



Accelerator | Community | Venture Capital

A 360° ecosystem that invests, accelerates, and connects AI innovation

EXECUTIVE SUMMARY

Bcombinator is **the leading startup hub** in the Iberian early-stage ecosystem.

We combine acceleration, coworking, community, events, venture capital, and open innovation—all **centered around AI**.

Our goal is to support startups **from ideation to product-market fit**, powered by the **unparalleled expertise** of our team.

State-of-the-art programs, connecting founders with world-class mentors, and generating a **proprietary dealflow** and **exclusive due diligence opportunities**.

80+ startups accelerated in the past 24 months with a combined **valuation of over €100M**.

We are raising a €40M AI-focused fund, backed by Fond-ICO Global, to capitalize on the value generated by our ecosystem and invest in **100–120 high-potential startups**.

Our **Open Innovation Program** helps corporations co-create startups to explore new markets and **test emerging technologies** with speed and lower risk.

Our **sponsorships** offer brands high-impact visibility, event presence, and direct access to a thriving ecosystem of **10,000+ founders** and **1,000+ investors**.

By Entrepreneurs, For Entrepreneurs

Founded: 30+ startups,
1 regulated GP and 6
investment vehicles

Invested: 400+ early-stage
startups

Exits: 27 (full or partial)
generating €550M+ for its
shareholders

Bcombinator Founding Team



Erik Brieva
President & Cofounder



Luis I. Cortés
CIO & Cofounder



Miquel A. Mora
Cofounder



Jordi Martín
CEO & Cofounder



Sold to CRIF for
€52.000.000



Sold to Santander for
€54.000.000



Sold to Nexe & Pyrénées
and valued at **€12.000.000**



Sold to RedHat for
€15.000.000



Sold to Grupo Godó for
~€20.000.000



Valued at
€200.000.000+

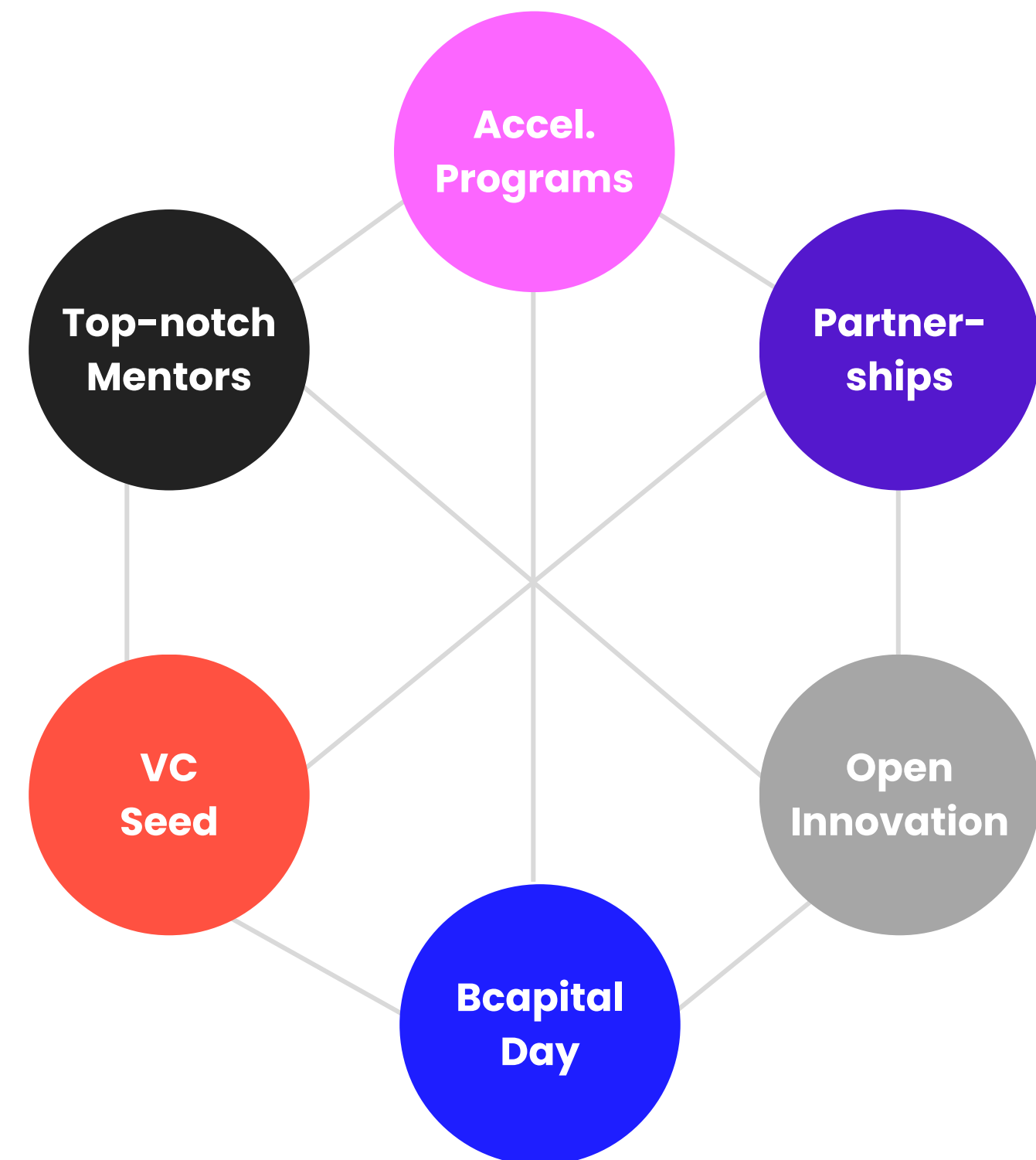
BCOMBINATOR FLYWHEEL

Acceleration programs of 4–6 months attract **top-tier startups**, which draw in experienced **mentors** and early-stage **VC investment**.

Successful startups gain **visibility** through **flagship events** like Bcapital Days and access to **corporate innovation** opportunities; **strategic partnerships**.

