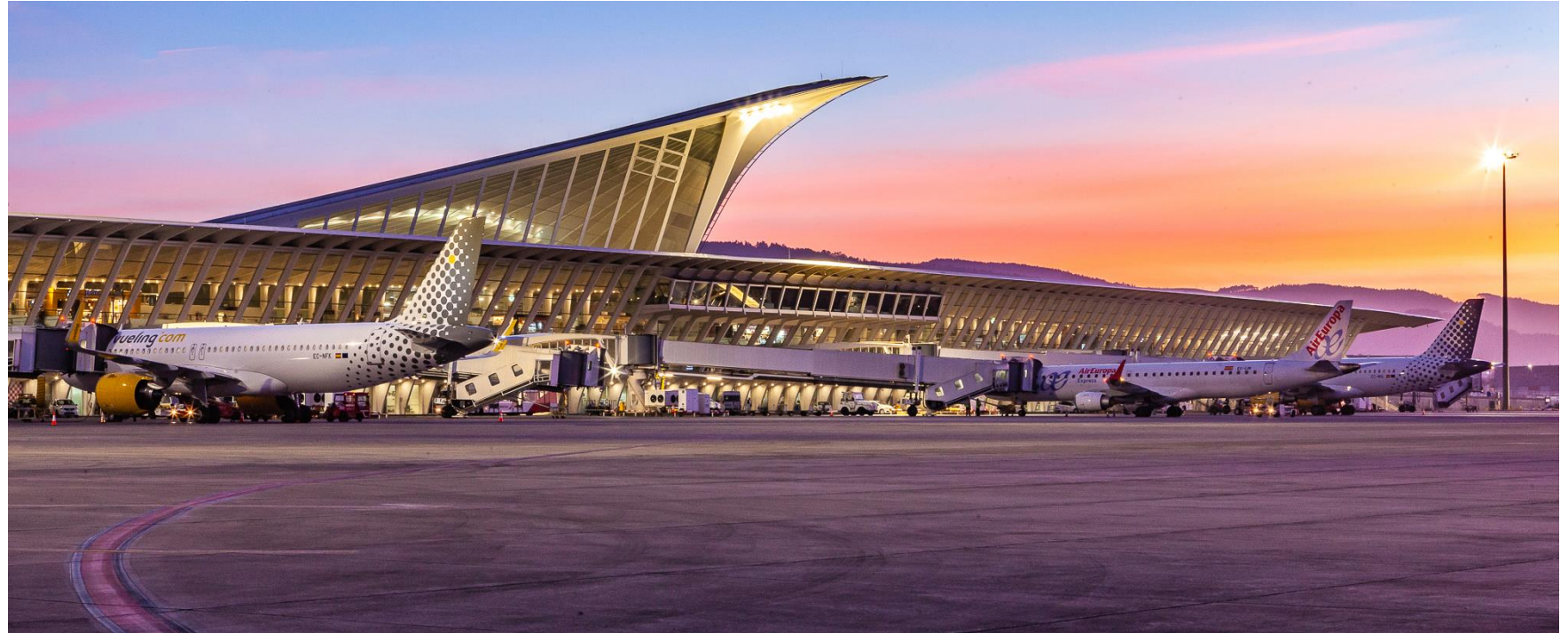
Abando Station
Subway-Train-Tram

info@bacceleratoretower.com
(+34) 944 581 771



Flights

Bilbao Airport



- Bilbao Airport has direct flights to Madrid where you can have direct connection to the main world cities.

- 
- **BAT Presentation**
 - **BAT Trade Missions**
 - **BAT Corporates Technology Priorities**

BAT Large Corporations

Illustrative



Energy



Industry and Construction



Digitalization and Telecom



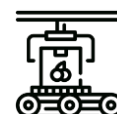
Fintech



Movilidad y Logística



HealthTech



FoodTech



ENERGY (1/2)



