

Spanish Startup
Ecosystem Observatory

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JANUARY 2022

Investment Trends in Spain Annual Report 2021





Conclusions

Annual Report on Investment
in Spain 2021

Conclusions

The year 2021 has undoubtedly been a year of records for the Spanish ecosystem: its scale has unprecedentedly grown by leaps and bounds, multiplying by almost 4 the investment received. A year marked by mega-rounds, but also by a solid base that lays the foundations for the coming years, with great activity in intermediate phases, and with especially important growth of foreign investment, which has clearly decided to go for Spanish startups. But not only foreign investment feeds the ecosystem, local VC funds have taken a step forward, both in terms of ambition, maturity and invested volume. In terms of activity, much of it has been centered in Madrid and Barcelona, but with interesting deals happening all over the country.

These are some of the main conclusions and trends of the year:

01

A record-high investment, almost quadrupling the volume raised compared to 2020, while the number of operations grew at a more moderate pace.

Throughout 2021, Spanish startups have closed 409 investment operations for a total of almost €4.3bn—the best figure in the historical series, confirming the excellent health of the ecosystem (in line with what happened in the rest of Europe, which is growing by almost 200%). The fact that the volume of investment in Spain has grown by 287% and deals “only” by 20% is explained by a significant growth in the average size of rounds, from €3.27M in 2020 to €10.5M in 2021 (221% higher), with a median of €1M (25% higher). Furthermore, although mega-rounds are removed from the equation (deals > €50M), the growth and health of the ecosystem is confirmed, with €1.32bn raised (+60%) in 389 deals (+15%).

02

Enormous growth of activity in Series C and later rounds, accompanied by significant growth in Series A and B, and a certain stabilization in early stages.

Strong growth in the more mature rounds, Series C and Growth, clearly is one of the defining elements of the year (35 deals in 2021 vs. 6 in 2020, almost 6x). Not only is this a great figure, as scaleups generate large impact on employment and wealth, but they also attract more international investors. However, growth is not limited to this phase, there is also significant growth in Series A and B (+22.9% and +17% respectively), which are excellent breeding grounds for mega-rounds in coming years since Series A and B will be the pillars on which Series C and Growth will be built. Furthermore, despite the fact that seed stage deals are barely growing (almost 4%), it is where the highest number of deals is taking place, in absolute figures, with 158 in 2021.

03

VC fund investment soars, nearly 3.5 times the investments of 2020, while all other investors fall mildly.

Perhaps one of the highlights of 2021 will be the significant increase in activity and participation of VC funds in rounds, representing +263% over the volume of 2020 and +25% in number of deals. This is in line with the growth experienced across Europe, and it is partly a consequence of ubiquitous liquidity last year. On the other hand, corporate investment decreased slightly (-10% in volume, -5% in transactions) compared to 2020. The significant weight of private equity funds is quite apparent in the more mature rounds. Despite having participated in only 17 deals, they are the second largest investor type by volume of participation in rounds. Crowdfunding as a whole has seen the number of operations in which they participate drop—28% less than in 2020—. Another highlight is the emergence of new types of investment, with several operations financed via ICOs in crypto.

04

Change in the structure of sectors attracting the most investment: Business & Productivity and Real Estate & Proptech top the ranking, and traditionally leading sectors such as Mobility & Logistics, Fintech and Insurtech follow after.

Despite the widespread increase in investments across practically all sectors led by the aforementioned sectors, when compared to 2020, Real Estate & Proptech (+4,058%), Software (+1,427%) and Business & Productivity (+599%) had the highest percentage growth. When measuring number of deals, the most active sectors were Fintech & Insurtech with 56 deals (+36%), Health & Wellness (51 deals, +4%) and Business & Productivity (+5%). The weight of cybersecurity in Spain is noteworthy: investments have grown by 109%, although concentrated in only 4 deals (-66%). Other sectors boosted by the pandemic, such as Edtech or Health & Wellness, show good prospects too.

05

Investments by foreign funds soared to €2.17bn, 335% more than in 2020, and it is becoming increasingly common to see operations where local and foreign investors co-invest (mixed rounds, which amounted to €1.78bn). European and North American funds are expanding investments significantly.

Rounds raised solely by foreign investors in 2021 accounted for 17% of deals and 50% of the volume invested. They spread across the later stages but increasingly too to rounds between €1 and €5M

(71 deals). Local investment (rounds raised by Spanish investors only) also grew to €338M, almost 50% more than in 2020. However, the strong growth of mixed rounds is very interesting, with €1.78bn (+367% compared to 2020). This confirms the good health of the Spanish investment ecosystem, which no longer delegates the more mature rounds to international investors but, as we will see below, takes a relevant position and co-invests with top-tier funds. North American investors participated in 108 deals (+77%), followed by UK investors (60 deals, +53%) and France (21 deals, +5%).

06

Madrid surpasses Barcelona in investment money captured by +977M€, but not in number of operations. They account for 93% of the total investment volume between them. Valencia remains third, followed by the Basque Country.

2021 has seen the consolidation of Madrid as the main investment destination in Spain, which for the first time has overtaken Barcelona (€1.51bn vs. €2.48bn, a difference of €977M, although in terms of activity Barcelona still holds first place (144 vs. 133). In any case, both hubs are growing very significantly over 2020 (+212% in the case of Barcelona, +589% in Madrid). Valencia is still in third place in terms of investment volume, with 44 deals, but with 53% less volume, followed by the Basque Country, which closes 2021 with 16 public deals, amounting to €76M (+333%).

07

Historic record in company sales, surpassing 2020, when a leap in scale had already occurred.

Despite the fact that 2020 saw the largest divestment transaction in Spain in terms of volume (Idealista), in 2021 the total volume of exits surpassed 2020 comfortably, with €3.55bn (+37%) distributed in 68 exits (+44%). Interestingly, there have been 2 IPOs in 2021 (Wallbox and Sngular). We must wait and see if it becomes a trend in Spain. Even so, it is important to consider that the price was not disclosed in 51 of the 68 operations, so the total volume of sales is a conjectural figure.

*

The corporate takeover of Glovo by Delivery Hero was announced to the media in January 2022, so it is not included in this report



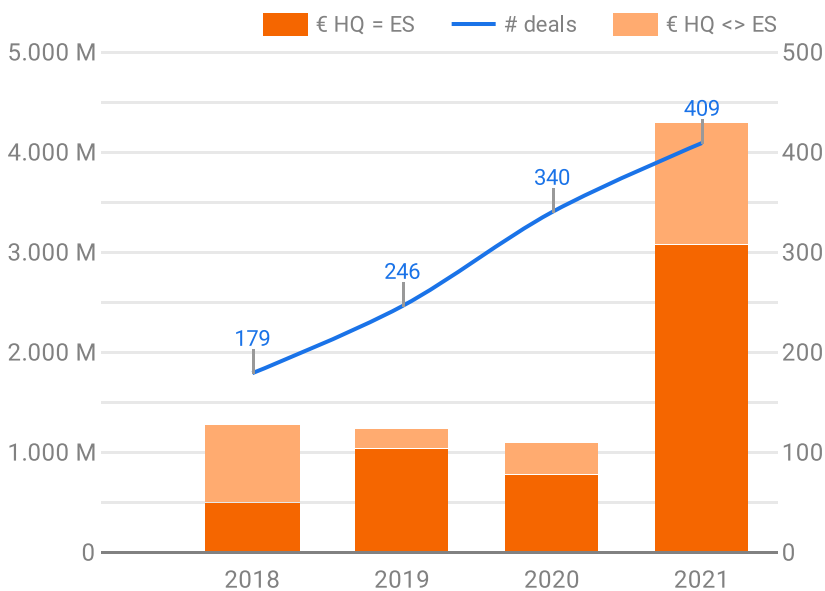
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Spanish Trends Annual Report 2021

1. Investment volume in 2021

There is no doubt that at the beginning of 2021 no one could have foreseen the great year that the Spanish startup ecosystem had ahead, as it has leapfrogged forward in investment volume, structure and makeup of investments.

Year-on-year change in investment volume



So if we take a look at the main investment indicators and their evolution throughout the year, it is obvious that this is a year of records, especially in terms of investment volume, which has almost quadrupled compared to the €1.1bn of 2020.



The corporate operation of Delivery Hero and Glovo has been classified as an M&A and not as a round, and since it was announced to the media in January 2022, it is not included in this report.

Compared to the same period in 2020, there is 288% growth.

