



finanziaconnect

ABOUT FINANZIACONNECT

Finanziaconnect seeks to be the main link between UK & Spanish investors, providing the ground to develop strong relationships to increase cross border investments and open new business opportunities for startups to scale.

The Business Angel market in the UK has raised over 1.5 billion in investment for tech startups and is three times the size of Spain, the number of exits is also 5 times larger and it has an extensive network of organized investors now facing Europe to allocate part of their funds. Meanwhile, Spain is attracting important International VCs to its rapidly growing startup investment market, with hugely skilled tech developers at competitive cost and a vibrant ecosystem with good connections and experience with Latin America.

Finanziaconnect is determined to join this winning combination by strengthening ties between UK & Spanish investment community. UK is the hub of Europe's entrepreneurship and to connect UK with other European ecosystems is an important step towards creating global STARTUPS.

Connecting the Business Angels of Spain with their UK counterparts, through co-investment in startups is essential for European startups to compete on a global stage with startups coming out of Silicon Valley or New York. That's why FINANZIACONNECT was founded, focused initially on promoting investment of UK Business Angels in Spanish startups as the first step towards the creation of strong cross border bonds that will provide great competitive advantages to entrepreneurs and investor both from Spain and UK.



WHY CONNECT?

WHY SPAIN?

Growing Investment

- 1** Spain's startup ecosystem has grown rapidly in the last 5 years and has still great potential with new funds set to back startups over the next years.

2 Strong Public Sector Support

Continuous support to startups and innovation, injecting money both to startups and VC funds.

3 Important Exits are Emerging

- 3** One of the past weaknesses begins to fade as important Spanish startup exits start to set in.

LatAm connection.

- 4** Incredible access to markets as Spanish startups tend to grow internationally through Latin America. Tap into CEOs and investors have experience in these markets.

Good talent & low cost of living.

- 5** Low cost of living, huge talent, connections with Latin America and great weather and culture is attracting startups to setup there tech teams in Spain

6 Growing Foreign Investors in Spanish Startups

44 International VCs present. And not just any International VCs, Accel, one of the most powerful Venture capital funds worldwide placed 5 of their last year's 15 investments in

WHY UK?

- 1 Largest Business Angels market in Europe.**
Over 1.5 billion pound market attracting startups from all over Europe.
- 2 Growing Investment of the British Business Angels outside the UK.**
Experienced market. British Business Angels are not limiting their opportunities and are seeking opportunities beyond their borders.
- 3 Access to the English speaking markets.**
Close relations with US and Commonwealth countries, UK investors and startups provide experience to grow internationally in these important markets.
- 4 Improved access to potential EXITS. Greater profitability for all investors.**
UK has 5 times more exits than Spain and exits are key to investor profitability.
- 5 Expand network of international contacts.**
Tap into more experienced and internationally present players.
- 6 Better to be a Global Positioning Startup.**
Startups with well positioned in Spain & UK provides the basis of a global Startup.



**WHO'S BEHIND
FINANZIACONNECT**

TEAM



[Ivan Garcia Berjano](#)
CEO at Finanziapyme.



[Aurelio Jiménez](#)
Development Director at
INCYDE Foundation



[David Fidalgo](#)
Managing Director
at Coontigo



[Antonio Osorio](#)
Business Dev. & Startup.
Teacher, communicator
and investor.

PARTNERS & ASSOCIATES



Spain Startup's main mission is to gather the greatest innovations from Southern Europe & Latam and connect them to some of the regions' largest customers and investors. They do this through The South Summit, an annual gathering of Southern Europe and Latam's top talent. With more than 12.500 attendees, including 6,300 entrepreneurs and 650 investors, South Summit has become one of Europe's most relevant startup up events.



Fundación INCYDE (Instituto Cameral para la Creación y Desarrollo de la Empresa) is an institution created in 1999 as an initiative of the Chambers of Commerce, dedicated to the promotion and training of entrepreneurship. INCYDE are organisers of important startup events and such as The South Summit, where they are co-organisers alongside Spain Startup.

Inspired by the entrepreneurial spirit of the Chambers of Commerce, INCYDE plays an educational and structural role across the 96 business incubators across Spain making this the largest network of incubators in Europe. During 2 years with possible extension for another year, startups may be installed in any INCYDE business incubator, scattered throughout the country.

