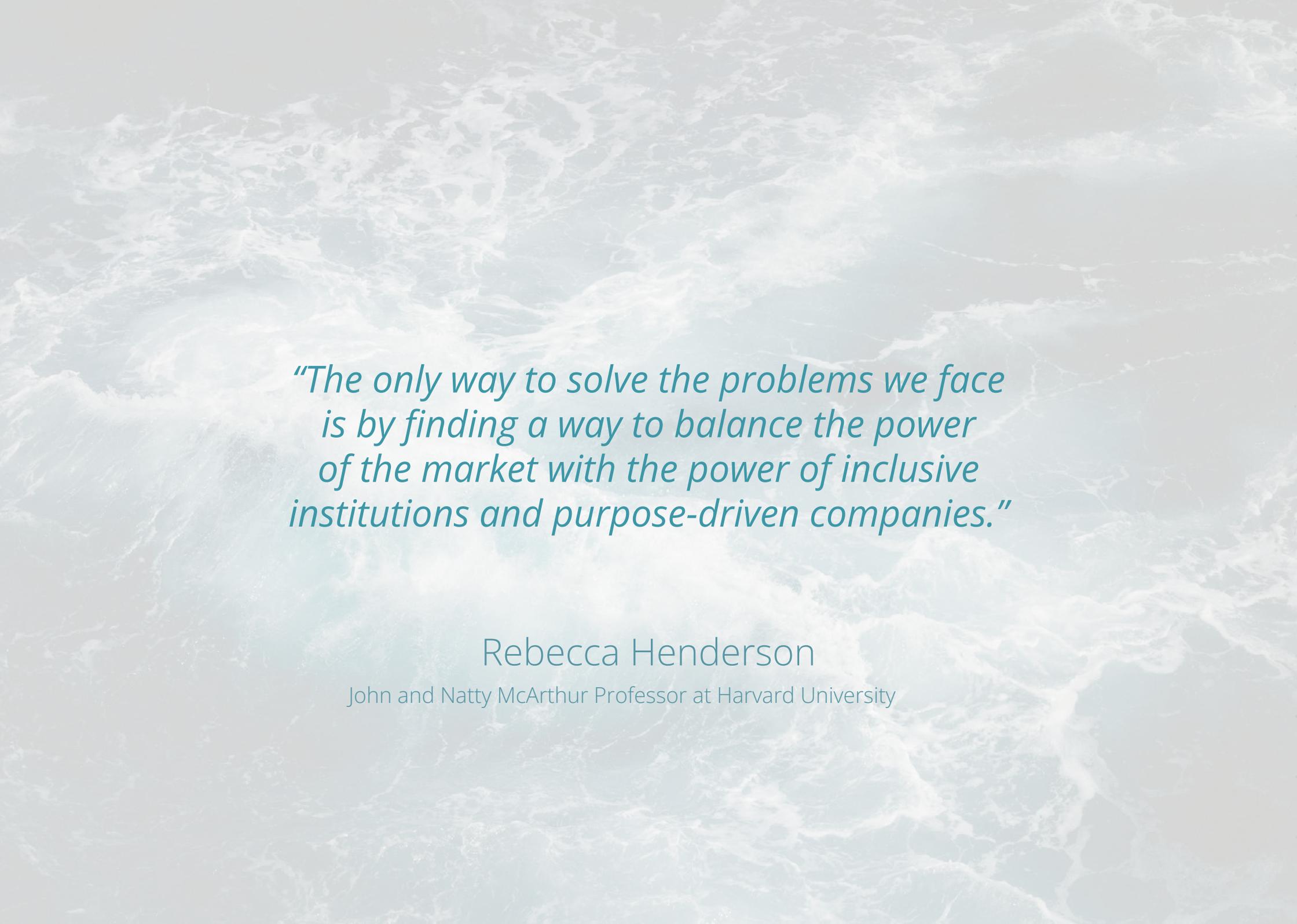




# IMPACT REPORT



JULY 2023



*“The only way to solve the problems we face  
is by finding a way to balance the power  
of the market with the power of inclusive  
institutions and purpose-driven companies.”*

Rebecca Henderson

John and Natty McArthur Professor at Harvard University

# Index

Letter to the investor	4
Ship2B Ventures   Our journey	6
Achievements of 2023	7
Investing for a better world	8
The challenges we address	10
What we mean by impact investment	13
Intentionality, the starting point	14
Analysis and measurement	15
We generate additionality	16
We care about the What, but also the How	17
Being a Net Zero manager	18
EU taxonomy	20
Female leadership	22
Our impact community	24
First-person impact	26
Our new entrepreneurs	29
The impact of companies that transform the world	37

# Letter to the investor

Dear BSocial Impact Fund Investors,

It is a pleasure to write you this second letter in the third year of life of Ship2B Ventures. This project was born thanks to your unwavering support and your commitment to the mission of trying to contribute our grain of sand to change the world. As every year, we want to thank you again for the trust you showed us in our beginnings. It is much easier to invest in a vehicle that has already built a solid track record over several years, than in our beginnings, when we almost had no numbers and everything was just promises and best intentions.

You are possibly from the initial group of impact investors in Spain and have witnessed the birth of a sector. Today, impact investment in Spain (the authentic one) already exceeds the figure of €1 billion, and there is a nascent market that continues to grow at double digits. Also, at a global level where it already exceeds the figure of 1 trillion USD, an unthinkable milestone just five years ago.

As you know, impact investors aim to achieve the triple bottom line. Achieve a dignified and often ambitious financial return (in our case a net IRR of 10%), along with a strong social and environmental return. And it differs from responsible or sustainable investment, lately referred to as ESG investment, in that in our case the impacts must obey a continuous logic, where there is a clearly identified problem, and a solution is proposed that represents a significant change for that problem. Through investment, we address the systemic problems underlying social and environmental challenges, and the collaborative efforts necessary to achieve lasting change.