Total Investment 2021

4.294,83 M €

↑ 287.9% YoY

#Deals 2021

409

↑ 20.3% YoY

Avg. Investment 2021

10,50 M €

↑ 221.5% YoY

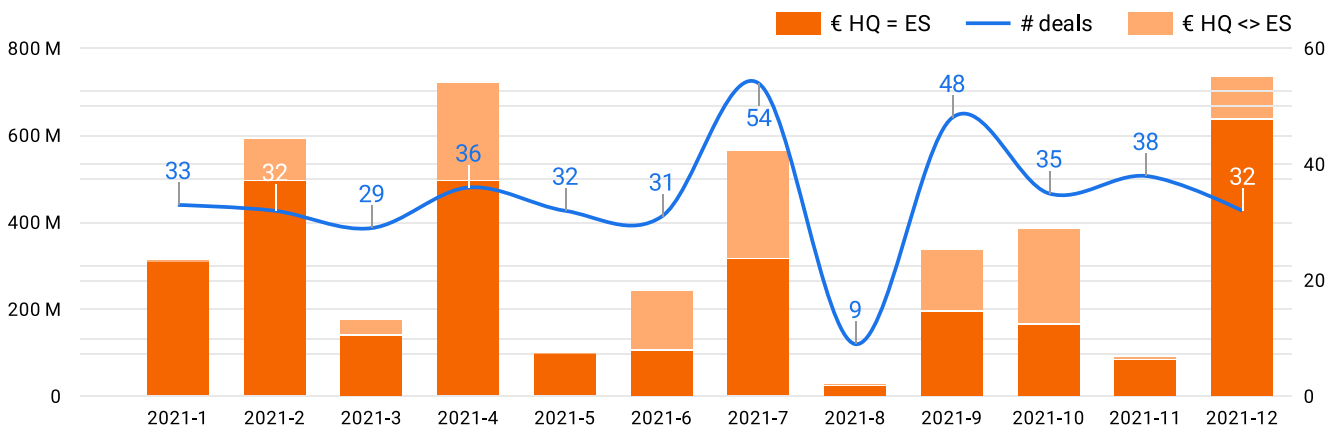
Median 2021

1,00 M €

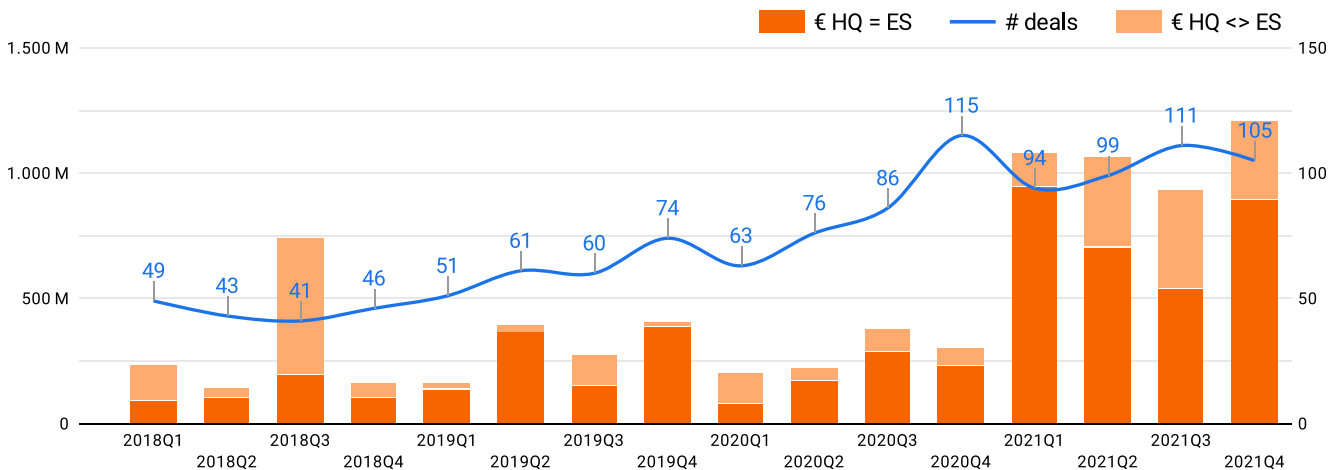
↑ 25.0% YoY

The monthly distribution of investment has followed a fairly standard pattern, with moderate activity at the beginning of the year and the usual peaks in July and December.

Investment performance in Spain in recent months

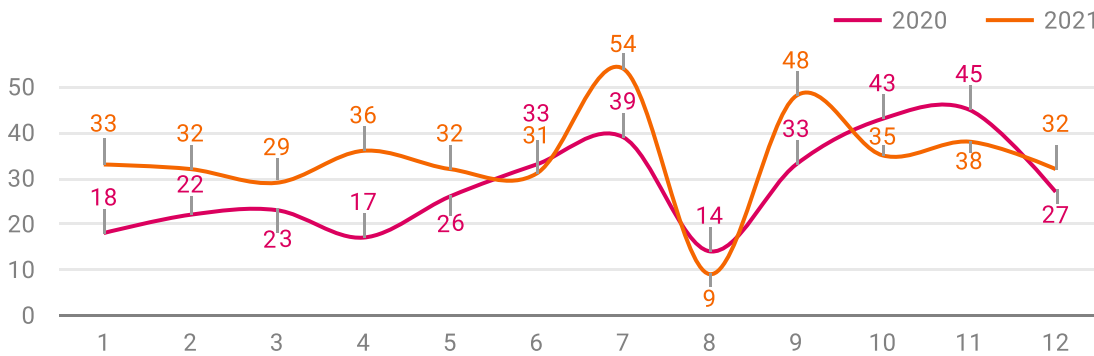


However, to better understand the change that this period has brought, it is best to analyze investment data quarter by quarter, where the huge jump that occurred in 2021 is better appreciated, as all quarters have been higher than in any other historical period.



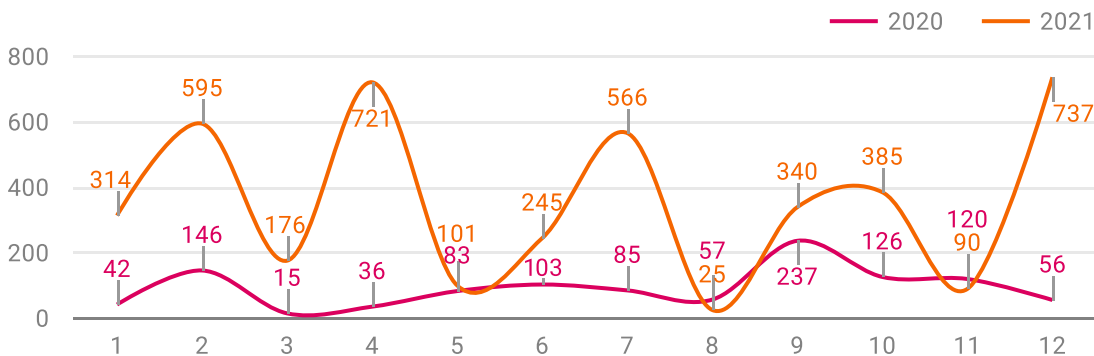
Regarding the number of transactions—a more useful indicator to accurately read the activity in the ecosystem—a more **intense year** is perceived, with **20% growth over 2020**. Still, understandably, 2020 was a hugely atypical year given that the entire ecosystem was deeply affected by the impact of COVID-19 (especially in Q1 and Q2 2020).

Comparison of number of deals 2020-2021



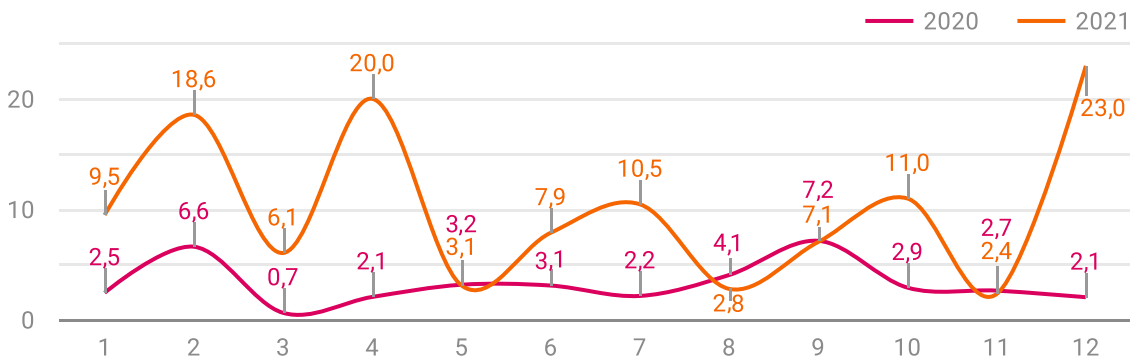
It is interesting to see the difference in growth between the two most important metrics of the ecosystem, the volume of investment and the number of operations. The data suggest that, although there has been significant growth in deals, the key (as will be discussed below) has been the significant increase in large rounds in mature stages.

Investment volume comparison (M€) 2020-2021



Obviously, all of this has had major impact on the average deal size for the year, which represents a **221% increase in the average round size over the previous year**. In contrast to 2020, where the average deal size was €3.27M, in 2021 the average round is €10.5M, admittedly, the median was €1M (nevertheless, 25% higher than in 2020).

Comparison of average transaction size (M€) 2020-2021



A comparison of the main transactions of 2020 and 2021 confirms the **significant increase in the volume of investment attracted, number of transactions and average ticket**:

2020

Total investment
1.107,08 M €

Deals
340

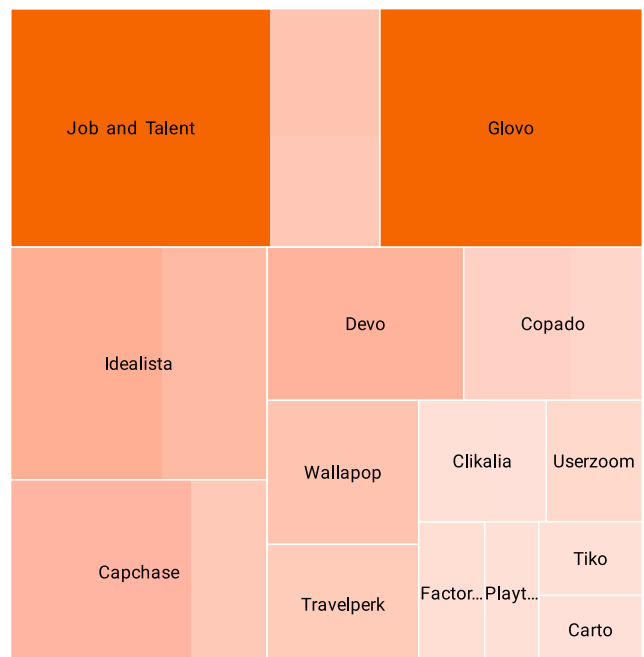
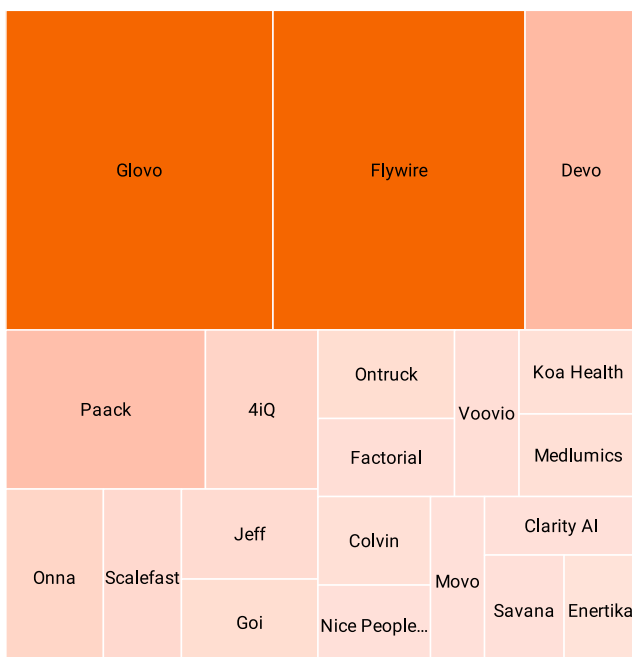
Avg. ticket
3,27 M €

2021

Total investment
4.294,83 M €

Deals
409

Avg. ticket
10,50 M €



The **main investment operations** of the year were led by a few old-timers in the ecosystem that continue to scale, such as Glovo, Job&Talent, Wallapop or Idealista, together with the participation of new companies in this ranking, such as Capchase or Devo:

	Date	Startup	Industry	City	Tax HQ	Investor	Investment ▾
1.	1 abr 2021	Glovo	Mobility/Logistics	Barcelona		Luxor Capital, Drake, Delivery Hero, GP Bullhound, Lugard Road Capital	450.000.000 €
2.	1 dic 2021	Job and Talent	Business&Productivity	Madrid		Kinnevik, Endeavor Catalyst, Mundi Ventures, Softbank, Atomico, Kibo Ventures	440.000.000 €
3.	24 feb 2021	Idealista	RealEstate/Proptech	Madrid		Apax Partners, EQT Partners	250.000.000 €
4.	20 jul 2021	Capchase	Fintech/Insurtech	Madrid	Boston	i80 Group	237.890.000 €
5.	26 oct 2021	Devo	Cybersecurity	Madrid	Cambridge (MA)	TCV, General Atlantic, Eurazeo, Bessemer Venture Partners, Insight Venture Partners, Georgian, Kibo Ventures	215.000.000 €
6.	26 ene 2021	Idealista	RealEstate/Proptech	Madrid		Oakley Capital	175.000.000 €
7.	24 feb 2021	Wallapop	Classifieds / Directory	Barcelona		Korelya Capital, Accel Partners, Insight Venture Partners, 14W Ventures, GP Bullhound, Northzone	157.000.000 €
8.	29 abr 2021	Travelperk	Travel/Tourism	Barcelona	Delaware	Greyhound Capital, Target Global, Felix Capital, Kinnevik, Spark Capital, LocalGlobe, DST Global, Heartcore, Amplo	132.000.000 €
9.	15 sept 2021	Copado	Software	Madrid	Chicago	Insight Venture Partners, IBM Ventures, Declaration Partners, DG Ventures, Softbank	118.000.000 €
10.	4 jun 2021	Capchase	Fintech/Insurtech	Madrid	Boston	QED Investors, Bling Capital, SciFi VC, Caffeinated Capital	103.080.000 €

However, one must dig a little deeper into the figures and look for new angles, of course, to gain a more accurate perspective of investment trends in 2021.