And a **15,000+ member community** amplify this momentum, making the platform increasingly attractive to new founders, investors, and partners.

This **interconnected system** continuously **feeds itself**, driving growth and **positioning Bcombinator** as the **central hub** in the **Iberian startup ecosystem**.



AT BCOMBINATOR
WE HAVE INCUBATED,
ACCELERATED AND
INVESTED IN 80+
STARTUPS WITH A
COMBINED VALUE
OF €100M+ IN JUST
24 MONTHS

LexDoka

zim

eos

ROUTAL

DEDOMENA

dost

\$

TropiPay

openteca

aurorajobs

mainder

emocional

welme

OK
Clinker

NOMINIS

Bel

EXTRAORDINARY

BAILA

Articae
SMART TECHNOLOGIES

SOLFY

HUPLEI

fluxforce

Feeder

CRIBDATA

FindThatLead

MISTICO

TATTOOX

fander

planteka

athlos

aloja
EXPERIENCE

tauniquo.ai

Esteti
cál

UP
BEAT

SECRETS
VAULT

INTELECTIA
TELECOM

MANAGEMENT TEAM IS WELL BALANCED WITH UNPARALLELED EXPERIENCE



**Erik
Brieva**
**Co-founder
& Chairman**



**Andrés
Echecopar**
**Managing
Partner VC**



**Jordi
Martín**
**Co-founder
& CEO**



Experience

- President at Bcombinator.
- Former CEO at Strands.
- Co-founder of Polymita Technologies.
- Former President of the Entrepreneurial Commission at 22@Network, the biggest startup network in Barcelona.
- Academic Director & Acclaimed professor at UPC, a Tier-1 university in Spain.



Experience

- Founder at AEA Capital, 30+ investments in startups since 2015.
- GP at Castiventures, with 12 Pre-Seed investments since 2022.
- Investment Director at Permira, a leading 70Bn+ AuM Private Equity, investor in Tendam, Telepizza, Edreams in Spain.
- PwC Partner in Transaction Services and Distressed Debt Group.



Experience

- CEO at Bcombinator.
- Former COO at Housfy, the current fastest-growing Prop-Tech startup in Spain valued at more than €200M.
- Founder at Sydeos (Consulting Services) & Welcomy (Real Estate).
- A long career in top spanish corporates such as Fluidra (IBEX 35) as a Financial Director.



Built on What Founders Truly Need

Community

We bring together one of **Spain's strongest founder communities (20k)**, paired with a network of 1,000+ Business Angels and Venture Capitalists. It's the perfect environment to grow and scale your startup.

