## From idea to business, from business to the world

## BASQUE COUNTRY

## Population

#### 2,173,210 inhabitants

Foreign population: **8.6%** GDP per capita: **€ 30,459** - 119 (EU 28=100)

## Surface area

7,234 sq km Wooded forest surface: 54%

## Climate

Average annual temperature: **14°C** Hours of sunshine per year: **2,000** 











#### HEALTH SYSTEM

Extensive healthcare infrastructure that meets the needs of citizens through the Basque Government health system, Osakidetza, as well as through private health centres.

#### EDUCATION SYSTEM

Schooling is compulsory from age 6. Free schooling from 3 to 16 years old.

#### TAXATION SYSTEM

Extensive legislative and executive autonomy in fiscal and financial matters. The Basque Country has its own financial system, which regulates and collects many of the taxes.

#### WORKING IN THE BASQUE COUNTRY

Free movement and residence of EU citizens. Nationals of third countries = work permit+ visa.

## The territory with the highest level of quality of life

**3,000,000** visitors per year

More than **80,000** cruise ship passengers per year

1,500 events per year, 400,000 participants

#### SAFETY

One of the safest places in Europe, with a rate of 39.65 crimes per 1,000 population (Spain: 45.1 - EU-27: 55.68)

**Best European Middle Size Region in Conectivity** (fDi – European Cities and Regions of the Future – Ranking 2016-2017)

## Accessibility and connections



**Bilbao International Airport** Leading airport in the North of the peninsula Direct flights from the main European cities Over 4 million passengers per year 50.000 operations annually

Vitoria-Gasteiz Airport Specialising in air freight

San Sebastián Airport Connected with the main cities in Spain

#### Port of Bilbao

One of the most important logistics centres on the Atlantic route To access to the European market

#### Port of Pasajes

Natural harbour, formed by a bay that provides total shelter for vessels

Motorway and highway network Railway network

# One of the highest productivity rates in the EU

155,000 companies

12,500 industrial companies

31.9% exports as part of GDP



425 Foreign companies (with more than 10 employees) Vodafone, Microsoft, Oracle, Siemens, Deloitte, Accenture, PwC, GE, Mercedes, ZTE, Bial, etc.

130 Productivity per worker (EU28=100)

57.1% Activity rate

64.8% **Employment rate** 

## **Main Clusters**

Energy // Automotive // Aeronautics and Space // Maritime Industry // Machinery and Equipment // Electronics and ITC // Environment // Audiovisual Sector // Domestic Appliances // Paper

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## At the forefront of Science, Technology and Innovation

## Investment R&D = 2.03% of GDP

Euskadi, the Basque Country, the autonomous community that allocates the highest percentage of its GDP to R&D

#### **Science Platforms**

Cooperative Research Centres and Basic and Excellence Research Centres

#### **Technology** Platforms

TECNALIA and IK4: international benchmark technology corporations

#### **Basque Technology Parks**

- Spaces for innovation
- Where the business world finds a meeting point with scientific / technological knowledge
- Creation of innovative enterprises

## Talent development

48.9% of young people have received higher education

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4 universities

63,000 students 43% science & technology courses

#### **95 Occupational Training Centres**

23,000 students More than 140 qualifications 65% of jobs require an occupational training qualification

DigiPen Institute of Technology Europe - Bilbao

**5 International Schools** 

] 14 Official Language Schools

# EUSKADI BASQUE ENTREPRENEURSHIP System

It effectively and efficiently promotes and supports the entrepreneurial potential of Basque society, provides comprehensive support to entrepreneurs and develops support instruments.

Service Service

#### Fundamental pillars of the Basque Entrepreneurship System:

Comprehensive Support Infrastructures Financing Human Capital Networks Regulations

#### Promoted by:

the Basque Government, the Regional Governments of Álava, Bizkaia and Gipuzkoa, Universities and all players related with entrepreneurship.

## Inter-institutional Plan to support Entrepreneurial Activity

" Entrepreneurship, lever for economic and social transformation "



## GOAL

To support and promote the creation of new businesses, fostering entrepreneurial culture and values.



## INTENDED FOR

Entrepreneurs, companies, university and occupational training students.