PARTNERS & ASSOCIATES



Finanziaconnect is member of AEBAN, the Association of Business Angels Networks of Spain. Established in November 2008 under AEBAN's main mission is to promote the activity of Business Angels and Business Angels networks in the Spanish territory.

Currently AEBAN associates unite a total of 33 networks of Business Angels headquartered in 11 autonomous regions. These networks in turn account for nearly 2.000 investors last year mobilizing funds amounting to € 40 million.



The UK Business Angels Association (UKBAA) is the national trade association representing angel and early stage investment in the UK with over 15,000 individual backers and 180 early-stage investment funds. UKBAA members include angel networks, syndicates, individual investors, early stage VCs, equity crowdfunding platforms, accelerators as well as professional advisers and intermediaries.

Finanziaconnect is a member of the UKBAA and will be actively present at its Winter Investment Forum as an exhibitor.

PARTNERS & ASSOCIATES



SociosInversores is pioneer in Equity crowdfunding and leader in the Spanish speaking markets providing entrepreneurs and businesses with the capital they need to grow thanks to an extensive network of investors. SociosInversores have received many prestigious awards such as the Spain's National European Business Awards 2014 and Best Website Award 2013.

ASCR^I

ASCRI is the Spanish Association of Venture Capital, founded in 1989 a non-profit organisation representing the Venture Capital & Private Equity industry in Spain. ASCRI groups almost 100 national and international Venture Capital & Private Equity funds and more than 50 service providers, promoting and ensuring professional standards among its members: transparency, best practices and good governance. This organisation represents Venture Capital & Private Equity industry to authorities, government institutions, investors, entrepreneurs and media, communications issues and provides updated statistics regularly.

ASCRI will be present at the Finanziaconnect Investment Forum with three selected VCs presenting 3 of their best startups.

PARTNERS & ASSOCIATES



Since its foundation in 2011 up to the completion of its fund in 2014, Mola has invested approximately 4 million euros in 70 startups, contributing resources to their entrepreneurs to pursue their business goals and growth. Currently Mola's team does not seek new investment opportunities and is focused on helping and supporting their current holding.



Demium is an Internet business incubator where startups created from scratch, when there is not even an idea nor a team. To do this, we identify business ideas based on successful models in other countries and market trends and we provide motivated and talented entrepreneurs who want to develop them according to its our own Lean Startup based methodology. Demium accounts for 22 startups over the last years.



Bbooster is the first accelerator in Spain to boost projects based on Internet and smartphone apps with the goal to equip startups with scalability, visibility and help them with user acquisition to eventually take advantage of this traction and our relationship with Business Angels and investors to get funded. Spain's only accelerator with "regulated Venture Capital Fund" has created its second investment fund with the support of FondICO. Founded in 2010, accounts for more than 50 accelerated companies y that invoiced over 10 million euros in 2014.

PARTNERS & ASSOCIATES



The aim of Conector is to help, support and accelerate projects focused on internet, mobile devices and technologies able to scale worldwide. Conector's main value is that all partners are successful entrepreneurs coming from different sectors where they have a wide proven experience. Their method is based on marketing, sales and business development.

Wayra is a Telefonica backed digital business accelerator. They offer seed-funding, coaching & mentoring, incredible work-space, global network of Wayra Academies, fast-track access to future funding and the potential to unlock the power of 300 million Telefonica customers globally. Wayra has accelerated 67 Startups with an average investment of 472K€ each and getting 17M€ from third parties.



ITnet Group is one of the main spanish Internet holdings that establishes new business ventures and invests in companies of the Telecommunications, Internet, Media and Entertainment (TIME) sector. The company was founded in 1996 and holds nowadays 7 startups and takes part in the finance of 16 external startups.

PARTNERS & ASSOCIATES



Bullnet Gestion is specialized in technology projects and currently manages two venture funds:

Bullnet Capital I was launched in 2002 with a capital commitment of € 18 million. The fund is fully invested.

Bullnet Capital II is operational from October 2007 and targets commitments of € 30 million.

Nauta Capital is a Venture Capital firm investing in early stage technology companies. Main areas of interest include B2B Software propositions, disruptive Digital Media companies, and enabling technologies for Mobile and the Internet. Nauta has \$260 million under management and invests in Western Europe and the USA. It has presence in London (UK), Boston, MA (USA), and Barcelona (Spain).



PARTNERS & ASSOCIATES



Caixa Capital Risc, the venture capital division of one of Spain's biggest Banks, invests in the early stages of innovative startups. In 2004 La Caixa launched a set of initiatives and specific funds to facilitate financing to companies, depending on the sector and the stage of development.