Acceleration

We don't just offer advice—**we work side by side with you**. Our team gets involved in your **day-to-day operations** to help build a strong, focused company. With the **knowledge and experience** of those who've been through it before, we help you avoid costly mistakes and move faster.

Venture Capital

We prepare startups to be **truly investible**. With the **Bcombinator quality seal**, we break through early barriers and offer warm introductions, strategic connections, and personalized fundraising support for every project.

Who This Acceleration Program Is For

- ✓ Dedicated startup teams committed to full-time growth.
- ✓ Teams with a CTO or CPO leading product development.
- ✓ Startups with an MVP.
- ✓ Companies with early paying customers validating their product.
- ✓ Spain-based startups ready to scale.

Program Structure

MONTH 1

We begin by **analyzing your company, key metrics, and go-to-market strategy** to assess whether you are truly achieving **Product-Market Fit**. Based on these insights, we refine your **strategy and execution** to ensure maximum alignment and efficiency.

MONTH 2

Next, we help you **build a solid financial structure**, enabling you to **manage your company with simplicity** while instilling confidence in future investors. Our team will also review your product and **define a scaling strategy** to accelerate growth.

MONTH 3

As you progress, we facilitate **introductions to Business Angels and Venture Capitalists** to fuel your fundraising round. Our goal is to secure **at least 15 high-quality investor meetings** to maximize funding opportunities.

MONTH 4 +

Even after the program ends, **our support continues**. Through our **portfolio network**, we provide **ongoing assistance, strategic introductions, and working sessions** to help you sustain and scale your success.

OUR METHODOLOGY IN NUMBERS

100 Startup Monthly Applications

66% Closing investment ratio during Launch/Growth Program Seed Round (150K – 750K)

2% Our acceptance rate for startups that apply to Bcombinator

93% Success rate after our methodology is applied

85% Closing investment ratio during Launch/Growth Program Pre-seed Round (80K – 150K)

125+ Mentors and advisors enrich our network to offer tailor-made assistance to our startups

Venture Capital

We specialize in **Pre-seed and Seed stage fundraising**, as long as they have a strong technological foundation and clear scalability potential.

We're especially focused on **AI-driven solutions**, from proprietary models to applied infrastructure and long-term tech integration.

INVESTMENT STRATEGY

RATIONALE

PHASE: Pre-Seed / Seed	→ Lower competition with outsized expected returns
SECTOR: AI-related generalist	→ Portfolio construction maximizes diversification
PORTFOLIO: 100-120 startups	→ Hands-on portfolio management to enhance returns
DEALFLOW: 70% Bcombinator Programs, 30% external	→ True up with external dealflow to capture value
FIRST TICKET: €50K-€100K	→ First lead investor to secure competitive terms
FOLLOW ON: 50% Fund (max. €500K tickets)	→ Winners will be followed-on (c.35% of first tickets)
TARGET SHAREHOLDING: 15-20% (after seed round)	→ After a follow-on, we shall be the biggest VC shareholder to maximize return
INVESTMENT PERIOD: 4 years	→ We have exposure to different vintages to avoid hype
HOLDING PERIOD: 7 years	→ Average Series A fundraise is 3-4 years
DIVESTMENT: 25% Series A, 25% Series B, 50% Exit	→ Anticipation of partial exit to secure LPs DPI and IRR
RETURN: 3X MOIC	→ We estimate that 10% of Invested Capital to return 25X

MEDIA

29
ENE
2023

INVERSIONES | Barcelona

Secrets Vault recauda 400.000 euros con el respaldo de Bcombinator VC II

14
NOV
2024

INVERSIONES | Guipúzcoa

Intelectia Telecom cierra una ronda de financiación de 525.000 euros con el apoyo estratégico de Amper

La startup de comunicaciones seguras y redes privadas inteligentes 5G también ha contado con el apoyo de Castiventures y BCombinator.

12
SEP
2024

INVERSIONES | Barcelona

Dost, la solución para automatizar departamentos financieros, cierra una ronda de inversión de 1,5 millones de euros

La startup ha desarrollado un software con inteligencia artificial que digitaliza y automatiza los procesos del área financiera de las empresas.

20
SEP
2023

INVERSIONES | España

La energytech Solfy recibe 1M€ a través de una nueva ronda de inversión

Detrás de la inversión está el fondo californiano Ona Capital, especializado en el sector tecnológico.