MAIN PARTNERS



VERTICAL PRIORITIES

- LOW CARBON ENERGY TECHNOLOGIES AND CIRCULAR ECONOMY: New products and processes based on a low carbon footprint to contribute to the decarbonization of the production process, seeking maximum optimization and efficiency of raw materials, intermediate products and by-products.
- DISTRIBUTED ENERGY, ENERGY COMMUNITIES, SELF-CONSUMPTION AND STORAGE
- ENERGY EFFICIENCY
- DEVELOPMENT / OPTIMIZATION OF SOLUTIONS FOR CONSUMERS AND PROSUMERS
- RENEWABLE ENERGIES (GENERATION, OPERATION AND MAINTENANCE,...)
- SMART GRIDS
- ELECTRIC VEHICLE SOLUTIONS
- ENERGY STORAGE (BATTERIES)
- HYDROGEN TECHNOLOGIES & HIGH TEMPERATURE ELECTROLYSIS
- BIOTECHNOLOGY FOR SUSTAINABLE ENERGY SOLUTIONS
- WIRELESS & ENERGY HARVESTING SENSOR TECHNOLOGIES

ENERGY (2/2)



TECHNOLOGY PRIORITIES



INTERNET OF THINGS: Sensors and data capture; Traceability & Geopositioning; IOT Platforms



BIG DATA & ARTIFICIAL INTELLIGENCE: Big Data Platforms, Advanced Analytics, Machine learning, Predictive maintenance, Artificial Intelligence and Deep Learning applied to optimization



ARTIFICIAL VISION: Quality control, Plant process monitoring, Metrology, Artificial Vision for Bin Picking, Reading comprehension (screens, codes, characters,...)



CYBERSECURITY: Data security and privacy, Networks and distributed systems, Software and hardware security engineering, Identity & access management, Cryptography and Cryptanalysis, Threat prevention, detection and response, Security measures



COMPUTING: Cloud services platform, Management of virtual and physical servers, Edge Computing, Blockchain, Computational chemistry tools for data-driven product creation, Quantum technologies for asset optimization



ADDITIVE MANUFACTURING: Metallic additive manufacturing, Plastic additive manufacturing



AUGMENTED & VIRTUAL REALITY: Training, Quality control / Maintenance, Monitoring of industrial processes, Digital Twin, intelligent interfaces for process monitoring.



ROBOTICS: Unmanned aerial vehicles (UAVs), Remotely Operated Vehicles (ROVs), Autonomous robots, Robots with load capacity of more than 20kg, Robotic systems on mobile platforms, AGVs / AIV, Pick & place robots, Robotic solutions for inspection and maintenance of industrial assets.

INDUSTRY 4.0 (1/2)



MAIN PARTNERS



95 COMPANIES
+80.000 EMPLOYEES
14 I+D FACILITIES



VERTICAL PRIORITIES

- PLANT PROCESS MONITORING
- TRACEABILITY IN THE MANUFACTURING PROCESS
- DEFECT PREDICTION IN THE MANUFACTURING PROCESS
- HUMAN-MACHINE INTERFACES
- SMART & CONNECTED FACTORY
- CYBERSECURITY OF INDUSTRIAL EQUIPMENT
- DEVICES & VULNERABILITY MANAGEMENT THROUGHOUT THE LIFE CYCLE
- ENERGY EFFICIENCY AND RAW MATERIALS OPTIMIZATION
- MONITORING OF MACHINE ADJUSTMENT PROCESSES
- TECHNOLOGIES FOR OCCUPATIONAL RISK PREVENTION

INDUSTRY 4.0 (2/2)



TECHNOLOGY PRIORITIES



INTERNET OF THINGS: Sensors and data capture, Traceability & Geopositioning, IOT Platforms, Human-Machine Interfaces



BIG DATA & ARTIFICIAL INTELLIGENCE: Big Data Platforms, Advanced Analytics, Text Recognition, Machine learning, Predictive maintenance



ARTIFICIAL VISION: Quality control (defect detection, intrusion detection,...), Plant process monitoring (assembly verification, positioning,...), Metrology, Reading comprehension (screens, codes, characters,...), Artificial Vision for Bin Picking



CYBERSECURITY: Data security and privacy, Networks and distributed systems, Software and hardware security engineering, Identity & access management, Cryptography and Cryptanalysis, Threat prevention, detection and response, Security measures



COMPUTING: Cloud services platform, Management of virtual and physical servers, Blockchain, Edge Computing, Quantum Computing



ADDITIVE MANUFACTURING: Metallic additive manufacturing, Plastic additive manufacturing, Ceramic additive manufacturing, Additive manufacturing in other materials (plaster, resin, polymers, ...), Food additive manufacturing, New Materials



AUGMENTED & VIRTUAL REALITY: Monitoring of industrial processes, Quality control / Maintenance, Digital Twin, Mixed Reality



