



# Impact Report 2024

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# LETTER TO THE INVESTOR

Dear investors of the BSocial Impact Fund,

It is our great pleasure to write this letter to you in the fourth year of life of Ship2B Ventures. It is incredible how quickly time has passed.

We can already announce that we are on the point of closing the investment period. We have made 29 investments and hope to close the last few in these next few months.

They are 29 journeys by great entrepreneurs and social entrepreneurs who are trying to change the world, 29 journeys to meet our three great challenges: quality of life of vulnerable groups, climate change and school failure.

Each of them brings innovative solutions to these challenges. Each has their own theory of change. The journey of Ship2B is to accompany them as they convert theory of change into real change.



We can also share great news resulting from our constant efforts: the high percentage of female entrepreneurs among us. 60% of our startups are led by women (as founders or cofounders). A data point we think can not be made by any other fund management team in Europe currently.

We can also tell you that our BSocial Impact Fund I and our parallel BSocial Impact EuSF fund (European Social Fund) comply with SFDR article 9, and we are certified as a B Corp enterprise and Carbon Neutral.

We are truly satisfied with the progress of our portfolio companies. It is still too early to draw conclusions, but so far, we have only had one project fall through, and more than 80% of the portfolio is progressing with very solid metrics. We remain convinced that we will be able to deliver the returns and profits promised at the beginning of this venture.

Looking out with a wider lens, we want to inform you that global urgencies are becoming increasingly pressing. As of today, only 15% of the Sustainable Development Goals (SDGs) set by the United Nations as a major global agenda for 2030 have been achieved.

We would like to update you on the urgent global challenges we are all facing. Currently, only 15% of the United Nations' Sustainable Development Goals for 2030 have been achieved.

Impact investing can play a fundamental role in this direction, even though we have far to go to have a big effect. Globally over a billion US dollars (a trillion in US english) has been designated towards impact investing.

However, despite the mobilisation of these resources, a great leap forward is still required for these resources to be even more transformative. We are looking for more authentic additionality and for this we need to advance towards types of impact investing that can generate more systemic and profound change.

At Ship2B Ventures, we are working hard in this direction. By advancing towards systemic impact investment, we hope that the fruits of this work will soon be seen.

What we are most proud of is the wonderful team we have built over the years. We currently have a group of exceptional people, full of talent and vision, who we are sure will help us successfully lead the project in the coming years.

And that is it, dear investors, we sincerely hope you continue to trust Ship2B Ventures to create a more sustainable world, a better planet, and a fairer society.

This coming year, we will already be working on the next vehicle, BSocial Impact Fund II, which we wish continues and strengthens this impact journey of Ship2B Ventures.

Warm regards,  
Xavi, Maite and Dani.




# OUR IMPACT

**29**  
portfolio startups

**60%**  
women's leadership

**6**  
new startups\*

Addressing major challenges in three areas:


-   
Quality of Life and Health
-   
Climate Change
-   
Education

**BENEFICIARIES** (Through 7 startups)\*\*

 **56,825** Since the fund's inception

**180,000** Projected by 2028 with the current portfolio

**TONNAGE OF CO<sub>2</sub> REDUCION** (Through 5 startups)\*\*

 **3,386** Since the fund's inception

**11,000** Projected by 2028 with the current portfolio

**M<sup>3</sup> WATER SAVINGS** (Through 1 startup)\*\*

 **7,500,000** Since the fund's inception

**13,500,000** Projected by 2028 with the current portfolio

\*Since July 2023

\*\*This report does not include new startup investments (pending impact KPI approval) or pre-seed startups.



**PRIVATE CAPITAL MOBILISED  
TO IMPACT INVESTING**

**29,064,073€**

Since inception



**REVENUE GROWTH OF  
PORTFOLIO**

**195%**

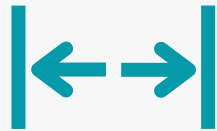
Since inception



**NEW JOBS  
CREATED**

**229**

Since July 2023



**GENDER PAY GAP IN  
OUR STARTUPS**

**3.94%**

Year 2023



**FEMALE WORKFORCE IN  
OUR STARTUPS**

**52%**

Year 2023



**STARTUPS WITH DATA PROTECTION  
AND SECURITY POLICY COMPLIANCE**

**92%**

Year 2023



**WE ARE B CORP**

At Ship2B Ventures, we have been recognized as a B Corp, acknowledging our high standards of social and environmental performance, public transparency, and legal accountability.



**OFFSETTING OUR  
FOOTPRINT**

We have offset our Scope 1 and 2 emissions, totaling 0.41 tons for 2023, through the Galicia Rexenera project. This initiative aims to plant 56,244 trees and absorb a total of 38,481 tons of CO<sub>2</sub>.

An aerial photograph of a beach and ocean. The ocean is a deep teal color with white foam from waves crashing against a long, curved concrete barrier. The beach is a light tan color with some people and objects scattered on it. The text "ONE TRILLION" is written in large, white, bold, sans-serif capital letters across the top half of the image. Below it, the text "¿and what is next?" is written in a smaller, white, sans-serif font, with a question mark and a tilde symbol at the beginning.

**ONE TRILLION**  
¿and what is next?

# TO IMPACT IS TO TRANSFORM

At Ship2B Ventures, we strive to always go one step further. We know that to generate a positive impact, we must challenge the status quo and seek the most transformative financial options. In this regard, our mission is clear: to invest in and empower the boldest entrepreneurs to address humanity's main challenges, which are increasingly complex and urgent.

To achieve our goal, we walk alongside the founders we invest in so they can become leaders capable of generating the transformative changes the world needs. In doing so, we are not only supporting the growth of successful startups and wealth generation but also contributing to the creation of a more just and sustainable future for all.

Looking to the future, we are convinced that to generate a positive, transformative, and lasting impact, we must implement a holistic approach to the issues we address. Empowering entrepreneurs to lead their companies with a systemic approach is not only possible but essential to achieving the transformation we so urgently need.

Over the years, we have built a team committed to this transformative lens, sharing the same values and rigor in intentionality, additionality, and measurement of the projects we invest in.



**Our values**



# THE POWER OF COMMUNITY

When a group of motivated and nonconformist individuals comes together to work towards a common purpose, something unstoppable emerges. This is why creating a community among the leaders at the forefront of the impact projects we support makes perfect sense. We have named this community "Impact Makers," and it consists of over 50 founders leading highly competitive projects aimed at addressing the major social and environmental challenges of our time.

The diverse perspectives and solutions offered by our entrepreneurs to tackle social and environmental challenges are a key strength of our community. These range from integrating circular economy and design to reduce waste, providing digital solutions to improve the quality of life for the most vulnerable, to designing projects that accelerate the green energy transition. Digital technologies play a crucial role in enhancing quality of life by offering innovative solutions across various domains.

Starting impact projects is challenging, requiring essential learning capabilities to overcome difficulties related to financing, talent acquisition and retention, scalability, and more. At Ship2B Ventures, with our extensive entrepreneurial experience, we firmly believe in the value of sharing experiences and knowledge within the entrepreneur community to tackle various challenges and enjoy the journey.

One of our pillars is to go beyond capital investment and support the startups we invest in to achieve each of their goals. Witnessing this community grow and seeing their progress is not only hopeful but also an indicator that we are on the right path.

Will you join us?