03
JUN
2022

INVERSIONES | Comunidad de Madrid

Dedomena cierra una ronda seed de 500.000€ para democratizar el acceso a la Inteligencia Artificial

Dedomena, solución end-to-end de privacidad y extracción de valor de los datos a través de Inteligencia Artificial.

08
OCT
2024

INVERSIONES | Cataluña

TalentYou consigue 1 millón de euros en una ronda de financiación pre-semilla

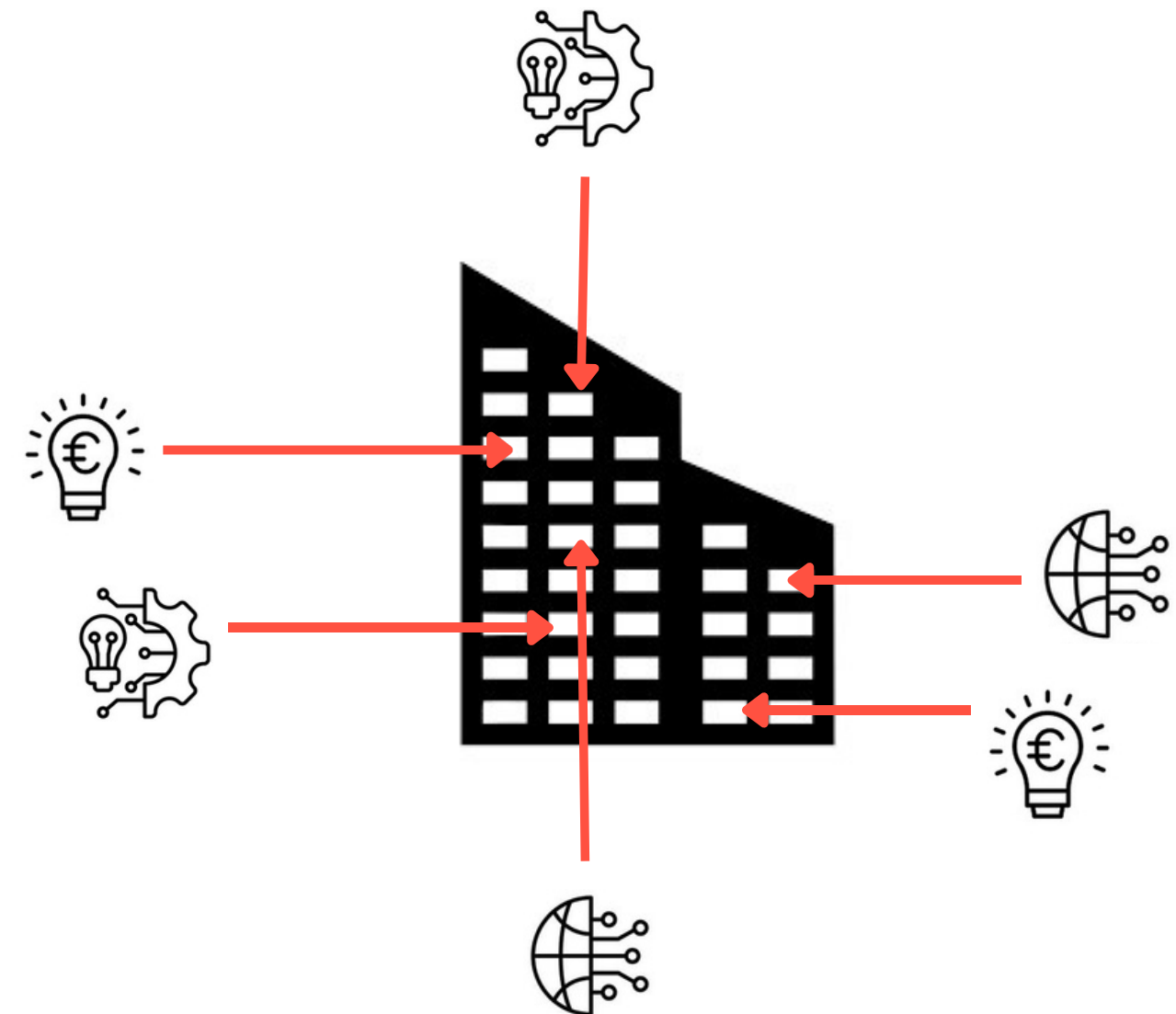
La startup catalana quiere transformar la formación corporativa con un sistema impulsado mediante la inteligencia artificial.