Currently, Caixa Capital Risc manages €160M (\$179M). It invests in companies with a global vision, keeping the focus on perceived emerging sectors: technology, digital industries, technologies for industry and life sciences.



London & Partners is the official promotional company for London. They promote London and attract businesses, events, congresses, students and visitors to the capital with the aims to build London's international reputation and to attract investment and visitor spend, which create jobs and growth.

During the period 2011 till 2015, L&P has helped 954 overseas companies to set up or expand in London, created 28.000 jobs and attracted more than £873 Million to London's economy.

SPEAKERS



Javier Ulecia is President and CEO of Bullnet Capital, one of the firsts to specialize in technology projects that currently manages two venture funds. Javier is also Presidente of ASCRI – The Spanish Venture Capital Association.

Aquilino Peña, is partner and founder of Kibo Ventures, an early stage VC that invests in high-growth companies and Internet and mobile based businesses. Kibo has recently announced the launch of its next fund of 60-80 million euros to invest in Series A and continue the success of their first fund that invested in 28 companies.



José Martín Cabiedes, which together with his brother Luis are probably the most renowned early stage investors, commencing their activity back in 1998 as business angels to go on to found Cabiedes & Partners. Since 2009 Cabiedes and Partners have invested in over 50 companies.

Rodolfo Carpintier has been involved with Internet over the last 27 years, well before the Web as we know it today. He is a serial entrepreneur and founder of Digital Assets Deployment, an Internet and high technology incubator with 25 investments. He also is frequently invited to participate at conferences about the evolution of the online business model since he started, back in 1982.

SPEAKERS



Jenny Tooth is the CEO of the UK Business Angels Association, the trade body for angel and early stage investing. Jenny has been providing strategic support, cheering policy and interfacing with Government, as well as developing the trade body's major annual events.

Evan Schoenbach is an Early Stage Tech Investor at Mosaic Ventures, which is investing a \$150 million fund in founding teams that are fundamentally reshaping big markets. He is also a passionate entrepreneur, programmer and venture capital analyst.

James Cameron is an Early stage investor at Accel Partners. They are focused on software firms, security, Internet and financial technology.

Paul Dowling is the CEO and founder of Dreamstake, which is a major funding platform for tech startups. Their vision is to democratise the whole tech startup process by harnessing the web to link entrepreneurs with the support and funding they need.

Gary Stewart is the Director of Wayra UK. Proactive entrepreneur, Gary is also the former director of Wayra Spain, overseeing academies in both Barcelona and Madrid and helped Spanish start-ups to raise more than \$13 million over the last 18 months.

Mike Sotirakos is CEO and co-founder of Watershed Entrepreneurs Ltd. The company is seeking to re-define the free market by fuelling a paradigm shift from a transactional economy to a relational economy based on trust.

A blurred background image of a conference room. A woman in a dark jacket is standing on the left, presenting to an audience. The audience is seated in rows, facing away from the camera. A large screen in the background displays a presentation slide with text and a blue box. The overall scene is a professional investment forum.

FINANZIACONNECT INVESTMENT FORUM

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Thursday 3rd March. *Google Campus London.*

17.30 Welcome

17.45 Finanziaconnect Aims & Goals

18.00 Spain: Opportunity for UK Investors & Startups. Discussion Panel.

18.30 UK: Opportunity for Spanish Investors & Startups. Discussion Panel.

19.00 Spain Presents. Spanish organisations, venture capitalist, investors, accelerators, present themselves and the startups they back and support.

20.00 Presentaciones UK. *UK investors and Venture Capitalist present the startups they back and support.*

20.30 Networking y Dinner

Friday 4th March. *Location to be confirmed.*

09.00 – 14.00 Personal One to One Meetings.

RESERVATIONS

FINANZIACONNECT INVESTMENT FORUM

Venue:

GOOGLE CAMPUS LONDON
4-5 Bonhill Street
London EC2A 4BX

Date: 5.30pm Thursday, 3rd March 2016



**CAMPUS
LONDON**

For reservations a more information: <http://finanziacconnect.com/investment-forum/>

SPANISH COMPANIES



For reservations a more information download Startup Book:

<http://finanziacconnect.com/wpcontent/uploads/2016/02/Finanziacconnect-Startup-Book.pdf>



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