# FOUNDERS: CATALYSTS OF CHANGE

Our entrepreneurs are the true protagonists of change.

Nonconformists by definition, they drive innovative solutions with extraordinary teams to address the major challenges our society faces. By focusing our efforts on these visionary leaders, we are planting the seeds of profound and lasting change that benefits both society and the planet.

So, what makes them truly unique?

## INTENTIONAL:

Our entrepreneurs have a clear sense of purpose, that inner flame driving them to pursue the success of each solution they propose. They possess a deep understanding of the problem they aim to solve and the partnerships that will enable them to reach further.

## VISIONARIES:

More than just managers, the founders in our community are visionaries. They are capable of forging the necessary alliances and identifying the future steps needed to scale their projects.

## DISRUPTORS:

Einstein said that if you want different results, don't always do the same thing. To overcome the challenges we face as a society and planet, they apply completely different models from those that have led us to the current situation.

## AMBITIOUS:

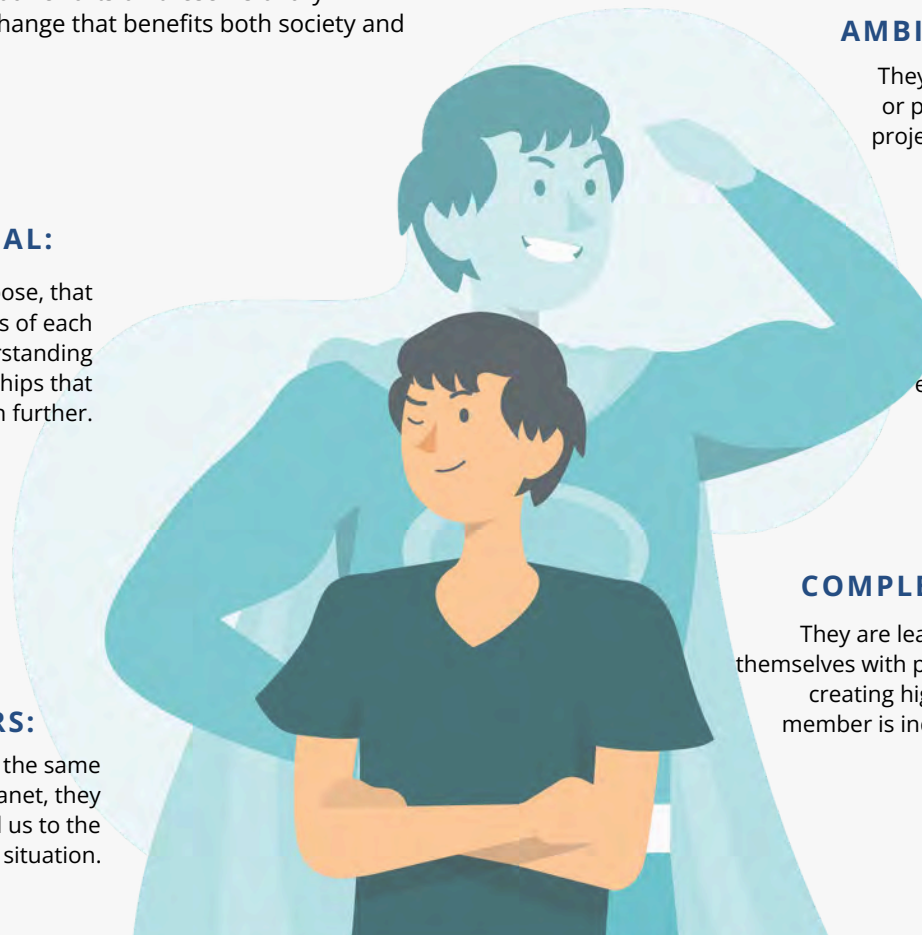
They are not interested in half-measures or partial results. Once they have a clear project, they design a roadmap to ensure they don't fall short.

## RESILIENT:

If anything defines an impact entrepreneur, it is resilience—the ability to overcome difficulties and learn from mistakes to face the future of their company with greater capability.

## COMPLEMENTARY:

They are leaders who know how to surround themselves with people different from themselves, creating high-performing teams where each member is indispensable and complementary.



# ORIOL FUERTES

Founder and CEO of Qida



“Everything stems from my determination to create sustainable healthcare systems and my sensitivity to the vulnerability of the elderly.”

## WHAT MADE YOU BECOME AN ENTREPRENEUR?

After 10 years of experience as a consultant at McKinsey & Company, working for the governments of Spain and the United Kingdom on their healthcare and social strategies, I realized that European healthcare systems are not economically sustainable, even with defined strategies to achieve this. I decided to focus on the system because I was convinced that something different needed to be done and the response needed to be accelerated in the face of a clear challenge: addressing the chronic conditions of the elderly population in an integrated and sustainable way.

For this reason, Qida was born in 2018 with the vision of making the healthcare and social system globally sustainable by achieving the triple M: enabling more people in situations of dependency or advanced chronic conditions to live longer, with better health, and with more quality of life at home.

## WHY THE ELDERLY?

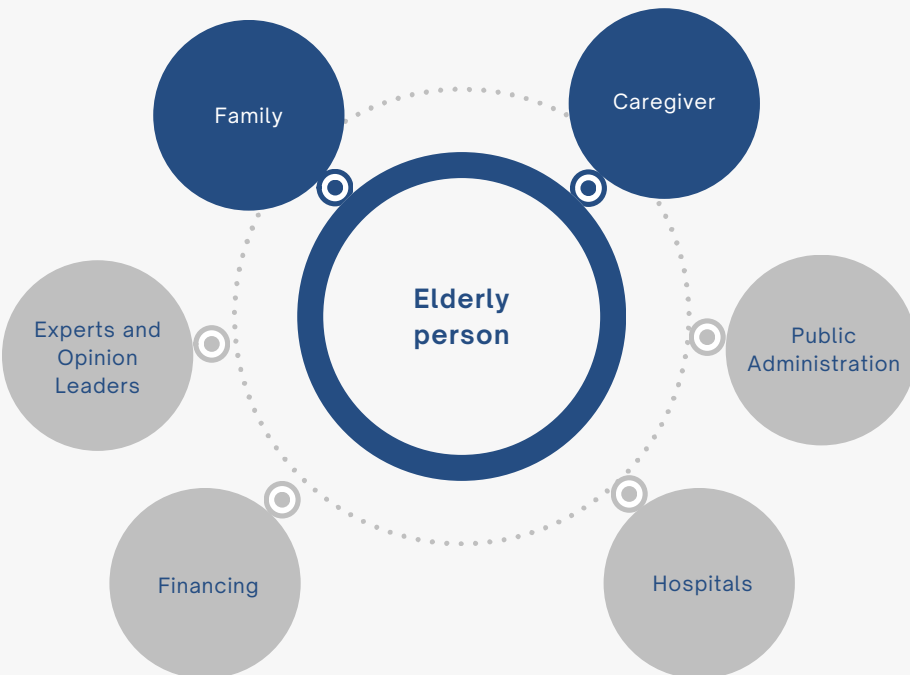
In our last three years, we have consumed 55% of public resources in healthcare. Demographic trends indicate that there will be an increasing elderly population, so if I want to be an agent of change and generate a positive impact on society, I must focus on this challenge.