The good news about BSocial Impact Fund is that we are able to generate a high-quality deal flow in projects with great growth potential and undeniable impact intentionality, which has allowed us to maintain our investment pace. As of mid-2023, we have already materialised 23 investments in brilliant social entrepreneurs with a total investment volume of €14,828,297. We aim to close our investment period before the end of 2024 with a total of 35-40 investments and a disbursement of €26,400,000. The remaining €17,600,000 will be used for further investments in the follow-ons of companies that achieve greater traction.

Let's not deceive ourselves. We are in an extremely complicated current environment, with a significant drop in valuations and a significant reduction in VC/PE investment. There's still a long way to go, and we are just at the beginning, but we are optimistic and convinced that we will be able to achieve the objectives we have set for ourselves.

One advantage of the current environment is that BSocial Impact Fund is in the midst of its investment period, which facilitates finding projects with more adjusted and reasonable valuations.



“ **We are able to generate a high-quality deal flow in projects with great growth potential and undeniable impact intentionality** ”

Let us highlight an aspect of Ship2B. Since the current founders of Ship2B Ventures started the project with the Ship2B Foundation more than ten years ago, and the first Impact Equity and Equity4Good vehicles were launched seven years ago, along with the current projects invested by BSocial Impact Fund, we have invested in more than fifty innovative social entrepreneurship projects. We are pleased to tell you that of all these projects, only one has failed. It's an unprecedented milestone that shows the incredible resilience of social entrepreneurs, despite the enormous difficulties many of them go through.

We are also starting to see some projects that could potentially be impact unicorns, dragons, or as we prefer to call them at Ship2B Ventures, impact pioneers. Such is the case of Qida, which expects to close the year with gross revenue of more than €75 million and serve 5,000 people every day, creating a job every 22 minutes.

We also share a great surprise we are finding, which is the high percentage of women entrepreneurs. 60% of our startups are led by women (founders or co-founders). A fact that we doubt any other Manager in Europe can show. We are also recognized as Article 9 of the SFDR and are in the process of being accredited this same year as a B-Corp, a movement with which we fully identify. Finally, this year we have made an effort to become a Carbon Neutral Manager and have started the path to becoming a Net Zero Manager. We want to be the spearhead in the impact investment sector, an example that other Managers can follow not only for the type of investment we make (impact investing) but also for how we are developing our investment activity (responsible management of the investment process).

Like every project, we also have our learnings. We have progressively refined our origination, analysis, decision, and portfolio management processes. We can't share all these learnings in detail here, but to give you an idea, this first semester we have been able to generate 700 Leads (30% international) and take 13 Projects to pre-Committee.

What we founders of Ship2B Ventures are most proud of is the team we have been able to bring together during these three years. We currently have a brilliant team with great projection that we hope will successfully accompany the project during the next 10-15 years.

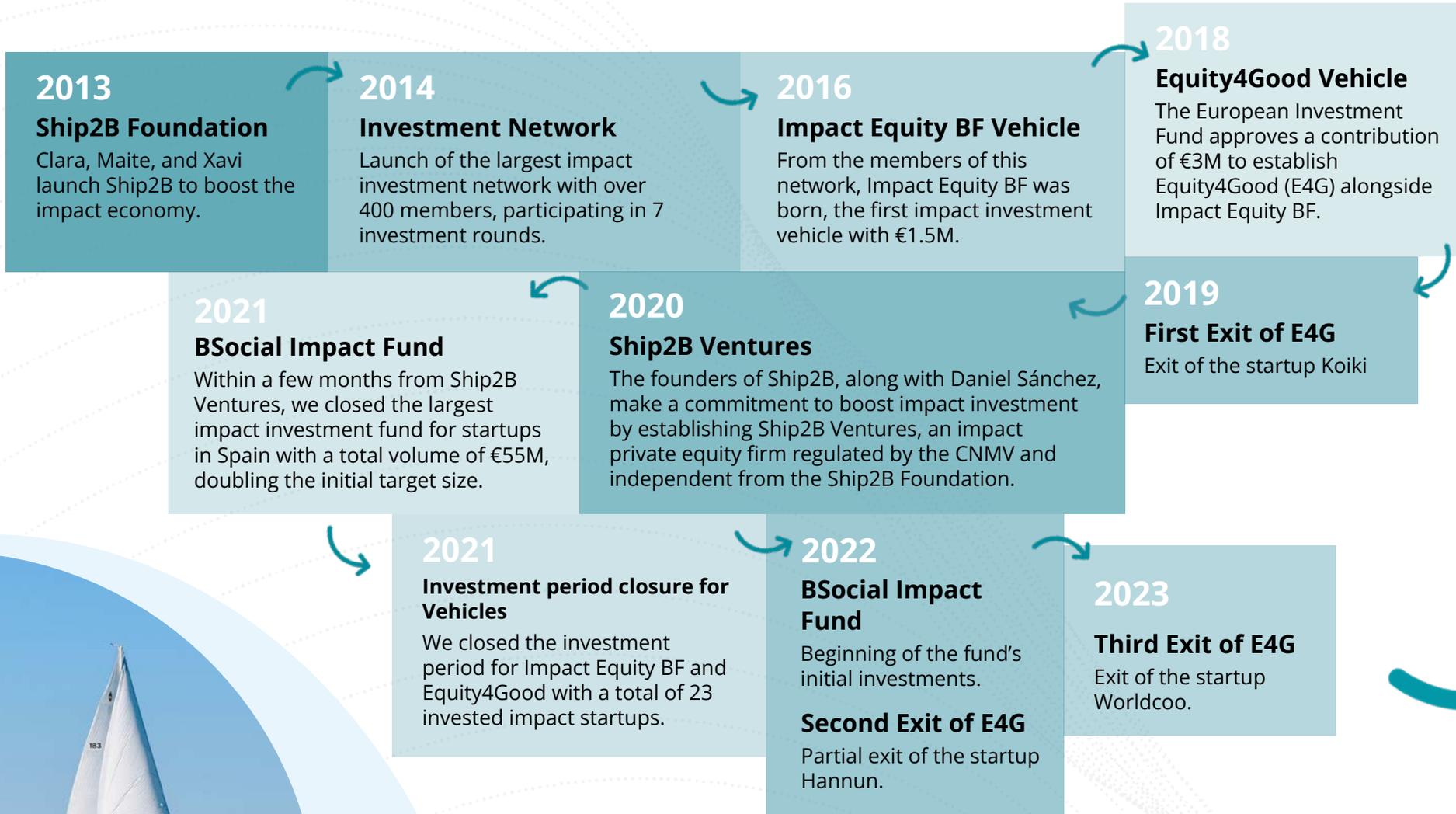
Nothing more, dear investors, we will continue rowing along with our entrepreneurs to help them maximise their impact, we will continue to seek new entrepreneurs to join them and support them in making their projects a reality, and finally we will work to promote new investment funds that allow us to scale our impact, such as the Montana Impact Fund in paediatrics, which we presented a few months ago, or the BSocial Impact Fund II that we plan to launch next year.