## SPHERES OF ACTION

New entrepreneurial ideas and initiatives. Growth, consolidation and transmission. Entrepreneurial culture and values. Corporate entrepreneurship. Support system integration.





## **Business and Innovation Centres**

2,000 businesses created

10,500 jobs created

**4,100** entrepreneurs advised

CEIA BEAZ CEDEMI BIC GIPUZKOA BERRILAN SAIOLAN



Services to support creation, investment and employment

ADVICE AND CONSULTANCY INFRASTRUCTURES

BUSINESS TRAINING SEARCH FOR FINANCING INTRAPRENEURSHIP

## Public and private support for entrepreneurial activity



## Specific public funds for each stage of the company life cycle

Refundable advances Low interest loans Tax incentives Subsidies for R&D projects Installation in Technology Parks Occupational training

## Private funds proactive to investing in businesses

Reciprocal guarantee companies Financial institutions Social entities Specific funds Business Angels network Seed funds



## 1 Ekintzaile

#### ACCOMPANIMENT STAGE

Providing financial support in the idea-maturing and launching phases of innovative new business projects, either industrial or for connected services. Projects must be monitored by a Business Innovation Centre (BIC).

Up to €30,000 in non-refundable grants

#### **FINANCING STAGE**

Providing loans as financial support for innovative new business projects, either industrial or for connected services. Between € 40,000 and €180,000



## 2 Basque Fund

New public investment instrument to facilitate the development and consolidation phases of new innovative Basque companies, supported by the BICs. Intended for those who have been beneficiaries of the Ekintzaile programme.

# BASQUE FUND TRANCHE I Provides financing to create a business. Shareholding in capital and/or participative loans, Maximum € 100,000 Maximum

#### **BASQUE FUND TRANCHE II**

Provides financing conditions for enterprises with growth potential.

High growth potential Maximum €400,000 €300,000 growth potential

Projects related with ICTs Maximum €150,000

## 3 Mini Connect

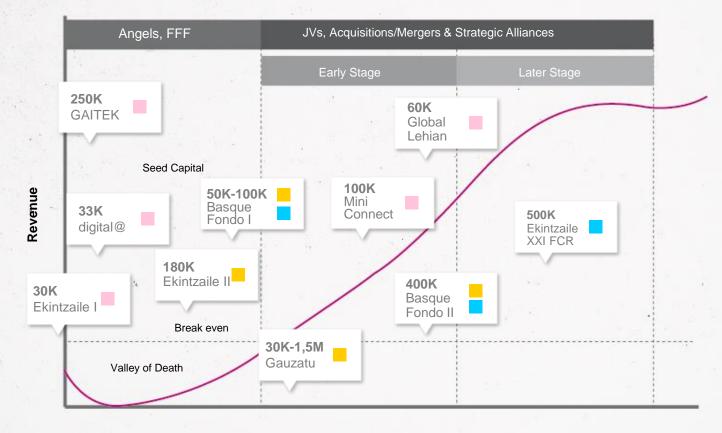
Financing of business projects in the Basque Autonomous Community for innovative young companies, either industrial or for related services, with growth potential, mentored by a BIC.

Maximum €100,000 in non-refundable grants

## 4 Innobideak Lehiabide

Support for developing competitive improve actions in companies through activities aimed at facilitating the implementation of strategic projects that help to improve their overall competitive positioning. Non-refundable grant. From €45,000 to €100,000

## Financing cycle for a start-up





Capital Grant Loan

# Tax incentives and deductions





### **Deductions**

#### 30-50% R&D

- 10% new non-current assets (5% in asset improvement)
- Projects related to sustainable taxation 10-30%

Patents 30-60% (acquired or developed)

Job creation, €4,900 per person

Incentives related to financing (all companies)

Technological innovation 15-20% (with technology centres)

## Tax incentives for businesses that invest in startups

Reduction in the tax base (60% of the amount invested)

Share purchase: maximum €100,000 per investment



## Optimitive

Smart solutions for energy efficiency in industrial processes.



**Products:** OPTIBAT®energy, continuous optimisation of industrial consumption, OPTIBAT®wáter, continuous optimisation of water treatment plants, OPTIBAT® trainer, data analysis and off-line optimisation tool.

