

# EntrepreneurXXI Awards

## Terms and Conditions 2018

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# 1. Preamble

Young, innovative companies with ambition and potential for growth are key for the economic and social development of the territories. Their contribution is not limited solely to generating wealth and employment, but also to creating knowledge and developing technology and solutions for new societal challenges and needs.

These young, innovative companies confront great challenges related to product development, negotiations, and market access in their first stages. To confront these, the companies need not only specialised financing, but also expert accompaniment that will help them develop their potential and improve their capability to attract investors and clients.

To that end, through “CaixaBank”, we contribute to the development of young, innovative companies with high growth potential, providing them with financing and expert accompaniment in their first stages and in their later growth through DayOne, the CaixaBank service for tech companies and investors.

Furthermore, through the EntrepreneurXXI Awards, we identify, recognise, and accompany recently created, innovative companies with high growth potential. The EntrepreneurXXI Awards aim to drive companies that have taken their first steps, allowing them to accelerate their growth process and global expansion.

Since its creation in 2007, we have accompanied 314 companies that have been winners in the various editions. The EntrepreneurXXI Awards have also had the support of over 135 entities that have been joining the initiative as co-grantors, co-organisers, or collaborators, and more than 200 businesspeople, investors, and representatives of companies linked to the venture who have participated annually in the 50 committees and juries held throughout Spain and Portugal.

In this twelfth edition, new sector categories have been created to replace previous ones, and the number of categories has been increased from 5 to 6 in order to recognise and give awards to a greater number of companies.

## 2. EntrepreneurXXI Awards. 2018 Call

The CaixaBank group, through CaixaBank DayOne, calls the twelfth edition of the EntrepreneurXXI Awards to identify, recognise, and accompany recently created, innovative companies with high growth potential in Spain and Portugal.

The EntrepreneurXXI Awards are co-granted with the Ministry of Industry, Commerce, and Tourism through Empresa Nacional de Innovación S.M.E., S.A. (Enisa) in Spain and Banco BPI in Portugal and have the support of leading entities involved in the support of the development of innovative companies.

The EntrepreneurXXI Awards seek to identify young, innovative companies which, having had some initial successful results, have an ambitious growth plan ahead of themselves and need resources to carry out said plan.

Participating companies may choose from among the following awards:

- **Awards to companies with greater impact in their territory.** All companies in a territory may opt for this award regardless of their sector.
- **Award to companies with greater growth potential in the following sectors:** Agro Tech, Tourism, Tech, Fin&Insur Tech, Commerce Tech, Health Tech and Impact Tech. Participating companies whose activity is linked to one of these sectors may opt for the sector award.

In addition to a financial contribution, the winning companies will take part in an international development programme. The organisation reserves the right to increase the contribution in kind for the awards via agreements with third-party collaborators. If this occurs, it will be reported on the EntrepreneurXXI Awards website and online channels.

## 3. Participation requirements

In order to present an application for the EntrepreneurXXI Awards, candidate companies must meet the following requirements:

- Be companies **incorporated as a profit-seeking legal entity** (S.A., S.L., Employee-owned companies, Cooperatives, Business Partnerships) and have a tax residence in Spain or Portugal.
- Have **started their activity subsequent to 1 January 2015**.
- The founding partners must lead and work primarily in the company.
- The Regional Award is directed at **micro-enterprises and SMEs** from all sectors, broken down by territory.
- The Sector Award is directed exclusively at **micro-enterprises and SMEs** from the following sectors:
  - **Agro Tech:** Agricultural production, Technology, and products for the agricultural industry, Transformation and development of agricultural and food products.
  - **Health Tech:** Therapeutics, Diagnosis, and Development of medical technologies. E-Health
  - **Commerce Tech:** B2C negotiations with online transactions, e-commerce, Marketplaces, Gaming, Mobile, E-Talent
  - **Fin&Insur Tech:** Products and services related to the financial and insurance sector
  - **Tourism Tech:** Digital negotiations and platforms related to the tourism, travel, hospitality, and restaurant sector
  - **Impact Tech:** Digital projects related to social and impact purposes

The contest is intended for **companies with a high innovative component**, innovation being understood in a broad context (products, processes, business model, etc.).