1. **If we remove the mega rounds**, which hold great value but tend to mask the remainder of the metrics, we can see that investment grows by 60% in 2021 compared to 2020. The number of deals and average deal sizes vs. the same period of the previous year grows significantly too. These numbers are a great indicator of the underlying health of the ecosystem, as they discount the impact of mega-operations, which, although relevant, is limited to a few companies.

Total investment 2021

1.322,12 M €

↑ 60.6% YoY

#Deals 2021

389

↑ 15.4% YoY

Average 2021

3,40 M €

↑ 38.8% YoY

2. | Similarly, if we **eliminate transactions involving startups based abroad for tax purposes**, (although the bulk of their team or activity is located in Spain), the indicators are still incredibly positive: the investment volume of startups based in Spain for tax purposes was €3,08bn in 2021, compared with €772M in 2020 (a multiple of 4x). The most relevant rounds of Spanish companies based abroad for tax purposes were Capchase (Boston), Devo (Cambridge, MA) and Travelperk (Delaware).

Total investment 2021

3.084,13 M €

↑ 299.2% YoY

#Deals 2021

380

↑ 20.6% YoY

Average 2021

8,12 M €

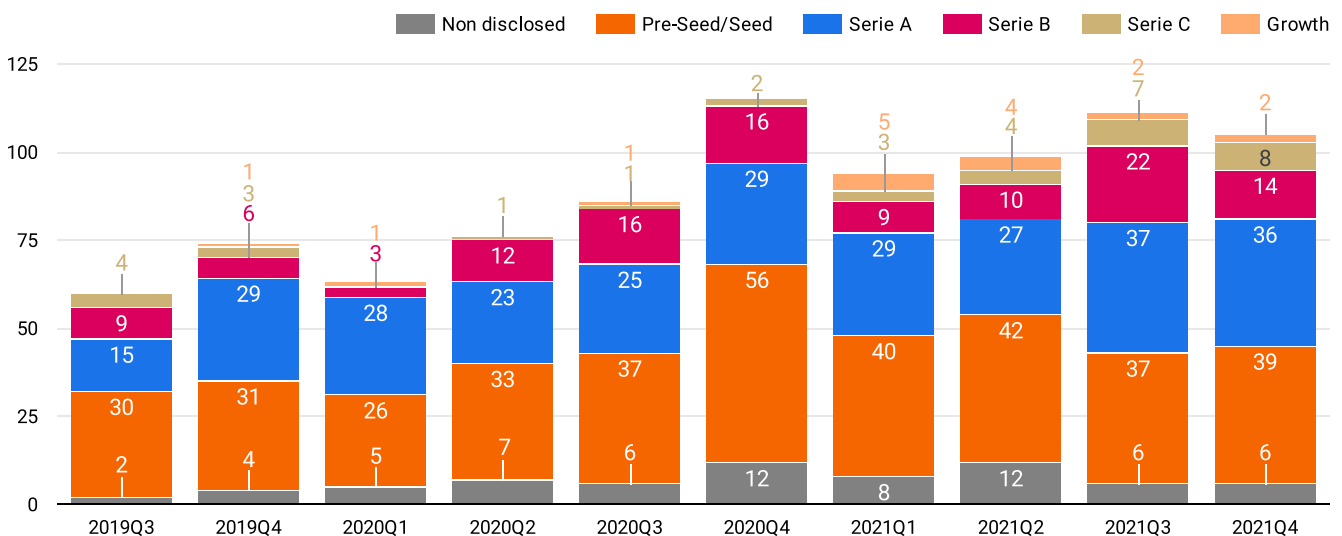
↑ 229.8% YoY

2. Analysis of investment activity in 2021

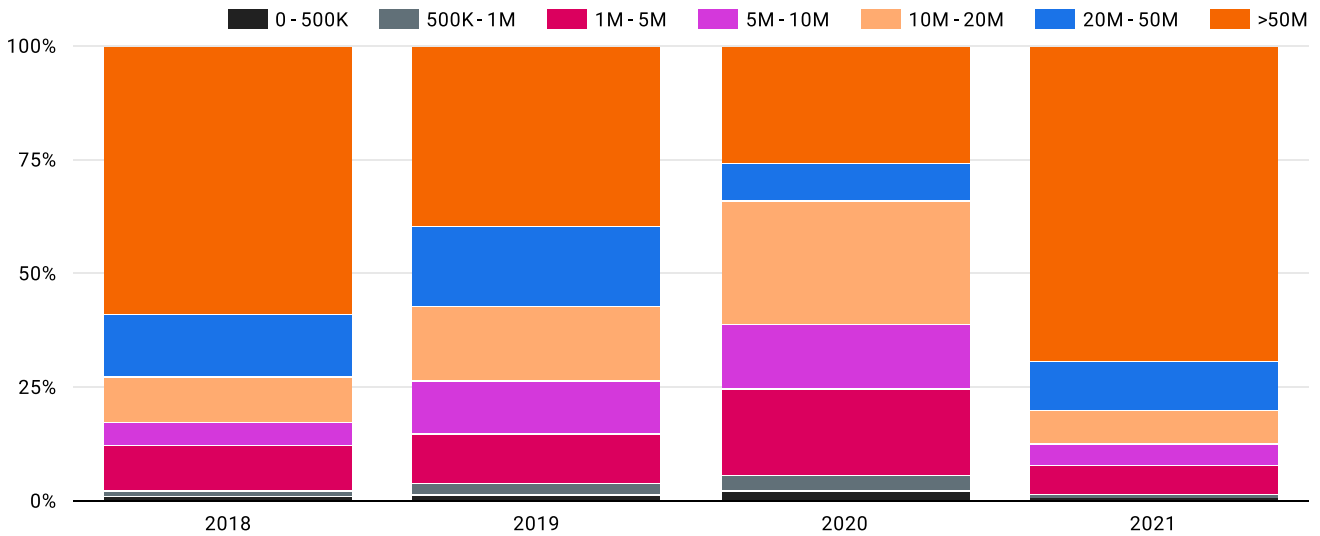
The focus of investments in Spain has shifted significantly in 2021, as there are **more operations in practically all tranches**. The increase is more moderate in Pre-seed and Seed (where until now a very significant part of investment in Spain had been focused). The **huge upturn in Series C and later stages - growth**, with a growth of almost 6 times compared to 2020 is undoubtedly the hallmark of 2021. In addition, the **growth trend in Series A and Series B transactions** that we have been seeing throughout the year is now consolidated.



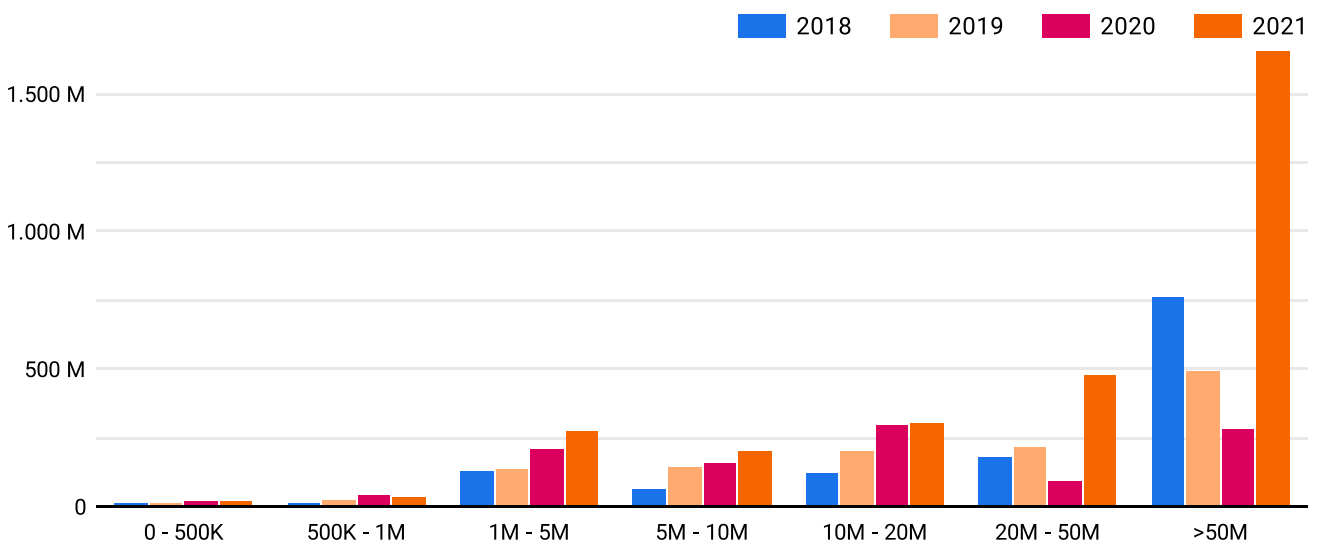
This last figure is particularly interesting, as it is foreseeable that a relevant part of the companies that have closed Series A and B deals in 2021 will do Series B and C rounds in 2022 and 2023, thus **feeding the mega-rounds of the coming years**. Although at some point in 2021 there has been uncertainty as to whether PRE-SEED AND SEED stage rounds were going to stagnate, they have finally grown slightly compared to 2020, and **at this stage it remains the round category in which most deals occur** (although it is surprisingly followed closely by Series A).



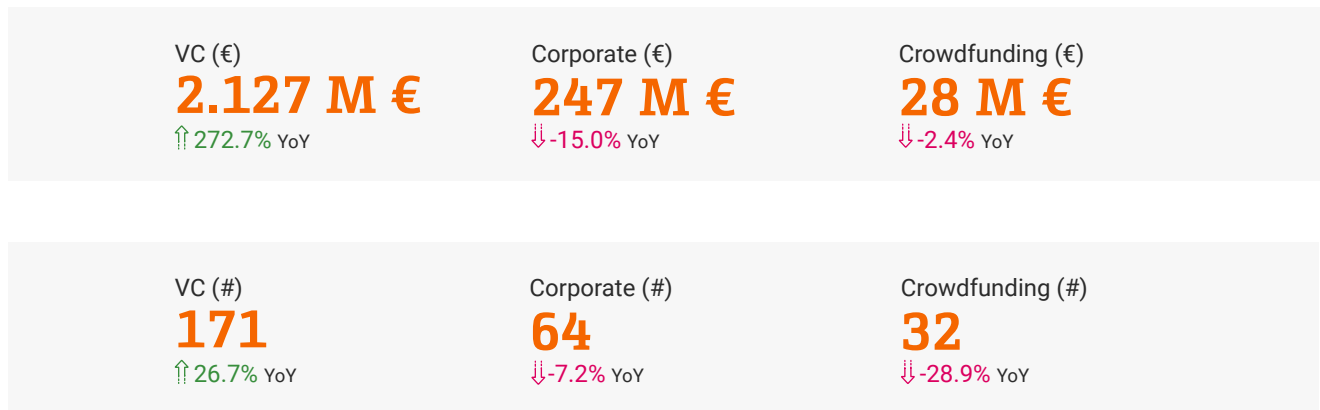
This increase, as can be seen in the graph below, is strongly influenced by the significant **increase in the volume of investment in more mature rounds** (Series C and Growth, operations of more than €20M).



An **evaluation of the historical breakdown by tranches** explains the distribution of rounds in 2021 vs. other years, where the significant increase in rounds of >€20M becomes apparent, as well as the stabilization of €10-€20M rounds and the growth of €1M-€10M rounds:



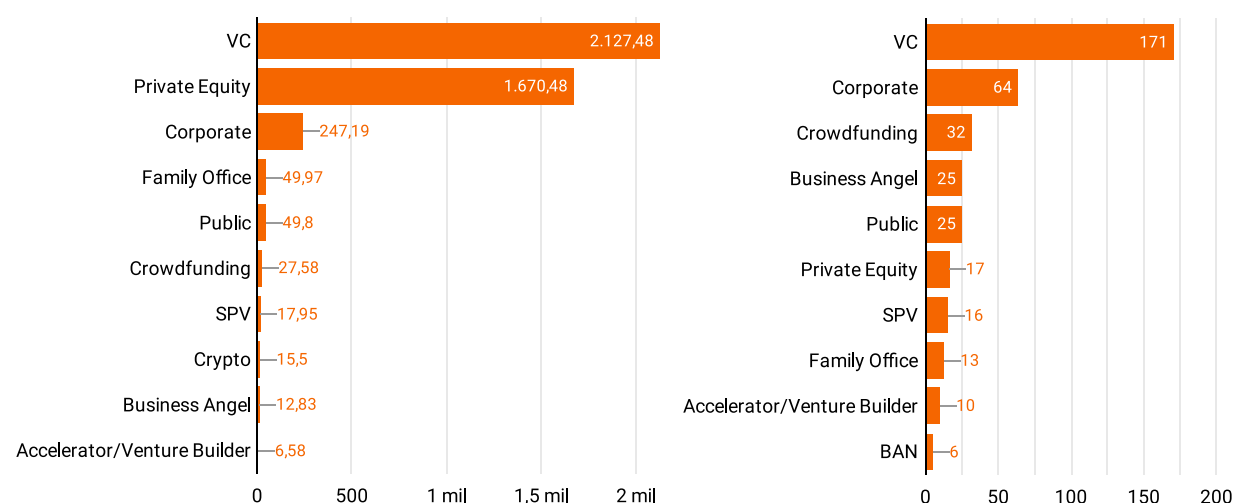
In terms of the origin of the funds, the participation of VC funds fell by 20% to €584M over 2020, to then **rebound in 2021**, their participation in rounds being worth more than €2.12bn (**+263% in volume, +40% in operations**). This contrasts with the **slight decline in corporate investment** (-10% in volume, -6% in deals) and a **somewhat sharper drop in crowdfunding** (not so much in volume, which is barely down 2%, but in deals, with almost 29% less than in 2020). This is probably explained by the fact that there has been a stabilization of seed and pre-seed rounds, but VC investment has grown significantly (in all phases).



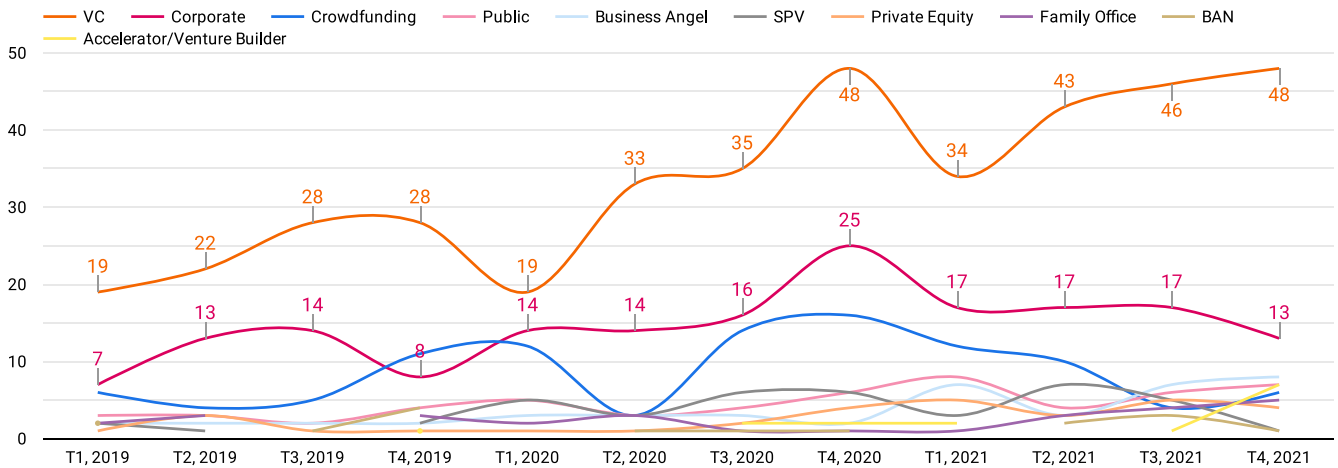
In order to get a clearer picture, one should compare volume and deal figures involving the main types of investors in Spain, and then compare them with the rest of types, where **the relevant weight that private equity funds have taken thanks to the mega rounds** is quite remarkable (i.e. a lot of volume but concentrated in very few operations), as well as the more **significant emergence of different investment formats, such as ICOs** (Initial Coin Offerings) / Crypto.

Investment rounds by type of investor (M€)

Number of deals by type of investor

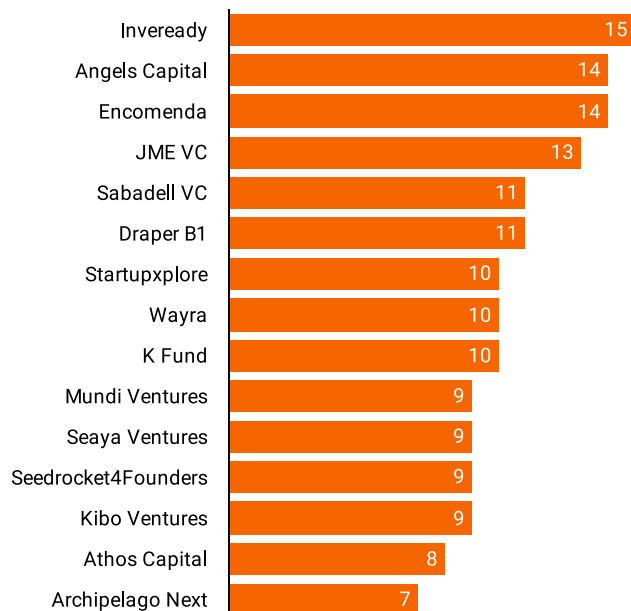


When evaluating their evolution over time and from the perspective of the activity, it is striking to see **that VC funds are experiencing one of their best periods** in terms of closed deals (surely a consequence of the large increase in liquidity in the market), and that there has been a **very slight decrease in corporate capital** in 2021.



It has been a year where the weight of public capital co-investors has grown a lot, especially thanks to the CDTI and its *Innvierte* program, and the participation of ENISA in investment rounds, as can be seen in the list of the **most active investors in number of operations** during the period:

Most active investors (by # deals)



3. Foreign investment activity in 2021

One of the most relevant changes in investment in 2021 has been the **enormous increase in interest (and investment) from foreign funds**, they have closed investment rounds worth than €2.1bn (335% growth over the same period of the previous year).

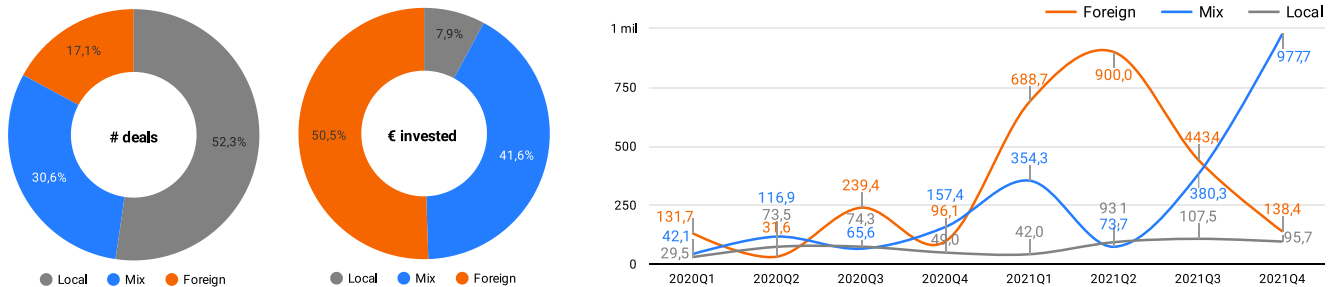
In fact, seeking to **reflect with more granularity the composition of foreign investment**, the Startup Observatory of the Bankinter Innovation Foundation added an indicator: besides the operations labeled as **"Foreign"** in which no local fund has participated, and the **"Local"**, where all investors are Spanish, we have created the **"Mixed"** category, in which there is obviously a mixture of both (*this is so because the specific amount that each investor contributes to the round is not available, it is not possible to reach a lower level of granularity*).

<p>Foreign Investment (#)</p> <p>70</p> <p>↑ 14.8% YoY</p>	<p>Mixed Investment (#)</p> <p>125</p> <p>↑ 66.7% YoY</p>	<p>Local Investment (#)</p> <p>214</p> <p>↑ 4.9% YoY</p>
<p>Foreign Investment (€)</p> <p>2.170,5 M</p> <p>↑ 335.1% YoY</p>	<p>Mixed Investment (€)</p> <p>1.786,0 M</p> <p>↑ 367.5% YoY</p>	<p>Local Investment (€)</p> <p>338,3 M</p> <p>↑ 49.6% YoY</p>

Based on these numbers, as can be seen, **not only has foreign investment grown a lot** (more than 4x over 2020 in volume, and 14% in operations), but **mixed rounds in which Spanish funds co-invest with international funds show the highest growth**, with €1.78bn (which represents more than 4.5x over 2020 and 66% in number of operations). In addition, the **increase in investment by Spanish funds is relevant**, and although the increase in activity is testimonial, it does amount to almost 50% more volume than in 2020.

These data are especially relevant not only because of **their impact on the activity** (since the rounds with local investors only account for almost 50% of the deals closed), but also because **foreign and mixed investment account for more than 90% of the investment volume in Spain**.

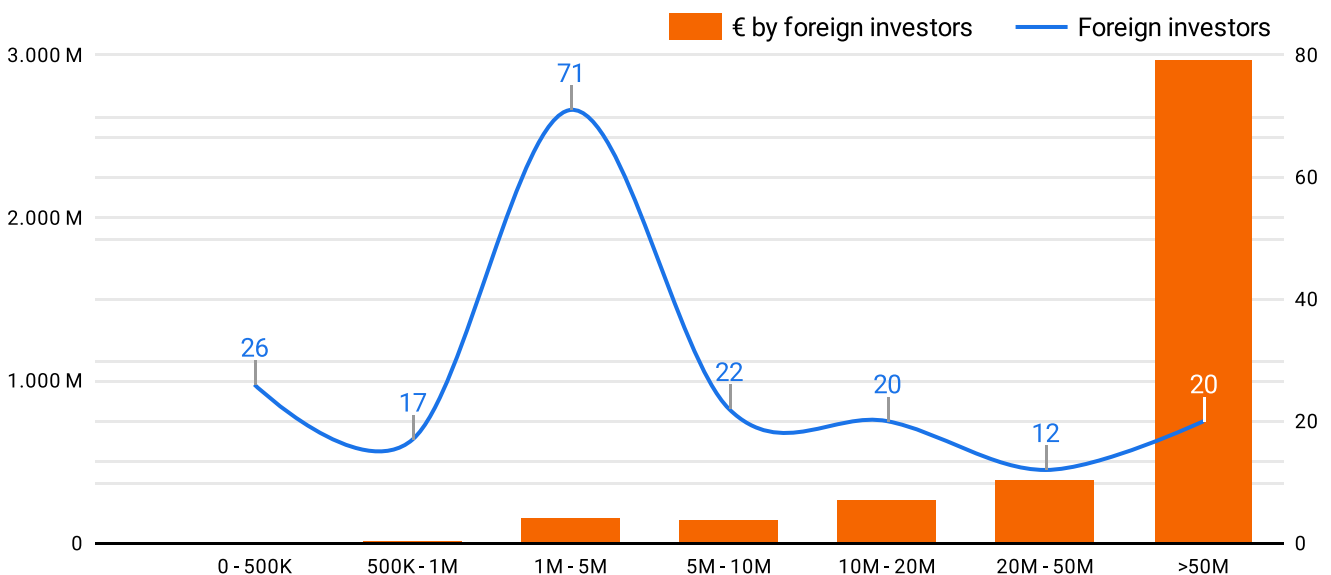
Investors by source of funds (by # deals, by € invested and by investment evolution in M€)



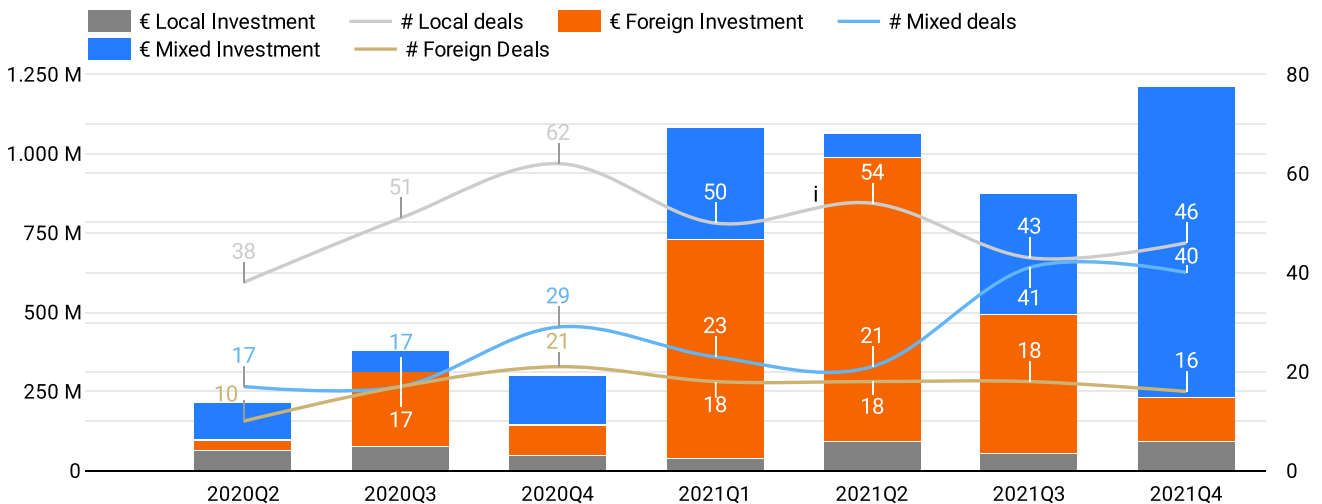
All this confirms the **good health of the Spanish investment ecosystem**, which no longer delegates the more mature rounds to international investors but, as we will see below, takes a relevant position and co-invests with top-tier funds.

It is also important to highlight that a **clear change of behavior has consolidated among foreign investors**, who traditionally participated in mature rounds and mega rounds only but have started to invest earlier now. It is increasingly common to see **European and North American funds participating in Series A or even Seed operations**.

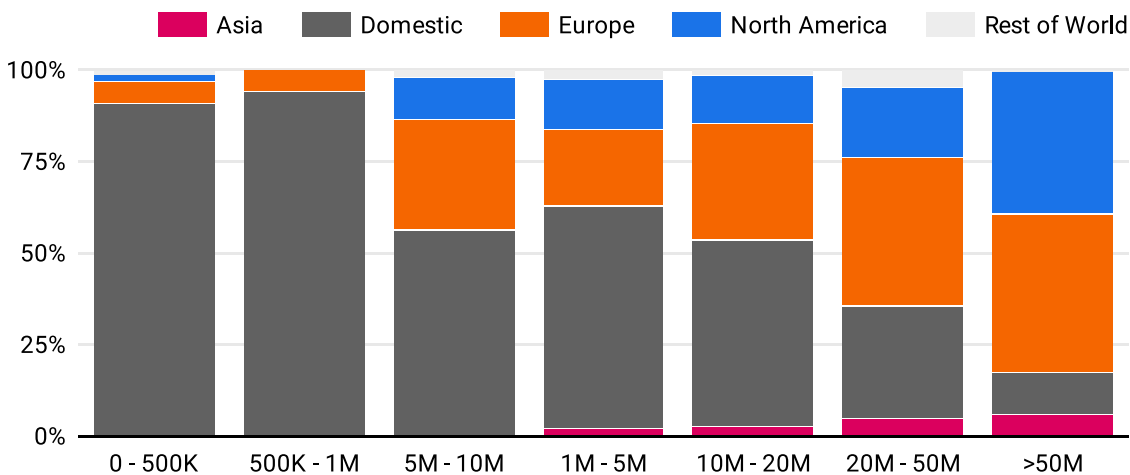
Foreign investment (by round size)



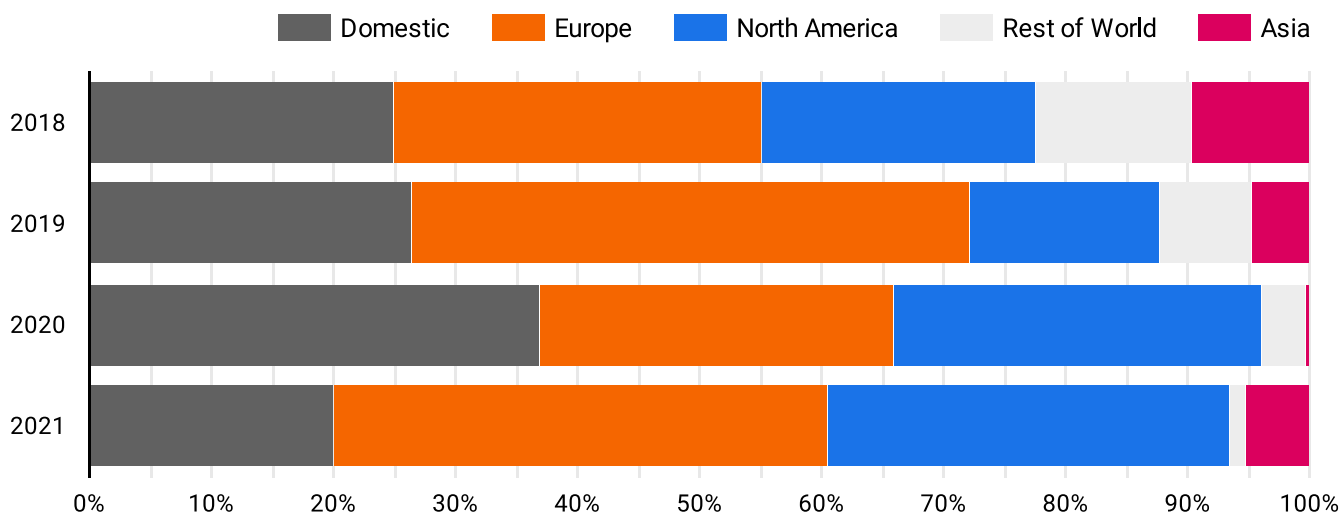
All this leads to a situation in which **it is more common than ever to see mixed rounds**, which have had a significant presence in the last quarter of the year, despite the fact that it remains to be seen whether this trend will consolidate (although the fundamentals point to the fact that it should, with VC funds becoming larger and more mature in Spain).



If we analyze how rounds are usually structured in Spain, we can see that **rounds <€1M rarely include foreign investors** (save some exceptions), but €1-5M rounds do have foreign investors participating in 42% of the cases, and they begin to have a predominant role in rounds >€20M (*this is noteworthy, since it was unusual to see rounds of Spanish companies of more than €10M in which local investors had a sizeable stake*).



Another interesting angle is to look at **funds raised in Spain triaged by their origin** (shown in the following graph). So far this year, **domestic investment (Spain) accounts for practically 20%, almost half the rate of previous years—a reminder: these are percentages, not absolute value, which has grown), while funds coming from Europe have increased considerably (by 64%), together with a certain stabilization of investments from North America. In addition, there has been a certain upturn in Asian investment.**



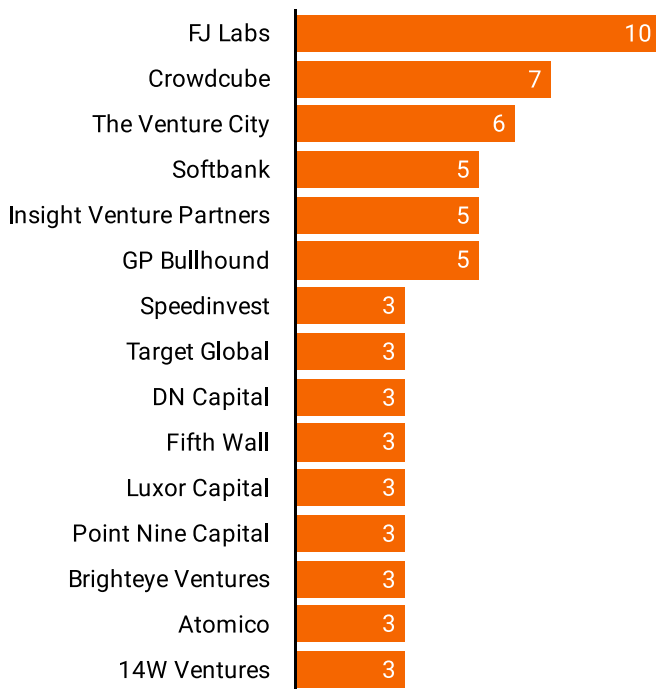
The most active countries of origin of investors during this quarter were the **United States** (with funds such as FJ Labs, Insight Ventures or IBM Ventures), closely followed by the **United Kingdom** (DN Capital, Northzone, Balderton), **France** (Partech, Breega or Cathay Innovation) or **Germany** (Target Global, Rocket Internet).

Foreign investment (by country)

	Country	# deals ▼	% Δ
1.	United States	108	77.0% ↑
2.	United Kingdom	60	53.8% ↑
3.	France	21	5.0% ↑
4.	Germany	20	66.7% ↑
5.	Netherlands	12	0.0%
6.	Switzerland	11	22.2% ↑
7.	Sweden	10	233.3% ↑
8.	Portugal	7	75.0% ↑
9.	Luxembourg	7	40.0% ↑
10.	Japan	7	600.0% ↑

It is also very remarkable to see that some of the largest and most recognized VC funds in the world, such as **Softbank** or **Atomico** are actively investing in Spain (Softbank participated in 5 rounds during 2021, and Atomico in 3). The 15 **most active foreign investors** investing in Spanish startups during 2021 were:

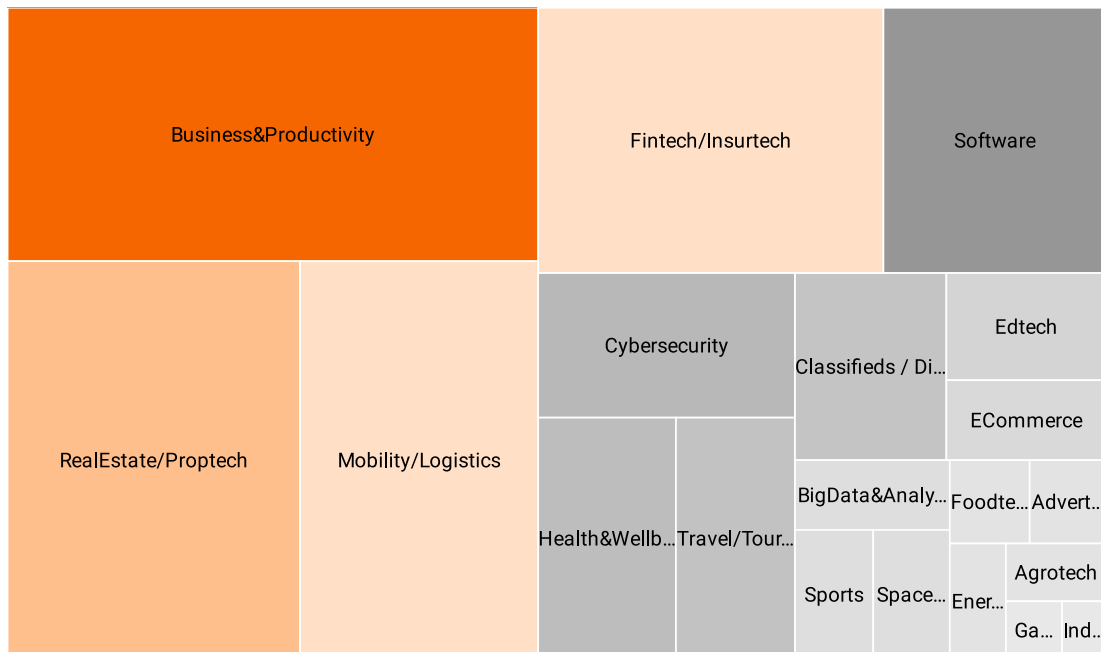
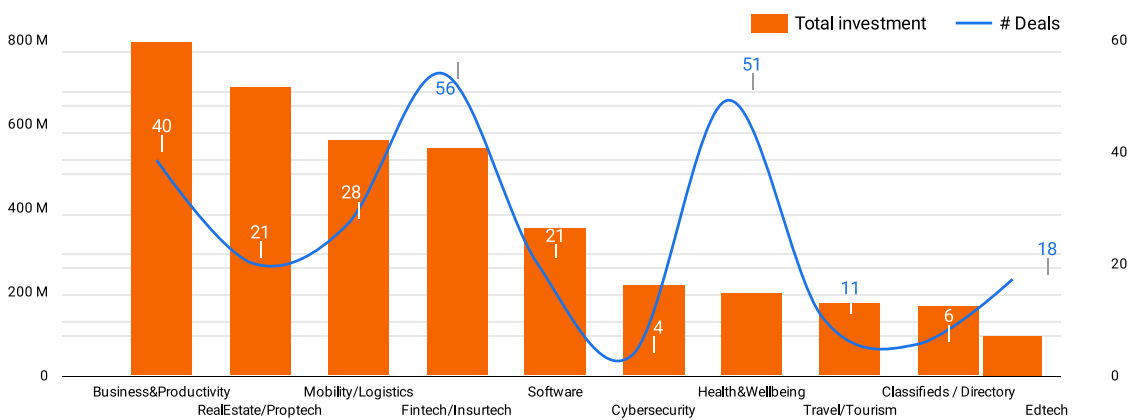
Most active investors (by # deals)



4. Investments per industry in 2021

The distribution per sector of investment operations has been atypical in Spain this year. It was formerly dominated by **Mobility and Logistics** (which includes everything from product delivery to mobility platform models or last-mile logistics, and where Cabify or Glovo rounds are included, for example).

However, the most-active sectors have shifted in 2021: **Business and Productivity** lead the ranking (all those companies focused on providing services to other companies, very often through SaaS products, are included in this category). What is striking is not only that the companies in this sector have raised €795M (Job&Talent weighs heavily, without a doubt), but also that there have been 40 deals, which points at not only volume but also activity).



The second largest sector, **Real Estate & PropTech**, overcomes its dependence on a few mega-rounds and closes with €689M raised across 21 deals (a growth of 50x vs. 2020). It is only after this point that the more traditional sectors such as **Mobility & Logistics**, **Fintech and Insurtech** (the sector with the most deals) and **Software** (which grows by 1,400% compared with 2020, at €350M raised) are present. It is worth noting how **Health and Wellness** weights now considerably more. Although it is not yet in the top 5, was the second most active sector in 2021.

	Industry	Total investment ▼	% Δ	# Deals	% Δ
1.	Business&Productivity	795.909.500 €	599.6% ↑	40	5.3% ↑
2.	RealEstate/PropTech	689.590.000 €	4,058.4% ↑	21	133.3% ↑
3.	Mobility/Logistics	562.707.500 €	112.3% ↑	28	-6.7% ↓
4.	Fintech/Insurtech	541.991.824,8 €	150.5% ↑	56	36.6% ↑
5.	Software	350.810.000 €	1,427.7% ↑	21	110.0% ↑
6.	Cybersecurity	218.000.000 €	109.3% ↑	4	-66.7% ↓
7.	Health&Wellbeing	196.093.944 €	88.4% ↑	51	4.1% ↑
8.	Travel/Tourism	173.635.000 €	315.5% ↑	11	-31.3% ↓
9.	Classifieds / Directory	168.925.000 €	-	6	-
10.	Edtech	101.293.436 €	285.4% ↑	18	80.0% ↑

In the **Business and Productivity** vertical, leader of the year in Spain in 2021, there have been multiple operations with great international coverage (and companies based in Madrid and Barcelona have dominated):

	Date	Startup	Industry	City	Investment ▼
1.	1 dic 2021	Job and Talent	Business&Productivity	Madrid	440.000.000 €
2.	10 mar 2021	Job and Talent	Business&Productivity	Madrid	100.000.000 €
3.	8 ene 2021	Job and Talent	Business&Productivity	Madrid	88.000.000 €
4.	6 sept 2021	Factorial	Business&Productivity	Barcelona	67.000.000 €
5.	22 sept 2021	Genial.ly	Business&Productivity	Córdoba	17.000.000 €
6.	2 feb 2021	Holded	Business&Productivity	Barcelona	15.000.000 €
7.	28 jul 2021	Cobee	Business&Productivity	Madrid	14.000.000 €
8.	28 sept 2021	Onna	Business&Productivity	Barcelona	9.400.000 €
9.	30 sept 2021	Troop	Business&Productivity	Madrid	6.800.000 €
10.	20 ene 2021	Landbot	Business&Productivity	Barcelona	6.600.000 €

And in **Real Estate & Proptech**, in addition to Idealista, there have been several deals of considerable volume:

	Date	Startup	Industry	City	Investment ▼
1.	24 feb 2021	Idealista	RealEstate/Proptech	Madrid	250.000.000 €
2.	26 ene 2021	Idealista	RealEstate/Proptech	Madrid	175.000.000 €
3.	17 dic 2021	Clikalia	RealEstate/Proptech	Madrid	60.000.000 €
4.	20 jul 2021	Tiko	RealEstate/Proptech	Madrid	55.240.000 €
5.	13 oct 2021	Clikalia	RealEstate/Proptech	Madrid	50.000.000 €
6.	26 jul 2021	Psquared (P2)	RealEstate/Proptech	Barcelona	40.000.000 €
7.	7 oct 2021	Spotahome	RealEstate/Proptech	Madrid	25.000.000 €
8.	15 sept 2021	Housfy	RealEstate/Proptech	Barcelona	10.000.000 €
9.	26 sept 2021	Ukio	RealEstate/Proptech	Barcelona	7.600.000 €
10.	20 jul 2021	Qlip	RealEstate/Proptech	València	3.500.000 €

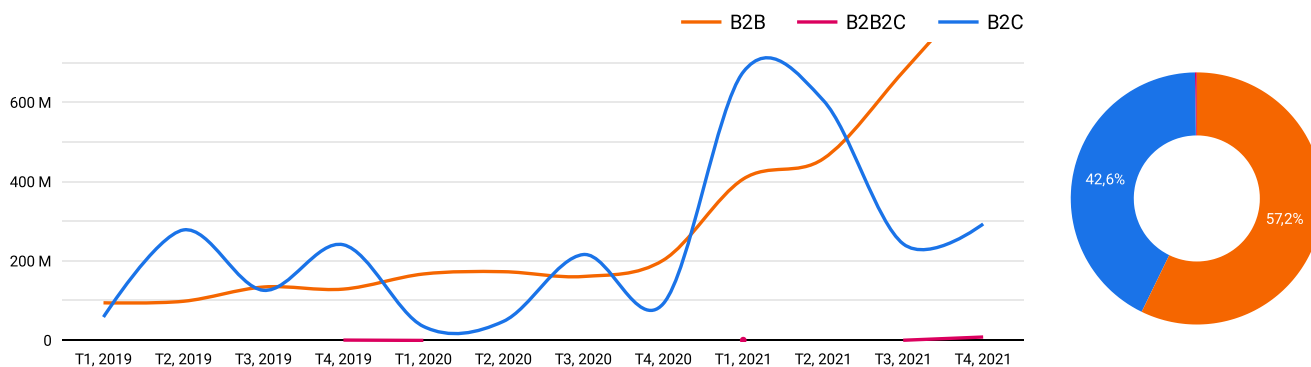
The highlights of the **Mobility and Logistics** sector (traditionally one of the most relevant in Spain) have been Glovo's mega-round, as well as that of Wallbox at the beginning of the year before its IPO:

	Date	Startup	Industry	City	Investment ▼
1.	1 abr 2021	Glovo	Mobility/Logistics	Barcelona	450.000.000 €
2.	2 feb 2021	Wallbox	Mobility/Logistics	Barcelona	33.000.000 €
3.	4 jun 2021	Cooltra	Mobility/Logistics	Barcelona	20.000.000 €
4.	9 abr 2021	Amovens	Mobility/Logistics	Madrid	7.300.000 €
5.	22 jul 2021	Zeleros	Mobility/Logistics	València	7.000.000 €
6.	13 jul 2021	Trucksters	Mobility/Logistics	Madrid	6.300.000 €
7.	25 feb 2021	Bipi	Mobility/Logistics	Madrid	6.000.000 €
8.	30 jun 2021	bound4blue	Mobility/Logistics	Barcelona	5.000.000 €
9.	11 feb 2021	Busup	Mobility/Logistics	Barcelona	5.000.000 €
10.	16 feb 2021	Moove Cars	Mobility/Logistics	Madrid	4.130.000 €

Finally, the **Fintech and Insurtech** sector has had a brilliant year, not only because of the number of deals and the two Capchase rounds (which includes debt issuance) but also because of other top-tier mega-rounds such as those raised by Clarity, Belvo and Ritmo:

	Date	Startup	Industry	City	Investment ▾
1.	20 jul 2021	Capchase	Fintech/Insurtech	Madrid	237.890.000 €
2.	4 jun 2021	Capchase	Fintech/Insurtech	Madrid	103.080.000 €
3.	2 dic 2021	Clarity AI	Fintech/Insurtech	Madrid	44.000.000 €
4.	1 jun 2021	Belvo	Fintech/Insurtech	Barcelona	35.130.000 €
5.	29 jul 2021	Ritmo	Fintech/Insurtech	Madrid	10.800.000 €
6.	23 jul 2021	Asistensi	Fintech/Insurtech	Madrid	8.660.000 €
7.	6 jul 2021	Toqio	Fintech/Insurtech	Madrid	8.000.000 €
8.	13 sept 2021	Bit2Me	Fintech/Insurtech	Alicante	7.500.000 €
9.	14 ene 2021	Unnax	Fintech/Insurtech	Barcelona	7.000.000 €
10.	6 abr 2021	Atani	Fintech/Insurtech	Madrid	5.300.000 €

The steady increase of B2B models in Spain is worth mentioning (€2.44bn invested in 2021, 3.5x over the previous year, and showing a consistent growth curve). However, despite not capturing the largest absolute volume, **companies with B2C models have grown spectacularly in the year** (more than 4.5x compared with 2020), especially in the first two quarters.



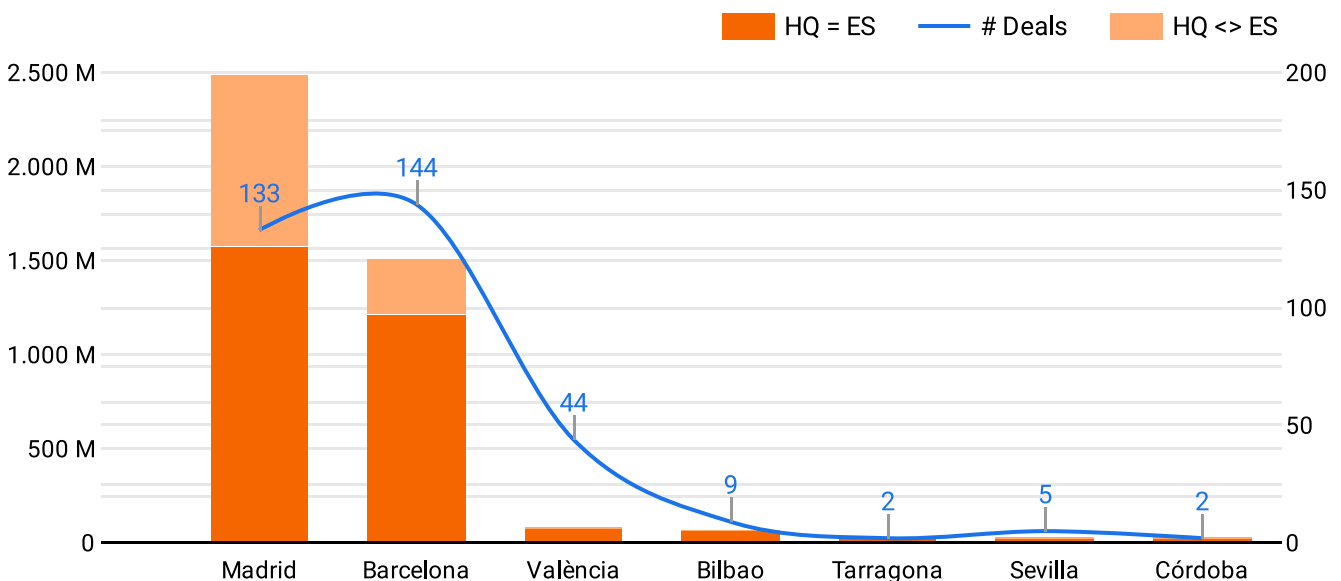
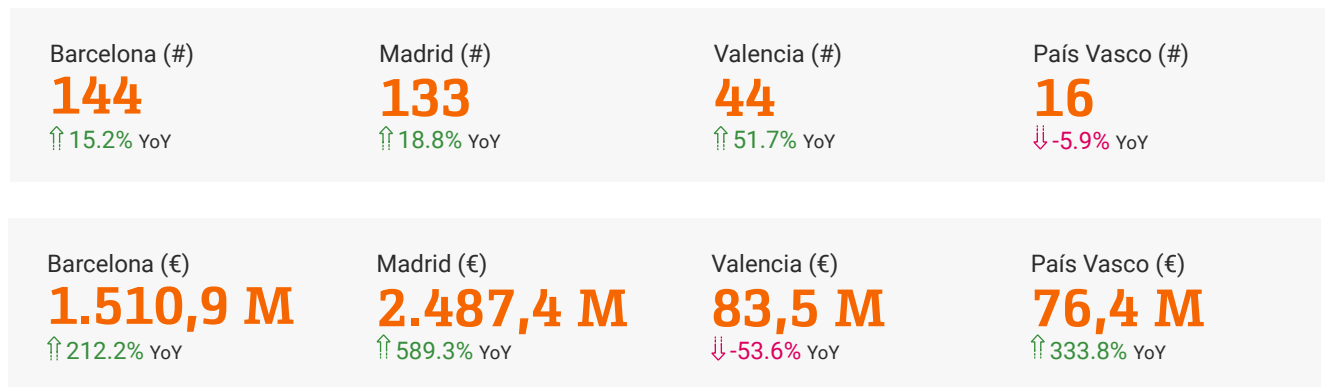
B2B investment
2.446 M €
↑ 247.1%

B2C investment
1.830 M €
↑ 365.4%

5. Investment per location in 2021

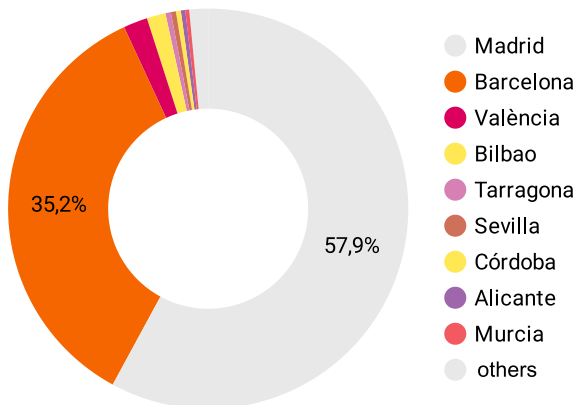
One of the most notable elements of 2021 has been the consolidation of **Madrid as the main investment destination in Spain, overtaking Barcelona for the first time** (by +€977M, with Madrid growing by almost 7x compared to 2020). However, **Barcelona still holds the first place in terms of activity (144 vs. 133 deals)**. Given the cyclical nature of fund-raising processes and the large number of companies in both regions, we still have to wait a little longer to see if the trend consolidates, but it is a significant change from what we have been seeing historically. In any case, it is something that should be valued very positively by the Spanish ecosystem, as it is very unusual to have two top-level hubs (albeit with different positions) at European level.

