



MEMBER OF BASQUE RESEARCH  
& TECHNOLOGY ALLIANCE

# Creating Growth : Improving Society

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# About us



TECNALIA is the **largest applied research and technological development centre in Spain**, a European benchmark and member of the Basque Research and Technology Alliance.





## Headquarters

📍 Basque Country

## Branches

- Cádiz
- Madrid
- Zaragoza

## Branches Abroad

- China
- Colombia
- Ecuador
- France
- Italy
- Mexico
- Serbia

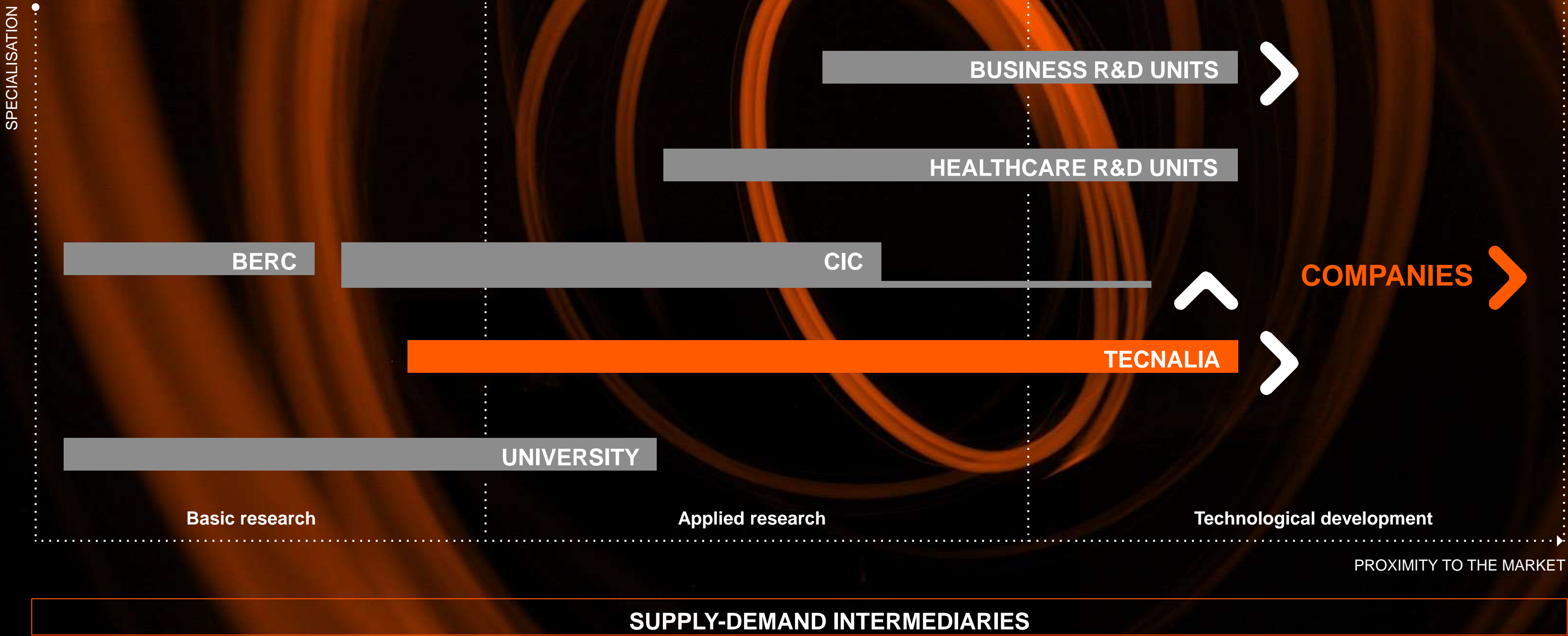
## About us

- TECNALIA in Spain
- CEA in France
- FRAUNHOFER in Germany
- TNO in the Netherlands
- SINTEF in Norway
- VTT in Finland





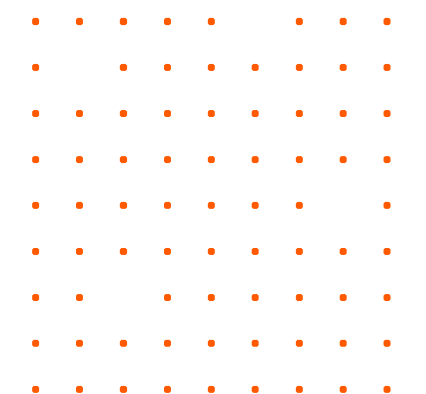
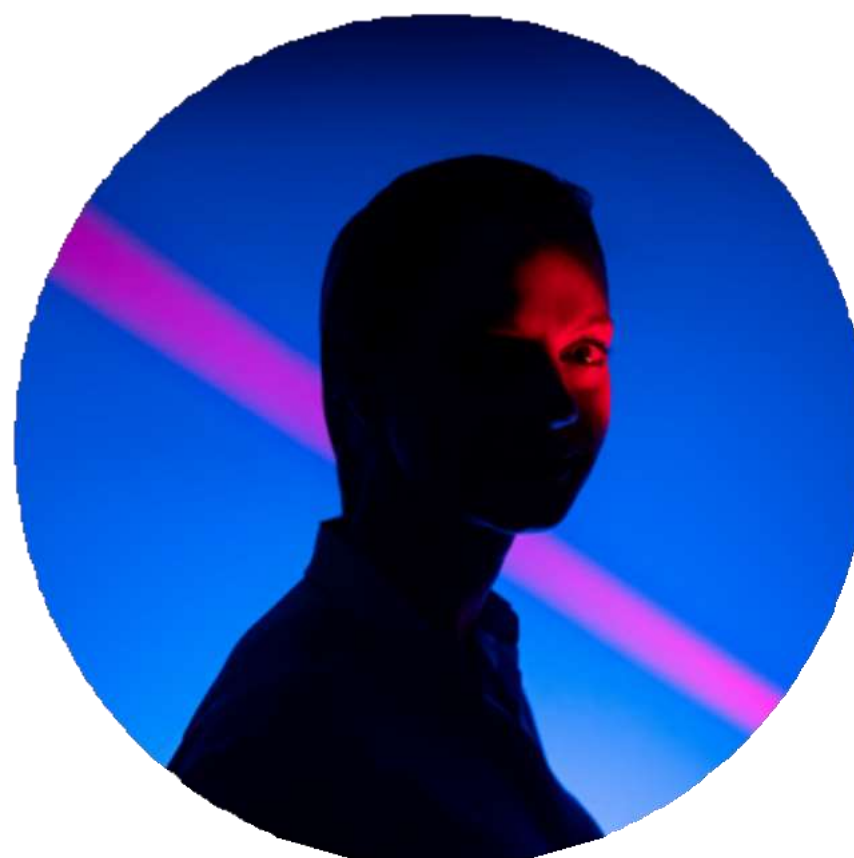
# Value Chain