The following are explicitly excluded:

- **self-employed individuals or freelancers**
- **companies considered “large companies” according to the European Commission**, i.e., companies that have more than 250 employees and have more than 50 million Euro in annual revenue or whose annual balance sheet exceeds 43 million Euro, or companies that have more than 25% of their capital held by one or more companies considered large according to the definition above.

Companies that have been awarded in previous editions may not choose the same award, but can apply for and compete in other categories and for the second prize.

## 4. Candidate application

Candidates must apply for the Awards exclusively online through the EntrepreneurXXI Awards website: <http://www.emprendedorxxi.es/en/>.

More specifically, candidates must

- Fill in the form, and
- Attach the documentation supporting the fulfilment of the terms and conditions, the rest of the mandatory information, as well as the optional information that may be considered timely.

The candidate application period begins on Tuesday, **30 October 2018 at 9:00 a.m.** and ends on Wednesday, **12 December 2018 at 3:00 p.m. (all times are listed in GMT+1)**.

The organisation reserves the right to change the opening and closing dates of the candidate application period. If this occurs, it will be reported on the EntrepreneurXXI Awards website and online channels.

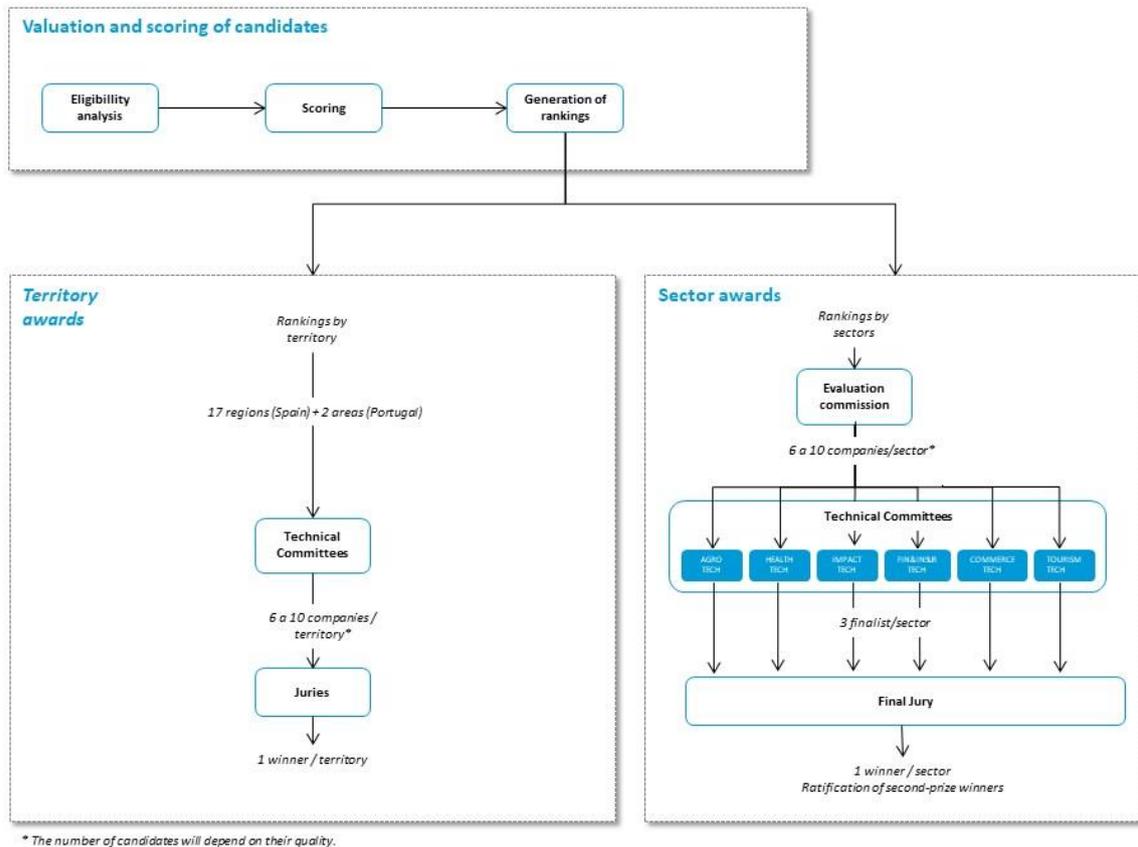
## 5. Evaluation criteria

The following criteria will be taken into account when evaluating candidates:

- **Team:** Commitment, dedication, and risk assumed by the entrepreneurial team; adequacy of the experience/training of the team to the business needs; composition of the team and capacity to attract talent; motivation; existence of Boards of Directors and experts' profile, etc.
- **Business model:** Value chain and monetisation of the business model; competition analysis; capacity to attract customers; commercial and marketing plan; potential and capacity for globalisation; capacity or probability of having the necessary resources to implement the business plan; internal and historical coherence of financial projections, etc.
- **Ambition:** Size and growth projection of the accessible market; scalability; existing and expected competition; concentration of customers; ambition and strength of sales projections; expected gross margin; job creation, etc.
- **Innovation:** Level of innovation of the product or service; adequate analysis of customer needs; competitive advantages and barriers to entry; positioning with respect to competition, etc.
- **Historic:** Revenue and/or financing achieved; results obtained with respect to the resources employed, etc.

For the Awards to the best company in its territory, in addition to the criteria above, the company's link to and impact on the territory will be evaluated.

## 6. Selection process



Graphic. PEXXI selection process

### Evaluation and scoring of candidates

- 1. Eligibility analysis.** The candidates are reviewed once the application period closes. This review centres on confirming that the candidates match the profile of the target company for the Awards and that they meet the participation requirements detailed in these terms and conditions, especially with regards to its innovative component. Candidates that do not match the participation requirements are discarded from the process.
- 2. Evaluation.** Applications are reviewed and scored based on the information provided in the application form and the attached documentation. The applications are evaluated remotely by independent evaluators who score them based on standardised evaluation tables that include more than 20 criteria.

- 3. Development of rankings.** Once the initial evaluation process is finished, the candidates are sorted by score and different rankings are generated by territory or sector, which are then sent to the corresponding selection bodies.

#### **Selection process for territory awards**

- 4. Technical Committees:** The Technical Committees are composed of representatives of the organising bodies and collaborators from each territory who excel in analysing companies. The Technical Committee analyses the candidacies submitted, the scores granted, and selects which companies will present before the regional Jury. In some cases, the Technical Committee may request the presentation and defence of the candidate by the competing company and organise pitch preparation sessions for the finalists. Attendance to these sessions, if organised, is mandatory to remain in the process.
- 5. Juries and award ceremonies:** Juries designate the winning company from each community. Regional Juries are made up by institutional representatives, investors, prestigious entrepreneurs, and former winners of the EntrepreneurXXI Awards. The Jury requires that the competing company present and defend the candidate. Furthermore, they may organise pitch preparation sessions for the finalists. Attendance to these sessions, if organised, is mandatory to remain in the process. The Jury's decision may not be appealed and is published on the same day as the EntrepreneurXXI Award ceremony. All participants who have been designated as finalists commit to attending. The award ceremonies will be held in the first quarter of 2019, and the exact dates will be published on the Awards website (<http://www.emprenedorxxi.es/en/>).

#### **Selection process for sector awards**

- 6. Evaluation Commission:** The Evaluation Commission is made up of representatives of the organising entities and co-grantors specialising in evaluating companies and selects for each of the sectors which companies will be raised to each of the Technical Sector Committees.
- 7. Technical Sector Committees:** Technical Sector Committees are made up by leading professionals in the industry and sector, specialist investors, and institutional representatives. The Technical Sector Committees (one per sector) will be held in **April 2019**, and the 3 finalist companies from each sector will be chosen and brought before the Jury. The companies will present their candidacy before the Committee in a pitch format plus a round of questions. Prior to this, the Committees will organise pitch preparation sessions for the finalists. The failure to go before the Committee or to attend the preparation sessions entails exclusion from the selection process.
- 8. Sector Jury and Award ceremony:** The Sector Jury designates the winning company and the two finalists for each sector. The Jury is made up of the highest representatives of the organising entities, co-grantors, experts, and leading entities in supporting young, innovative companies. It will be held in **April 2019 (place and time still pending confirmation)** on the day following the Technical Committees. The Jury's decision may not be appealed and will be published during the Award ceremony that will then be held.