One of my driving forces in life is to be a good person, which is why I set out to ensure that others have better living conditions. The elderly are undoubtedly a group I want to help because I know I can provide a lasting and scalable solution that improves their quality of life.

## THE SYSTEMIC APPROACH OF QIDA IS...

The premise was that what existed up until now was not working, so we had to think of something new to improve the system. During my experience at McKinsey, I gained the knowledge to deeply understand the problem I wanted to address by getting to know different stakeholders such as public administration and public and private hospitals. I realized that the challenge was so evident that it did not require a perfect solution; rather, it needed to integrate multiple related issues.

With Qida, we focused on two aspects we believed were vital: building the world's highest quality human-centered, expert, and technology-based home care, and enhancing the social status of the caregiver community globally through information and community building.



Learn more at:

 <https://qida.es>

## WHAT WOULD YOU HIGHLIGHT ABOUT YOUR LEADERSHIP?

### Human Value



One of the abilities I see as necessary is to think big and systemically while maintaining the detail and empathy of each case, the most human value.

### Resilience



When you think you are at your limit, you can always take one more step and then another. My motto is that you will only achieve what you are not aware is impossible.

### Excellence



To make a difference, we must find a way to do something big, fast, and well. This means giving our utmost; we cannot settle for half efforts.

# NOELIA LÓPEZ

Cofounder and CEO of Envita



“We want to change the perspective on caring for people, emphasizing their life journey rather than their vulnerabilities and deficiencies.”

## WHAT MADE YOU BECOME AN ENTREPRENEUR?

Coinciding with a life change when I moved from Madrid to Galicia, my professional path shifted completely from focusing on marketing in large corporations to a totally different challenge that made a lot of sense to me: how to create a care model and residential centers focused on the individual. Today, people do not go to care homes because they want to, but because they find themselves in a situation of great vulnerability and have no other alternative.

The new axis we needed to introduce into the system was shifting from the concept of a care center to creating a space for life.

## WHY PERSON-CENTERED CARE?

Often, we leave essential aspects of care in the realm of vocation. I was clear that we should not leave this to chance and needed to place the individual at the center of the system.

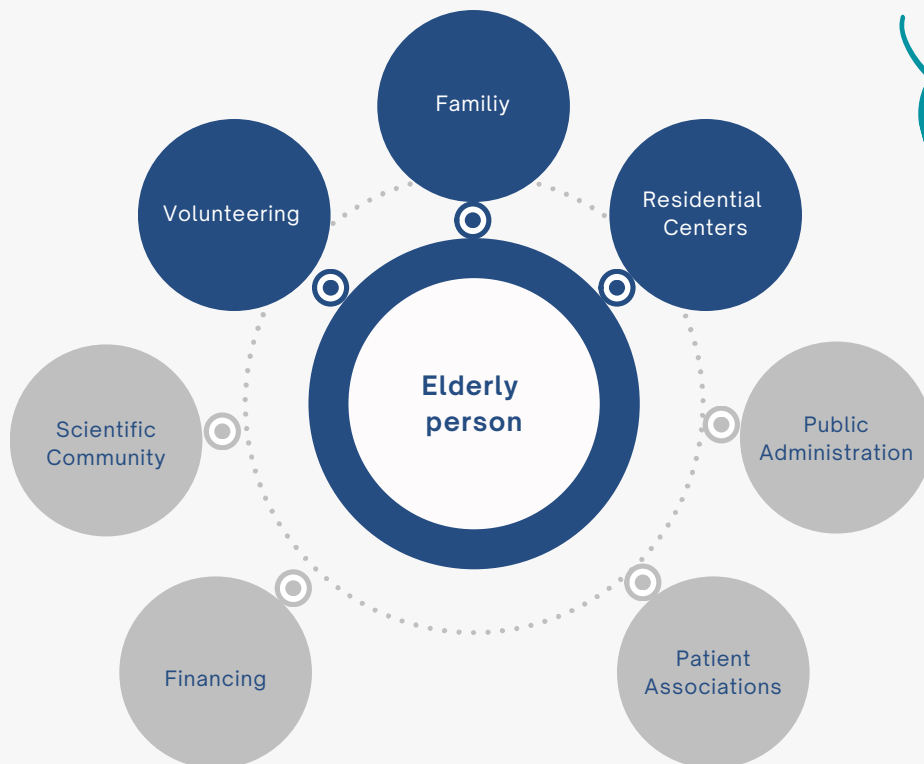
Care for institutionalized individuals often focuses more on their vulnerabilities or deficiencies than on their abilities, diminishing their sense of identity and life project. Therefore, at Envita, we promote a humanistic approach where biographies become the essence of care, allowing individuals to reclaim their role as protagonists of their own stories, recognizing their life achievements and fostering meaningful relationships and activities.

Beyond diagnosis, it is about caring through biography, meaning, and connection. This is the change in perspective we wanted to bring—to value the life journey of elderly individuals by connecting all stages of their lives and providing a sense of continuity.

## THE SYSTEMIC APPROACH OF ENVITA IS:

To focus on developing a person-centered care system. It was evident that simply training teams was insufficient; a methodology and tool were needed to incorporate the often invisible aspects of care, regardless of the type of center or service. This involves methodologically integrating relational aspects with individuals, focusing on everyday life and building trust.

Over time, it became clear that for this tool to be truly scalable, it was necessary to involve not only the family environment but also establish partnerships with social entities, academia, the private sector, and public administration. Applying a multi-stakeholder approach has allowed Envita to address its challenge from a broader perspective and initiate the systemic change it aims to generate.



Learn more at:

<https://envita.es>

## WHAT WOULD YOU HIGHLIGHT ABOUT YOUR LEADERSHIP?

### Belief in Change



Having a firm conviction that things need to change to improve people's lives has been essential. Wanting to change the problem and surrounding yourself with people who share the same conviction is key if you want to go far.

### Resilience



There are so many obstacles that if you focus on them, you wouldn't even start. In entrepreneurship, resilience is almost mandatory, as you must be willing to make mistakes and learn from them without losing enthusiasm and the conviction that the proposed goal is worthwhile.

### Curiosity



Having an innate curiosity is something that defines me, especially because along the way I have had to learn about all kinds of new topics for me, such as team management, technological aspects, administrative issues, etc.

# IGNASI FERRER

Cofounder and CEO of Ocean Ecostructures



“My whole life revolves around the sea. After witnessing firsthand the decline of marine life, I knew it was time to provide a constructive solution.”

## WHAT MADE YOU BECOME AN ENTREPRENEUR?

My passion for the sea has been with me my entire life. As a child, I went diving, later becoming involved in activism and the need to preserve marine ecosystems. Eventually, I realized that activism needed a different approach, so I decided to move from activism based on complaints and denunciations to a more constructive proposal. I set out to find a solution that would eliminate the negative externalities of human activity in the sea.

After 15 years as the general manager of a multinational company, I decided to start a project that combined a lifelong motivation with the firm belief that sustainable and profitable projects can coexist. This is when my entrepreneurial journey began.