Thank you again for joining us on this journey and helping us lead the Impact Revolution.

Warm regards,

**Daniel Sánchez**, President  
**Maite Fibla**, Co-Founder and Managing Partner  
**Xavier Pont**, Co-Founder and Managing Partner

# Ship2B Ventures | Our journey



# Achievements of 2023

## BSocial Impact Fund

**78,02%\***  
Impact multiple  
*January - July 2023*

**53%**  
Increased revenue from  
our holdings  
*compared to July 2022*

**10**  
New impact startup  
investments  
*compared to July 2022*

**23,697,046€**  
Private capital mobilised  
for impact investment  
*since the fund's launch*

**30**  
Jobs created  
*compared to July 2022*

**18**  
Women leading  
our startups

## Ship2B Ventures Managing Company



### CARBON NEUTRAL

We have offset our 2022 carbon footprint.



### ARTICLE 9

We comply with the European SFDR regulation.



### MEMBERS OF GIIN

We are members of the Global Impact Investment Network.



### MONTANA IMPACT FUND

Launch of Europe's first paediatric impact fund.



### ICFA 2023 COHORT

We have been selected as a cohort of the Luxembourg International Climate Finance Accelerator.

\* Percentage of annual impact objective achievement in the first 6 months.

# Investing for a better world

## Empowering and investing in bold entrepreneurs to solve humanity's greatest challenges

Mission of Ship2B Ventures

### Investing in the best impact startups

In a world where social and environmental challenges are constantly increasing, impact investment has become a transformative force. Ship2B Ventures exists to demonstrate that impact investment can be profitable while generating significant and lasting change in our society.

We rigorously and systematically measure the impact generated by the companies we invest in, strengthening the impact ecosystem and combating impact washing.



# Investing for a better world

Impact investment has gained ground in recent years. There is a wide range of investors, including individuals, institutions, foundations, and even governments, who recognize the potential of market-driven solutions to address the pressing challenges we face.

By the end of 2022, the Global Impact Investment Network (GIIN), of which we are members, revealed that the size of the impact investment market amounted to \$1.164 trillion in Assets Under Management (AUM).



However, impact investment represents less than 0.1% of global assets under management, and the urgency of the current international context shows us that this is not enough. **Greater mobilisation of private capital is essential to tackle global challenges**, drive innovation, sustainability, and economic development, while addressing fundamental issues for the well-being of humanity and the preservation of the planet.

From Ship2B Ventures, we believe that:

Private investment, being the engine of economic and business activity, must participate responsibly, being aware of the great impact that its activity has on society and the environment.

New information and communication technologies, as well as artificial intelligence, robotics, or virtual reality technologies, offer the opportunity to create new technology-based companies that address many of the social and environmental challenges of our society more efficiently and scalably.

For this reason, we focus our efforts on **channelling private investment towards early-stage startups** that aim to: (i) improve the quality of life of vulnerable communities; (ii) mitigate climate change by promoting the reduction of greenhouse gases; and (iii) promote the development of learning skills to address school failure and improve employability.



# The challenges we address

## CLIMATE CHANGE



### SECTOR

### CHALLENGE

### OPPORTUNITY



Manufacturing  
Industry

It allows us to obtain a large part of everyday objects, but it is also responsible for 31% of global greenhouse gas emissions.

Technological solutions that transform traditional industrial processes. Special focus on: alternatives to refrigerants, waste management, alternative materials.



AgriFood

It generates 21% of the world's greenhouse gases, being one of the main contributors to climate change.

Invest in technological innovation to drive better food waste management; the protection of ecosystems and sustainable and regenerative agricultural practices.



Construction

Daily use of buildings and the procurement of construction materials produce carbon emissions. It accounts for 9% of annual greenhouse gas emissions.

Improve the value chain to transform processes through software and use new materials with a lower carbon footprint.



Mobility and  
Transport

High dependence on oil. The mobility and transport industry emits 14% of global greenhouse gases.

Bet on alternative modes of transport. Reduce demand and increase the efficiency of combustion vehicles. Promote the use of vehicles that use green energy.



Energy

Electric power is the main source of global warming, accounting for 25% of the world's greenhouse gases.

Develop solutions for greater electrical efficiency, increased production, and a more flexible and robust electrical system to accommodate new renewable energy sources.

# The challenges we address

QUALITY

OF LIFE



## SECTOR

## CHALLENGE

## OPPORTUNITY



Elderly people

We are living longer, but that does not mean that the later years are better. Elderly people face multiple challenges related to health issues, cognitive decline, social stigma, loneliness, and poverty.

The population over 65 will increase from the current 16% to 23% in the next 10 years. There is an opportunity to develop solutions to improve health and promote active ageing, benefiting a growing segment of the population.



People with chronic illnesses

Achieve a quality of life equivalent to the general population. Chronic diseases account for 77% of all diseases in Europe.

Due to the large number of people affected, improving the quality of life of those living with a chronic illness represents a great opportunity for social impact and investment.



People with limiting and/or degenerative abilities

Remove the physical, mental, and/or social barriers that limit the quality of life of people with disabilities or degenerative diseases. Two out of every three people will suffer from some type of degenerative disease from the age of 70.

Both groups experience social isolation, generating a significant impact on the course of the disease and on the healthcare system. There is an opportunity to improve their quality of life by implementing solutions that consider the immediate environment of the users.