### **General aspects of the selection process**

The organisation reserves the right to modify any date of committees, juries, or award ceremonies provided for in these terms and conditions. If this occurs, it will be reported on the Awards website (<http://www.emprendedorxxi.es/en/>) and online channels.

In the event that the quality of the candidacies is not considered sufficient, the organisation may modify the number of candidacies that pass a phase or are raised to the corresponding committees and juries, or it may declare the award forfeit.

The travel and accommodation costs of the companies that are called before the Committees and Jury for the sector awards are borne by the organisation (1 representative per company).

## 7. Awards

Through the EntrepreneurXXI Awards, we wish to contribute decisively to promoting companies, and to that end, beyond financial contributions, the awards offer accompaniment programs and actions to increase their visibility before key partners for their future.

All participating companies may choose from among the following awards:

### To companies with greater impact in their territory

The 17 winning companies in Spain (1 winning company in each community) and the 2 winning companies in Portugal (1 winning company in each region) will be recognised as the companies with the greatest potential for growth in their territory and will receive

- A financial contribution of €5,000 <sup>1</sup>.
- Free access to an international development programme.

### To the companies with greater growth potential in the sectors of Agro Tech, Health Tech, Commerce Tech, Fin&Insur Tech, Impact Tech, and Tourism Tech

The 6 sector-winning companies (1 winning company from each sector) will be recognised as companies with the highest potential for growth in their sector and will receive a financial contribution<sup>2</sup>:

- o **€25,000** to the winner in Agro Tech
- o **€25,000** to the winner in Health Tech
- o **€25,000** to the winner in Commerce Tech
- o **€25,000** to the winner in Fin&Insur Tech
- o **€25,000** to the winner in Impact Tech
- o **€25,000** to the winner in Tourism Tech

The 6 winning companies (1 winning company in each sector) and the 12 finalists (2 companies in each sector) will have access to **an international development programme**.

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<sup>1</sup> All awards are subject to any corresponding withholdings and tax payments that may apply. It is the responsibility of the winner, in any case, to declare the award appropriately in the tax to which they are subject. The prize money will be paid via transfer to a CaixaBank or BPI checking account owned by the winning company.

<sup>2</sup> All awards are subject to any corresponding withholdings and tax payments that may apply. It is the responsibility of the winner, in any case, to declare the award appropriately in the tax to which they are subject. The prize money will be paid via transfer to a CaixaBank or BPI checking account owned by the winning company.

## International business development programme

In addition to the financial contribution for the award, the 19 companies that win the territory award, the 6 companies that win the sector award (1 company in each sector), and the 12 sector finalists (2 companies from each sector) will have access to an international development programme.

The companies will have to fill out a request that will be evaluated by a selection committee made up of representatives from the ESADE business school. This committee will select a maximum of 15 companies that will take part in an international development programme organised with Singularity University in Silicon Valley.<sup>1</sup>

All other winning companies or finalists not selected for the international programme in Singularity University may access the Ignite Fast Track international course from Cambridge University.<sup>2</sup>

## Second prize in innovation

The Israeli Embassy in Spain also grants a **second prize in innovation** that comes with a one-week training program in Israel organised by the Academic College of Tel Aviv-Yaffo<sup>3</sup>, in collaboration with the Israeli Ministry of Foreign Affairs. To grant the second prize in innovation, they will evaluate the value contribution and the disruptive capacity of the proposed innovation, with innovation being understood in a broad sense (technology, business model, processes, sales channel, etc.).

The promoters of the EntrepreneurXXI Awards will submit candidates that opt for the second prize to the entity granting the same, which will select and propose the winning company. The entity also reserves the right to declare the second prize forfeit. The entity granting the second prize may request additional information and perform interviews, whether in person or over the phone, with the candidate companies.

The nationwide Jury of the EntrepreneurXXI Awards will announce the winning company of the second prize based on the proposal of the entity granting it. The decision of the Jury may not be appealed and will be published during the final Award ceremony.

