7TH STARTUP ACCELERATOR PROGRAM
“ENTREPRENEURS FUND”
Private oil and gas company with central offices in Spain.

24,000 people, 84 nationalities.

Integrated (exploration, production, refining and marketing) operating in 37 countries.

Current oil and gas production 690,200 barrels of oil equivalent per day, in 3 key regions: North America, Latin America and Southeast Asia.

Working towards sustainability for nearly 20 years.
WORKING TOWARDS SUSTAINABILITY FOR NEARLY 20 YEARS
Climate change
We want to be part of the solution to climate change.

OUR AMBITION
Position ourselves in a scenario compatible with the Paris Agreement (2°C scenario).

2020 OBJECTIVE
   Implement the CCAC methane emissions mitigation plan included in the company’s 2017 Sustainability objectives.

ODS 13: Climate action.

Innovation and technology
We encourage innovation and incorporate technological advances to improve and develop ourselves and our environment.

OUR AMBITION
Drive technological innovation as a lever for transformation towards more sustainable business models.

ODS 7: Affordable and clean energy.
ODS 9: Industry, innovation and infrastructure.
ODS 17: Partnerships for the goals.
INNOVATION SCHEME

NEW KNOWLEDGE  Innovation pathways  NEW VALUE

R+D CENTERS  CORPORATES  MARKET

STARTUPS  VENTURE CAPITAL  SCALEUPS

ENTREPRENEURS
INNOVATION SCHEME
REPSOL FOUNDATION SUPPORTS ENTREPRENEURSHIP AT TWO LEVELS OF MATURITY

**PROJECTS**
- Developing an innovative business model and/or technology that has already been **demonstrated** in real or controlled environment.
- Still at **pre-commercial** phase.

**IDEAS**
- **Earlier** phase of development, still working in demonstration.
EQUITY-FREE FUNDING

PROJECTS

- € 6,000 a month, € 72,000 along the year.
- Additional € 72,000 a year for specific, eligible expenses such as prototyping, equipment or software development.
- Total: up to € 144,000 along the year.

IDEAS

- € 2,000 a month.
- Total: € 24,000 along the year.

We allow compatibility with other grants and funding sources.
DURATION OF THE PROGRAM

PROJECTS

- One year.
- Extendable for a second year.

IDEAS

- One year. Can apply as “Projects” at future calls competing on an equal footing with other participants.

Not necessary to move to any incubation or coworking space
MENTORING

STARTUP

non-disclosure agreement (NDA)

MENTORS

Dedicated 1-2 ex Repsol seniors

Access to Repsol’s **technology** experts and potential ‘**early adopter**’ units

ACCELERATION STAFF

4 experts in **industrial** startups acceleration
MENTORING

Monthly report >

STARTUP

Monthly follow-up meetings

< Grants

< Feedback

MENTORS

Quarterly evaluation meetings

ACCELERATION STAFF

< Progress score
TRAINING

Presential.

3-day seminars in Madrid, approx. in Oct, Dec, Feb, Apr and Sept on the first year.

Startup basics: human resources, commercial, financial, legal, intellectual-property...

English.
WE SUPPORT STARTUPS WORKING IN 5 AREAS

- **Efficiency** in operations in the energy and chemical industry.
- New **materials** and differentiated products.
- **Digitalisation** and **mobility**.
- **Circular economy**.
- **New oil and gas** exploration and production technologies.
THE APPLICATION FORM

Remember that you have 15 days to complete the form once it has started. Once this time has elapsed the answers you have included will disappear and you will have to start again to complete it.

You have left 13 days to complete the application form.

Describe your project in one sentence: * (between 50 and 140 characters)

Lorem ipsum dolor sit amet, consectetur adipiscing elit.

50 characters

Short description (public information): * (between 150 and 500 characters)

THE APPLICATION FORM

- Project general description.
- Description of innovative technological component and/or business model.
- Technology Readiness Level (TRL) of your project.
- Major achievements of the project so far.
- Work plan milestones for the two upcoming years.
- Patents related to the project, if any.
- Already-established company? Name, year established, employees, shareholders.
- Don't have a company yet? Expected time of establishment.
THE APPLICATION FORM

- How is the **market** you will enter, and who will be your customers?

- **Problem** or necessity of your customers that you aim to solve.

- How your product or service will **solve**/fulfill the problem/necessity or your future customers?

- Main **competitors**.

- Your competitive **advantage**.

- Sources of **financing** obtained to date.

- Estimated **funding needs** to develop the project the two upcoming years.
How long has the team been working **together**?

Does the team have someone with previous business **experience**?

**Dedication** to the project.

**Origins** of your project (university, technology center, other...)

**Pitch** **video**.

**APPLICATION URL**

http://www.fundacionrepsol.com/en
SELECTION CRITERIA

INNOVATION

Potential of the **technological** innovation and/or **business-model** innovation as a predictor of **competitive** advantage.

PROBLEM/SOLUTION FIT

**Intensity** of the **problem/necessity** of customers that the startup aims to solve/fulfill, and the **value** of the startup solution **compared** with the **already available**.

TEAM

**Technological, commercial** and **financial** profiles present, or the intention of getting them on board.
<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>MAR 12</td>
<td>Application <strong>closing</strong> date.</td>
</tr>
<tr>
<td>MID APR</td>
<td>Communication of <strong>first shortlist</strong>.</td>
</tr>
<tr>
<td>END APR</td>
<td>Communication of <strong>second shortlist</strong>.</td>
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<tr>
<td>EARLY MAY</td>
<td><strong>Interviews</strong> (presential or remote).</td>
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<tr>
<td></td>
<td>Communication of <strong>acceptance</strong> for pre-acceleration (*).</td>
</tr>
<tr>
<td>MID MAY</td>
<td>Communication of <strong>final candidates</strong>.</td>
</tr>
<tr>
<td>END JUNE</td>
<td><strong>Presentation of candidacies</strong> to a <strong>jury</strong> in Madrid (*).</td>
</tr>
<tr>
<td>MID JULY</td>
<td><strong>7th acceleration program begins</strong>.</td>
</tr>
<tr>
<td>OCTOBER</td>
<td>(*): Travel expenses to Madrid may be granted for one person.</td>
</tr>
</tbody>
</table>

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PRESENTATION EVENT MADRID JULY 18

2017 event video: https://www.youtube.com/watch?v=LyOQR-VEnMY
7TH STARTUP ACCELERATOR PROGRAM "ENTREPRENEURS FUND"
43 STARTUPS IN 6 YEARS
REPSOL’S LONG TERM COMMITMENT WITH CLIMATE CHANGE