# The challenges we address

## SCHOOL FAILURE AND UNEMPLOYMENT



### SECTOR



Education

### CHALLENGE

Curricula can quickly become obsolete, making it difficult to keep up with advances in knowledge and the skills needed to form critical, creative individuals with the tools to enter the workforce. The early school dropout rate in Spain in 2022 was 13.9, while the European average was 9.7.



Employment

Job placement in Spain is low compared to other European countries. The unemployment rate for 2022 was at 13%, the highest in the Eurozone (6.7%). The youth unemployment rate was 30% (compared to a 15% average in the EU).

### OPPORTUNITY

Educational technologies increase student engagement, promote collaboration among them, make learning more accessible, reduce costs, and make it more efficient through visualisation and a more personalised approach.

Development of training programs in new digital and technological skills to adapt to labour market demand and improve employability.

# What we mean by impact investment

The growing interest in sustainability and impact investment can lead to confusion, poor practices, or even misleading appropriation, known as impact washing. It is vital to precisely define what we consider as impact investment.

When we invest, we align ourselves with the definition of impact investment focused on the following elements:



We manage funds 100% dedicated to investing in startups with a clear intention of **solving the most pressing social and environmental problems**. The carried interest of our fund is tied to the achievement of impact.



To know the impact we generate, we need to measure it. For this, we have designed a **methodology that integrates impact** throughout the investment process, from screening to exit.



We are a managing company focused on **generating value beyond investment**, accompanying our investees on the path to impact and sustainability. Our approach goes beyond measurement, seeking to manage the impact generated in our portfolio companies.

# Intentionality, the starting point

## We focus on companies that “do good” and not just “do it well.”

We have created as our first fund the BSocial Impact Fund, a European Social Entrepreneurship Fund (ESEF), whose main objective is to invest 100% of its resources in social enterprises with the **purpose of generating positive changes on the planet and people.**

To define where to invest, we have analysed: i) the financing needs of entrepreneurs and ii) which industries or sectors have the greatest impact potential.

That’s why we have decided to **invest where resources are scarcest**: early-stage startups in pre-seed, seed, and Series A rounds.

We focus on **startups** that fight against **climate change**, improve the **quality of life** of the elderly, people with disabilities, and patients with chronic diseases, and reduce **school failure** and improve people’s **employability**.

Additionally, **our carried interest is linked to the impact generated by our portfolio**, and we encourage entrepreneurs’ salaries to be tied to the achievement of impact objectives. Through the methodology of the European Investment Fund (EIF), we calculate the Impact Multiple, an indicator that allows us to validate whether our portfolio is generating the expected impact and, therefore, if we will be entitled to variable compensation.





# Analysis and measurement

## Anchoring measurement and impact management in all investment processes

### SCREENING



We analyse:

- The intentionality of the entrepreneurial team
- The alignment of the value proposition with the investment thesis of each of our verticals.

### DUE DILIGENCE

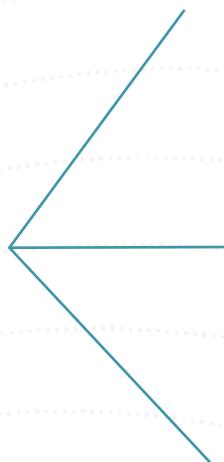


We assess the impact potential of each investee through 3 tools that allow us for impact analysis.

### VALUE CREATION



We structure an impact and monitoring plan for the impact indicators for each investee that allows anchoring beyond the investment period.



### Theory of Change

It allows understanding the problem the company wants to solve, its causes, and ensures that the proposed solution is medium and long term. It enables defining the key impact indicators for each startup

### Impact Management Project

Through the 5 dimensions, we can analyse the changes in people and the planet that we expect to generate.



WHAT



WHO



HOW MUCH



CONTRIBUTION



RISK

### ESG Questionnaire

We conduct a questionnaire adapted to the stage of the companies that allow us to analyse environmental, social, and governance aspects.

# We generate additionality



## Impact culture

We promote the impact culture in companies through:

- Meeting spaces with companies and teams to reflect on the company's purpose and the impact it seeks.
- Implementation of a measurement and review system for impact KPIs and agile and efficient projections.
- Execution of an ESG plan aligned with the SFDR.
- Transparency actions that allow communicating the impact of our investees.



## Proactive Accompaniment

Proactive accompaniment of our portfolio through:

- Participation as members on boards of directors.
- Promotion of good governance structures, transparency, and independence.
- Strengthening of the entrepreneurial team.
- Support in structuring new rounds.
- Strategic and commercial contacts.

**We care about the  
What, but also the How**



# We care about the What, but also the How

## Becoming a Net Zero managing company

Advancing to become a Net Zero manager reflects our commitment to sustainability, responsibility, and leadership in a world where environmental protection is essential to ensure the well-being of all people and living beings on the planet.

As leaders in impact investment, we have established a strategy to be **a manager company that does not generate greenhouse gas emissions.**

This year, after measuring the carbon footprint for 2022, we offset 259 tons of CO<sub>2</sub> through the *Galicia Rexenera* project, which aims to plant 56,244 trees and absorb a total of 38,481 tons of CO<sub>2</sub>.

### Learn More About Our Emission Offsetting

*Galicia Rexenera* is a restoration project in the area of Monte de Paradela de Bemol, which was affected by a large forest fire that burned a significant part of the neighbouring surface. This project is carried out with a forestry model that produces country pine wood from natural regeneration along with other conifers that maximise the positive impact on biodiversity creation.



# We care about the What, but also the How

Advancing towards zero emissions is not only a necessary commitment but also a shared responsibility to safeguard the environment, health, and prosperity of present and future generations.

Therefore, our focus and actions to achieve a more sustainable world are added to the efforts of the international community, maintaining a local perspective.

This year we have joined the Climate Neutral Now initiative, led by the secretariat of the United Nations Framework Convention on Climate Change to increase climate action by

engaging non-UN stakeholders (sub-national governments, businesses, organisations, individuals)

We are proud to have their certification which endorses our efforts to measure our footprint, reduce our emissions and offset those we have not been able to reduce

In addition, we also have Dcycle's Carbon Neutral certification, based on the best global standards.

  
259.2  
t CO2-eq 

**CLIMATE  
NEUTRAL  
NOW**

ACHIEVEMENT 2022	
MEASURE	● BRONZE
REDUCE	● BRONZE
CONTRIBUTE	● SILVER
JOINED 2023	



# We care about the What, but also the How

## We are Article 9: The EU Taxonomy is a big step towards preventing impact washing



### About the Taxonomy

The European Taxonomy is a common classification system established by the European Union (EU) that **determines whether an economic activity can be considered sustainable.**

It came into effect in 2020 under the Sustainable Finance Disclosure Regulation (SFDR) with the aim of contributing to increased investments in projects and activities necessary to achieve the objectives of the European Green Deal.

At Ship2B Ventures we comply with each of the requirements affecting financial products that target exclusively sustainable investments (Article 9).

The BSocial Impact Fund meets the impact objectives and accounts for the Principal Adverse Incidents (PAIs) in its investment process.

### Main implications

The Article 9 of the Taxonomy Regulation sets out 6 climate and environmental goals:

-  1 Climate change mitigation
-  2 Adaptation to climate change
-  3 Sustainable use and protection of water and marine resources
-  4 Transition to a circular economy
-  5 Prevention and control of pollution
-  6 Protection and restoration of biodiversity and ecosystems

# We care about the What, but also the How

## Pending Challenges

The regulation is in a process of evolution, and its implementation is still complex, especially when investing in startups in early stages. There is a significant gap between the established rule and its practical application.

One of the major implications lies in our investments; besides reporting their impact indicators, they will now also report the 14 indicators related to PIAs. Measuring these can be complex when you are an early-stage startup with limited human and financial resources.

## Our solution

From the managing company, we aim to help our investments calculate the 14 PIAs quickly and at a contained cost. For this, we collaborate with Dcycle, a startup from our portfolio, to expand their environmental information management services to adapt to SFDR requirements.

You can check the PIAs of the BSocial Impact Fund here

**Dcycle**



# We care about the What, but also the How

## Betting on women's leadership and its transformative power

In today's society, the presence of women in company leadership roles is still far from parity. We are proud that our portfolio includes female entrepreneurs leading this change.

Here, you can get to know the founders and co-founders of startups that are transforming the world. These brilliant women break a double barrier in their daily lives, taking on roles where women are underrepresented and advocating for an entrepreneurial model aimed at addressing humanity's most significant challenges.

Clara Fernandez  
Co-Founder of Rosita



Verónica Montesinos  
Co-Founder of Dana

Greta Schindler and  
Gemma Comabella  
Co-Founders of COCOLI



Andrea García and  
Paloma Martín  
Co-Founders of  
Hoop Carpool



Carmen Rios  
Co-Founder of  
Doctomatic



Noelia López  
Co-Founder of Envita

# We care about the What, but also the How



Bielenis Villanueva  
Co-Founder of Powely



Laura Rodríguez  
Co-Founder of Humara

Anna Lloveras and Mireia de Mas  
Co-Founders of Ocean Ecostructures



Katrina Walker  
Founder of CodeOp

Sara Toledano and Júlia Rodríguez  
Co-Founders of Sycai



Beatriz Martín  
Co-Founder of LiveLink



Diana Ballart  
Co-Founder of The Smart Lollipop



Kelly Price  
Co-Founder of Agreed Earth



58% Startups in the BSocial portfolio are founded or co-founded by women.



0,17% Gender pay gap among the participating companies.



# Explore our impact community

# Portfolio | BSocial Impact Fund



2021

STANDARD\*



2022

STANDARD\*



PRE - SEED



2023

STANDARD\*



PRE - SEED



\*Investments made in Seed phases or later

# First-person impact

## Personal Stories: Our Motivation



Alvaro Navarro Cubillas  
Technical Director of Marina Palamós Sports Port, a beneficiary of Ocean Ecostructures

"We appreciate the work of **Ocean Ecostructures** in the water regeneration project at the Port de Palamós with the installation of twelve Life Boosting Units. After each inspection and monitoring, we can confirm that they are delivering the expected results."



Lucía Cartelle  
Caregiver at Envita

"When a person arrives at the residence, I have basic information for their care. But when I have a moment with them, I take the opportunity to talk and get to know each other. It gives me great peace of mind to have the tools that **Envita** provided me with, through 'Vidas con Historia,' to know how to assist people in tense moments and also how to anticipate, as prevention is most important."



Anonymous  
Motorcyclist in accident, LiveLink user

"On June 16th at 12:53 pm, one of our users had an accident at 80 km/h. Following the **LiveLink** protocol, one of our agents contacted the motorcyclist at 12:54 pm.

We could hear groans of pain, and the user did not respond to our CRA agent's questions. When he managed to speak, he told us that he was feeling very unwell and asked us to please contact 112. Three days after the incident, we called the user, who told us that he is in the hospital recovering from surgery."

# First-person impact

## in Seeking Global Solutions



Alfredo Garcia  
Family member of a Qida user

“What led us to count on **Qida** is the fact that it is a local company, where you can speak with real people who perfectly understand the complexity of caring for individuals with specific pathologies and special needs.

We were able to speak in person with the company’s management and the social worker who selects the caregivers to jointly define a personalised care plan.”



José Luis  
Irrigation System Installer, Beneficiary of Spherag

“I trust **Spherag**’s solution because it saves me time, trips, and money, allowing me to balance taking care of the animals in my shed with my main business as an irrigation system installer. With the installation of 5 atlases, I control 9 valves from the 8 sectors of my field and the main valve. What I like most is that it installs easily. It’s an economical solution, and I can automate my farm in just one afternoon, saving time and money from day one.”



María Llaverias  
Participant in a CodeOp Training Course

“Setting aside the curriculum, what I liked about **CodeOp** is that they have dealt with many people who have changed careers and their mission to bring diversity to technology. After just a couple of conversations with them, I automatically felt that it was a ‘safe space’ to try this completely new thing for me.”

# First-person impact



Eric Dreier  
Client of Cocoli

“**Cocoli** did an incredible job; the supplier made a mistake in the order, Cocoli solved it by sending me new chairs instead. The best service ever. We also sold our old chairs through them!”



Dr. Manel Escobar Amores  
Head of the Imaging Department at Vall d'Hebron Hospital in Barcelona

“I believe that **SYCAI Medical** has a disruptive value proposition focused on anticipating and defeating cancer, which will become a must in the future of clinical practice.”



Juan Fernández-Estrada  
Co-Founder of Blue Banana, Beneficiary of Dcycle

“Thanks to **Dcycle** and a thorough analysis of our processes that we have carried out, we have managed to obtain a global vision of the environmental impact of our activity, both in the air and in the water.”

An aerial photograph of a teal sea with several small sailboats scattered across it. The boats have various colored sails, including white, red, blue, and yellow. The text "Get to know our new entrepreneurs" is centered in the middle of the image in a teal color.

# Get to know our new entrepreneurs

## An all-inclusive platform for managing healthcare procedures and therapies at home, anytime.



### Impact Management Project



WHAT

Implementation of a home hospitalisation model, improving the quality of life and recovery of patients.



WHO

Aimed at stabilised or palliative hospitalised patients who can be cared for from their homes.



HOW MUCH

The aim is to improve clinical outcomes, shorten hospital stays, reduce hospitalisation costs, and enhance the capacity of healthcare facilities.



CONTRIBUTION

Decentralised and home-based hospitalisation.



RISK

Risks in the implementation and scalability of the model may not yield the expected results in patients.



Jaime explains to you Galeneo's path to impact:



watch the video

### Jaime García-Prieto, CEO of Galeneo

"With Galeneo, we offer to meet the needs of patients wherever it's needed, whenever it's needed. Galeneo allows for monitoring every step and procedure of the protocol being carried out, ensuring their quality with certifications, and standardising the procedures."

### Jordi Ferrer, Investment Director

"Jaime is an entrepreneur who wants to change the status quo of hospital care, improving the patient's experience and outcomes, while simultaneously increasing efficiency and capacity in hospitals. At Ship2B Ventures, we share this vision and believe in change, so it's a pleasure to do our part in supporting Galeneo."

# OCEAN ECOSTRUCTURES

First investment: 2023

New addition

Replicas of natural marine substrates with carbonated surfaces for marine biodiversity regeneration.

## Impact Management Project



WHAT

Regenerate marine biodiversity.



WHO

The environment, through regenerating marine biodiversity in commercial ports, offshore wind farms, and gas and oil platforms.



HOW MUCH

So far, they have regenerated 44 species and generated 16,710 kg of oxygen.



CONTRIBUTION

A solution with low greenhouse gas emissions in its production and the material is lighter than its competitors, allowing a wide variety of species to regenerate.



RISK

Risks in providing evidence that links the expected impact with actions taken by Ocean Ecostructures.



**Ignasi Ferrer,**  
CEO of Ocean Ecostructures

"Technology is an essential part of the great leap that the blue economy has taken in recent years. From the regeneration of marine life in ports or platforms at sea, ecosystem services emerge, such as biodiversity and CO2 credits, but also ecotourism activities and citizen science that can be monetized."

Ignasi and his team explain to you Ocean Ecostructures' path to impact:

[watch the video](#)

**Jaime de Antonio, Investment Manager**

"The mission of Ignasi and the rest of the team is to contribute to the regeneration of marine ecosystems that have been disturbed by human action. Their passion for the oceans, combined with a clear vocation for science and innovation, has allowed them to validate their technology in real environments and grow at a faster rate than expected."

# HOOP CARPOOL

First investment: 2023

Increase shared mobility to alleviate traffic congestion, reduce emissions, and save money.



Paloma and her team explain to you Hoop's path to impact:

[watch the video](#)

### Paloma Martín, CEO of Hoop

"Carpooling arrives to solve a serious problem for companies, people, and cities, stemming from the excess of vehicles. Finally, the time has come for people to find someone with whom to share a car, expenses, time, and emissions; thus travelling in a more responsible and efficient manner. "

### Jaime de Antonio, Investment Manager

"These four entrepreneurs come together, having led two parallel carpooling projects, with a clear vision: 'The future of mobility will be autonomous and shared.' The resilience they demonstrated during the pandemic has allowed them to grow rapidly in Spain and land in Latin America, where they intend to consolidate in Colombia and Mexico in the short term."

### Impact Management Project



WHAT

Reduce the use of fossil fuels in the transport sector in urban areas.



WHO

The environment, through companies with more than 250 employees, universities, and municipalities located far from urban centres.



HOW MUCH

By 2025, they would have reached over 350 active clients and more than 4 million shared trips, saving a total of 20 kt of CO2.



CONTRIBUTION

Few agents operate in the car-sharing market. Hoop aims to become the market solution with a B2B carpooling approach, thus preventing the release of CO2 into the atmosphere.



RISK

The expected impact depends on external factors outside Hoop's control.

## Patented method for the manufacturing of electrodes to boost green hydrogen generation.



### Impact Management Project



WHAT

We expect that by reducing the Capex and Opex costs of electrode production, the production of green hydrogen will increase.



WHO

The environment, through manufacturers of electrolyzers and electrodes for hydrogen production.



HOW MUCH

More than 100,000 units per year starting from 2026.



CONTRIBUTION

It is a solution that will allow for greater efficiency in the production of electrolyzers, making H2 production more accessible.



RISK

The challenges include measuring the impact of green hydrogen on electrolyzers, reducing Capex and Opex, and ensuring a net positive impact due to operational and logistical emissions.



Leon and his team explain to you Jolt's path to impact:



### Leon Rizzi, CEO of Jolt

"The evolution of electrodes plays a fundamental role in determining the success of the green hydrogen industry."

### Marc Sabás, Investment Director

"Jolt contributes to reducing the cost of eco-friendly hydrogen production and facilitating its mass adoption. We are proud to support a disruptive local technology with the potential to decarbonize the energy and transport sectors."

## A second life for high-quality used furniture to prevent them from ending up in landfills or being incinerated.



### Impact Management Project



WHAT

An all-encompassing solution for manufacturers of designer furniture and individuals to safely, quickly, and hassle-free sell their used pieces.