CORPORATE VENTURING

The **most effective approach** to apply Open Innovation principles in a practical, structured, and high-impact manner.

- We identify startups from our portfolio and the broader ecosystem that **best match** the corporation's strategic challenges.
- Through agile and supervised pilots, organizations can explore new markets, test emerging technologies, and **validate new business models without structural risk**, all while leveraging their own internal assets.
- **Bcombinator's founders** — entrepreneurs who have successfully scaled and exited their startups — **bring invaluable know-how**, paired with the industry expertise of our mentors, ensuring each team receives the support necessary for success.

- We follow a **Lean methodology**: validate before scaling, test assumptions, iterate, and learn at every stage.
- The result is a reduced time to market, a **lower financial exposure**, and a greater strategic **focus on** impactful, **scalable innovation**.



SUCCESS FOR ALL STAKEHOLDERS INVOLVED

Bcombinator

- Expands innovation network
- Facilitates high-impact collaborations
- Strengthens positioning as an innovation hub

Startups

- Access to corporate resources & expertise
- Faster market validation & scaling
- Increased credibility and funding opportunities

Corporation

- Agile access to disruptive solutions
- Reduced risk in innovation investment
- New revenue streams & business models

THE BCOMBINATOR SECRET SAUCE

1. Team with a Proven Track Record

The Bcombinator team has founded some of Spain's most successful startups—such as Strands, Yaencontre, Housfy and Flykube—collectively sold or valued at over €500M. Backed by a strong brand and deep innovation roots, this experience enables us to attract top-tier entrepreneurs and identify standout investment opportunities.

2. Proprietary Dealflow for Our Partners

We have privileged access to high-potential entrepreneurs and opportunities across Barcelona and Spain, offering our partners a constant pipeline of quality early-stage ventures.

3. Trusted Pre-Seed Ecosystem Partner in Spain



4. International Validation from Global VC Leaders

Bcombinator is backed by 15+ shareholders who are seasoned entrepreneurs and VC investors from key global markets including the US, UK, Germany, and Israel. This networked expertise fuels our ability to scale visionary companies and support founders with world-class resources.

Why Join the Movement?

At Bcombinator, we create unique opportunities to connect with startups, investors, and business leaders through authentic, high-impact events.

Sponsors benefit from brand visibility, access to a qualified audience, and strategic networking — all in a dynamic, relaxed environment that fosters meaningful connections, business growth, and long-term positioning in the entrepreneurial ecosystem.

**VISIBILITY &
RECOGNITION**

**DIRECT
CONNECTION**

**POSITIONING AS
A LEADER**

**STRATEGIC
NETWORKING**

Bcapital Day

It's a monthly event hosted in our **coworking at C/Badajoz, 32** – Barcelona. Bcapital Day features a **round table** where industry experts share insights on current challenges, innovations, and future perspectives.

This is followed by a **pitch session**, where 3 startups from our portfolio or ecosystem present their projects to over 30 active investors.

The event concludes with a **networking** session, offering valuable, direct **connections** among founders, investors, and the broader Bcombinator community.



CLAVES PARA ESCALAR EN RETAIL



Inés Ures
Co-Founder & CEO
Arpías

Yassir Raïs
Founder & CEO
Syra Coffee



Paco Tormo
Co-Founder & CEO
Singularu



AGENDA 2030: CLIMATECH E IMPACTO



Jordi Martín
Co-Founder & CEO
Bcombinator

Alejandro Pardo
M&A & VC
Sorigué

Elena Rico
Managing Partner
Impact Partners

Javier Desantes
CEO
Akka



Cómo tener éxito siendo Business Angel

Andrés Echecopar
Managing Partner
Bcombinator VC

Andreu Casadellà
Co-Founder
Ocean VC

Xavier Soucheiron
Senior Advisor
& Business Angel

José Antonio González
Partner Auditoría
Deloitte España



REACH ON SOCIALS

20K+ **15K+**

SOCIAL MEDIA

Tiktok
X
Instagram
Youtube
Spotify
LinkedIn

NEWSLETTER

40 % open rate
9 % CTR

Across platforms, we consistently
achieve 5.49x average reach compared
to our follower base

EVENT FIGURES

100+

EVENTS

6K+

ATTENDEES

30+

INVESTORS/EVENT

500+

CONNECTIONS

**Driving Startup
Growth & Corporate
Innovation!**