## WHY TECHNOLOGY AND OCEANS?

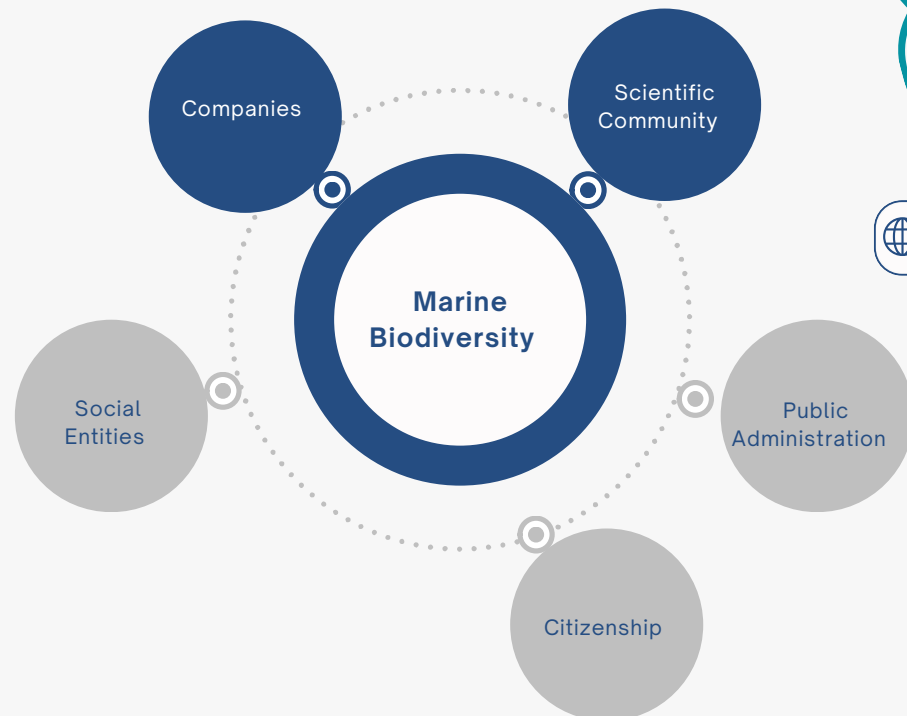
If we want to implement viable, change-generating, and scalable projects, we must enable companies themselves to contribute to the regeneration of marine life. This led to the proposal of Ocean Ecostructures, based on highly efficient technology that allows for the renaturalization of infrastructures and the recovery of marine biodiversity. We developed our own system, the Bio Boosting System®, which combines regeneration technology, robotics for monitoring results, and artificial intelligence for data processing.

With our technology, we can meticulously monitor the positive impact we achieve, which is of great interest to companies as it provides them with an opportunity to advance their sustainability policies and ESG requirements.

## THE SYSTEMIC APPROACH OF OCEAN ECOSTRUCTURES IS...

We know that for our proposed solution to be scalable, it must be of interest to companies, and for this, we need to understand their needs deeply. Additionally, it is essential for us that our contribution is science-based, which has led us to establish alliances with the scientific community to lend solidity to everything we do and distance ourselves from greenwashing.

Another key actor we consider is the public, who are increasingly aware of ecological challenges and demand solutions. In this regard, we have developed a mobile application that displays all the positive impacts achieved through our technology and also serves as an exercise in transparency.



Learn more at:

<https://oceanecostructures.com>

## WHAT WOULD YOU HIGHLIGHT ABOUT YOUR LEADERSHIP?

### Passion



Just as I am passionate about what I do, I need to work with people who are genuinely enthusiastic about their work, whose eyes light up when they talk about what they do.

### Complementarity



Given my very visionary and enthusiastic style, it is important to find a more executive profile to complement two essential dimensions in a great project: vision and implementation.

### Resilience



I ask my team to be proactive and specialize in their functions without fear of making mistakes. In the face of a possible error, the first step is to acknowledge it, seek an alternative plan, and if one cannot be found, raise their hand and ask for help from the rest of the team, which will always be available.

# JESÚS IBÁÑEZ

Founder and CEO of Spherag



“The direct contact with farmers is something that greatly motivates me, and providing them with solutions for their projects is very enriching.”

## WHAT MADE YOU BECOME AN ENTREPRENEUR?

In my quest to optimize the use of resources, such as water and energy, I encountered difficulties in getting clear explanations on how to automate and monitor irrigation systems in agriculture. It bothered me that this technology was not accessible to most farmers due to its complexity.

Faced with this situation, I aimed to enable anyone, anywhere in the world, to monitor and manage their irrigation systems in simple steps. Additionally, I saw a connection with the purpose of contributing to the fight against climate change.

## WHY A SOLUTION FOR AGRICULTURAL IRRIGATION?

My connection with the hydraulic world is historical. As a child, my father introduced me to agriculture, and my connection to the issue has been progressive. I found it very interesting to combine digitalization with agriculture to offer a more robust solution, as agriculture lacked the approach I wanted to propose. Our first stage was automation, the second was data analysis for better decision-making, and now we link automation with data through self-predictive models.

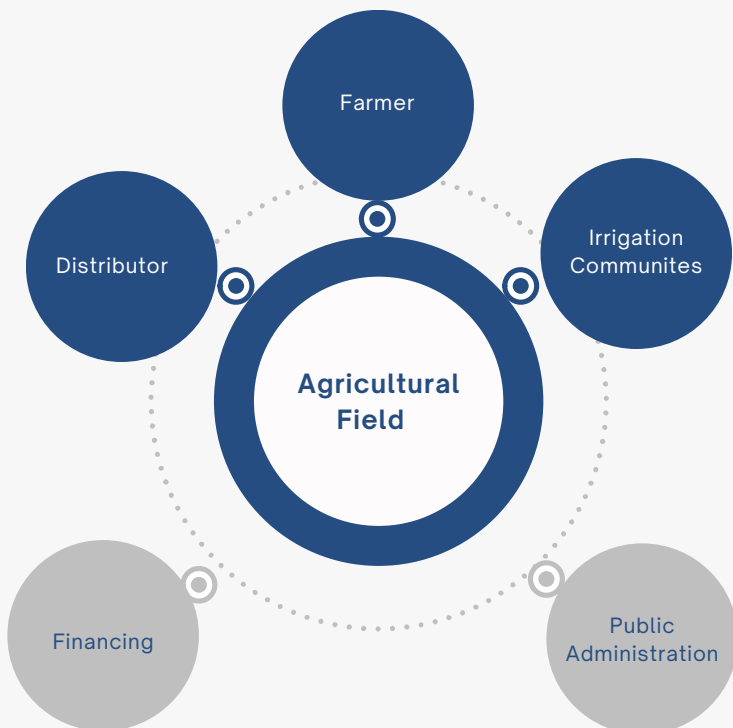
Providing farmers and irrigation communities with automated resources improves their quality of life and family balance by allowing them to control their land from home rather than from the field at odd hours.



## THE SYSTEMIC APPROACH OF SPHERAG IS...

There is so much to do in water management that we still have a long way to go, especially in adapting resources in real-time. Collecting and analyzing hydraulic data allows us to better understand the water circuit, establish trends, and gain resource efficiency in agricultural use. We maintain a close and healthy relationship with farmers, installers, and consumers, considering them part of our project since they validate it through their use.

In record time, irrigation communities have faced severe drought situations and need urgent help to modernize their land management. Each community has different actors with different needs; we listen to them and adapt by coordinating the water flow that can be supplied.