WHO

It's an environmentally-focused solution.



HOW MUCH

Expected sales of 300,000 furniture items in the next 5 years, overcoming key barriers in the circular furniture industry, such as high repair and renovation costs.



CONTRIBUTION

A return and resale management model for used furniture for manufacturers and individuals.



RISK

Scaling organically and inorganically while maintaining a high level of service quality.



Gemma, Greta and Frank explain to you Cocoli's path to impact:

### Gemma, CEO of COCOLI

"COCOLI offers three opportunities: individual sellers find with us an additional source of income; high-quality furniture becomes accessible to more people thanks to reduced prices, and we establish the circular economy as a real option when buying furniture."

[▶ watch the video](#)

### Marc Sabás, Investment Director

"Gemma and the entire COCOLI team are entrepreneurs with a clear goal and a proven mastery of the business, allowing them to grow month by month.

We are delighted to collaborate on their mission to give a second life to quality used furniture throughout Europe, which would otherwise end up in landfills or incinerated."

## To provide elderly people with person-centred care, an ethical approach that preserves human rights.



### Impact Management Project



WHAT

Through a person-centred system, the adaptation of elderly people to nursing homes and day centres is improved, enhancing their quality of life and achieving better emotional balance in people suffering from dementia.



WHO

Elderly people who require long-term care in nursing homes, day centres, or with home assistance.



HOW MUCH

In Spain, there are 1.4 million people who require long-term care.



CONTRIBUTION

Envita is a methodology that helps with granular implementation and measures its results.



RISK

It is expected that professionals and caregivers in nursing homes will allocate resources and use the Envita methodology appropriately.



Noelia explains to you Envita's path to impact:

[watch the video](#)

### Noelia López, CEO of Envita

"Telling our life story helps us to better understand ourselves, to make sense of our own experiences with a renewed vision and, of course, to exercise our memory. But with Envita, we want to go further. We want to digitise life stories to give a voice to the elderly and value their life experience."

### Maite Fibla, Co-Founder of Ship2B Ventures

"Fighting against loneliness and ensuring dignified ageing is the raison d'être of Envita, which is why we have decided to invest in the company. Over the past two years, Noelia and her team have demonstrated the great impact that Envita has on the elderly. Now it's time to scale this impact, and for that, we are going to invest more in technology and in scaling the company's business model."

## An all-in-one solution for corporate sustainability management



### Impact Management Project



WHAT

Allowing companies to better measure their carbon footprint.



WHO

The environment, through measuring the carbon footprint of companies with more than 500 employees.



HOW MUCH

More than twelve thousand tons of CO2 equivalent avoided and more than nine thousand tons of CO2 equivalent offset.



CONTRIBUTION

DCycle will enable SMEs and large companies to measure, offset, and reduce their carbon footprint in an agile and simple way.



RISK

We may face risks of evidence linking the expected impact with the actions suggested by DCycle.



Juanjo Mestre, CEO of Dcycle

“Sustainability should be like a sales lever, something that brings companies and customers closer together, not a matter of awareness. Small and medium-sized enterprises need to solve the sustainability challenge more easily, which is why we wanted a tool that could be used by everyone from the intern to the CEO and that simplified measurement.”



Jacobo explains to you Dcycle's path to impact:

[watch the video](#)

### Marc Sabás, Investment Director

“By combining innovation, design, and technology, Dcycle aims to help companies ride the wave of the sustainability revolution. Their short-term goal is to become the market leader in Spain and expand to other regions through strategic alliances. We supported them in 2022 from the Pre-Seed programme and have done so again from the Seed programme.”

A large flock of birds, likely terns, is seen flying over a body of water. The birds are scattered across the sky, with some in the foreground and others further away. The water is visible at the bottom of the frame, with some waves. The overall scene is a natural, outdoor setting.

**Learn about the impact of  
companies reshaping the  
world**

## Home care services with expert, human, and tailored monitoring.



Oriol explains to you Qida's path to impact:

[watch the video](#)



### Problem

Nearly 90% of people over the age of 65 in Spain wish to age in their homes. However, when their physical and mental health declines, very few elderly people can adequately age at home, which limits their quality of life.

When older adults decide to stay at home, they don't always receive quality, personalised care due to the caregivers' lack of knowledge.

### Solution

Qida is a home caregiver platform that aims to make the socio-healthcare system sustainable on a global scale by assisting people in situations of dependency or chronic illness to live at home for much longer, with higher quality.

### Business milestones

- GMV as of Q2: 20MM // net sales +2MM
- Mobilises around 2,700 caregivers daily, of which 500 are through direct management and around 2,200 through indirect management.
- Closed the largest investment round in the senior sector: 18MM

### Impact

#### Elderly people served\*



#### Net Promoter Score (Satisfaction rating, from 0 to 10)



\*Accumulated data

## A holistic agricultural management solution for adopting more sustainable farming practices and optimising resources.



Jesús explains to you Spherag's path to impact:

[▶ watch the video](#)

### Problem

Farmers lack information on how to adopt agricultural practices that reduce environmental impact without affecting their crops. They are unaware of the long-term effects that intensive farming can have on the environment, and they are also poorly technologically equipped.

### Solution

Solar-powered IoT devices connected via LTE-M to a data platform that acts as a source of knowledge and command centre for farmers. The data platform can provide recommendations based on artificial intelligence models.

### Business milestones

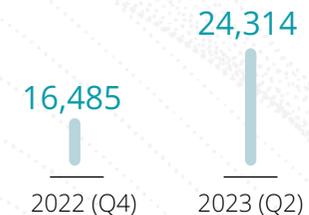
- Partnerships have been closed with a wide variety of strategic partners such as Frutaria, Amazon Web Services, Telefónica Tech, and Vodafone Turkey
- Opening of new markets in Central America, North America, and Europe
- Emergence of a new market niche in irrigation communities.

### Impact

#### Hectares covered by IoT devices\*



#### Water saved (m3)\*



\*Accumulated data

## Support for improving the well-being and clinical outcomes of cancer patients.



Gandolf explains to you  
Mika's path to impact:

[watch the video](#)

### Problem

Cancer remains one of the greatest challenges for society and medicine.