ROBOTICS: Robots with load capacity of up to 20kg, Robots with load capacity of more than 20kg, Robotic systems on mobile platforms, AGVs / AIV, Pick & place robots

MOBILITY, LOGISTICS AND RETAIL



MAIN PARTNERS



VERTICAL PRIORITIES

- ADVANCED MOBILITY
- ELECTRIC VEHICLE SOLUTIONS
- AUTONOMOUS AND CONNECTED MOBILITY
- LAST MILE LOGISTICS SOLUTIONS
- DEMAND FORECASTING
- HYPER CONVENIENCE, CONNECTIVITY AND PERSONALISATION
- STOCK MANAGEMENT
- 0 WASTE SOLUTIONS
- OMNICHANNEL
- SELF CHECK OUT FOR PAYMENTS

DIGITECH & QUANTUM ECOSYSTEM



MAIN PARTNERS



VERTICAL PRIORITIES

- CLOUD SERVICES PLATFORM
- MANAGEMENT OF VIRTUAL AND PHYSICAL SERVERS
- BLOCKCHAIN
- EDGE COMPUTING
- QUANTUM TECHNOLOGIES:
 - QUANTUM COMPUTING
 - HYBRID QUANTUM COMPUTING
 - QUANTUM COMMUNICATION
 - QUANTUM NETWORKS
 - QUANTUM SENSING & METROLOGY
 - ASSET OPTIMIZATION
 - QUANTUM SIMULATORS
- ARTIFICIAL INTELLIGENCE FOR:
 - INTELLIGENT TRANSPORTATION SYSTEM
 - HEALTHCARE SOLUTIONS
 - CLEANTECH SOLUTIONS
 - WASTE MANAGEMENT

HEALTHTECH



MAIN PARTNERS



VERTICAL PRIORITIES

• DIGITAL HEALTH

- MANAGEMENT PLATFORMS
- APPS
- CHATBOTS
- BIG DATA AND ANALYTICS
- TELEMEDICINE
- WEARABLES
- REMOTE MONITORING

• MEDICAL DEVICES

- DIAGNOSIS
- TREATMENT
- MONITORING
- REHABILITATION
- IMPLANTS
- DRUG ADMINISTRATION
- ROBOTICS

• HEALTH SUPPORT SERVICES

- PREDICTION TOOLS
- ROUTE OPTIMIZATION
- SMART LABELING
- HEALTHCARE SIMULATION

FOOD & AGROTECH



MAIN PARTNERS



+ 20 FOOD VALUE
CHAIN COMPANIES



VERTICAL PRIORITIES

- SMART FOOD COMPANY 4.0: A digital interconnection model of the primary food production with the consumer through all the transformation, distribution and commercialization links.
- ENVIRONMENTAL TRANSFORMATION INDUSTRIAL PROCESSES
- SUSTAINABLE PACKAGING
- PRODUCT TRACEABILITY & STOCK MANAGEMENT
- APPLIED ROBOTICS & ADVANCED EQUIPMENT
- ROUTE OPTIMIZATION
- NEW SUSTAINABLE AND HEALTHY FOODS
- FOOD AND BIOTECH PRODUCTS
- FOOD INTEGRITY AND SAFETY
- EFFICIENT AND SUSTAINABLE FOOD CHAIN
- CIRCULAR ECONOMY AND WASTE REDUCTION
- CONSUMER BEHAVIOUR & CUSTOMER LOYALTY
- OMNICHANNEL SERVICES

CONSTRUCTION 4.0



MAIN PARTNERS



VERTICAL PRIORITIES

- PROJECT MANAGEMENT
- BIM IMPLEMENTATION
- RISK MANAGEMENT
- BUILDING PROCESS MONITORING
- ENERGY EFFICIENCY & CONSUMPTION REDUCTION
- RENEWABLE ENERGY INTEGRATION
- NEARLY ZERO-EMISSION BUILDING (NZEB)
- ELECTRIC MOBILITY ELEMENTS INCORPORATION
- CIRCULAR ECONOMY
- NEW & RECYCLED MATERIALS