Mission

**Transform  
technological  
research into  
prosperity.**

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Vision

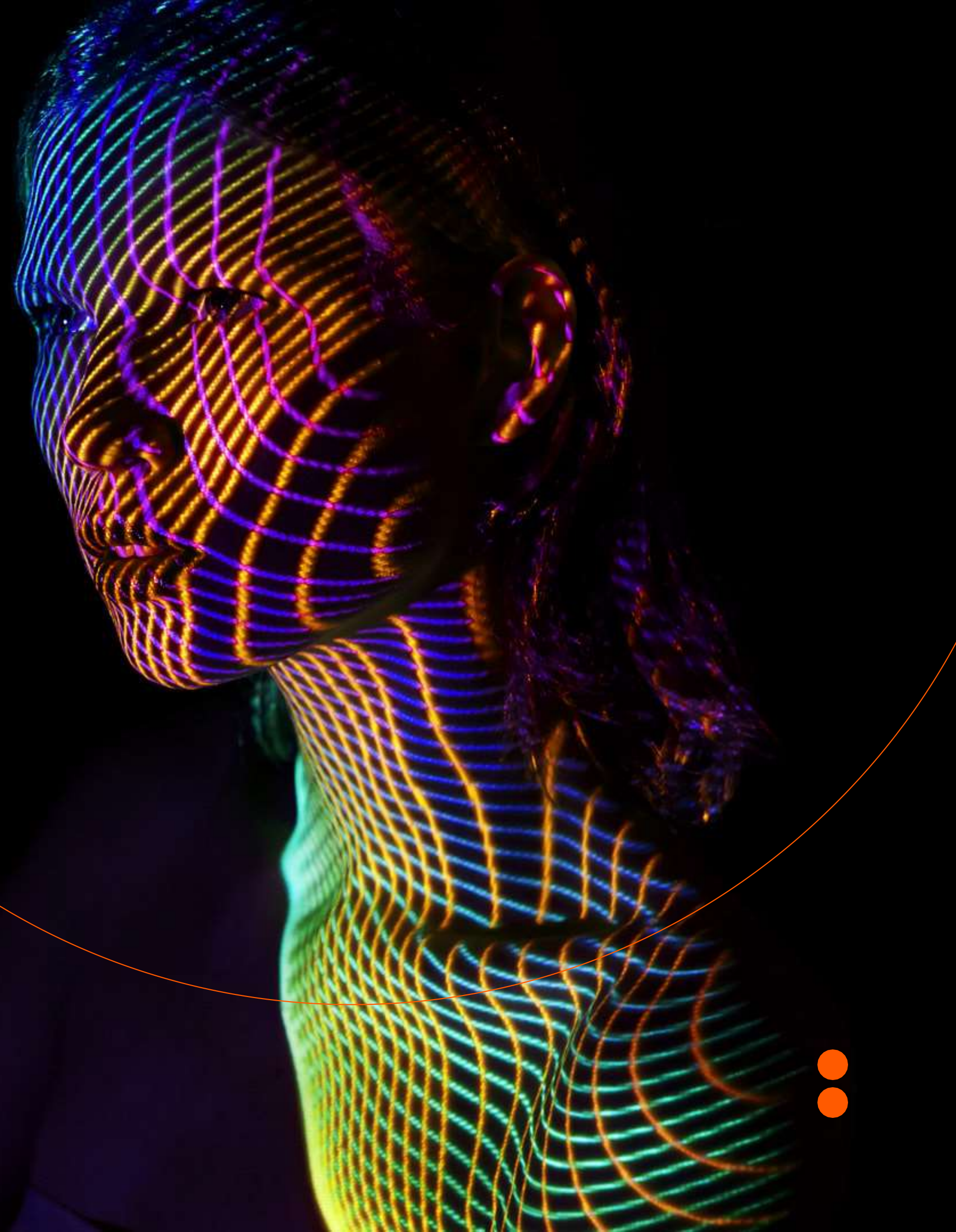
**To be the agents  
of change in  
companies and  
society, adapting  
them to the  
challenges of a  
constantly  
evolving future.**