Learn more at:

 <https://spherag.com>


## WHAT WOULD YOU HIGHLIGHT ABOUT YOUR LEADERSHIP?

### Horizontal




I believe that everyone should be a leader in their own domain, which is why we have developed a very horizontal structure so that each person takes responsibility for their area. After all, each person is the expert in what they do.

### Consensus



When making decisions, I look for collaborative options and always seek consensus to achieve a stable decision. I like to maintain close relationships with people, and that is something I don't want to lose.

### Purpose



Something I consider essential is aligning the team with the company's defined values. It is very important to align daily work with the purpose and ensure that every action helps achieve it.

# WHAT SOLUTIONS DO WE INVEST IN?

Our team has been promoting impact investment for more than 10 years. First through the Ship2B Foundation and for the last 4 years accompanying startups invested through the BSocial Impact Fund.

Over this time we have accumulated a great deal of experience on the essential aspects for innovation and entrepreneurship to create a point of no return towards real and transformative impacts.

## EARLY STAGE

Investing in early-stage solutions allows us to support high-impact potential projects that struggle to find funding due to high risk.

Traditional investment often favors more mature projects, leaving many transformative initiatives unsupported.

We have backed **Dcycle** from its pre-seed stage.

In the last few years, we have seen them build a team of more than 30 people and work with more than 200 companies in Spain and Europe and consolidate their software that allows companies to manage their sustainability.

## HOLISTIC APPROACH

Transformative solutions are rarely found in silos.

Building partnerships is essential to address a problem more comprehensively, covering the different needs related to the challenges we address.

**Qida** and **Pensium** partner to launch home care financing.

With this partnership, more people in need of care will have full coverage of the care they deserve, regardless of their financial situation.



## GLOBAL CHALLENGES

Addressing global challenges is not exclusive to large organizations.

Small organizations, by anchoring impact in their business models and leveraging technology to scale their proposals, can tackle global issues effectively.

**Ocean Ecostructures** is combating the loss of marine biodiversity. In 2021, its three co-founders aimed to restore marine ecosystems and biodiversity on a large scale, setting a goal to revitalize up to 20,000 marine areas by 2030.

## TECHNOLOGY AGNOSTICS

Many entrepreneurs focus too much on the innovation they are developing rather than the problem they want to solve. It should be the opposite.

The startups we invest in deeply analyze the complexities of the problem to develop solutions that benefit people and the planet, using technology to scale both impact and business.

**Envita** focuses on a methodological foundation that will allow scaling an integrated model aimed at leading a paradigm shift in society, transforming the perception of aging from "Third Age" to "Third Life".

# ANCHOR IMPACT IN THE INVESTMENT PROCESS

The journey of a startup is filled with complexities, from the initial challenges of validating the problem-solution and business model to expansion and scalability.

Each stage presents risks and opportunities to strengthen the focus on impact, which is why we must be prepared to navigate these complexities with a clear vision and an unwavering commitment to the specific social and environmental problem they aim to solve.

Through our investment process at Ship2B Ventures, we select the best impact startups—those that have thoroughly analyzed a social or environmental issue and designed a solution with a business plan that ensures economic profitability alongside social and/or environmental impact.

Anchoring impact at all stages of the investment process not only increases the likelihood of the startup's success but also ensures that the broader purpose of creating a more sustainable and just world remains at the heart of the investment.

1

## OPPORTUNITY SEARCH

- We leverage our network and platforms to seek investment opportunities.
- We apply our own inclusion and exclusion criteria.
- We actively seek women founders (gender lens).

2

## SCREENING AND ANALYSIS

- Analyze the intentionality and impact of each opportunity.
- Connection between impact and business.
- Problem description.
- Theory of change.
- Impact indicators.
- Impact and ESG risks and mitigation measures.



3

CLOSING

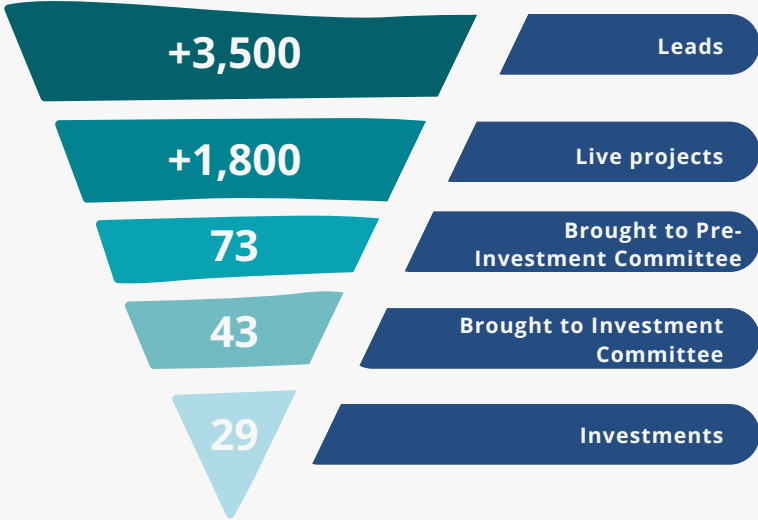
- Inclusion in the shareholder agreement of clauses that allow anchoring impact.
- Protection of the mission in the bylaws.
- Creation of the Impact Manager role within the startup.
- CEO salary tied to impact.
- Reporting on impact indicators and ESG.

4

PORTFOLIO MANAGEMENT AND TECHNICAL ASSISTANCE

- Active participation as board members.
- Support in creating impact measurement and management processes.
- Support in creating impact and ESG plans according to the company's stage.
- Support in structuring financing rounds.

Over nearly four years of investment through the BSocial Impact Fund, we have analyzed over 3,000 projects, ultimately investing in about thirty. Throughout the investment process, we apply strict criteria to invest only in those startups we believe will be champions of positive impact, even if this means having to discard more than 99% of initiatives that have contacted us.



Dealflow from January 2021 to April 2024



# BUILDING THE IMPACT ECOSYSTEM

To empower our entrepreneurs, we are committed to providing them with access to top-tier networks and resources that enhance their ability to scale their projects and maximize their impact and financial profitability.

To achieve this, we strive to strengthen and expand the impact ecosystem by creating a solid, interconnected network of actors, including investors, mentors, non-governmental organizations, academic institutions, and other high-level entrepreneurs. This connectivity opens opportunities for collaborations, co-investments, and the exchange of best practices, strengthening the collective capacity to address social and environmental challenges.

This ecosystem not only gives us access to a quality deal flow but also provides the resources startups will need throughout their journey.

## **SPAINNAB:**

SpainNab is the Advisory Council for Impact Investment and represents Spain before the GSG Impact (Global Steering Group for Impact Investment), which includes more than 40 countries and the European Union. As members of the Board of Directors, Ship2B Ventures has played a very active role in promoting public engagement and generating knowledge to inspire and encourage all sectors that want to start or continue advancing on their path to impact.to.

## **GIIN**

As members of the Global Impact Investing Network (GIIN), a leading global organization in impact investment, we hold a privileged position in the global impact investment ecosystem. We highlight our participation in forums organized by this organization and in two of the Knowledge Hubs promoted this year: VC and the Healthcare Knowledge Hub. These spaces aim to bring together different network agents to learn, discuss current challenges, and contribute to future visions.

## **SECTOR PRESENCE:**

Nuestro equipo participa cada año en los eventos nacionales y europeos más relevantes para eOur team participates annually in the most relevant national and European events for impact entrepreneurs and investors. We moderate sessions connecting with top-tier experts, participate in debates defining the future of socially and environmentally oriented innovation, and exchange challenges and opportunities in impact investment with other investors.