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<sup>1</sup> This includes registration for the course, as well as the travel and accommodation expenses. Only one of the founding partners or the CEO of the company may attend. Attendance to the course is conditioned upon properly registering and passing the admissions process for the program itself. The call for the course, as well as the acceptance of a participant therein, is the sole responsibility of its organisers and not the promoters of the EntrepreneurXXI Awards, which decline any responsibility for modifying the dates or a winner not accepting the course and will not offer any compensation or alternative prize in that case.

<sup>2</sup> This includes registration for the course, as well as the accommodation expenses. Only one of the founding partners or the CEO of the company may attend. Attendance to the course is conditioned upon properly registering and passing the admissions process for the program itself. The call for the course, as well as the acceptance of a participant therein, is the sole responsibility of its organisers and not the promoters of the EntrepreneurXXI Awards, which decline any responsibility for modifying the dates or a winner not accepting the course and will not offer any compensation or alternative prize in that case. Further information can be found at: <https://www.jbs.cam.ac.uk/entrepreneurship/programmes/ignite/>

<sup>3</sup> The call for the course, as well as the acceptance of a participant therein, is the sole responsibility of its organisers and not the promoters of the EntrepreneurXXI Awards, which decline any responsibility for modifying the dates or a winner not accepting the course and will not offer any compensation or alternative prize in that case.

## 8. Formal aspects

The awards are formally granted by Caixa Emprendedor XXI S.A., co-granted by Empresa Nacional de Innovación S.M.E., S.A. (Enisa), the Ministry of Industry, Commerce, and Tourism in Spain and Banco BPI in Portugal, and managed by CaixaBank SA.

### Confidentiality

The confidentiality of the candidacies submitted will be guaranteed throughout the entire process. In any case, their general characteristics may be released along with, in due time, the name of the winning projects, their logo, their activity and main achievements, as well as the members of the promoting team.

Caixa Emprendedor XXI S.A.U. states that:

- a) They will not have access to personal data for the management of the Awards except for data on the representatives of the participating company that are recorded in the Awards.
- b) Data on the representatives of the legal entities.

Data on the representatives will be processed in order to manage these Awards and, where applicable, to comply with regulatory obligations imposed on Caixa Emprendedor XXI S.A.U. Once the period of validity expires, the data will be kept (as indicated in the regulations) for the sole purposes of complying with mandatory legal obligations and for the formulation, exercise, or defence of claims for the prescription period of actions derived from this Contract.

The data holder may exercise their rights in accordance with the applicable regulation, together with a photocopy of their National Identity Document (DNI or Cartão do Cidadão), to the following email address: [emprededorxxi@caixabank.com](mailto:emprededorxxi@caixabank.com)

- With regards to Caixa Emprendedor XXI S.A.U.

Furthermore, they may direct any claims derived from the processing of their data to the Spanish Data Protection Agency ([www.agpd.es](http://www.agpd.es)).

Caixa Emprendedor XXI S.A.U. collaborates with business schools and universities in generating the relevant knowledge on the state and growth of entrepreneurial initiatives with high growth potential in Spain starting with the information generated through the EntrepreneurXXI Awards. To this end, Caixa Emprendedor XXI S.A. discloses the data solely for research purposes, the publication of aggregated and anonymised results and excludes any personal information.

By delivering the data, the participant EXPRESSLY CONSENTS to the transfer and processing described above. The right to access, correction, cancellation, opposition, portability, and limitation of processing may be exercised by sending an email to [emprededorxxi@caixabank.com](mailto:emprededorxxi@caixabank.com) or by writing, along with a photocopy of the participant's National ID document (DNI or Cartão do Cidadão), to our offices located at Avenida Diagonal nº 621, Torre II, 08028 - Barcelona (Spain).

## **Advertising the nominations for the awards**

The winning and nominee companies may advertise this status on their letterheads, announcements, and reports, specifying the year in which they were awarded and if they are winning or nominated companies, as well as publishing or broadcasting the granting of the Awards in any communications media.

The organising and granting entities will advertise the companies that win and are nominated with the due relevance in the national and/or regional media they consider most appropriate and on all platforms which request examples of excellence and best practices in the field of innovation.

## **Acceptance of the terms and conditions**

Participation in the Contest implies the full acceptance of these terms and conditions, the interpretation of which corresponds to the Jury corresponding to each phase.

Any breach of the deadlines or procedures reflected in these terms and conditions will result in the loss of the ability to participate in the awards.