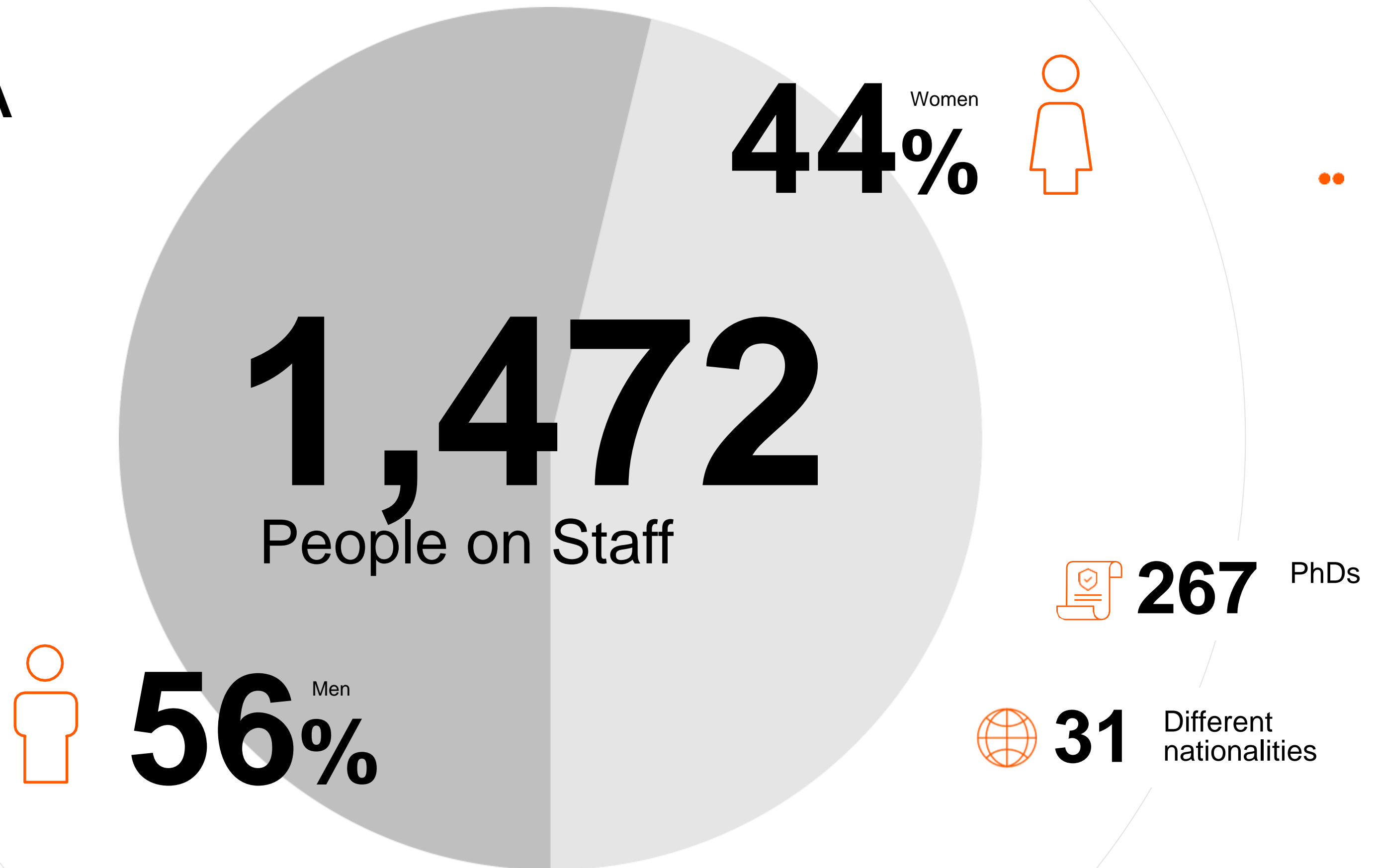
**People are behind technology.** Generating impact through applied research is only possible if you attract, retain and train the best talent.

**We believe in the value of people**





# People in TECNALIA





**We work with  
companies and  
institutions to increase  
their competitiveness,  
quality of life of people  
and achieve sustainable  
growth.**

We transform technological research into prosperity, acting as agents of change in companies and society, adapting them to the challenges of a constantly evolving future.

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# We are committed to results, always thinking about our clients and facilitating their activity with a close and useful service.

At TECNALIA, we are brave and proactive and **we are bold enough to create something new every day.**

We collaborate actively. We offer ourselves, support each other and share our ideas to be better, more agile and to create more value.





# We seek to build a better world through technological research and innovation.

At TECNALIA, we are actively engaged in the generation of wealth for companies and jobs for society.

We also create new developments for unresolved situations. And we do so by combining technologies from different fields to respond to the major global challenges.





# How we work





Results that generate economic impact

**We offer technological solutions  
that generate high impact  
opportunities and we are committed  
to our clients' results.**



# Business impact of our activity in 2020

For **every Euro** invested by a company in R&D with us, **revenue of €10.3 is produced** in its Income Statement.

Company invests in R&D

€1

€10.3

Income Statement

For **every job position** at TECNALIA, **5 other jobs** are kept in the Basque Country.