SpainNab



GIIN



Health.Tech



Change Now

# SHIP2B: TOWARDS SYSTEMIC INVESTMENT

More than 10 years ago, the Ship2B Foundation emerged as one of the pioneering organizations in impact investing in Spain, introducing a new paradigm when few believed it was possible to generate wealth by solving the main social and environmental problems of our society. Years later, its co-founders took this vision a step further by professionalizing impact investing with the creation of Ship2B Ventures.

Today, the bond between the Foundation and Ventures is stronger than ever. We firmly believe in the power of joint work and strategic alliances to catalyze even more transformative change, adopting a systemic change perspective in our activities to generate deeper and more lasting impacts.

Moving forward with the Ship2B Foundation is a natural process for us, leading this even more transformative approach to impact investing: Systemic Impact Investment. Our shared goal is clear: to drive new national and international collaborations that address systemic problems and enable scalable solutions accessible to all.

With this commitment, Xavi Pont assumes the presidency of the Ship2B Foundation, marking the first time in the Foundation's history that this responsibility falls on one of its founders. Additionally, Maite Fibla, co-founder of both the Foundation and Ship2B Ventures, formally joins as a member of the Board of Trustees. The objective is to jointly tackle social challenges with a more comprehensive and systemic vision: Ship2B Ventures, through our investment funds, and the Ship2B Foundation, through its new Systemic Impact Builder area, thus providing much more systemic solutions to the critical problems of our time.

And of course, we will continue co-organizing the Ship2B Impact Forum, the benchmark event for impact investing in Spain. This year, more than 500 business, financial, philanthropic, and public sector leaders will gather to share knowledge, build meaningful alliances, and explore new collaboration opportunities, shaping the future of the Impact Economy.



Board of Trustees Ship2B Foundation.

An aerial photograph of ocean waves, showing white foam and deep blue water, with a teal color overlay. The text "#IMPACTMAKERS" is centered in white, bold, sans-serif font.

**#IMPACTMAKERS**





# QUALITY OF LIFE







Estimated Impact\*:






**176,000**



Beneficiaries



\*By 2028 with the current portfolio

	SECTOR	PROBLEM	SOLUTION	IMPACT KPIs
	Socio-Sanitary	When people become dependent, they undergo a process that affects their quality of life. Needing support for daily activities and losing independence leads them to feel less useful and lose their identity, which in turn causes depression, anxiety, and loneliness.	A person-centered methodology improves the adaptation of elderly people to residences and day centers, enhancing their quality of life.	<b>1,423</b> Elderly people have used the Envita Methodology.
	Socio-Sanitary	Studies show that patients receive better treatment at home when possible. However, the current hospital model is centralized, and care services are provided at the hospital regardless of complexity or resource use.	An e-health platform facilitates medical and care procedures at home 24/7, offering personal and close treatment.	<b>612</b> People attended at home.
 	Socio-Sanitary	The number of healthcare professionals worldwide is decreasing. According to WHO, by 2030 there will be a deficit of 10 million healthcare workers, mostly in low- and middle-income countries. The shortage of medical staff increases in rural and remote areas.	A healthcare platform combines telecare and remote monitoring technologies with in-person treatment to ensure high-quality medical care in rural and remote areas.	KPI pending approval by the Advisory Committee.
	Mobility Safety	There is no available system offering an effective universal e-call solution for motorcycles due to implementation complexity. Motorcyclists have less protection than car drivers.	A device connects to motorcycles offering telemetry and an e-call system that reduces emergency response times in case of an accident.	<b>2,8347</b> Motorcycles with the Komobi device connected.
	Patient Treatment	According to WHO, 18.1 million people were diagnosed with cancer in 2018. However, psychological support and quality of life for cancer patients are practically nonexistent throughout all phases of the disease.	Psychological assistance for cancer patients through a digital platform offers personalized treatments based on scientific evidence, allowing patients to monitor symptoms and access coaching sessions through articles, videos, and courses.	<b>11,103</b> Patients on the Mika platform.

	SECTOR	PROBLEM	SOLUTION	IMPACT KPIS
	Socio-Sanitary	Nearly 90% of people over 65 in Spain want to age at home. However, when their physical and mental health declines, very few elderly can adequately age at home, limiting their quality of life.	A home caregiver platform aims to make the socio-sanitary system sustainable globally by helping dependent or chronic individuals live much longer at home with better quality.	<b>14,088</b> Elderly people attended.
	Prevention	We are living longer but not better. Life expectancy in Europe is 80 years; Spain leads with an average life expectancy of 83 years, but healthy life expectancy for the elderly is 65 years.	A virtual longevity coach maximizes healthy life expectancy for seniors, helping create a better society through a happier and more self-sufficient elderly community.	<b>386</b> users have completed 50 minutes of activity.
	Prevention and Diagnosis	Pancreatic cancer has the lowest survival rate among all cancers in Europe. In Spain alone, 8,000 people die annually from pancreatic cancer due to a lack of early diagnosis methods.	A medical assistant helps radiologists detect pancreatic cystic lesions by presenting similar cases to confirm diagnoses and predicting malignancy probability.	CE marking obtained.
	Patient treatment	Musculoskeletal pain limits people's mobility, affecting their quality of life and mental well-being. It is also the most common cause of work absences and a public health issue.	Digital therapy provides patients with a more effective, faster, and cheaper solution than traditional physiotherapy while reducing patient burden.	KPI pending approval by the Advisory Committee.
	Prevention and Treatment (Pre-Seed)	- During matrescence, 25% of women develop severe mental health conditions, and 75% of these cases are not diagnosed in time.	A virtual assistant with over 500 pieces of content to improve the mental health and overall well-being of women as they become mothers. The content is endorsed by the Federation of Midwives Associations of Spain.	Develop a minimum viable product of the Maternal Vitality Index.

SECTOR	PROBLEM	SOLUTION	IMPACT KPIS
 <p>Prevention and Diagnosis (Pre-Seed)</p>	<p>Chronic diseases kill nearly 41 million people globally each year, with approximately 17 million of these deaths being premature.</p>	<p>A digital tool that allows doctors to remotely monitor patients. It can promote the prevention of acute episodes in patients with chronic diseases.</p>	<p>Obtain Class I CE marking.</p>
 <p>Diagnosis (Pre-Seed)</p>	<p>In pediatrics, health guidelines for diagnosing and monitoring chronic conditions are not always followed due to a lack of rapid diagnostic methods, devices adapted for pediatric patients, and the invasive nature of blood tests.</p>	<p>A non-invasive medical device based on a smart lollipop that diagnoses diseases through a saliva sample.</p>	<p>Conduct a first clinical trial to demonstrate the safety and efficacy of the innovation.</p>



# LILLIAN CARE

## Bringing primary care to rural areas in Germany



- What** ● The number of healthcare professionals is decreasing worldwide. Since 2019, about 132 countries have faced a shortage of 43 million healthcare professionals, including 6.4 million doctors and 30.6 million nurses. Currently, 4,100 general practitioner positions in Germany are unfilled, and 36% of doctors are over 60 years old.
- Who** ● People living in rural areas of Germany, especially the elderly.
- How much** ● By 2024, they expect to have 3 practices and a total of 12 by 2025.
- Contribution** ● Changing the healthcare system in rural areas by creating medical practices where technology and talent come together to serve distant communities.
- Risk** ● Being such a disruptive model, it has implementation and regulatory risks.