2008. Year of incorporation. Workforce: 1 person.2014. Leaves incubator and moves into own premises.2015. Workforce: 20 people.

**Markets:** Spain, Germany, France, Turkey, Portugal and Italy.

## **Praxis**

Develops, manufactures and markets biotechnological medicines, advanced therapies and healthcare products, for itself and for third parties, in the field of regenerative medicine,, oncology and for rare and poverty-related diseases.



**Products:** EPIPROT (Nepidermina for diabetic foot ulcer), PROMIXIN (Inhaled antibiotic for Cystic Fibrosis), LOJUXTA (Homozygous Familial Hypercholesterolemia).

2006. Year of incorporation. Workforce: 2 people.
2010. Leaves incubator and constructs own building in the Álava Technology Park
2014. Workforce: >75 people. Turnover: >€20M

Markets: Europe, Colombia, Turkey, Israel, other LATAM countries.

## Biolan Microbiosensores

Develops and commercialises biosensors that can detect molecules of interest. It is currently working in three different areas of competence: Oenology, Food-Industry and Biohealth.

**Products:** Biolan and Biogrape biosensors for the vine growing and wine making sector, Biofish for the fish industry, Biomilk biosensor for the dairy industry.

2006. Year of incorporation. Workforce: 1 person.
2009. Leaves incubator and constructs own building in the Bizkaia Technology Park.
2015. Workforce: 20 people. Turnover: >€1M

**Markets:** North America, South America, Maghreb, Asia and Europe. Own offices in Morocco, Chile and Indonesia. biolan BioTe

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## **RDT Ingenieros**

Engineering firm dedicated to providing technical support for projects with a high technological content or high added value, thereby giving its clients a competitive advantage based on efficiency, flexibility and cost.



**Experience in the following sectors:** aeronautics, automotive, petrochemical, wind power, railway, aerospace, capital equipment.

2006. Year of incorporation. Workforce: 1 person.2015. Workforce: 640. Turnover: €30M

**Markets:** Spain, United Kingdom, France, Germany, Belgium, Mexico, Bolivia, Russia, South Korea and China.

## DATIK Soluciones ITS

Intelligent Transport Systems. To manage rail and road transport as well as citizen mobility.



**Products**: Driver fatigue detector. Efficient driving control. Involuntary lane change control.

2008. Year of incorporation. Workforce: 2 people.
2011. Joins Irizar Group.
2015. Leaves incubator and moves into own premises in the Gipuzkoa Technology Park . Workforce: 15 people. Turnover: >€1M

**Markets:** Basque Country, Spain, Mexico, Chile.

## ILINE Microsystems

Develops and manufactures in vitro Point-of-Care diagnostic systems.

**Products:** microINR system, device to determine the INR (International Normalized Ratio) in monitoring patients under oral anticoagulant therapy (OAT).

2007. Year of incorporation. Workforce: 2 people.
2011. Leaves incubator and moves into own premises in the Gipuzkoa Technology Park.
2015. Workforce: >60 people / Turnover: >€6M.

**Markets.** Europe, China, South Arica, Mexico, Brazil, Colombia.



# EDZRUDT

Tradition and innovation, prehistory and modernism, mountains and sea, green and blue. The Basque Country has its unique outlook on the world from its small territory full of colours, aromas and flavours.

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#### 29 Michelin Stars

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The highest concentration in the world.

#### Culture

San Sebastian International Film Festival. Vitoria-Gasteiz Jazz Festival. Bilbao Opera Season. Festivities and traditions.



From the most ancient artistic expressions to the most avant-garde museums, the Basque Country contains priceless treasures, giving it its own unique character.

#### **Museums**

Guggenheim Bilbao. Artium Museum-Centre. Cristobal Balenciaga.

#### Natural Spaces

Nature Reserves. Biosphere Reserve. Protected biotopes.

## Sport

Rural sport, Basque pelota (Jai Alai), rowing, cycling, football, basketball, golf, surfing.

## BASQUE EUSKADI BASQUE ENTREPRENEURSHIP SYSTEM

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