FINTECH



MAIN PARTNERS



VERTICAL PRIORITIES

- PAYMENT AND TRANSFER SYSTEMS
- PERSONAL FINANCIAL MANAGEMENT
- CYBERSECURITY (IDENTITY & ACCESS MANAGEMENT, CRYPTOGRAPHY AND CRYPTANALYSIS, COMMUNICATION PROTECTION,...)
- ADVANCED ANALYTICS & BIG DATA PLATFORMS
- CLOUD SOLUTIONS
- RISK MANAGEMENT
- CREDIT & FACTORING
- CROWDFUNDING, CROWDLENDING & CROWD INVESTING
- CURRENCIES AND TRANSACTION
- COMPLIANCE SOLUTIONS
- BLOCKCHAIN TECHNOLOGY IN FINANCE
- REGTECH & INSURTECH SOLUTIONS



Open innovation & Startups: Tailor made support

The unique system in the world with tax autonomy and regulatory capacity



Founders

- **35% deduction** in your personal income tax if you invest in tech
- Another **35% of deduction** in your investment in the capital increase for new products or new markets
- In the exit **50 % of the capital gains** are exempt (effective tax rate 12,5%) and if you **reinvest** in a startup, tech-company or innovative project it is **100% exempt**
- **Loss compensation** system with salary & gains in other businesses



Workers with equity or rights

With equity (it works as founder and investor)

With stock options, phantom shares or other kind of rights

- When it is recognised
 - They **don't pay taxes**
- At the exit
 - When there is the exit they pay between **20% - 25%**



Impatriates

- Special regime for displaced workers applicable for **11 years**
- **30% - 50% of the salary is not taxed** in personal income tax
- Income derived from **assets located abroad** is not taxed
- They are **not taxed in the Wealth Tax** for assets located abroad
- Rest of incentives provided for residents



Corporates (Open Innovation)

- Up to **35% of deduction** in the investments in innovative companies
- Taxable **base reduction of the 65%** with an special reserve
- Tax incentives in the disinvestment you don't pay tax on exit **earnings**.
- **Loss compensation** system with gains in other businesses or other incomes.



Startups & R&D intensive firms

- Investments in new non-current assets, **10% deduction**.
- Research and development activities **30%-50% deduction** & technological innovation 15%-20% deduction.
- Employment creation, **25% deduction of the annual gross salary** (maximum 7.000 €)
- Investments and expenses associated with projects aimed at sustainable development **30% deduction**.



Individual investor

- **35% deduction** in your personal income tax if you invest in tech
- Another **35% of deduction** in your investment in the capital increase for new products or new markets
- In the exit **50 % of the capital gains** are exempt (effective tax rate 12,5%) and if you **reinvest** in a startup, tech-company or innovative project it is **100% exempt**
- **Loss compensation** system with salary & gains in other businesses

We offer a tailor-made support for the creation of new startups and consolidation of companies (1/2)



A
CREATION
OF NEW
COMPANIES

FEASIBILITY PROJECT

Up to €60,000
Subsidy



CREATION and LAUNCH

Up to
€65,000
Subsidy



ACCELERATION

Up to €20,000 Subsidy



TAXES

Deductions Tax
(Art. 64 bis)



FINANCING

Investment Fund Loan



CAPITAL

Up to €450.000
shareholding



Specific aids from the Government of Biscay, compatible with those of the Basque Government and the General Administration of State

PAE

Business
establishment
guidance



PHYSICAL SPACE

Co-working,
incubators....



CONNECTIONS

With local industry, with
the R+D+i ecosystem,
and with international
hubs



PRESTAEGIN

Entrepreneurship
training



MENTORING

Advisory service



TALENT

Advising on
establishing
professionals and their
families in Bizkaia



We offer a tailor-made support for the creation of new startups and consolidation of companies (2/2)



B
COMPANY
CONSOLIDATION

INNOVATION PROGRAM

Until 100,000 € grant



INTERNATIONALIZATION PROGRAM

Until 60,000 € grant



DIGITALIZATION PROGRAM

Until 100,000 € grant



3i PROGRAM

Until 500,000 € grant



TAX DEDUCTIONS

Tax Deductions (R + D)



CAPITAL

Until 1,000,000 € participation



Specific aids from the Government of Biscay, compatible with those of the Basque Government and the General Administration of State

PHYSICAL SPACE

Spaces offer and infrastructure for business locations



MATHEMATICAL MODELLING



INNOVATIVE PUBLIC PROCUREMENT

Training



INTRA-ENTREPRENEURSHIP

Advisory service



OPEN INNOVATION

Challenges and scouting



TALENT

Supporting on seeking qualified professionals on a local and international level





An initiative of:



Led by:

