







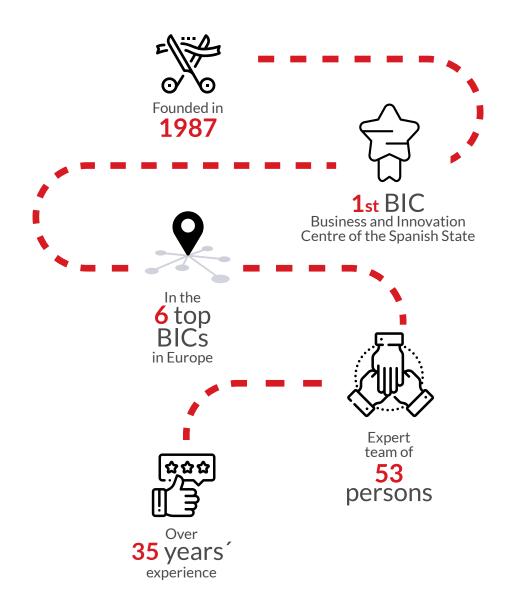
We are the leader in supporting entrepreneurship and innovation in Bizkaia

Beaz drives better and greater economic activity in Bizkaia.

By strengthening the relationship with entrepreneurs, companies, knowledge generation centres, clusters and other stakeholders of the entrepreneurship and innovation ecosystem.

It provides a balanced response to the needs and opportunities of all those stakeholders in Bizkaia and with a special focus on trends related to the three transitions: digital, energy & environmental, and social & healthcare.







WE HELP TO GROW

WE SUPPORT

WE MANAGE

IN 2022 WE LAUNCHED









+45 Innovative companies

+500 Growth Projects

7 Incubation spaces

1st International Entrepreneurship Centre

+500 companies

participate in our advanced services pathway

+1,900 contacts

with companies and stakeholders of the entrepreneurship and innovation ecosystem

WE WORK WITH...













WEASO VENTURES

























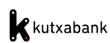












GLOBAL

INNOVATION HUB

SMART GRIDS

















b+oet





Human Capital



Universidad del País Vasco

Euskal Herriko Unibertsitatea

















DeustoEmprende

Innovación y Emprendimiento Berrikuntza eta Ekintzailetza Innovation & Entrepreneurship







design

kabi

BIC ARABA

BIC BIZKAIA UP! EUSKADI

BIC GIPUZKOA UP! EUSKADI



infrastructures





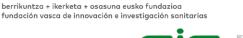


















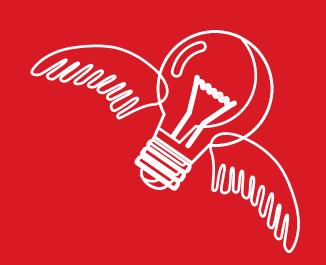


Support



INCUBATION OR GRANT MANAGEMENT SERVICES ACCELERATION SPACES -PAE, SL (Ltd company) fast-track setup service TERRITORIAL BALANCE -Prestaekin, skills-building programme for advanced entrepreneurship **STARTUP** -Bizkaia Mentoring Network **B** Accelerator Tower & LAUNCH -International hub acceleration STARTUP **GROWTH** design kabi -Beaz Acceleration Programme -EIC Accelerator CR Innovation, investment and internationalisation -Open Innovation (BIND 4.0, BIOK!) -Grouped presence at trade fairs **MARKET** Startup of Innovative **VALIDATION** -Networking sessions Companies EK 2i DV DeustoKabi -Intraentrepreneurship and new business models. Ekintzaile Innovation. Internationalisation Green & Digital -Support with investment rounds Barnekintzaile investment Transition -Mathematical modelling BIC BIZKAIA UP! EUSKADI **GROWTH &** -Skills-building in CPI processes CONSOLIDATION -Grant map: Project co-funding Creative Bizkaia -R&D&i rating reports (3 channels) BIC BIZKAIA EZKERRALDEA UP! EUSKADI -Egokinn. -NextGenerationEU Funds Social Innovation NIC Supramunicipal Competitiveness -Ecosystem showcasing events and sessions **DISSEMINATION &** -Support for disseminating the business of COMMUNICATION startups and SMEs Artisan sector **Fintech** Road Innovation NETWORK + MONITORING +







1. SUPPORTING CREATION

We foster the starting up and launch of innovative companies in Bizkaia, by means of a broad pathway that combines advisory services, funding services, along with access to incubation and acceleration spaces.



PROGRAMMES / AREA 1: BUSINESS PROJECT DEVELOPMENT (DP)

93
applications submitted



applications approved

€20,596.73 average subsidy

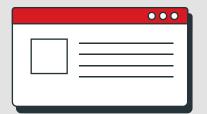


Supramunicipal distribution

- 28 Bilbao (47%)
- 9 Eskuinaldea (15%)
- **7** Ezkerraldea (**12**%)
- 3 Durangaldea (5%)
- 3 Nerbioi-Ibaizabal (5%)
- 3 Uribe-Kosta (5%)
- 2 Busturialdea (3%)
- 2 Meatzaldea (3%)
- 2 Mungialdea (3%)
- 1 Txorierri (2%)









NOTABLE PROJECTS



Ingeniería del Poliuretano Flexible SL (Txorierri)



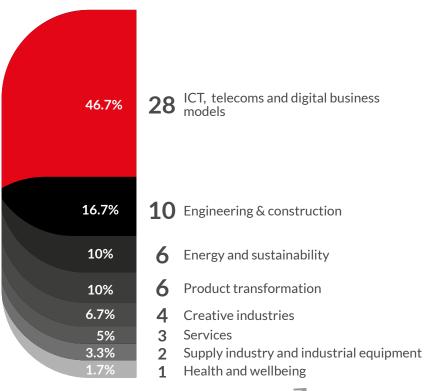
Calvera Hydrogen Innovation SL (Bilbao)



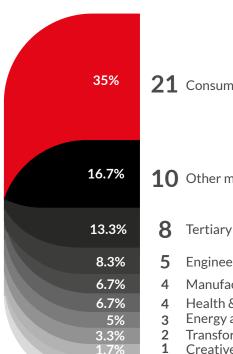
Qcentroid Labs SL (Bilbao)

PROGRAMMES / AREA 1: BUSINESS PROJECT DEVELOPMENT (DP)





Market Sectoral distribution



21 Consumption 10 Other markets Tertiary sector (services) Engineering & construction Manufacturing and assembly Health & wellbeing Energy and sustainability Transformation and product Creative industries Supply industry and industrial equipment

Tourism





PROGRAMMES / AREA 2: CREATION OF INNOVATIVE COMPANIES (CR)

36 applications submitted



applications approved

€29,406.73 average subsidy





Supramunicipal distribution

- **9** Bilbao (**33.3**%)
- **5** Ezkerraldea (**18.5**%)
- **3** Meatzaldea (**11.1**%)
- 2 Durangaldea (7.4%)
- **2** Eskuinaldea (**7.4**%)
- **1** Arratia (3.7%)
- **1** Enkarterri (**3.7**%)
- **1** Lea-Artibai (3.7%)
- **1** Mungialdea (**3.7**%)
- 1 Nerbioi-Ibaizabal (3.7%)
- **1** Txorierri (3.7%)

NOTABLE PROJECTS

LASAL

Lasai Marine XXI SL (Durangaldea)

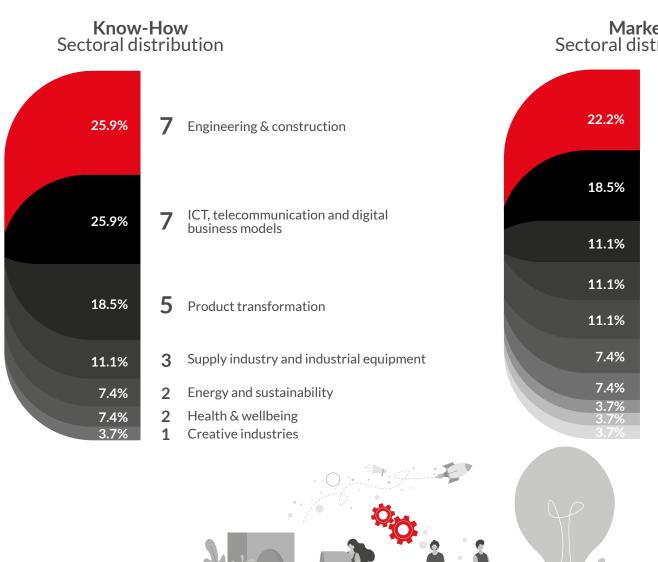
OOxcitas

Euskal Oxcitas Biotek SL (Bilbao)



Herko Alternative Trucks SL (Meatzaldea)

PROGRAMMES / AREA 2: CREATION OF INNOVATIVE COMPANIES (CR)



Market Sectoral distribution

- Consumption
- Manufacturing and assembly
- Energy and sustainability
- Health & wellbeing
- Tertiary sector (Services)
- Supply industry and industrial equipment
- Engineering & construction
- Creative industries
- ICT, telecom and digital business models Other markets



PROGRAMMES / AREA3: ENERGISING THE ENTREPRENEURSHIP ECOSYSTEM (DI)

1 applications submitted



1 applications approved

€20,000.00 average subsidy

PROGRAMMES / AREA 4: ACCELERATION (AZ)

1 application submitted



O* applications approved

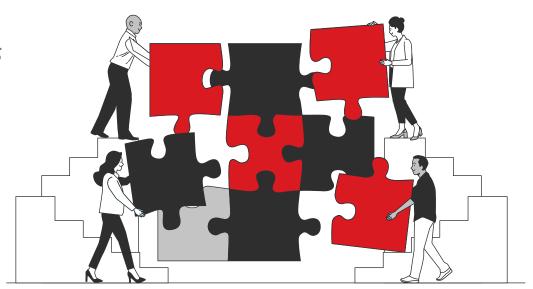
* Due to failure to meet beneficiary status

Companies with estimated project



AR Shelving (Arratia)

Collaborative innovation plan developed





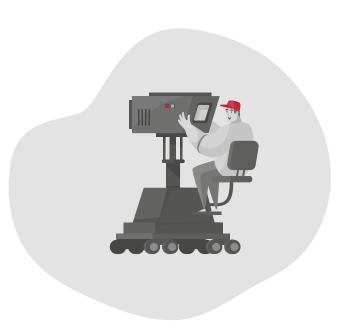


19
applications approved

new companies

€27,504.68 average subsidy

12 projects approved





Supramunicipal distribution

- **10** Bilbao (**52.6**%)
- **3** Eskuinaldea (**15.8**%)
- **2** Ezkerraldea (**10.5**%)
- **2** Txorierri (**10.5**%)
- **1** Enkarterri (**5.3**%)
- 1 Nerbioi-Ibaizabal (5.3%)

NOTABLE PROJECTS

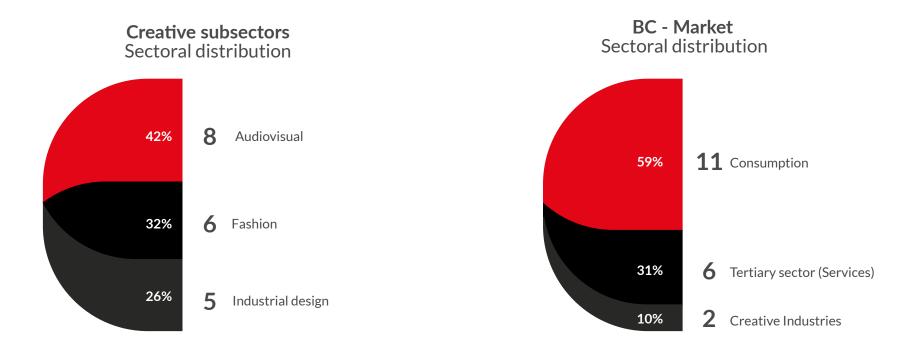
Me, Art & Home SL (Txorierri)

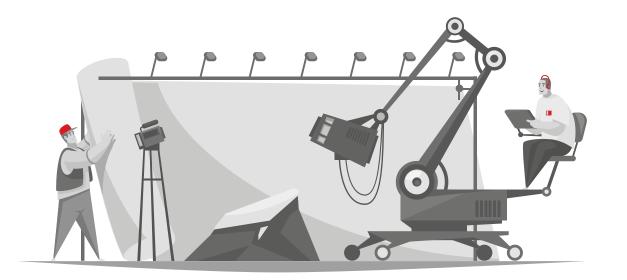


Al Borde Films S. COOP. (Bilbao)



PROGRAMMES / CREATIVE BIZKAIA (BC)







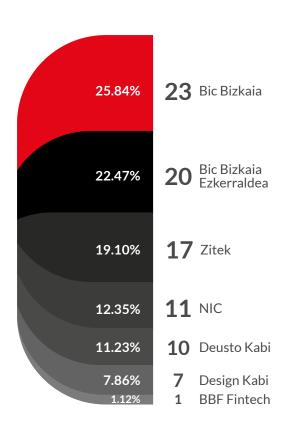


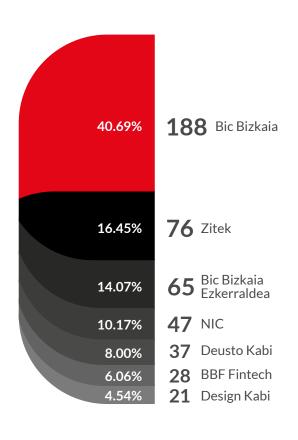


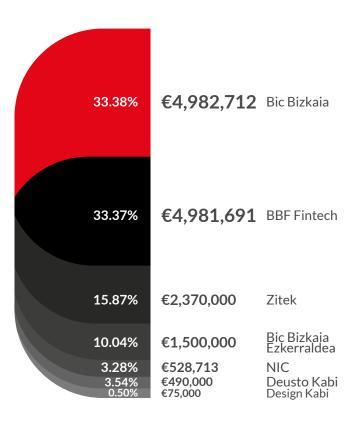


jobs









Rented surface area			
%	Incubator		
93%	Bic Bizkaia		
71%	Zitek		
70%	DeustoKabi		
64%	Bic Bizkaia Ezkerraldea		
61%	NIC		
60%	BBF Fintech		
50%	Design Kabi		

Even	ts
No.	Incubator
185	DeustoKabi
71	Bic Bizkaia
34	Zitek
16	NIC
14	Bic Bizkaia Ezkerraldea
1	BBF Fintech
0	Design Kabi

Event attendance

No.

Incubator

1,150 Bic Bizkaia Ezkerraldea

3,900 DeustoKabi

1,525 Bic Bizkaia

1,330 Zitek

268 NIC

76 BBF Fintech

O Design Kabi





SERVICES / BEAZ ACCELERATION PROGRAMME - SECOND EDITION













(Bilbao)

(Eskuinaldea)

(Bilbao)





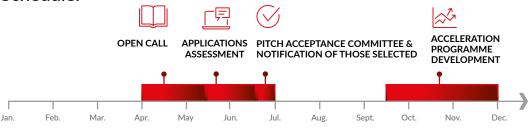
Motmo Gestion SL

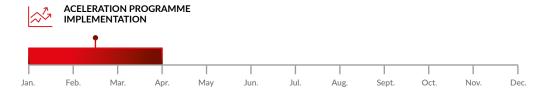
(Bilbao)

Hours of training so far 217 h on the general programme **-18** per startup 5 plenary sessions of the Advisory Board - 1 plenary session per startup 25 individual sessions of the Advisory Board 5 sesiones per startup 6 IE training sessions

5 companies obtained Seed Capital funding

Schedule:





2024

SERVICES / BEAZ ACCELERATION PROGRAMME - FIRST EDITION

First edition actions implemented in 2023:

- 5 skills-building sessions, each lasting 3 hours.
- 8 individual tutorials with speakers
- 5 work sessions with the advisory board
- 25 individual mentoring meetings (5 per company)

Seed Capital loans formalised

Investment forum (31/03/2023)

- Banco Santander
- Columbus VP
- Grupo Campus
- Mondragón
- Orza
- Sabadell Venture Capital
- Talde
- Zubi Capital

Outcomes:

- 24 new partnership opportunities and business industrial contacts generated
- 19 contacts with investors
- 9 new jobs generated

€300,000 Seed Capital funding granted

- 50% investment in recruiting talent.
- 50% investment in developing technology and R&D&i

€4.7M amount accumulated in rounds of investment closed during the programme





SERVICES / SUPPORT IN ROUNDS OF INVESTMENT

Pathway for training and access to private financing for Bizkaia startups

Training in rounds of investment

15 participating companies.

Bizkaia Investment Forum (1/12/2023)

24 startups registered for the Pitch

75 delegates

- 7 startups selected

- 39 participating investors

Bizkaia Investment of Forum. List of startups selected to present their pitch:

- BOXSR (Bilbao)
- Cloudtainer SL (Bilbao)
- Grabit Retail SL (Bilbao)
- Landatu Solar SL (Bilbao)
- Mikrobiomik (Txorierri)
- Powercloud (Eskuinaldea)
- Worldpats Mobility SL (Eskuinaldea)







28

attendees at the general training





companies signed up for advisory service to access to the EIC Accelerator programme



4

companies participating in the process

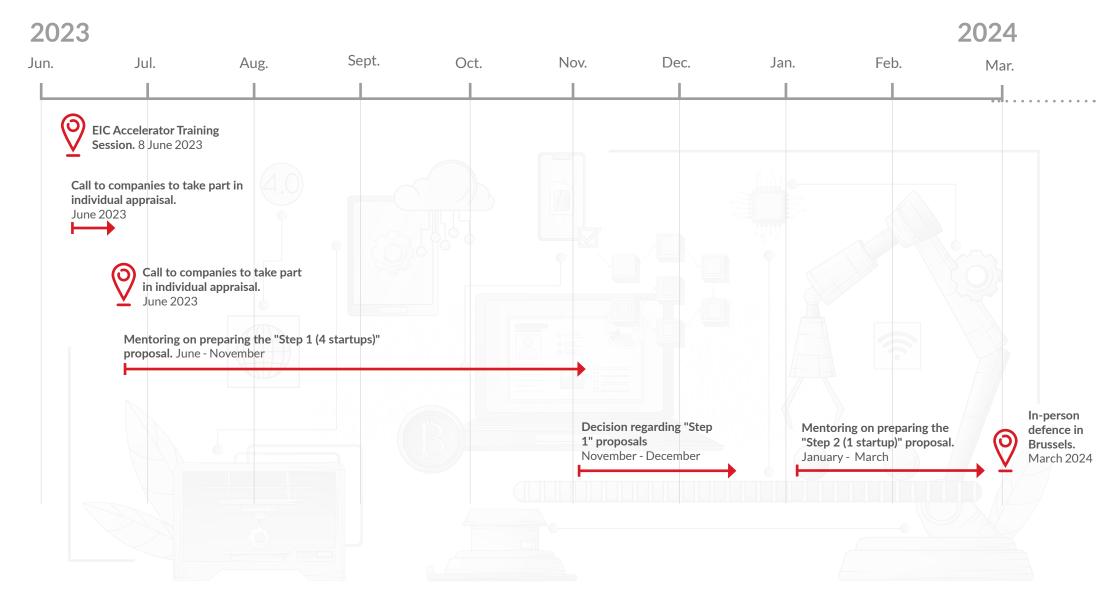
Begas Fabrica (Durangaldea) Unable to take part in Step 1 as it had two negative assessments in an earlier process, meaning it must wait a year to apply again.

Bay of Biscay Aquatics (Bilbao) Step 1 rated by the assessment team

Birziplastic (Enkarterri) Submitted a proposal pending outcome of Step 1 by the assessment team.

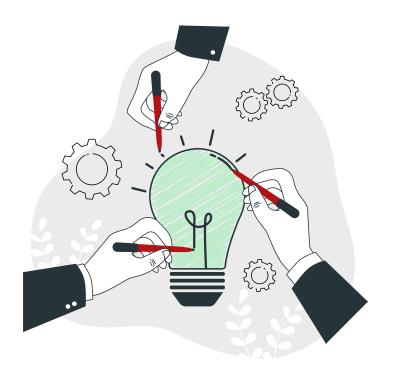
Woza Labs (Bilbao) Submitted a proposal pending Step 1 ruling by the assessment team.





SERVICES / SUPPORTING FOR THE CREATION AND GROWTH OF COMPANIES

Type of service	2023	2022	
PAE	35 companies set up	37 companies	
Prestaekin	7 modules run: - From the idea to financial reality Getting your project across Lean Entrepreneurship Digital Marketing Learning to interpret Financing your project Management models. Average attendance: 9 people Participating companies: 17	19 companies	
Bizkaia Mentoring Network	6 companies participating in Mentoring Committee (6 mentors) * - Addresess For Send SL (Ezkerraldea) - Begira Produkzioak SL (Bilbao) - Uniite Tourism SL (Eskuinaldea) - We Are Clickers SL (Durangaldea) - Grabit Retail SL (Bilbao) - Quest Biotek SL (Bilbao)	11 companies	



^{*} Individual mentoring has been eliminated. Offered at the incubators.

28 startups established in 2023

20 startups established that have generated jobs

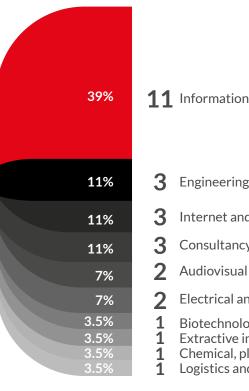
-85 jobs generated

141 new startups assisted in 2023

1 7 startups in decision phase

startups in exploration phase

Sectoral distribution of the established startups



11 Information Technology

Engineering

Internet and digital contents

Consultancy

Electrical and electronic equipment

Biotechnology and laboratories

Extractive industries

Chemical, plastic and new materials

Logistics and transport



SERVICES / INSTRUMENTS FOR FINANCING PROJECTS

Type of service	2023	2022
Mikro Seed Capital reports	11*	21
Fund I Seed Capital reports	3	5
Start Fund Seed Capital reports	3	1
Feis Fund Seed Capital reports	_ 1 	1
Basque Fund reports	2	1
Luzaro reports	0	0
Aurrera reports	2	3

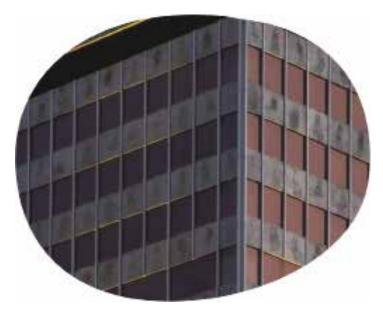


^{*} Such reports will not be issued after June 2023.





Opened on 19 September 2022



Events organised in 2023

102% occupancy 314 jobs out of 307, overbooking

73 startups

41 corporations

23 intermediate associations

10 universities / technology centres

3 investor agents

3 acceleration programmes

4,085m²

Opening of PHASE 2 underway with further 3,898 sqm

284 events

11,500 participants

150 private / 134 open to the community

172 organised by BAT or centre members / 112 external stakeholders

108 organised by partners / 68 by BAT / 28 by AAPP / 80 external entities



Trade missions completed

Agent	Country	Status	Dates	Startup No
Israel Embassy	Israel	Outbound	30/5/2023 - 31/5/2023	10
Monterrey Technical University	México	Outbound	25/4/2023 - 26/4/2023	9
Q-Branch	EEUU	Outbound	21/6/2023 - 22/6/2023	9
Talent Garden Milán	- Italia	Inbound	30/5/2023 - 31/5/2023	_
ODR Tech Turin				
RutaN	Colombia	Outbound	11/7/2023 - 12/7/2023	8
Prochile / Endeavor	Chile	Outbound	27/9/2023 - 29/9/2023	12
Aalto	Finlandia	Outbound	13/8/2023 - 14/9/2023	9
UK Trade & Investment	Reino Unido	Outbound	25/10/2023 - 26/10/2023	7 7
EIT Manufacturing	Francia	Outbound	30/5/2023 - 31/5/2023	9

















PROGRAMMES / SOCIAL INNOVATION AND ENTREPRENEURSHIP

20 applications submitted



10 applications approved

€16,540.00 average subsidy



S1+S2+S3+CS

Supramunicipal distr.

- **7** Bilbao (**70**%)
- 1 Eskuinaldea (10%)
- 1 Ezkerraldea (10%)
- 1 Nerbioi-Ibaizabal (10%)

S1

2 applications received

2 applications approved

20,600.00 € average subsidy

Best company



Nur Research SL (Bilbao)

S2

8 applications submitted

5 applications approved

16,000.00 € average subsidy

Best company



ESAME Biomedical SLU (Bilbao)

S3

0 applications submitted

O applications approved

CS

10 applications submitted

3 applications approved

14,733.33 € average subsidy

Best company

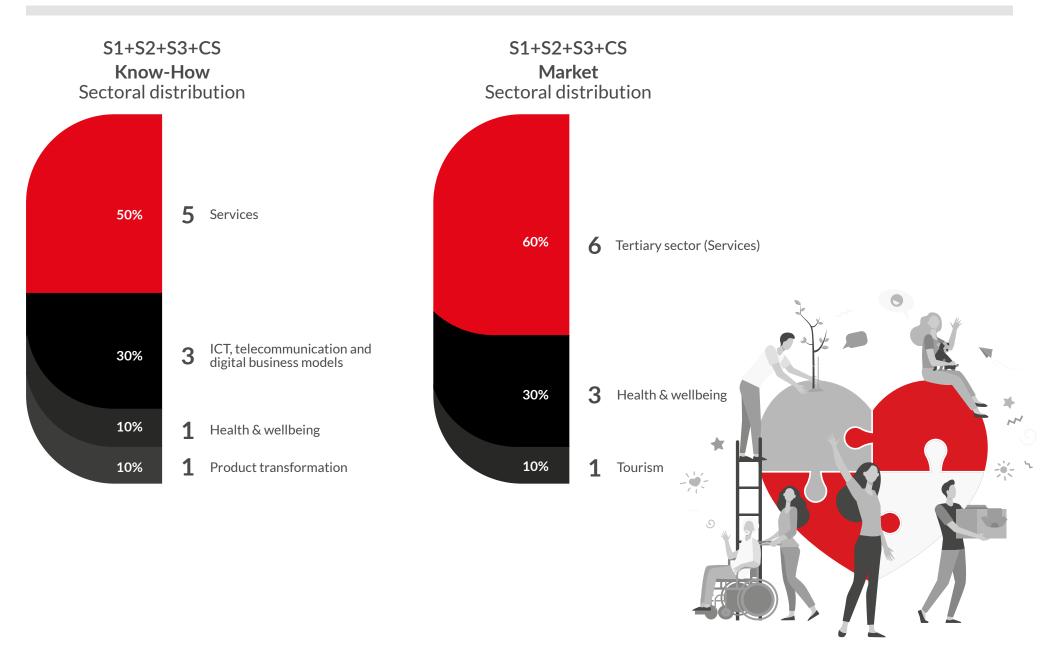


Asociación BIZITEGI (Bilbao)





PROGRAMMES / SOCIAL INNOVATION AND ENTREPRENEURSHIP





The two creation programmes (DP and CR) supported **87 projects**, 27 of which were new startups.

Out of the **10** initiatives supported in IS, 9 were projects and 1 a new company or innovative social entity.

Out of the **19 initiatives** supported in BC, 4 were new startups.



5	startups in Beaz Acceleration Programme		
6	new startups in mentoring		
28	magnet startups established in Bizkaia		
4	startups in EIC Accelerator		
7	startups in Investment Forum		
15	startups in training for investment		
17	startups in Prestaekin		
91	startups incubated in incubation spaces		
35	new companies in PAE service		
22	startups in other financing instruments		
	 Seed Capital Mikro Aurrera Fondo I Basque Fondo FEIS 		





2. SUPPORTING GROWTH

We drive the growth and consolidation of the companies of Bizkaia, with a special focus on their main competitiveness levers, by means of financing programmes and services to accelerate the innovation, investment and internationalisation initiatives.



22 applications submitted



16 applications approved

Meatzaldea Mungialdea
• Eskuinaldea

Txorierri
Bilbao

Durangaldea

Arratia

Supramunicipal distr.

- **5** Durangaldea (**31.25**%)
- **4** Txorierri (**25**%)
- **2** Mungialdea (**12.5**%)
- **1** Arratia (6.25%)
- **1** Bilbao (**6.25**%)
- **1** Eskuinaldea (**6.25**%)
- **1** Meatzaldea (**6.25**%)
- 1 Uribe-Kosta (6.25%)

€359.760,89 average subsidy



NOTABLE PROJECTS



Zunibal SL (Txorierri)

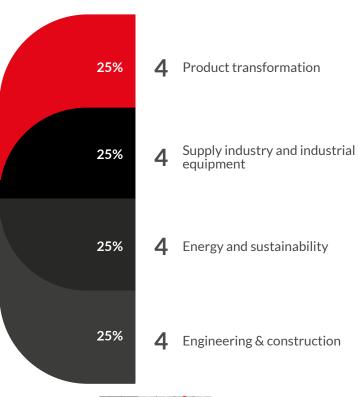


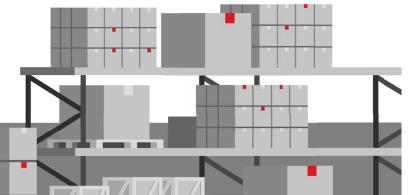
Astar SA (Txorierri)



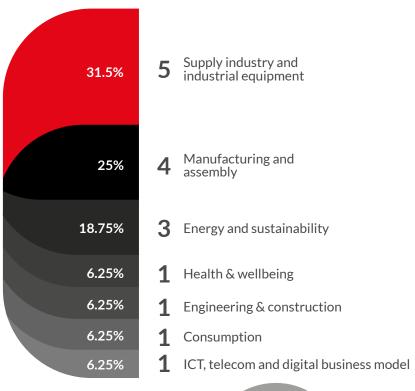
Hydrogen Onsite SL (Txorierri)

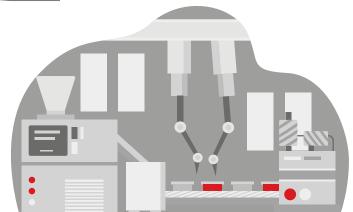






Market Sectoral distribution







194
applications submitted



142
applications
approved

€29,283.16 average subsidy



Supramunicipal distribution

36 Durangaldea (**25.35**%)

28 Bilbao (19.72%)

19 Txorierri (**13.38**%)

11 Eskuinaldea (**7.75**%)

11 Nerbioi-Ibaizabal (7.75%)

8 Arratia (5.63%)

6 Meatzaldea (**4.23**%)

5 Busturialdea (**3.52**%)

5 Ezkerraldea (**3.52%**)

5 Mungialdea (**3.52**%)

4 Enkarterri (2.82%)

3 Lea-Artibai (**2.11**%)

1 Uribe-Kosta (**0.70**%)



NOTABLE PROJECTS



W inhowat

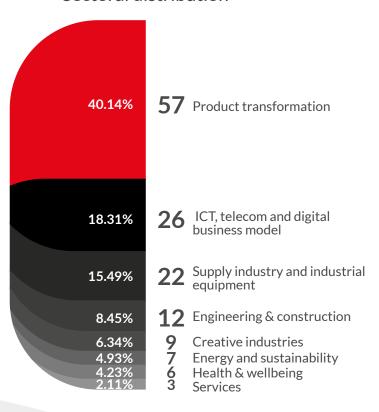
Innomat Coatings SL (Durangaldea)

⊡Litek

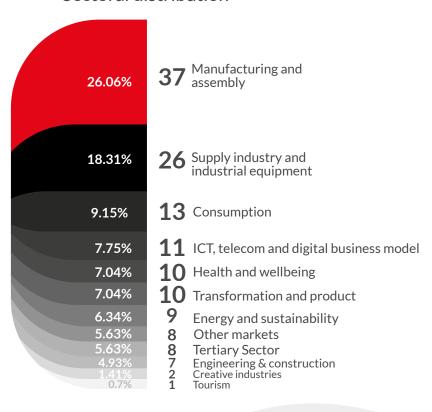
Litek Industrial SL (Arratia)



Know-How Sectoral distribution



Market Sectoral distribution







113
applications submitted



applications approved

€32,179.69 average subsidy

Main countries of the programme

USA: 10

Germany: 8

United Kingdom: 8





Supramunicipal distribution

- **11** Bilbao (**17.54**%)
- **10** Durangaldea (**15.87**%)
- **10** Eskuinaldea (**15.87**%)
- **10** Txorierri (**15.87**%)
- **7** Ezkerraldea (**11.11%**)
- **4** Busturialdea (**6.35**%)
- **3** Mungialdea (**4.76**%)
- 2 Arratia (3.17%)
- 2 Lea-Artibai (3.17%)
- 2 Meatzaldea (3.17%)
- 1 Nerbioi-Ibaizabal (3.17%)
- 1 Uribe-Kosta (5%)

NOTABLE PROJECTS



Mundo Ecuestre SL (Mungialdea)

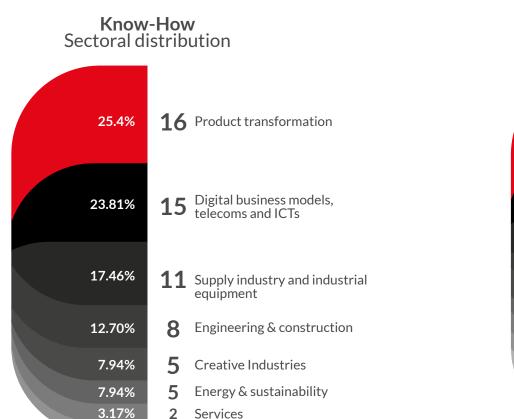
TH COMPANY

Técnicas Hidráulicas SA (Mungialdea)



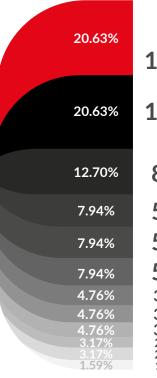
Innovative CSR Technologies and Consulting SL (Bilbao)

1.59%



Health & wellbeing

Market Sectoral distribution



- **13** Supply industry and industrial equipment
- **13** Manufacturing and assembly
- Consumption
- Energy and sustainability
- ICT, telecoim and digital business models
- Tertiary sector (services)
- Health & wellbeing
- Other markets
- Product transformation
- Tourism
- Engineering & construction Creative industries



31 applications submitted



applications approved

€44,352.68 average subsidy



Supramunicipal distribution

- **5** Durangaldea (**26.32**%)
- 4 Txorierri (21.05%)
- **3** Ezkerraldea (**15.79**%)
- 2 Bilbao (10.53%)
- 2 Eskuinaldeea (10.53%)
- 2 Nerbioi-Ibaizabal (10.53%)
- **1** Arratia (5.26%)



luseingeniería Luse Ingenieria SL (Ezkerraldea)

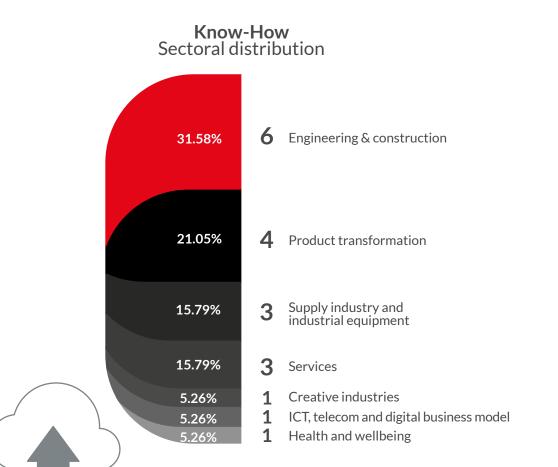
Ondoan Ondoan S. COOP. L. (Txorierri)

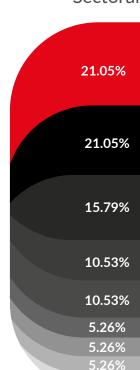


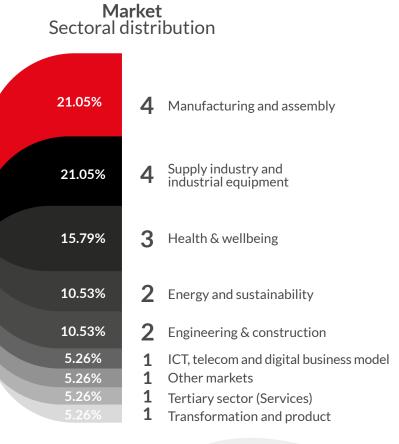
Fuchosa SL (Durangaldea)

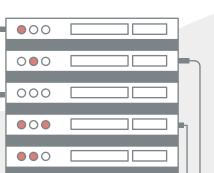


PROGRAMMES / GREEN AND DIGITAL TRANSITION /ADVANCED DIGITALISATION PROJECTS (D3)















16 applications submitted



applications approved

€30,958.78 average subsidy



Supramunicipal distribution

- **3** Durangaldea (**33.33**%)
- 2 Bilbao (22.22%)
- **1** Ezkerraldea (**11.11%**)
- **1** Lea-Artibai (**11.11%**)
- **1** Mungialdea (**11.11%**)
- **1** Txorierri (**11.11%**)



NOTABLE PROJECTS



Harri Moztu SL (Mungialdea)

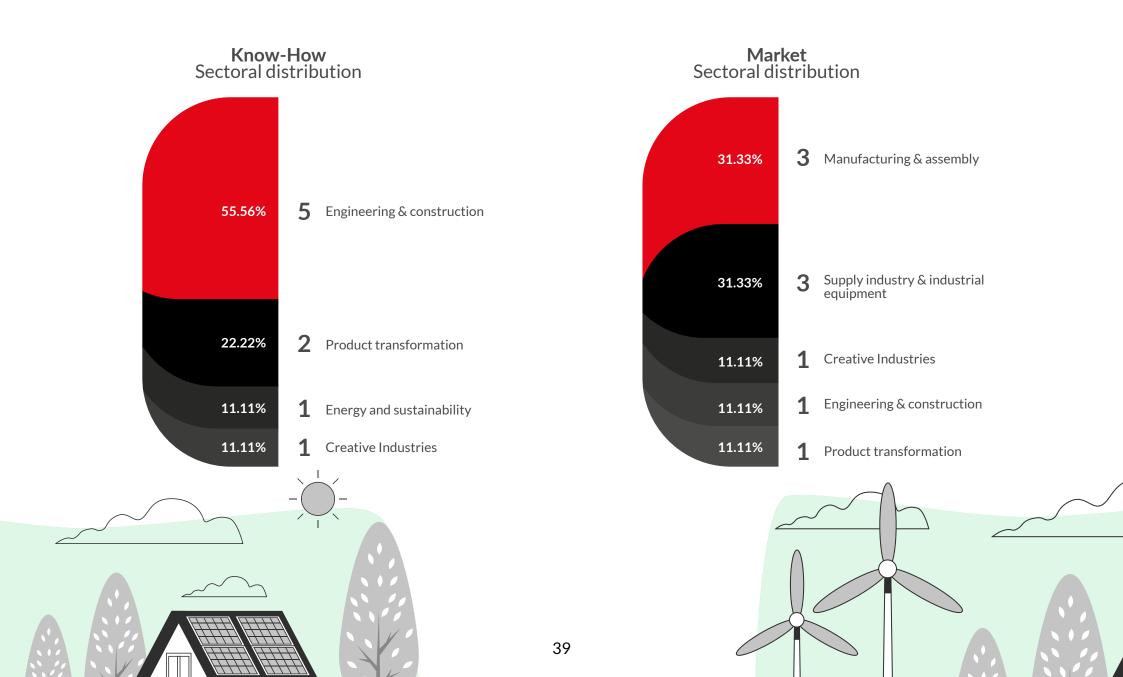


Asfaltados Olarra SL (Bilbao)



Aresar Manufacturing & Sales SL (Durangaldea)

PROGRAMMES / GREEN AND DIGITAL TRANSITION - CIRCULAR ECONOMY AND ENVIRONMENTAL INNOVATION PROJECTS (D4)



11 applications submitted



applications approved

€49,634 average subsidy

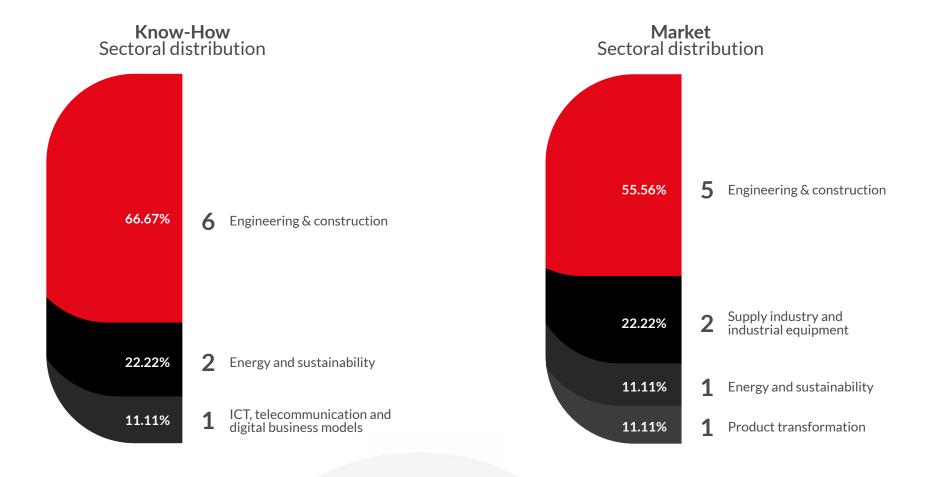


Supramunicipal distrib.

- 3 Bilbao (33.33%)
- **3** Eskuinaldea (**33.33**%)
- **1** Arratia (**11.11%**)
- **1** Durangaldea (**11.11%**)
- **1** Uribe-Kosta (**11.11%**)



NOTABLE PROJECT vicomtech. Vicomtech (Bilbao)





Skills-building programme aimed at helping companies to pinpoint new projects in the framework of the green and digital transitions 19 companies in general training session 14 companies in advanced training session Circular economy **5** companies individual assessments November and December 2023 In December: - Aluminios Eibar (Durangaldea) - Garaia S. Coop. (Mungialdea) - Manufacturas Gre SA (Mungialdea) - Nueva Herramienta de Corte SA (Durangaldea) - Polypal Storage Systems SA (Durangaldea) Digitalisation Registration opened in December 2023 February and March 2024



SERVICES / INSTRUMENTS FOR FINANCING PROJECTS AND TAX DEDUCTIONS

Type of service	2023	2022
Reasoned report for 64.bis ex-ante	39	20
Reasoned report for 64.bis ex-post	11	10
No. of reports for Tax Deductions	250	198
No. IT reports issuedNo. R&D reports issuedNo. applications invalid due to formal defects	194 53 3	126 61 11
Reports for Tax Deductions (requirements of the Treasury and Finance Department)	15*	26
No. of BI Fund Seed Capital reports	2	1
No. of Innovation Fund reports	30	17

^{*36} more applications being analysed. The rating reports will be issued in 2024



SERVICES / SUPPORT FOR THE GROWTH OF COMPANIES

Data analysis and BCAM mathematical modelling advisory services

3 participating companies:

Data analysis:	Fluid dynamics:
- Aquadat (Bilbao)	- Ventijet (Eskuinaldea)
	- Saitec (Eskuinaldea)

Intraentrepreneurship Service and New Business Models

4 participating companies:

- Composites Martiartu	- Prescripción Enfermera
(Nerbioi- Ibaizabal)	(Eskuinaldea)
- Beca Grafic (Uribe-Kosta)	- Lezama Demoliciones (Meatzaldea)

- 17 opportunity scenarios detected.
- 5 opportunity scenarios prioritised and developed.

	Scenarios Detected	Scenarios Developed
- Composites Martiartu (Nerbioi- Ibaizabal)	4	1
- Prescripción Enfermera (Eskuinaldea)	5	1
- Beca Grafic (Uribe-Kosta)	4	
- Lezama Demoliciones (Meatzaldea)	4	1

NextGenerationEU I	Funds
Refresher seminar	31 companies signed up for the session. 24 interested in being art of the VEC (Electric Vehicle & Connected) and/or Circular Economy working groups, and 100% interested in receiving the newsletter.
Sectorial WGs	VEC PERTE* 23 companies. Hydrogen PERTE: 28 companies. Circular Economy PERTE: 44 companies. AI PERTE: 26 companies. Pharma PERTE: 17 companies. Agro PERTE: 11 companies. Aviation PERTE: 7 companies. Shipbuilding PERTE: 7 companies
Reinvigorating working Groups (WG) in priority sectors	Seminars: 12 companies attended the Decarbonisation PERTE seminar.
Disseminations completed	 5 consignments of information to the VEC PERTE and 1 to the Circular Economy PERTE. 10 newsletters sent to all the companies signed up for the service.

Impact generated by participants in previous editions

5 CPM/tenders in which the following have participated and been identified through the antenna

- Izpitek Solar (Txorierri): 1

- Batura Mobile (Bilbao): 1

- Meteobit (Uribe-Kosta): 3

1 entity that has taken part and been the successful bidder in a CP/CPI tender as part of the service

- Accexible Impacto (Bilbao)



Innovative Public Procurement (CPI)			
40 participating companies in the awareness-raising session			
13 participating companies in training	pathway		
- Acustrain SL (Txorierri)	- Batura Mobile Solutions SL (pappstor) (Bilbao)		
- Viewing room 360 koop elk txikia (Lea Artibai)	- Ikerkude SL (Eskuinaldea)		
- Universal Omics SL (Mungialdea)	- Cti tecnología y gestión SA (Bilbao)		
- Easybonos SL (Bilbao)	- Fungi Biotek (Arratia)		
- Mundo Pua SL (Uribe Kosta)	- Roble App (Uribe-Kosta)		
- Fisify Technology SL (Bilbao)	- Aotech, Advanced Optical Technologies SL (Bilbao)		
- Protio Power SL (Meatzaldea)			
8 selected companies for customised	coaching		
- Acustrain SL (Txorierri)	- Fisify Technology SL (Bilbao)		
- Viewing room 360 koop elk txikia (Lea Artibai)	- Batura Mobile Solutions SL (pappstor) (Bilbao)		
- Universal Omics SL (Mungialdea)	- Roble App (Uribe-Kosta)		
- Mundo Pua SL (Uribe Kosta)	- Aotech, Advanced Optical Technologies SL (Bilbao)		
5 premium companies (actions to be im	plemented from February 2024)		



Challenges launched in 2023				
bi ok!	Maier launched on 24/4/2023	Eroski launched on 8/6/2023	Egoin launched on 10/7/2023	GovTech1: Participation launched on 18/9/2023
Infoday	11/5/2023	8/6/2023	10/7/2023	2/10/2023
No. of companies entering each challenge	4	18	3	37
No. of countries with companies entering each challenge	Germany: 1 Netherlands: 1 National: 2	USA:1 Colombia: 1 Estonia: 1 Bulgaria: 1 National: 14	National: 3	Colombia: 1 Estonia: 1 Bulgaria: 1 National: 14
No. of Bizkaia companies entering each challenge	Bizkaia: 2	Bizkaia: 4	Bizkaia: 2	Bizkaia: 9
Winning company	No proposal selected. Channel set up for future innovation conversations with Elephantech Inc, a Japanese company identified thanks to the Dutch contact.	INIT SERVICES FOR SOCIAL INNOVATION SL (Bilbao)	No proposal selected. Due to internal resource allocation reasons.	eAGORA (Ávila)



Challenges launched in 2023				
bi ok!	GovTech2: Competitiveness launched on 19/9/2023	GovTech3: Sports launched on 20/9/2023	GovTech4: Insurance launched on 21/9/2023	GovTech5: Environment launched on 22/9/2023
Infoday	3/10/2023	4/10/2023	5/10/2023	6/10/2023
No. of companies entering each challenge	28	34	28	25
No. countries with companies entering each challenge	Bulgaria: 1 National: 27	Chile: 1 Romania: 1 National: 32	Denmark: 1 UK: 1 National: 26	France: 1 Italy: 1 National: 23
No. of Bizkaia companies entering each challenge	Bizkaia: 4	Bizkaia: 10	Bizkaia: 4	Bizkaia: 5
Winning company	Whitebox (Madrid)	Wellk Software Solutions SL (Gipuzkoa)	Reclamaclick (Madrid)	Purple Blob SL (Gipuzkoa)



PROGRAMMES / OPEN INNOVATION INITIATIVES

Platform	Current status		
		projects from 19 startups during the 2022-202 1 startup of Asturias, 1 startup of Catalonia and 1	
	List of startups and monitorin	g programmes	
	ORIGIN	STARTUP	TRAIL-BLAZING COMPANY
	NAVARRA	DATEANDO	EIKA
	BIZKAIA	BUHO ELECTRONICS (Eskuinaldea)	TUBACEX
RIND	PONTEVEDRA	GEOMATICO'S COOP	VIUDA DE SAINZ
Basque Open Innovation	BIZKAIA	INNOMY (Txorierri)	MONDRAGON BDC + EROSKI
Platform I.		LOCIONETT	GESTAMP
	PONTEVEDRA	LOGICMELT	MAIER
	BIZKAIA	MADIT METAL SL (Txorierri)	VIDRALA
	OVIEDO	ENFASYS ENGINEERING	VIUDA DE SAINZ
	PORTUGAL	FOLLOW INSPIRATION	BRIDGESTONE
	BARCELONA	WIDEU	HITACHI ENERGY























taforma	Current status		
	2023-2024 data:		
	77 finalist startups 7 of which	are from Bizkaia	
	The partnership projects set up	for the Bizkaia startups are as follows:	
	ORIGIN	STARTUP	TRAIL-BLAZING COMPANY
	ENKARTERRI	BIRZIPLASTIK SL	EIKA
	ENKARTERRI	BIRZIPLASTIK SL	CELSA GROUP
	ENKARTERRI	BIRZIPLASTIK SL	CIE AUTOMOTIVE
	ENKARTERRI	QASSAY	FAES FARMA
TND	MUNGIALDEA	UNIVERSAL OMICS SL	FAES FARMA
	BILBAO	DIGITAL FACTORY CONSULTING SL	GARAY
Innovation +.	DURANGALDEA	WE ARE CLICKERS	GARAY
	DURANGALDEA	WE ARE CLICKERS	GH CRANES
	DURANGALDEA	WE ARE CLICKERS	RPK
	EZKERRALDEA	BROMALGAE SL	SENER
	ENKARTERRI	BIRZIPLASTIK SL	SERVEO
	BILBAO	GUNDO HEALTH AND FOOD SL	UVESCO
	EZKERRALDEA	BROMALGAE SL	VIBRANTZ
	DURANGALDEA	WE ARE CLICKERS	VIUDA DE SAINZ



PROGRAMMES / OPEN INNOVATION INITIATIVES

Plataforma	Current status		
BBF Bilbao Berrikuntza Faktoria Innovation Factory	HACK&DISCRUPT. 12 & 13 July Date: 12 July Venue: BAT Tower Time: 8:30 - 18:00 HACK&DISCRUPT. Hackaton No. challenges 1 Solutions submitted 4 Winning solutions 2	Date: 13 July Venue: BAT Tower Time: 8:30 - 16:00 HACK&DISCRUPT. Event of the sector Theme Sustainable finances Panels 3 Speakers 3	
	Challenge: How can greater awareness be generated of the Basque sustainable bond and our commitment to the SDGs? Challenge submitted by the Basque Government's financial policy area		
	Sign ups to challenge 28 Challenge participants 12 No. of teams 4	Number speakers 15	



SERVICES / GROWTH AND CONSOLIDATION SUPPORT SERVICES

Type of service	2023	2022
EEN Network:		
New EEN Network profiles	11	8
EEN Network partnership agreements	3	0
EEN Network expressions of interest	49	19
Cooperation Request assessment	18	9
Grant map session:		
No. companies registered	53	74
No. bilateral meetings	32	52
No. companies in bilateral meetings	12	14





SERVICES / SUPPORT FOR THE SILVER ECONOMY STRATEGY

The NIC seeks to drive the economic activity around ageing, health and long-term care, acting as a meeting point between the Public Administration, Private Sector and University, to generate new entrepreneurial and business projects as a response to the challenges raised by the population ageing.

Beaz is involved in developing the NIC Emprende (Entrepreneur) and NIC Empresa (Company).

LÍNEAS DE ACTIVIDAD DESARROLLADAS:

NIC community

- 31 member entities (29 companies + 2 agents)
- New incorporation SCOR (Tax Number: W2502785E)
- 11 companies (22 people) established in NIC coworking (61,11%).
- 33 canvassing visits for the coworking space.

Associated services

Competitive intelligence and Watch service:

- 22 newsletters: 2 monthly newsletters, Active Ageing / Social and health care
- 4 monographic reports

Coworking space services:

- -Tax advisory service: 1 information mailshot + 4 companies receiving advice
- -Advice on business model and strategy: 5 companies advised in 13 mentoring sessions
- -Social impact: 9 participating companies, 1 general workshop + 8 individual sessions

Service to attract NIC entities

- 33 entities identified and validated, 4 in process of designing pathway and attraction to set up in Bizkaia.

Open innovation

BIOK DAS challenge (11/2022-6/2023) Selected company: NTT Data.



SERVICES / SUPPORT FOR THE SILVER ECONOMY STRATEGY

Eventos NIC 2023

- 11/1: NIC Encounter. ACCIÓ and Mental Health and Ageing Cluster of Catalonia.
- 12/1: Presentation of 3rd SVIC Monographic Report: "How to Value the Opinion of Older People?"
- **13/1**: Info day Reto Biok! DAS (online format).
- **26/1**: Thematic talk: "Senior Talent, an Asset for Society".
- 7/2: NIC Encounter. Breakfast to Present New Services (established entities).
- 2/3: Thematic talk: "Opportunities in Tourism for the Social and Health Care Sector".
- 30/3: Presentation of 4th SVIC Monographic Report: "How to Overcome Loneliness in Older People?"
- 18/4: Latin-American companies immersive trip in Bizkaia ecosystem.
- 27/4: Thematic talk: "Open Innovation & Silver Economy".
- 19/5: NIC Encounter. SilverConnect.
- 25/5: Thematic talk: "The New Longer Lifespan as an Opportunity, Regardless of your Sector, Activity or Business", in conjunction with Mondragon Unibertsitatea.
- 14/6: NIC Encounter. Hamaiketako NIC to present new established entities and the EEN Network (established entities).
- 29/6: Presentation of 5th SVIC Monographic Report: "How to Develop Inclusive Models with Individuals in the Work Environment?"
- 20/7: Thematic talk: "The Importance of Activity and Physical Exercise in Older People" in conjunction with Bilbao Ekintza.
- **28/9**: Presentation of 6th SVIC Monographic Report:
- **26/10**: Thematic talk: "Cognitive Deterioration and Mental Health in the Silver Population".
- **29/11**: NIC Encounter. Community (established and member companies and SE Guide entities).
- 15/12: Presentation of 7th SVIC Monographic Report: "Artificial Intelligence for Older People: Applications and Business Opportunities".

Occupancy status of the coworking space:

- -No. startups: 9 (18 people)
- -No. SMEs: **1** (3 people)
- -No. entrepreneurs: 1
- -Total individuals: 22
- -% occupancy: **61%**





258 projects supported in programmes

142 2i projects supported

16 3i projects supported

63 IT projects supported

9 IV projects supported

19 D3 advanced digitalisation projects

9 D4 Environmental innovation and Circular **Economy projects**

Intrapreneurship projects DP (20) · CR (12)

5 7 initiatives participating in services

Companies attending Grant Map session (32 meetings)

15 R&D&i requirements deduction reports

13 companies in CPI skills-building

247 R&D&i tax deduction reports

informes Seed Capital Fondo BI

EEN Network, interacting with companies

11 new profiles

49 expressions of interest

18 cooperation requests

3 Partnership agreements

39 ex ante reports for assignment of tax credits (64 bis)

30 Innovation Fund reports

3 Companies in Data Diagnostics & BCAM service

companies in startup service

43 companies participating in Next **Generation Funds**

companies in MdN Innovation

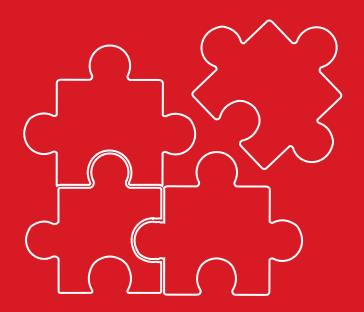
companies with Open Innovation challenges

Bind 4.0 (3 from Bizkaia) Biok (4 companies)

companies in Egokinn

ex post report for assignment of tax credits (64 bis)





3. SUPPORTING THE TERRITORIAL BALANCE

We are involved in the deployment of the economic promotion policies throughout the territory, and thus have a positive impact on supramunicipal competitiveness.

Management and Governance	 10 Executive Committee Meetings 6 Advisory Committee Meetings 23 Coordination Meetings 2 Partner Meetings 	
Technical forums & relation with agencies	6 Technical sessions held 45 Mentoring interviews 43 Assessment/justification interviews 222 Queries processed	
Annual event	Bizkaia Orekan Sakonduz (13/12/2023)	
Publications	2nd Bizkaia Competitiveness Assessment (2023), prepared in the BOSz framework ORKESTRA, Basque Institute of Competitiveness Bizkaia supramunicipal assessment, executive summary and detailed by supramunicipality.	

5 agencies of the BOSz network::

-Errota Fundazioa

-Galdakao Local Council

-BHG Basauri Etxebarri

-Ermua Local Council

-Egaz Behargintza Txorierri

Meetings of Heads of the Economic Promotion Department (DPE) (Ainara Basurko and Cristina Múgica) and the policy-makers of the agencies, municipalities and supramunicipalities. The goal was to assess together the initiatives and projects underway, and establish new challenges, opportunities and possible strategic projects for the future.

BOSz seminars and events

Agency events and work meetings:

18/1: Work meeting to present BOSz to the new agency coordinator

1/3: Presentation of Durangaldeko Ekogarapen Gunea, attended by Elixabete Etxanobe, Ainara Basurko, Arantxa Tapia and Mireia Elkoroiribe.

2/3: Launch of the 2023 Salbide Programme, organised by ADR Gorbeialde, Arrigorriaga Local Council, Errota, Lanbide Ekimenak Gernika, Leartibai Fundazioa, Urduñederra, Durangaldea Enpresa Ekimena (DEK).

27/3: Work meeting on the Sea and Board Sports initiative to prepare for CC23.

30/3: Enkarterri Group Encounter Bilbao, attended by Provincial Councillor Ainara Basurko and the Chair of the Provincial Government, Unai Rementería.

5/4: Work session as part of the 2023 Salbide Programme, organised by ADR Gorbeialde, Arrigorriaga Local Council, Errota, Lanbide Ekimenak Gernika, Leartibai Fundazioa, Urduñederra, Durangaldea Enpresa Ekimena (DEK).

21/4: Presentation pitch of the projects hosted by the Getxo Itsas Hub, the Entrepreneurship and Innovation Centre dedicated to the Sea and Board Sports Industries. Organised by Getxo Local Council.

24/4: Work meeting with DEK to compare initiatives to be submitted to CC23

5/5: Work session as part of the 2023 Salbide Programme, organised by ADR Gorbeialde, Arrigorriaga Local Council, Errota, Lanbide Ekimenak Gernika, Leartibai Fundazioa, Urduñederra, Durangaldea Enpresa Ekimena (DEK).

8/6: New Ermua TalentIC. Talent and artificial intelligence, organised by Ermua Local Council.

9/6: Presentation of the Enpresak Laguntzen Service of Egaz Txorierri.

29/6: Business forum at Comercaran, organised by Errota with support of the Economic Promotion Department and Beaz.

22/9: Work meeting with Ermua to prepare the Technical Session of the Supramunicipal Observatory.

4/10: Presentation in Busturialdea of a success story regarding the signing of the agreement between an association of an industrial estate and a local council of Meatzaldea.

5/10: Work meeting of the network's agencies and the innovation service for Suspertze Digitala. 6/10: U-BAI UP! annual event where the entrepreneurial community, companies, public administration and education centres of Urdaibai come together to learn, connect, share experiences and visions for the socioeconomic future of the supramunicipality. 11/10: Sestao Sendoa launch press conference 20/10: Enkarterri Business Breakfasts. 3/11: Sestao Sendoa launch with the participating companies. 9/11: Sail Inn Pro. Congress 9/11: Presentation of the winning projects in the Bioeconomy competition as part of the Enkarterri PEC. 9/11: B blue seminar. 20/11: Suspertze Digitala 2023 demonstration workshop **22/11**: Work meeting on the BIOK challenges of Busturialdea. **BOSz** 23/11: Workshop on generational handover in SMEs. seminars 23/11: SUSPERTZE DIGITALA 2023 Demonstration Workshop (North-West Zone). and events 24/11: B-BLUE workshop **29/11**: Workshop on generational handover in SMEs. 1/12: SUSPERTZE DIGITALA 2023 Demonstration Workshop (South-East Zone). 14/12: Conclusions of the project in the Landabaso Industrial Estate. **15/12**: Gumuzio Garapen Zentroa project comparison forum (Galdakao) 21/12: B-BLUE workshop

57 applications submitted



54 initiatives supported

€19,444.44 average subsidy per initiative / application

€57,500.00 average subsidy per agency



20 agencies with at least one initiative approved

Projects supported by theme

44 aimed at the business fabric (Type A).

• 31 in collaboration aimed at the business fabric (Type A).

10 aimed at improving the value proposal of the entity and/or strategic plans (Type B).

Themes of the submitted projects

Type A:

- Business cooperation
- Revitalisation of economic activity spaces.
- Innovation.
- Sustainability
- Opening up new markets/customers.
- Digital Transformation.
- Sectorial (Blue economy).

Type B:

- Governance models.
- Fabric assessment / census.
- Supramunicipal strategic plan for infrastructures.
- Designing economic activity spaces.
- Other initiatives to bolster the value proposal.

103
applications submitted

100 AR - 3 AS



99 applications approved

96 AR - 3 AS



AR+AS

Supramunicipal

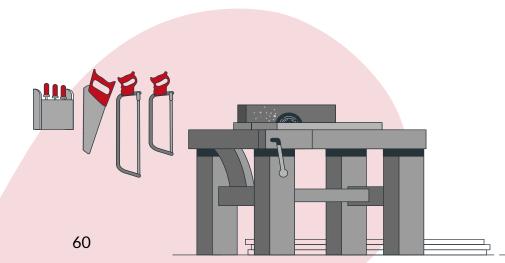
distribution

- **44** Bilbao (**45.8**%)
- **14** Durangaldea (**14.6**%)
- 8 Ezkerraldea (8.3%)
- 6 Busturialdea (6.3%)
- **6** Eskuinaldea (**6.3**%)
- 4 Nerbioi-Ibaizabal (4.2%)
- 4 Uribe-Kosta (4.2%)
- **3** Lea-Artibai (**3.1**%)
- **3** Mungialdea (**3.1**%)
- 2 Arratia (2.1%)
- **2** Enkarterri (**2.1**%)
- **2** Meatzaldea (**2.1**%)
- **1** Txorierri (**1**%)

Average subsidy

€3,004.67 AR

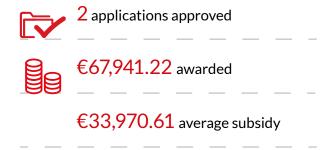
€28,369.19 AS

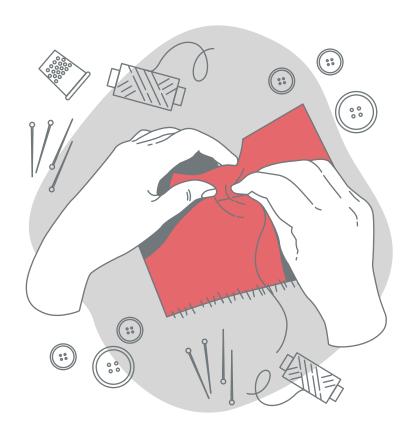


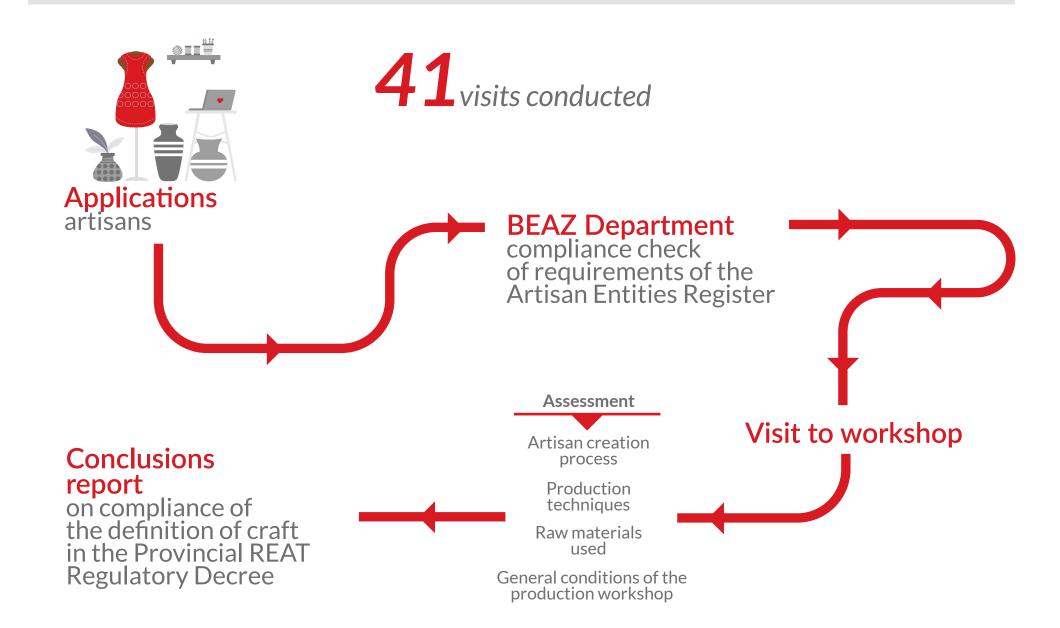
Projects submitted by artisans (AR)



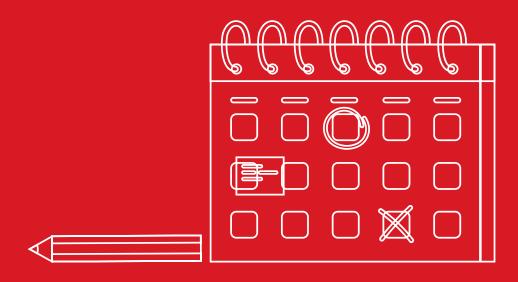
Projects submitted by associations (AS)











4. INITIATIVES



315delegates
(W: 133 M: 182)

200 companies









BIZKAIA OREKAN SAKONDUZ FORUM

92 delegates

Bizkaia orekan sakonduz

30

No. mayors, councillors and heads of agencies

26

BOSz network agencies

36

Other stakeholders and organisations: supramunicipal



Reports produced for the event:

Supramunicipal assessment of Bizakaia (executive summary).

Supramunicipal assessment of Bizakaia (broken down by supramunicipality).

Session agenda:

Opening by the Chair of the Provincial Government, Elixabete Etxanobe BOSz presentation video.

Panel: Taking stock of the BOSz network 2020-2023: working to ensure the competitiveness of the municipalities and supramunicipalities of Bizkaia (Participants:

Bermeoko Udala, Errota Fundazioa, Meatzaldeko BHG, Bizkaiko Foru Aldundia).

Interview with the Provincial Councillor for Economic Promotion Ainara Basurko: BoSz Challenges and Commitments 2023 - 2027.



The positive impact of the tax incentives to attract media productions, investments and companies to the city and Bizkaia is now a reality; that is proof of the effectiveness of Provincial Legislation 9/2022 of Bizkaia Provincial Government that came into force on 1 January 2023. Bilbao Bizkaia has thus gained positioning and reputation as a competitive destination in the Spanish State as a whole.

Lemoiz Bakio Ibarrangelu Sukarrieta Lekeitio Busturia Mendexa Kortezubi Muskiz Errigoiti Ondarroa Portugalete Aulesti Ortuella Sestao Morga rapagarán Markina Lezama Barakaldo Larrabetzu Etxebarri Bilbao Galdakao Etxebarria Karrantza **Amorebieta** Güeñes Zalla Arrigorriaga **Iurreta** Balmaseda Ugao-Miraballes Arrankudiaga Durango Abadiano Dima Atxondo Orozko Zeanuri

269 No. projects approved 151 Projects 1026 days' filming

107 Basque Country

76 Basque Country

94 Spain

47 Spain

68 International

28 International









Dweek 2023: 16 November to 26 November.

The BBDW (Bilbao Bizkaia Design Week) is the main design event in the Basque Country and a highlight on the calendar in Spain. The 2022 and 2023 BBDWs, curated by ColaBoraBora, focused on listening and contributing to the setting up of the design and creativity ECO-SYSTEM in Bilbao-Bizkaia, with the emphasis on innovation and cooperation. The goal is to showcase Bizkaia's creative stakeholders, highlight their diversity (types, sectors, track records, etc.) and to foster symbiotic and mutual relations, both between the creative sectors as such and other social and economic areas.

BBDW23 was focused on the idea of SYSTEM, ARTIKULAZIOA; a strategic design and structuring exercise was proposed to look for patterns, adaptative actions and connections

Data

- 47 events
- 6 exhibitions
- 36 programmers
- 29 venues
- 7,129 delegates

Programming

- 19 conferences / talks
- 15 professional forums
- 13 exhibitions / installations
- 5 fairs / festivals
- 7 workshops
- 5 visits / routes

Online impact

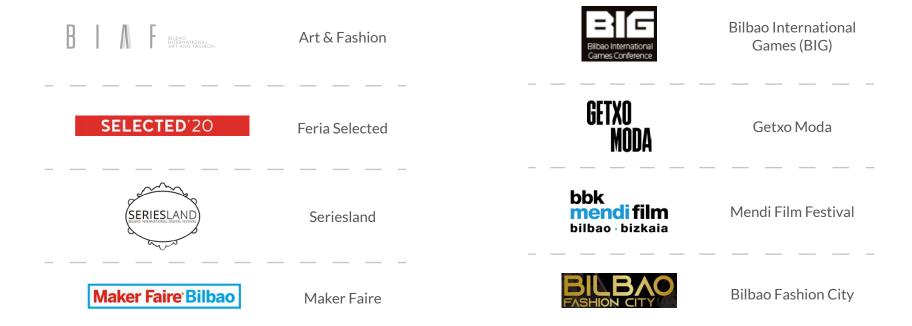
8,418 followers

5,000 #BBDW23 mentions

420,000 social media reach



INITIATIVES SUPPORTED IN 2023 IN THE CREATIVE BIZKAIA FRAMEWORK







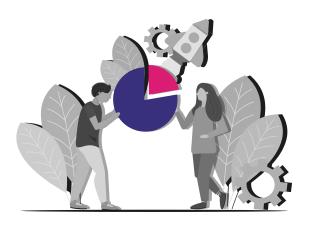
b-venture17-18 oct 2023

On 17 and 18 October, the VIII B-Venture, the investment forum organised by El Correo, was held at the Euskalduna Conference Centre in Bilbao. Bizkaia Provincial Government took part as a sponsor and BEAZ as an associate.

The selected companies had their own stand, received training and presented their projects to the investor groups onsite at the event.

Beaz involvement:

Selecting the startups shortlisted to take part in the event (13 from Bizkaia out of the 24 finalists from all over Spain). For the fifth year running, Beaz was one of the coordinators of the 6th BIC START UP DAY and participated in the presentation of the four shortlisted companies, two of which were from Bizkaia.



•13 dof the selected startups were from Bizkaia. Bromalgae (Ezkerraldea) Delikatetxe (Durangaldea) Ditto Educación SL (Bilbao) Grabit (Bilbao) Hydrogen On Site SL (Txorierri) Landatu Solar (Bilbao) Oreka Circular Economy (Eskuinaldea) Poly Rewards (Bilbao) Roseo Eolica Urbana (Ezkerraldea) Sagenso (Bilbao) Smartur (Nerbioi-Ibaizabal) Suacara Lighting SL (Bilbao) Universal Omics SL (Mungialdea)

24 startups taking part.



TRADE FAIR PRESENCE AND PARTICIPATION

Food4Future 23-25 April



- Beaz presence and coordinating DFB own stand.
- BIOK! challenge presentation with Eroski: How can digital solutions be obtained for sustainable and healthy life styles tailored to the individual?
- Special focus on attracting companies from outside Bizkaia: 13 meetings.
 - MLean

- Hedonix Bioscience
- MOA Foodtech
- AG Funder (VC)
- Green & Great
- BIOQ Microelectronics
- Las Jellys
- Gringrin Foods
- Carnicasoft
- Ingredalia
- Cultzyme
- Urtech

- Wevo





- Own Beaz stand.
- Presentation: 42 Urduliz, the innovative training that prepares you for the new digital professions. (Estibaliz León, 42 Urduliz team).
- Presentation: Description of the Bizkaia Provincial Government's grant programmes for the digital transition of companies (Javier García Barcina and Eneko Zalbidegoitia).







AGREEMENT WITH WISE GUYS STARTUP

Thanks to the agreement signed between Bizkaia Provincial Government, through Beaz and Seed Capital, and the Estonian accelerator Startup Wise Guys (SWG), 2023 saw three international acceleration programmes ran in BAT, two editions of the SaaS startup programme and one of the Cybersecurity programme.

During the year, 3 of those startups have set up in Bizkaia Cyber Struggle (Turkey), PhaseInvest (Germany) and Ciclogreen (Andalusia). Negotiations are well underway with another 3.

Finally, from 4 to 6 October, Startup Wise Guys held in Bizkaia its annual meeting with investee startups, #SWGGetaway2023, with the participation of over 200 startups.



SaaS 1

STARTUP	ORIGIN
Senkrondata	Turkey
NeuCurrent	United Kingdom
Interview AI	Singapore
Crono	United Kingdom
HealthPhy	Estonia
Simplisales	United Kingdom
Crex Capital	Germany
Ciclo Green	<u>Spain</u>
BlueAuditor	<u>A</u> ust <u>ri</u> a
Cubed	Austria

Ciberseguridad 1

STARTUP	ORIGIN
Argos Cloud Security	Australia
Cyber Struggle	Estonia
LetsData	USA
Sealit	United Kingdom

SaaS 2

STARTUP	ORIGIN
Rating Captain	Brazil
Useflow	Estonia
Glassity	L <u>ithuan</u> ia
Tabelo	London
Platter	<u>Ukraine</u>
SelectAM	Finland
Chatty Insights	<u>S</u> pa <u>in</u>
ExamenExam	Spa <u>in</u>
Gaddex	Spain
Doflo	United Kingdom
Biteful	Finland



In 2023, work on the Innovation Bridges initiative was carried out with the ecosystems of Jyväskylä (Finland) and Austin (USA). The aim is to connect both ecosystems with Bizkaia, by means of regular project exchanges; Beaz's twofold interest is to generate business in those ecosystems for the startups of Bizkaia, while seeking to attract startups for their development and expansion in the province.

In 2024, missions from both ecosystems (1 from Jyväskylä + 2 from Austin) are expected to visit Bizkaia



Mission to Jyväskylä with Business Jyväskylä (September 2023).

Participants:

- Kimet Sport (Eskuinaldea)
- Universal Omics (Mungialdea)
- Fisify (Bilbao)
- Isauki Foods (Eskuinaldea)
- Innomy (Txorierri)
- Active Parks (Nerbioi-Ibaizabal)



Mission to Austin with Q-Branch (November 2023).

Participants:

- Motmo (Bilbao)
- Odei (Bilbao)
- Nymiz (Bilbao)
- Nantek (Eskuinaldea)
- Levitty (Bilbao)

Missions with Bizkaia startups





SOUTH SUMMIT BILBAO BIZKAIA

South Summit Bilbao Bizkaia is an exclusive 2-day network event, specifically designed for leaders and decision-makers in the Industry 4.0, Energy Transition and Mobility sectors.

Agenda 23 November	Agenda 24 November
The multiplying effect of sustainable construction by James Arbib	Investment opportunities of a net zero economy by Owen Reynolds
Fostering collaborative ecosystems	
Bizkaia opportunities for startups	How companies are leading innovation
Building bridges between regions	Business innovation: Collaborate to innovate
Driving the future: Green and renewable energy	Smart ecosystems and humans Self-learning and human focused
Decarbonising our economy	Meet the Startups 3
The next era of mobility: Smart and clean	The future of Industry X.0
Meet the Startups 1	The future of mobility
Advanced manufacturing and supply chain	Meet the Startups 4
Industrial companies based on data	
Meet the Startups 2	

Register figures:

- Startups: 93

- Corporations: 87

Visit to the Innovation Centres and to the Fine Arts Museum

- Investors: 26

270 delegates





AGREEMENT WITH SEOUL BUSINESS AGENCY



After over a year of contacts, an agreement was signed on 23 October 2023 between Beaz and the Seoul Business Agency. The agreement envisages, inter alia, both territories sharing open innovation initiatives, the connection with the Seoul Startup Hub (initiative similar to BAT) and, in particular, the development of a softlanding programme for Korean startups in Bizkaia.





The first Europe Market Entry Softlanding Programme was held in October 2023; 4 Korean startups thus worked in Bizkaia for a month to learn about the setting and preparing a possible expansion in Europe.

- Funble (Fintech)
- Bluegold (Energía)
- Roboarete (Foodtech)
- Tinywave (Industria 4.0)



EVENTS HELD AT BEAZ HEADQUARTERS

Evento	Fecha de celebración	N° asistentes
Andrekintzailea	20 January	15
Andrekintzailea	27 January	14
Andrekintzailea	3 February	17
Andrekintzailea	10 February	18
Andrekintzailea	17 February	18
Andrekintzailea	24 February	22
Andrekintzailea	3 March	22
Andrekintzailea	10 March	20
Andrekintzailea	17 March	20
Eurobasque Assembly	21 March	50
Andrekintzailea	24 March	16
UPV Debate Association, Pre-MEU Basque Country	24 March	70
Andrekintzailea	31 March	17
Andrekintzailea	21 April	15
Andrekintzailea	28 April	14
Andrekintzailea	5 May	10
Andrekintzailea	12 May	11
Briefing on official recognition of foreign professional qualifications in the Basque Country	30 May	9

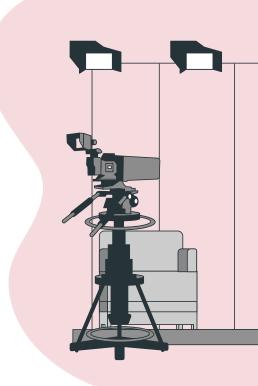
Evento	Fecha de celebración	N° asistentes
Andrekintzailea	2 June	13
Andrekintzailea	9 June	14
Andrekintzailea	16 June	31
Andrekintzailea	6 October	17
Andrekintzailea	20 October	23
Andrekintzailea	27 October	21
Andrekintzailea	3 November	24
Andrekintzailea	10 November	20
Andrekintzailea	17 November	20
Fluidex General Meeting	30 June	46
Women Entrepreneurs Exhibition	16 October	12
Bicicleta Bridgestone Presentation	30 October	13
Design Week Exhibition Navarra Architecture Models	15 November	40
Andrekintzailea	1 December	17

689 People attended



DISSEMINATION ACTIONS IN AUDIOVISUAL MEDIA

Comunication	Tele 7	
Bihar Home (Bilbao)	3 March	Héctor Olabegogeaskoa
Biometriks (Txorierri)	8 March	Nagore Fernández
Drone by Drone (Durangaldea)	15 March	Ander García Barroso
Yuit (Enkarterri)	31 March	Mireia Muñiz
Gloop (Bilbao)	12 April	Marta Maneja
Kuvu (Bilbao)	26 April	Eduardo Fierro
Isauki (Eskuinaldea)	10 May	Milos Dukat
Trison Necsum (Eskuinaldea)	31 May	Mikel González
Lou Ingeniería (Ezkerraldea)	7 June	Sergio Loudeiro
Vostok Ventures (Bilbao)	21 June	Rachel LesSLar
Suacara Lighting (Bilbao)	19 October	Asier Muinelo
Koalak Studios (Bilbao)	26 October	Alba Vidal
Orfebrería Creativa (Bilbao)	23 November	Alicia Pérez Aguera
Worldpats (Eskuinaldea)	30 November	Ángela Blanco
VRainHat	14 December	Gorka de la Red
Nahiarte	28 December	Ana Urgoiti





DISSEMINATION ACTIONS IN AUDIOVISUAL MEDIA

Comunication	Onda Vasca	
Didaktiker (Bilbao)	13 March	Entzi Zubiri
Al Labs (Bilbao)	27 March	Taig Mac Carthy
Emen4Sport (Eskuinaldea)	11 April	Andoni Igartua
Ositos con alcohol (Bilbao)	25 April	Ander Méndez
Innomy (Txorierri)	8 May	Juan Pablo De Giacomi
Aotech (Bilbao)	22 May	Iker García
Code Contract (Bilbao)	5 June	Sergio Gallastegui
Mugikon (Nerbioi-Ibaizabal)	19 June	Mikel Urbano
Landatu Solar (Bilbao)	3 July	Cristian Martin
Mikrobiomik (Txorierri)	17 July	Juan Basterra
Idein IT (Ezkerraldea)	11 September	June Rueda
Sensalus (Bilbao)	25 September	Jorge Fernández
Universal-Omics (Mungialdea)	9 October	Matxalen Uriarte
Oreka (Eskuinaldea)	23 October	Denis Ugalde
Cloudtainer (Bilbao)	6 November	Francisco Valderrama
Triwuu	4 December	Eduardo Climet
Fit Learning (Eskuinaldea)	11 December	Guillermo Gredilla
Grabit	18 December	Alberto Gomez





PARTICIPATION ON JURIES AND COMMITTEES

Jury for Santander Awards and Chamber of Commerce Award for 2023 Bizkaia SME of the Year.

Recognition of the performance of small and medium-sized enterprises in local job creation and wealth.

- Jury assessment and meeting: 20 June.
- Prize ceremony: July

Jury to select the projects for the Enkarterri Contest - BASQUE BIODESIGN CENTER.

Contest of innovative initiatives to drive the bioeconomy in Enkarterri.

- Jury assessment and meeting: 26 June.

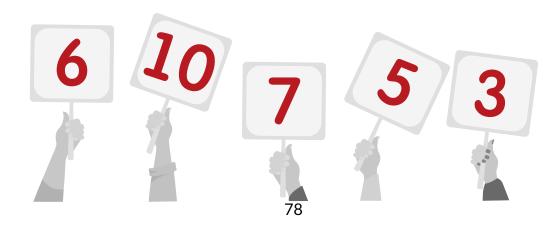
Jury to select the companies participating in BVENTURE 2023.

- Jury assessment and meeting: 5 July.
- Event: 17 & 18 October.
- Selecting BIC START UP DAY companies.

Jury UPV/EHU "THINK BIG" Awards.

This business ideas contest seeks to foster the entrepreneurial spirit among the university students of the Bizkaia Campus, with the aim of their developing commercially viable services and products

Committee: 22 July.Prize ceremony: 5 July.





PARTICIPATION ON JURIES AND COMMITTEES

Jury for 2022 DIGITALTEK Awards

Recognition of the performance of small and medium-sized enterprises in local job creation and wealth

- Jury assessment and meeting: 6 & 24 October
- Prize ceremony: 27 November

HANDIRA-JO:

- Contest to choose the best UPV/EHU PhD dissertations with the possibility of being a business project.
- Jury assessment and meeting: 30 November.
- Prize ceremony: 18 December.

MBAe3 Master's Thesis Presentation Sessions

- UPV/EHU Master's Degree in Entrepreneurship and Business Administration (October).







URDULIZ
Bizkaia
Fundación Telefónica

Visits received at Urduliz 42

119 companies

414 persons

Current status of the campus

438 students

— 85% from Bizkaia. — 20.5% women.

Pools

4 (February/May/July/October)







Joint initiative of **Deusto University and Bizkaia Provincial Government**, which seeks to identify and attract Latin-American talent to the province. That talent can help to drive and accelerate areas of innovation of the leading companies of Bizkaia.

It has a total of **11** universities, 2 of which signed up in 2023. They are from Argentina, Brazil, Chile, Colombia, Ecuador, Guatemala, Mexico, Peru, Uruguay and Venezuela.



Support in attracting trail-blazing companies to incorporate talent from the network in the 2023/2024 edition.

- -Initial selection of 103 companies to be told about the initiative.
- -Individual meetings with 31 companies with potential interest, 14 of which submitted an application.
- -60 applications from people interested in taking part in the programme.
- -The incorporation of 8 people, in 7 Bizkaia companies (2 of which are startups) was formalised.

-

Profile: 7 men and 1 women.

Origin: 3 people from Argentina, 2 from Mexico and 3 from Colombia, Uruguay and Peru.

Entidad - Empresa	N° de personas incorporadas
Artetxe	1
Dative	1
EIT Food	
RKL Integral	11
Sener	1
Tamoin	1
Tecnalia	2

A2 grant map newsletters 44 CPI opportunities newsletters 10 Next Generation newsletters 22 NIC newsletters 2 internal watch newsletters







RELATIONSHIP WITH BIZKAIA COMPANIES

contacts made

assessment

BEAZ projects and services

project monitoring

retention

Recruitment

Other stakeholders

collaborations with new Beazkideak in 2023

Bilbao

Eskuinaldea

Ezkerraldea

Arratia

 Durangaldea Txorierri

 Meatzaldea Nerbioi-Ibaizabal

4 Mungialdea

2 Busturialdea

2 Lea-Artibai

2 Uribe Kosta

DP programm

CR programm

BC programm

IS programm

3l programm

23 21 programm

IT programm

IV programm

D3 programm

 Other (incubators) visits to companies

assessment

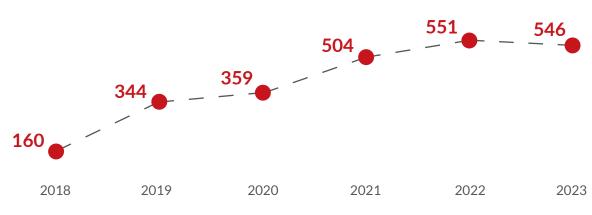
project monitoring

retention

88 recruitment

BEAZ projects and services





Evolution of visits to companies



WE CAREFULLY MONITOR THE EVOLUTION OF OUR CUSTOMER COMPANIES AND ENTITIES

- Greater knowledge of Bizkaia companies
- Possibility to anticipate their requirements
- Adaptation of our value offer



+600 startups

WE MONITOR



Activity and target market sectors



Value proposal and technology



International markets



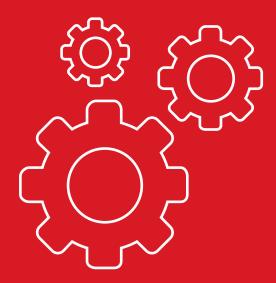




Turnover evolution







2023 BEAZ ACTIVITY SUMMARY





727

cases assessed

93 DP 30 BC 113 IT 57 CC 35 CR 20 IS 11 IV 103 AR+AS 1 DI 22 3I 31 D3 1 AZ 194 2I 16 D4 569

companies and entities participating in programmes

Single applicants to any of the programmes (individuals, companies or associations).

442 (528 projects)

companies supported in programmes

89

companies in incubation spaces

17 Zitek10 Deustokabi23 Bic Bizkaia20 Bic Ezkerraldea7 Design Kabi1 BFF Fintech

11 NIC

355 events held

321 Incubation spaces **32** BEAZ Spaces
Bizkaia company 2023

Bizkaia Orekan Sakonduz Bizkaia Investment Forum

906

initiatives submitted to services *

742

Bizkaia initiatives submitted to services

594

companies participating in services

430 (549 initiatives)

Bizkaia companies participating in services

2,447 contacts with companies and stakeholders

727 Assessment

320 Project Monitoring

307 Retention

261 Recruitment

739 BEAZ projects and services

93 Other stakeholders

2 new actions launched

Innovation Bridge:

- Jyväskylä - Austin

* 35 PAE + 17 Prestaekin + 6 Mentoring + 5 Beaz Acceleration Programme + 15 Investment rounds training + 7 Investment forum + 28 Attracting startups + 22 Financing startups + 81 EEN Network + 53 (Bizkaia: 51) Grant map seminar + 19 Egokinn + 43 (Bizkaia: 42) Next Generation EU Funds + 4 EIC Accelerator + 3 BCAM + 4 In. MdN + 13 CPI + 177 (Bizkaia: 40) BIOK + 9 (Bizkaia: 3) Bind 4.0 + 247 Tax deductions + 15 Treasury and . Finance Department + 39 64bis ex ante + 11 64bis ex post + 30 (Bizkaia: 12) Innovation Fund + 2 BI Fund + 10 Establishments + 5 Innovation Bridges (Austin) + 6 Innovation Bridges (Jyväskylä).