Employment with TECNALIA

1

1+5

Employment held in the Basque Country

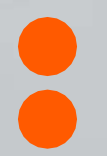




INDUSTRIA ETA

We want to be useful for society

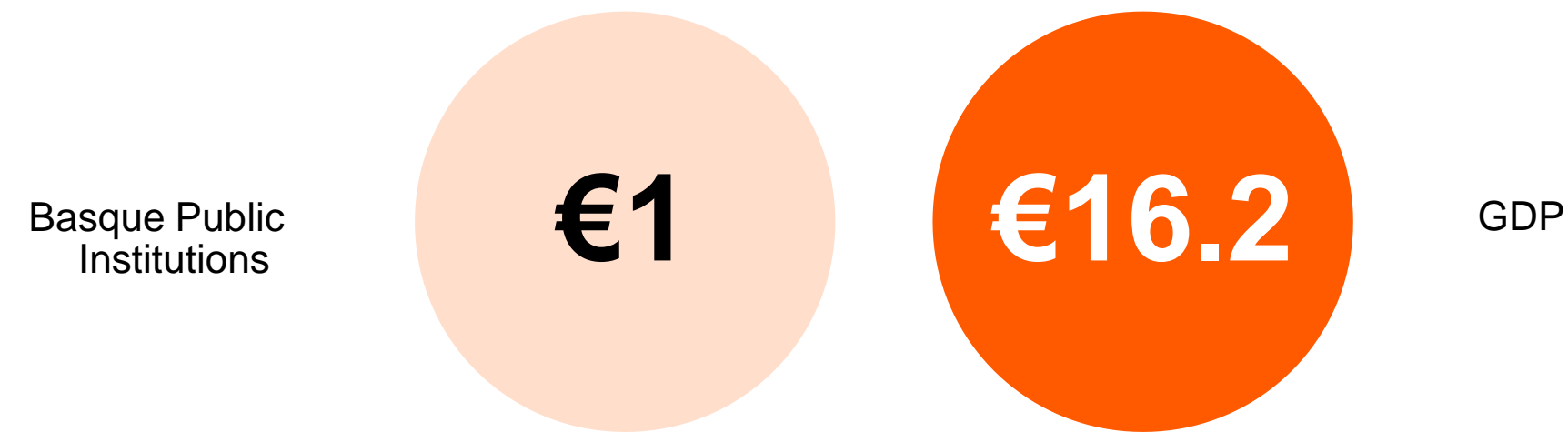
**TECNALIA's research has a real impact on society and provides specific solutions to the major global challenges.**





# Social impact of our activity in 2020

For **every Euro** invested by Basque Public Institutions in TECNALIA, a **GDP of €16.2** is generated.



For **every Euro** invested by Basque Public Institutions in TECNALIA, a **tax return of €1.90** is generated.







Multi-technological Excellence

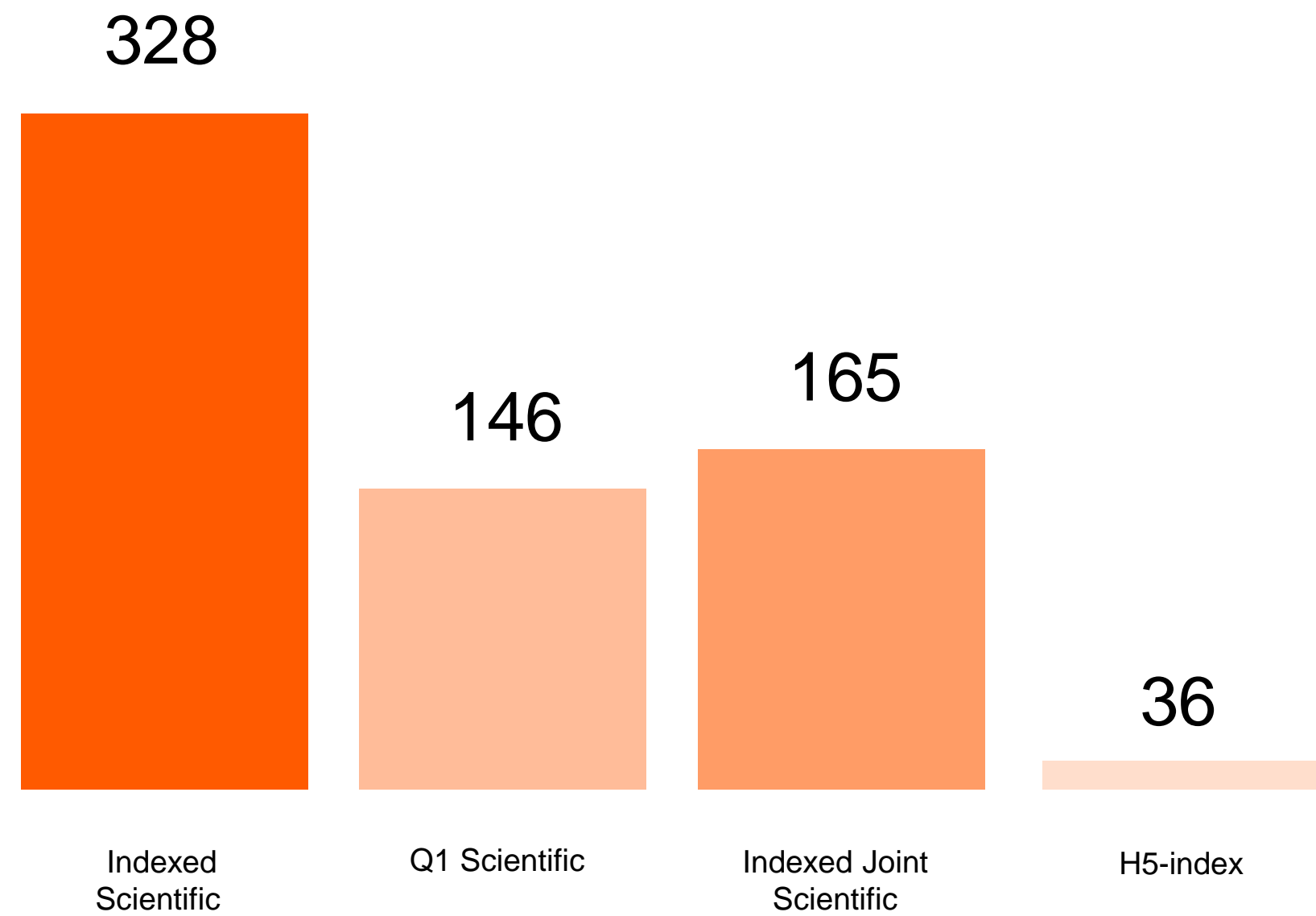
**We have a multi-disciplinary team  
to anticipate the needs of today  
and of the future through  
technological hybridisation.**

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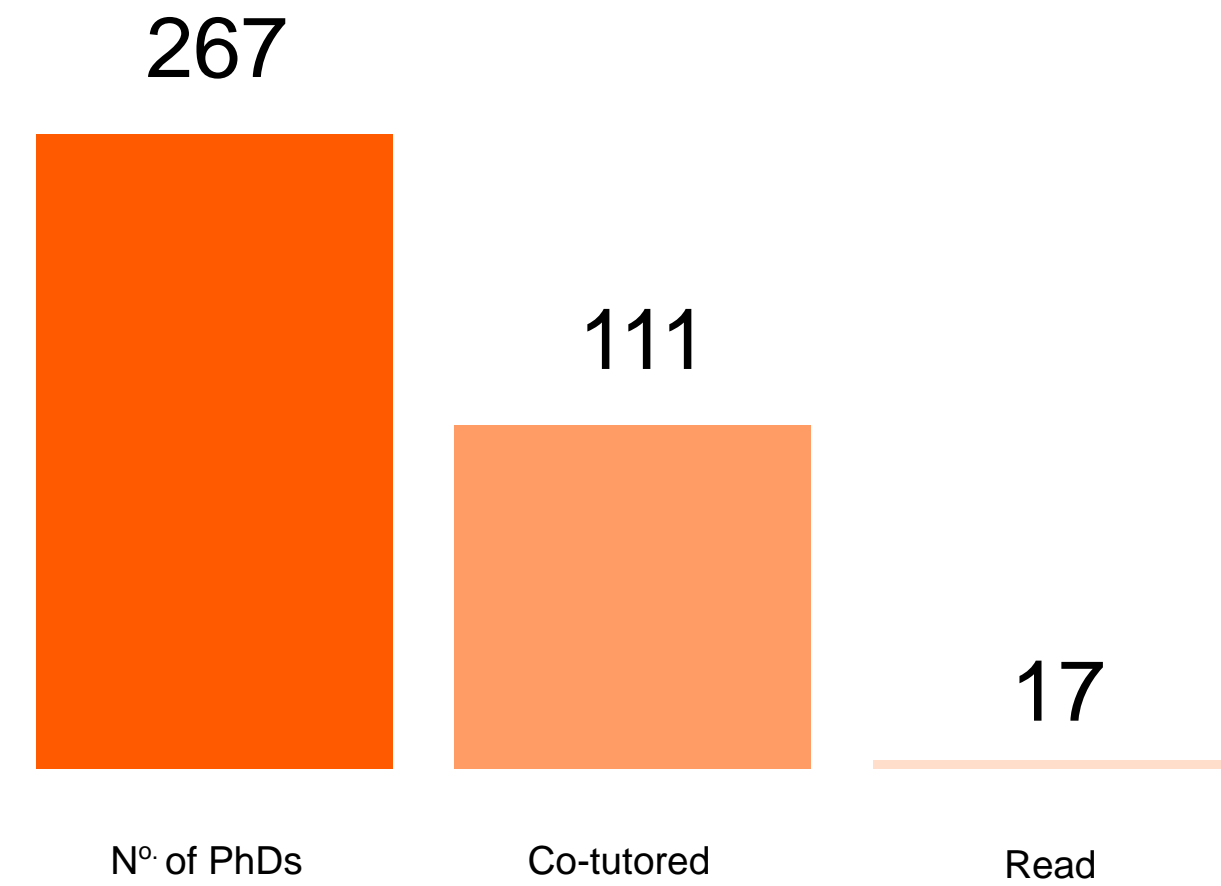


# Technological Specialisation

## Publications



## Doctoral Theses





# Technological strategy organised in technologies

TECNALIA organises its **Technological Strategy** around those technologies identified in the Technology Plan. In order to maximise the impact of these technologies, TECNALIA structures them into **transversal technologies** (which may have an impact on more than one market) and **vertical technologies** (with an impact on a single market).

All of them are characterised by their technological relevance, scientific- technological capabilities, market demand and research critical mass to achieve the greatest impact on the market.



# Specialised technologies

- Adaptation to climate change
- Molecular biology
- Biosynthesis and fermentation
- Structural calculation and fluid-structure interaction
- Air quality and acoustics
- Life cycle and eco-design
- In-service performance
- Reliability
- Dynamics of offshore systems
- Urban design
- Design and simulation
- Biological assessment

- Extraction and encapsulation
- Physics of the building
- Dosage
- Fire engineering
- Cementitious materials
- Meteorology and climate
- Energy models
- Semantic models
- Neural interfaces
- Power systems
- Manufacturing processes
- Sustainable chemistry

- Membrane technology and process intensification
- Waste valorisation technologies
- Photovoltaic technologies
- Thermodynamics

# Transversal technologies

- Automation, robotics and mechatronic control
- Cybersecurity and blockchain
- Computer vision and visual interaction
- Surface engineering
- Artificial intelligence and big data
- METALS: Sustainable metal materials, processes and products
- Nanotechnology
- Polymers, composites and bio-based materials
- Embedded electronic systems, power and control electronics
- Software Technologies



Our essence

**At TECNALIA, we transform  
knowledge into profit for  
companies and value for society.**

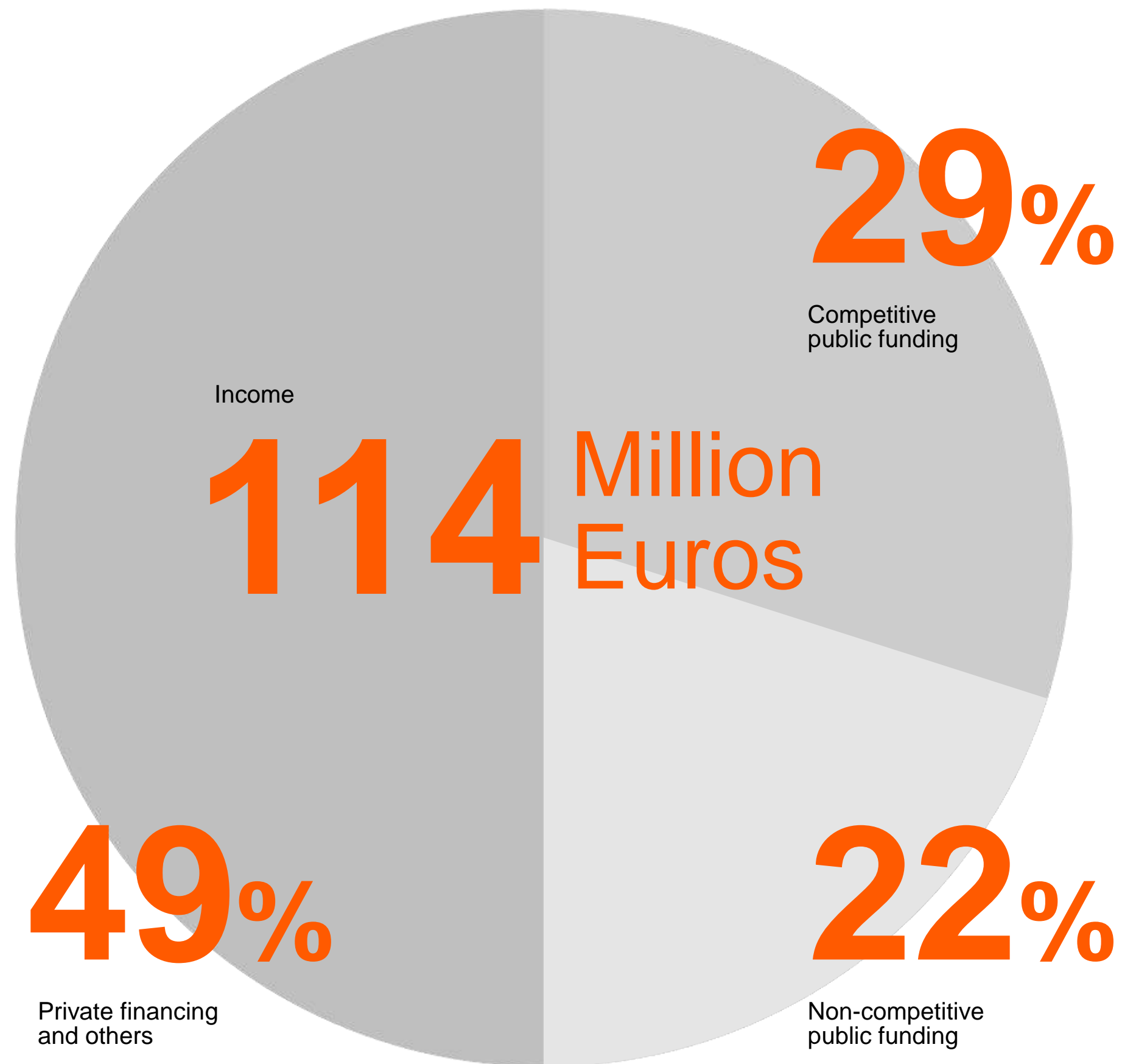
Through R&D and Innovation, we create solutions that generate economic impact on companies, prosperity for the country and value for society, in terms of quality of life and progress.

To do so, we have adopted our claim,  
which sums up this essence:

**Creating Growth : Improving Society**



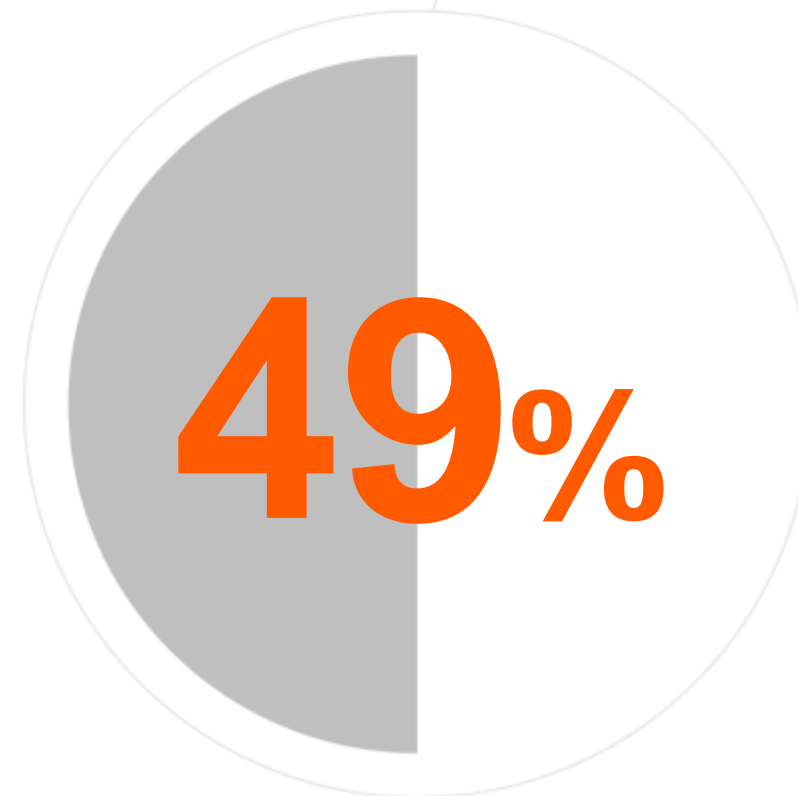
# Balance of activities and their funding