On the other hand, **Valencia ranks third** in terms of investment volume, although just barely, as it has closed a very irregular year with a 53% drop in investment compared to 2020 (when the Flywire mega round took place). Nevertheless, activity there has grown by 51%. **The ecosystem of Euskadi is fourth**, with a slight drop in activity, but with significant growth in volume (over 4x) over 2020 (but as usual these are conjectural data since many operations are not reported). They are followed by Tarragona, Seville and Cordoba.

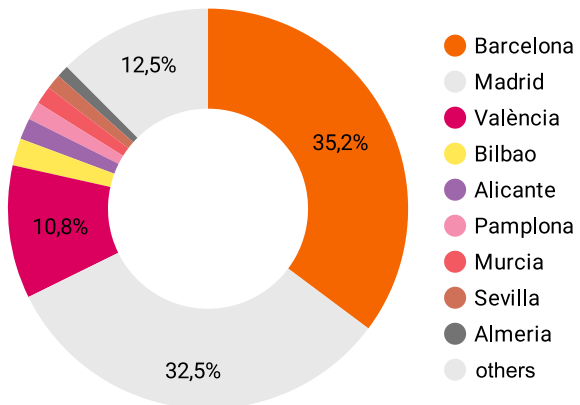


Barcelona and Madrid consolidate their position at the forefront of the Spanish ecosystem, although it is noteworthy that a significant part of the operations in Madrid and to a lesser extent in Barcelona are companies based abroad for tax purposes (such as Capchase and Devo in the case of Madrid, or Travelperk and Userzoom in the case of Barcelona).

Investment raised by city

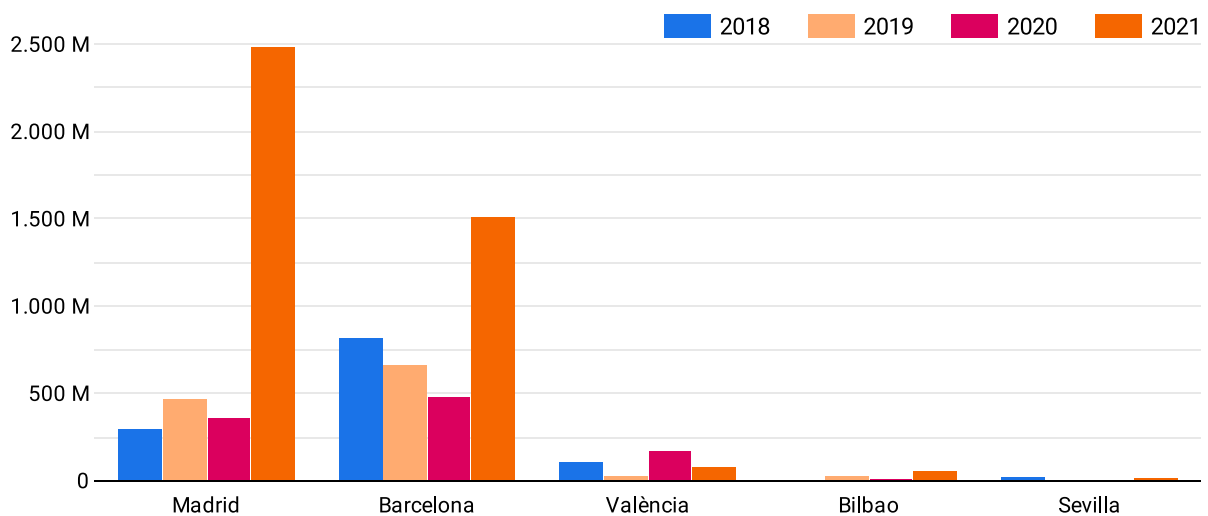


Investment deals by city



2021 has been an atypical year in terms of investment destination cities, with Barcelona behind Madrid and a huge concentration in these two hubs. In any case, it is advisable to build two additional perspectives into the analysis, as they help better understand these data:

- Evolution.** If we compare the evolution of the investment trend across the main cities, the significant growth in the volume of investment in Madrid, driven by its mega-rounds, stands out even more, as does Barcelona. Interestingly both have had a year of strong growth compared to 2020. The makeup of Valencia this year is quite interesting, with 50% more deals, but with a 53% drop in volume vs. 2020.



2. **Investment outside the main hubs.** Unlike what happened in 2020, when investments decentralized and there were several relevant rounds in cities other than Barcelona and Madrid, we've seen a return to the traditional trend of concentration in 2021 and investments in Madrid and Barcelona have grown by more than 4.7x over 2020.

Barcelona & Madrid

3.998,31 M €

↑ 373.3%

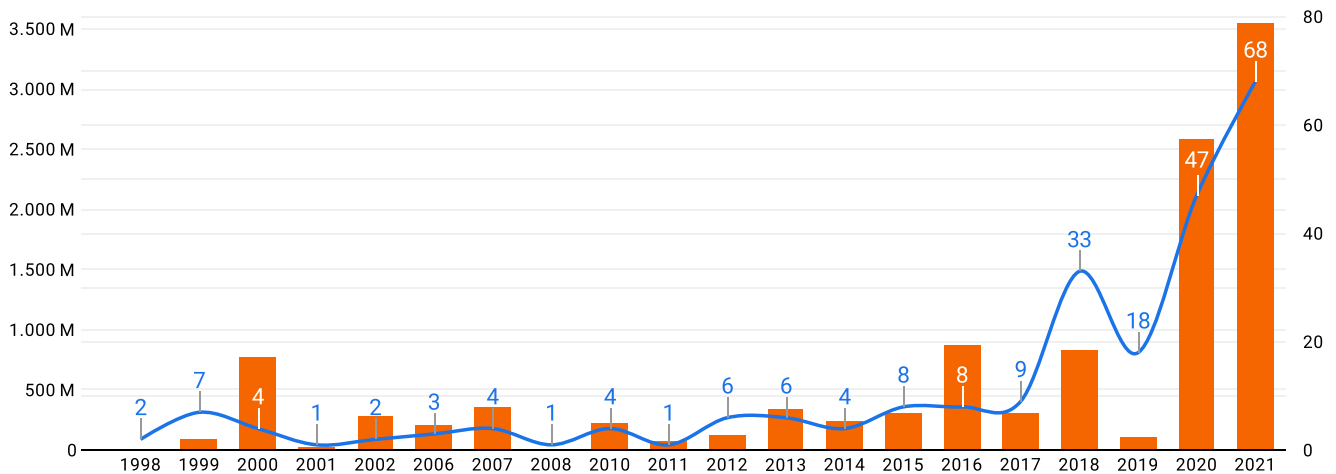
Rest of Spain

295,92 M €

↑ 12.8%

6. Divestments (Exits) 2021

Another of the major milestones of 2021 was the **significant increase in the number of divestments in Spain**, which was particularly noteworthy given that 2020 had been an absolute record year. The year 2021 closed with 68 exits, and a reported volume of €3.55bn, representing a 37% increase in volume and 44% increase in activity over 2020. One should note that the role of Spain on these tables has changed, **as several acquisitions have been made by Spanish buyers** (something quite rare in a market dominated by sales to U.S. companies).



Total M€ exits
3.553,65 M €
↑ 37.3%

exits
68
↑ 44.7%

In any case, the total amount is a tricky figure since the ticket of many deals remains undisclosed. Even so, there are two IPOs (Initial Public Offerings) instead of traditional M&A transactions.

The most **relevant deals of the year** have been the IPO of Wallbox on the NYSE, the acquisition of Adamo by Ardian (a Telco operator) or the Busuu and Returnly deals:

Date	Company	Buyer	Buyer's country	Type of deal	Value
oct 2021	Wallbox	IPO NYSE	USA	IPO	1.263 M €
oct 2021	Adamo	Ardian	France	M&A	800 M €
nov 2021	Busuu	Chegg	USA	M&A	385 M €
abr 2021	Returnly	Affirm	USA	M&A	280 M €
dic 2021	Sngular	IPO BME Growth	Spain	IPO	161,5 M €
jul 2021	Asti Robotics	ABB	Switzerland	M&A	160 M €
jun 2021	Deporvillage	Iberian Sports Retail ...	UK	M&A	140 M €
jun 2021	Holded	Visma	Norway	M&A	120 M €
jul 2021	Bipi	Not disclosed	Spain	M&A	100 M €
nov 2021	TAPTAP Digital	bd-capital	UK	M&A	75 M €
nov 2021	Swipcar	Cazoo	UK	M&A	30 M €
dic 2021	Filmin	Nazca Capital y Seay...	Spain	M&A	19,3 M €
sept 2021	OnMovil	Gigas	Spain	M&A	9,1 M €
abr 2021	Fon	Agile Content	Spain	M&A	5 M €
dic 2021	Dail Software	Informa D&B	Spain	M&A	3,2 M €
sept 2021	Stage Clear Studi...	Thunderful Group	Sweden	M&A	2,5 M €



The corporate takeover of Glovo by Delivery Hero was announced to the media in January 2022, so it is not included in this report



Regarding the Startup Ecosystem Observatory

Regarding the Startup Ecosystem Observatory

The Bankinter Foundation of Innovation is committed to Spanish entrepreneurs. Therefore, the Spanish Startup Ecosystem Observatory has been designed to take the temperature of entrepreneurship in the economy. It also an informative and trend-scouting tool that becomes useful for entrepreneurs.

The **Startup Observatory of the Bankinter Innovation Foundation** grants access to interactive graphs and weekly updated data on the activity of the startup ecosystem in Spain, in more color than the current report.

All the information compiled in this report can be checked and filtered in the following areas of the Startup Observatory:



Summary:
Key figures.



Year-on-Year comparison:
KPI evolution year-to-date.



Investment analysis:
Comparative study per type of investor, stage and source of funds.



Analysis per location:
Comparing investments and figures per city.



Analysis per sector:
Comparing investments and figures per sector/industry.



Investors' activity:
Who's most active, their investments, sectors, etc.



Activity in detail:
Tool to search and filter the latest rounds.



Main exits:
Most relevant companies sold in Spain since 1998.

Access
the tool



**Startup
Observatory of the
Bankinter Innovation
Foundation**



References

The report and all the data from the **Bankinter Innovation Foundation Startup Observatory** can be found at: <https://www.fundacionbankinter.org/startups/observatorio>.

Methodology

What type of companies are included? The information collected is related to investment operations in startups (see section "Definitions") based in Spain, as well as those that are not based here but have a relevant part of their team, especially founders, in the country. Rounds by middle market companies and biotech companies are not included.

Where is the data sourced? The data used to build the Observatory are newsclips about investment rounds of Spanish startups published in the media, i.e., unpublished operations are not included.

What period does the data cover? The data includes the most relevant investment operations since 2018 (although the exits section goes back to 1998).

Investment Trend in Spain Annual Report 2021

Spanish Startup
Ecosystem Observatory

January 2022

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