"We believe their approach will not only provide immediate relief to underserved communities but also set a new standard in the healthcare industry."

Jordi Ferrer, Investment Director Ship2B Ventures.



"We feel humbled and grateful for the continued support of our current investors and excited to welcome new investors who share our vision."

Linus Drop, CEO and cofounder LillianCare.



# VIVIRA

## The digital therapy platform for acute and chronic back pain

- What** ● Musculoskeletal pain limits people's mobility, affecting their quality of life and mental well-being. Being the most common cause of work absences, it is also a public health issue. Additionally, the lack of physiotherapists does not meet patient demand, putting pressure on the socio-sanitary system.
- Who** ● People suffering from non-specific musculoskeletal pain, especially lower back pain.
- How much** ● By 2023, ViViRA has demonstrated a reduction in lower back pain for 49,000 people.
- Contribution** ● Through clinical studies, it has been shown to reduce patient pain in less time than the standard of care.
- Risk** ● It is a project with implementation and scalability risks.



"We are very excited about the incorporation of ViViRA into our portfolio, as it fully fits our investment thesis. We seek to provide the best available therapy for back pain, with the benefits of digital solutions in terms of affordability, geographic reach, and business scalability."

Jordi Ferrer, Investment Director Ship2B Ventures.



"ViViRA will contribute and help advance value-based healthcare delivery in Germany, Europe, and other countries."

Philip Heimann, CEO y cofundador de ViViRA.

# CLIMATE ACTION

## Estimated Impact\*:






**10,000** Biomass Generated (Kg)

**11,000** CO<sub>2</sub>-eq reduced (tons)

**13,500,000** Water saved (m<sup>3</sup>)




\*By 2028 with the current portfolio

SECTOR	PROBLEM	SOLUTION	IMPACT KPIs
 <p>Circular Economy</p>	<p>Furniture companies lack a profitable and safe way to dispose of returned items. In the EU alone, companies and consumers discard 10 million tons of furniture annually, most of which ends up in landfills or is incinerated.</p>	<p>An integrated solution for furniture manufacturers and individuals to sell their used pieces securely, quickly, and hassle-free.</p>	<p><b>2,259</b> Tons of CO<sub>2</sub> avoided.</p>
 <p>Sustainability Monitoring</p>	<p>Most SMEs struggle to understand sustainability holistically and measure the sustainability of the company, product, and supply chain due to a lack of data.</p>	<p>A platform that allows easy integration of the entire company, product, and supply chain with a focus on ease of use and interaction to manage sustainability.</p>	<p><b>1,196</b> active subscriptions.</p>
<p>new investment</p>  <p>Agroindustry</p>	<p>The use of synthetic fertilizers in agriculture generates the equivalent of 2.6 billion tons of CO<sub>2</sub> annually, representing 5% of global greenhouse gas emissions. They also pose a threat to human health and biodiversity.</p>	<p>Development of microbial bioproducts, including biocontrols, biostimulants, and biofertilizers that can replace chemicals in agriculture.</p>	<p>KPI pending approval by the Advisory Committee.</p>
 <p>Mobility</p>	<p>According to the EIT Urban Mobility, 23% of European CO<sub>2</sub>-eq emissions come from transport, with vehicles being the main cause of air pollution in cities.</p>	<p>A car-sharing platform for employees, citizens, and students to coordinate and share their daily commutes by car.</p>	<p><b>288</b> tons of CO<sub>2</sub> reduced.</p>
 <p>Energy</p>	<p>Current production costs for green hydrogen need to drop by at least 50% to be economically viable on a large scale (from \$4/kg to \$1.5/kg). One of the most expensive parts of the process is the electrolyzer, with electrodes accounting for 20-26% of total production costs.</p>	<p>Patented technological innovation in catalytic coating facilitates a much more efficient industrial process for electrodes used in green hydrogen production.</p>	<p>Construction of a production plant in Barcelona.</p>



	SECTOR	PROBLEM	SOLUTION	IMPACT KPIs
	Blue Economy	Oceans act as a natural sink for CO2 generated by 2 human activities; however, this sink is threatened by rising water temperatures and acidity, leading to biodiversity loss.	Installation of biomimetic micro-reefs made from natural substrates to convert degraded environments into resilient spaces with ecological diversity.	<b>2,251</b> Kg of Biomass generated.
<span style="background-color: #008080; color: white; padding: 2px;">new investment</span> 	Circular Economy	The environmental impact of the linear consumer economy has a global reach. Companies, particularly retailers, struggle to implement circular economy solutions.	An all-in-one circular commerce platform for retailers and brands seeking to offer innovative consumption alternatives to end customers.	KPI pending approval by the Advisory Committee.
	Water management	Farmers lack information on how to adopt agricultural practices that reduce environmental impact without affecting their crops. There is little knowledge about the long-term effects that intensive agriculture can have on the environment and they are additionally under-technologized.	Solar-powered IoT devices linked to a data platform acting as a knowledge source and command center for farmers. The data platform can provide recommendations based on AI models.	<b>7,540,852</b> cubic meters of water saved.
	Agroindustry (Pre-Seed)	50% of nitrogen applied by farmers is lost, resulting in enormous financial, climatic, and environmental costs. Two-thirds of the carbon footprint from most crops comes from nitrogen fertilizer used in cultivation.	A system to control nutrient flow and pollution from farms using state-of-the-art geospatial analysis and machine learning allows for specific sustainable practices that rehabilitate natural soil fertility and increase profitability.	Close B2B agreements with a combined potential of over 5,000 users.

	SECTOR	PROBLEM	SOLUTION	IMPACT KPIS
	Manufacturing industry (Pre-Seed)	Conventional plastics contribute around 4.5% of greenhouse gas emissions. Although bioplastics can help reduce CO2 emissions, many do not have the same functionalities as fossil-based plastics and are more expensive.	Compostable pellets made from potato starch can increase the starch content up to 70%, resulting in a 20% price reduction and increased sustainability.	Demonstrating the capability to manufacture products on an industrial scale.
<span data-bbox="47 576 181 596">new investment</span> 	Sustainability Monitoring (Pre-Seed)	For vehicle manufacturers, accounting for GHG-eq emissions throughout their value chain presents significant challenges due to market scale and fragmentation. Without properly measuring these emissions, appropriate measures to reduce them cannot be taken.	A measurement and management software for emissions in the automotive sector, designed to provide information so that each part can be intentionally selected.	External verification of the digital emissions calculation tool.
	Manufacturing Industry (Pre-Seed)	Two billion tons of waste are produced annually, and this will increase by 70% by 2050. To meet European waste regulation targets, the number of waste treatment and recycling plants must be increased, and their performance significantly improved.	The first AI-based digital tool for designing and operating waste and recycling facilities with functionalities that allow ultra-fast calculation of key process and equipment design parameters.	<b>2,357,551</b> tons of materials recovered.
	Energy (Pre-Seed)	GHG emissions associated with non-green hydrogen production could reach 2,400-3,200 Mt per year, equivalent to three to four times the GHG emissions of the UK and Indonesia combined. On the other hand, green hydrogen production is limited by current project planning processes.	A digital platform to accelerate green hydrogen production. Version 1.0 of the platform allows producers to simulate a facility for developing a feasibility plan.	Launch of the minimum viable product.