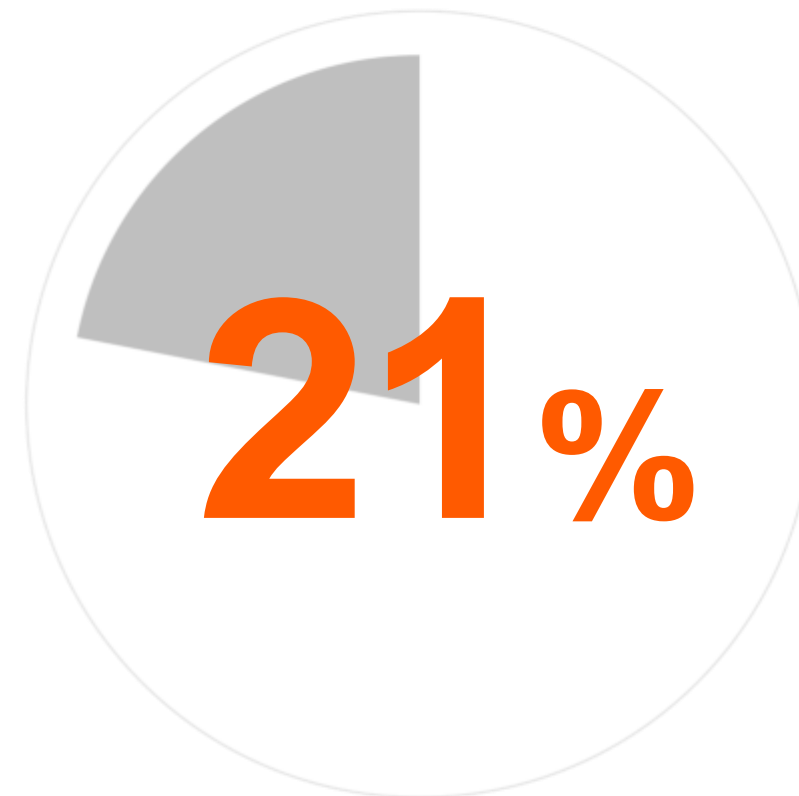
Figures on 31 December 2020



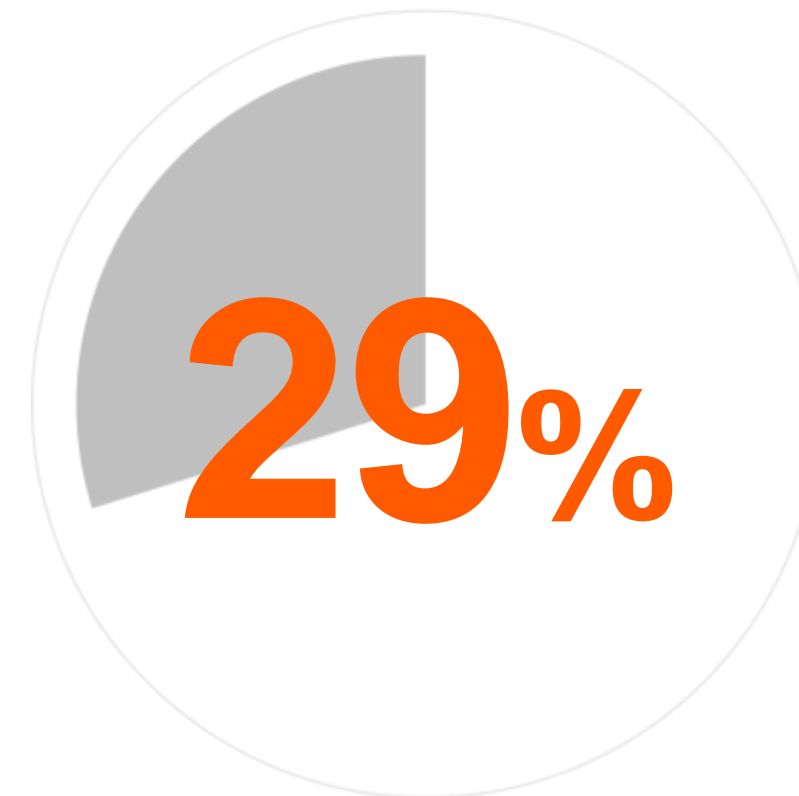
# Sources of Funding



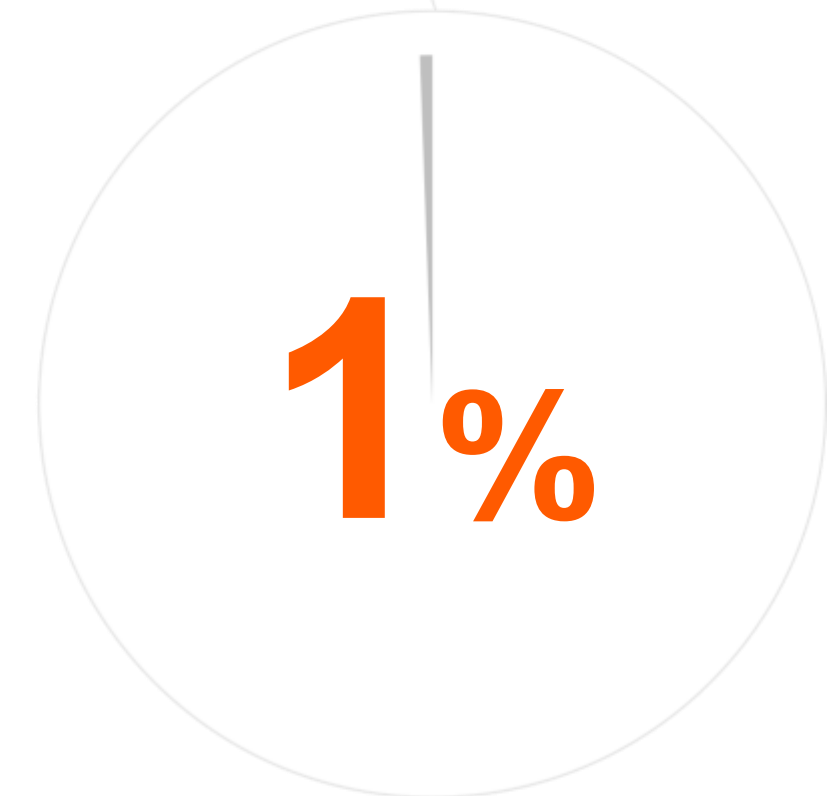
Private  
and others



Europe



Basque  
Government



Other  
Administrations

Proximity to the market

Our objective is to be the **technological partner of all companies**, regardless of their size and R&D and innovation needs.



# Scopes of Action



# Our scopes of action are aligned with the sustainable development goals (SDG)

With a multi-sectoral and multi-technological perspective, we listen and work with companies to respond to the major global challenges.

In this way, we are able to generate profit for companies and create value for society.





# Smart Manufacturing:



In a changing global scenario, we pursue an aim shared with manufacturing companies from all sectors, making a positive impact on their productivity while increasing the competitiveness of their businesses. To do so, **we are committed to smart, flexible and sustainable manufacturing through digitalisation, automation and eco-efficiency** as drivers of the change that transforms materials and manufacturing processes.

## What can we do for you?

- Industry 4.0
- Advanced machines, automation and robotics
- Decarbonisation of industry and the circular economy
- New materials and manufacturing processes
- Additive manufacturing

Further information



# Digital Transformation:



We love designing and deploying the digital processes, products and services of the future in an ever more interconnected and **interactive world**. Thus, our digital strategy focuses on three drivers: intelligence, security and new value generation models. Thanks to them, we develop a unique proposal in data economy for product manufacturers and integrators based on cybersecurity, blockchain and artificial intelligence.

## What can we do for you?

- Artificial Intelligence
- Robotics and cognitive systems
- Advanced systems for interaction and worker 4.0
- High-performance computing for Big Data
- System lifecycle and DevOps
- Cybersecurity and confidence
- Internet of Things (IoT)
- Sensors and actuators
- Computer vision
- Smart maintenance

Further information