According to the WHO, 18.1 million people were diagnosed with cancer in 2018. However, psychological and quality-of-life support for patients who have experienced cancer is virtually non-existent at all stages of the disease.

### Solution

Psychological assistance to cancer patients through a digital platform that offers personalised treatments based on scientific evidence.

It allows patients to monitor and track symptoms and access coaching sessions through articles, videos, and courses.

### Business milestones

- Initiation of the international Novartis MDS collaboration with a revenue forecast of >1 million euros.
- The Onko-DigiTrial II study demonstrates the efficacy of Mika in a randomised controlled trial and publication of the Mika pilot study (Charité) in a peer-reviewed scientific journal.
- Exit from the prescription business (DiGA) to focus on international pharmaceutical business.

### Impact

Number of patients on the platform\*



Net Promoter Score  
(Satisfaction rating, from 0 to 100)



\*Accumulated data

# RIP FOODS

First investment: 2022

## A boost to protein transition and reducing the environmental footprint of livestock farming.



Kevin and his team explain to you Rip Foods' path to impact:

[▶ watch the video](#)



### Problem

Livestock farming is responsible for 10% of annual greenhouse gas emissions and is the main source of methane emissions.

The IPCC considers that reducing global meat consumption is an essential measure to curb climate change and reduce pressures on land and water.

### Solution

RIP supports the transition from animal protein to plant-based protein that tastes better than those currently available in the market and has greater versatility for mixing into more dishes and diets.

### Business milestones

- Focus on commercialization. Growth between 10-30% per month.
- They have closed commercial agreements with COOP in Switzerland.

### Impact

Reductions in greenhouse gas emissions per product sold (tCo2 Eq) \*



Reduction in water used per product sold (thousands of litres)\*



\*Accumulated data

## Promoting early diagnosis of abdominal cancers through artificial intelligence.



Sara explains to you Sycai's path to impact:

[watch the video](#)

### Problem

Pancreatic cancer has the lowest survival rate among all cancers in Europe. In Spain alone, 8,000 people die each year due to pancreatic cancer.

The main cause of the high mortality rate is the lack of an early diagnosis method. Around 50% of pancreatic cancer patients are not diagnosed until they are in a very advanced stage. The survival rate for more than 5 years from diagnosis is less than 3%.

### Impact

As a startup that is in the technological development stage, its focus for the moment is on obtaining ISO13485 certification (already achieved) and CE marking to start commercialization.

### Solution

Sycal's first product is a digital assistant that helps radiologists detect and classify precancerous lesions in the pancreas in images such as CT scans and MRIs, ultimately promoting early diagnosis of pancreatic cancer.

They are currently developing new assistants for liver and kidney.

### Business milestones

- Completion of the clinical study on the pancreas with very good results.
- Agreement with distributors in Spain, Italy, and Eastern Europe.
- Approval of the first study in the U.S.

## Protecting motorcyclists by reducing response times, severe injuries, and saving lives on the road.



Jesús explains to you LiveLink's path to impact:

[watch the video](#)

### Problem

There is no available system that offers an effective universal e-call solution for motorcycles due to the complexity of its implementation. There is less protection for motorcyclists than for vehicles (the e-call system is mandatory for cars). Of the 72% of motorcycle accidents, 24% result in death or suffer serious accidents and injuries.

### Solution

LiveLink Motor is a motorcycle-specialised IoT platform developed by Komobi, a device that connects to motorcycles offering telemetry and an e-call system that reduces emergency service response times in case of an accident.

### Business milestones

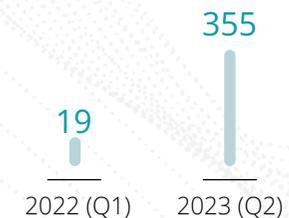
- 100% year-over-year (YoY) growth.

### Impact

Incidents detected\*



Warnings to the emergency service in less than 7 minutes



\*Accumulated data

# ROSITA

First investment: 2021

## A virtual longevity coach to prevent frailty and other conditions.



Clara explains to you Rosita's path to impact:

[watch the video](#)



### Problem

The life expectancy in Europe is 80 years, with Spain leading at an average life expectancy of 83 years. (Data from Eurostat, 2021)

However, the healthy life expectancy for older people is no more than 65 years. Older people expect to live with pain or diseases that could be preventable in most cases.

### Solution

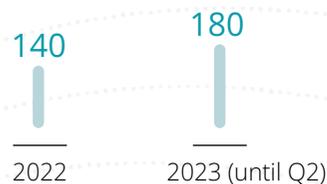
Rosita is a virtual longevity coach designed to maximise the healthy life expectancy of older people, thereby helping to create a better society through a community of happier and more self-sufficient seniors.

### Business milestones

- Launch of the Longevity Index R-score that analyses different aspects of people's health.
- Currently conducting a pilot with Telefónica.
- In Q2 of 2023, they have doubled the number of paying users/sales from last year.

### Impact

Users who have engaged in 50 minutes of weekly activity



Average minutes of activity per week



# CODEOP

First investment: 2021

## The world's first coding school for women and gender minorities, with onsite campuses and online courses.



Katrina and her team explains to you Codeop's path to impact:

[▶ watch the video](#)

### Problem

Women and the LGBTI+ community are underrepresented in the tech world.

Only 30% of women or LGBTI+ communities are part of the tech workforce, exacerbating gender disparity and the ongoing marginalisation of these groups in the job market.

### Solution

CodeOp is a tech school that offers bootcamps and workshops, creating safe spaces for women, non-binary, and transgender individuals looking to enter the tech sector.

### Business milestones

- 148% YoY growth in net sales
- New 40-hour Big Data course designed and implemented with 36 graduates

### Impact

#### Enrolled students\*



#### Students who secure employment in a tech business after training at CodeOp (%)



\* Accumulated data

An aerial photograph of the ocean with white-capped waves. The text is centered over the image.

**The impact revolution  
has begun. Thank you for  
being a part of it!**



# Ship2B Ventures

INVESTING FOR A BETTER WORLD

[www.ship2bventures.com](http://www.ship2bventures.com)