# FA BIO

## Revolutionizing regenerative agriculture through superior microbes



"We are proud to support the FA Bio team on their journey to transforming the agri-food industry. Their mission is clear: to apply biotechnology to i) ensure food production and ii) promote the protection of a natural greenhouse gas sink, the soil."

Jaime de Antonio, Investment Manager  
Ship2B Ventures.



"Our innovative technology and revolutionary bioproducts have the potential to increase crop productivity and offer a natural alternative to chemical fertilizers, protecting the world's natural ecosystems."

Ángela de Manzanos Guinot, CEO and  
co-founder of FA Bio.

**What** ● Chemical fertilizers are made with nitrogen, which is a major contributor to greenhouse gases causing global warming. A study from the University of Cambridge concludes that synthetic fertilizers generate 2.68 billion tons of CO2 equivalent in a year, primarily nitrous oxide, which accounts for 5% of global greenhouse gas emissions.

**Who** ● The environment through producers of fungicides and fertilizers and other biotechnology companies.

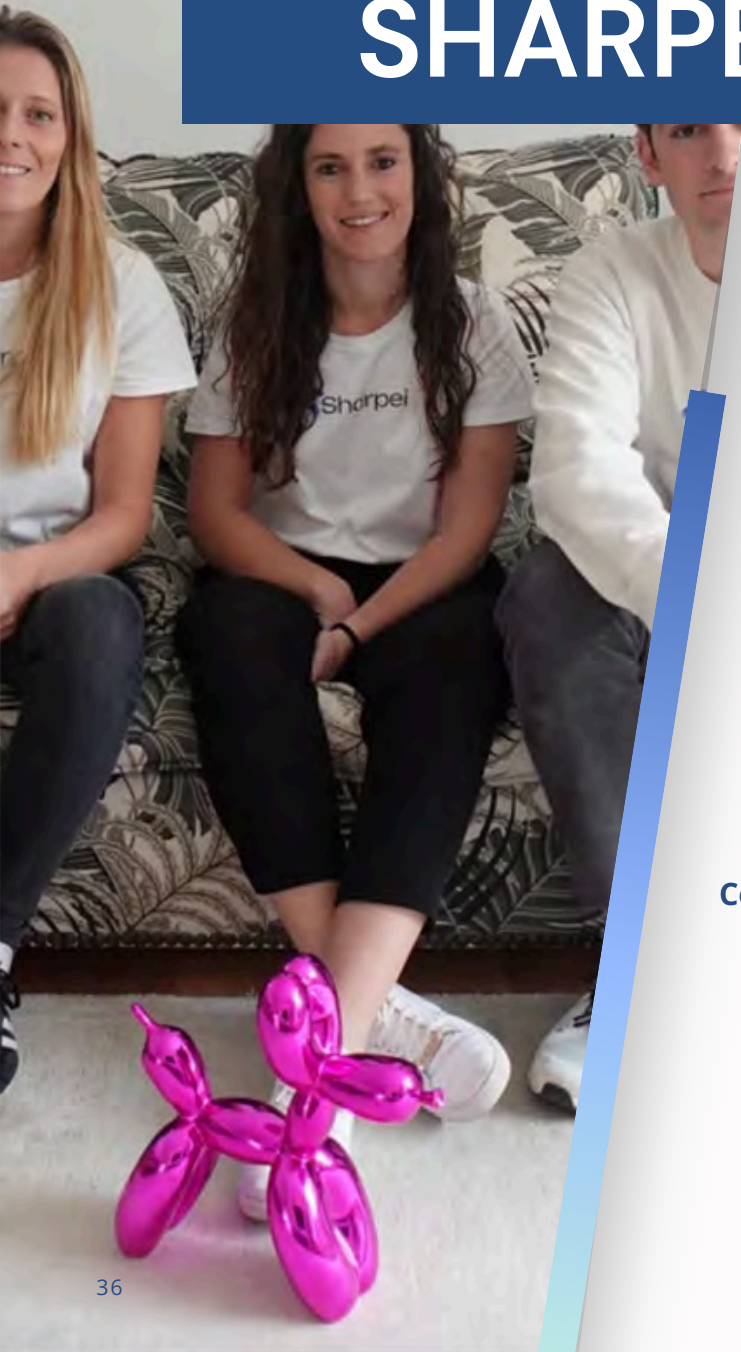
**How much** ● The company aims to have more than 15 licenses in the market to produce bio-products.

**Contribution** ● A solution with a patented device and platform that increases precision, reduces development time, and is tailored for each crop and terrain.

**Risk** ● Failing to achieve development and commercial interest goals could affect the company's mission objectives.

# SHARPEI

Focused on promoting circular consumption models in the retail industry to reduce greenhouse gas emissions



**What** ● The expected goals of the circular economy have not yet translated into actions on the ground or measurable impacts. In this context, companies, particularly retailers, face various challenges in implementing circular economy solutions, which vary greatly depending on the sector and product categories.

**Who** ● Retailers and brands in the electronics, furniture, and sports sectors.

**How much** ● The company aims to reduce greenhouse gas emissions and raw material extraction through circular consumption.

**Contribution** ● Sharpei's holistic approach allows it to address the challenges faced by retail companies more broadly, connecting all stakeholders in the retailer value chain, reducing implementation challenges, and adding economic and environmental value.

**Risk** ● It addresses a systemic problem, which implies challenges in implementation, adoption, and measurement.



"We feel totally aligned with Sharpei's mission: we must evolve towards circular consumption models that make the productive industry more sustainable. It is a pleasure to accompany you on this ambitious journey".

Jaime de Antonio, Investment Manager  
Ship2B Ventures.



"Retailers and major brands must adapt to these new consumer preferences and evolve their business models to offer flexible consumption options that emphasize reuse, repair, and recycling".

María Azofra, CEO y cofundadora de Sharpei.



<https://www.gosharpei.com>



# EDUCATION




Estimated Impact\*:

**3,500**

People improving their educational skills



\*By 2028 with the current portfolio

	SECTOR	PROBLEM	SOLUTION	IMPACT KPIs
	Training - Technology	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 continued marginalization of these groups in the workplace.	A tech school offering bootcamps and workshops, providing safe spaces for women, non-binary, and transgender individuals looking to enter the tech sector.	<b>866</b> Students enrolled.
<span data-bbox="31 587 168 609">new investment</span> 	Training - Educational System  (Pre-Seed)	Traditional edtech solutions do not provide the necessary accessibility and flexibility for schools, educators, and students. Spain leads Europe with a 27% youth dropout rate.	A global platform for educational organizations seeking to digitize the learning experience and work with an advanced data model that allows evidence-based decision-making for teachers, students, and school managers.	Alpha Version Launch.
	Training - Languages  (Pre-Seed)	Spain lags behind Europe in English proficiency and is not progressing. There is also a negative correlation between socioeconomic status and English proficiency, partly because English is required in 75% of job offers in Spain.	A digital English teaching platform for children aged 6 to 12, based on personalized, fun experiences with engaging content adapted to each student's level.	<b>1,513</b> Active users.



 Ship2B  
Ventures