# Energy transition:

We contribute to in-depth energy decarbonisation by developing technological solutions that make renewable energies more competitive, foster smart electrification of energy systems and unleash the potential of hydrogen as a high-value energy vector to be climate neutral by 2050.

## What can we do for you?

- Renewable energy
- Smart grids and storage
- Positive energy buildings and districts
- Industry decarbonisation
- Decarbonised mobility
- Digitalisation of energy
- Energy transition materials
- Climate-energy strategy and environmental sustainability

Further information



# Sustainable Mobility:



We design and develop technologies and new business models that contribute to the shift towards a future scenario **in which mobility has a low environmental impact and is connected, efficient, safe and inclusive.** This includes improving transport vehicles, communication systems and energy infrastructures, as well as their interaction and integration into urban and interurban ecosystems.

## What can we do for you?

- Urban air mobility
- Smart mobility management
- Energy for sustainable mobility
- Transport infrastructures
- Automated driving
- Electric and hybrid vehicles

Further information





# Personalised Health



We foster the development of customised products and services in prevention, diagnosis, prognosis, treatment and **rehabilitation phases**, through an integrated approach that includes genetics, nutrition and physical and social environments, as the main variables that affect people's health.

## What can we do for you?

- Food ingredients and functional compounds
- Healthy foods
- In vitro diagnosis
- Regenerative medicine
- Neuroengineering
- Biomedical product
- Medical robotics
- Digital health and medical imaging
- Pharmaceutical development
- Health and safety *wearable* devices
- Healthy urban solutions

Further information



# Urban ecosystem :

**We contribute to the positive transformation and development of cities and regions** by implementing a set of people-oriented technology innovation solutions to develop smart, low- carbon urban environments.



## What can we do for you?

- Smart eco-materials
- Smart buildings
- Energy in buildings and cities
- Resilience and climate change
- Urban and territorial transformation
- Healthy city
- Urban mobility
- Smart infrastructures
- Circular economy

Further information





# Relationship models with companies







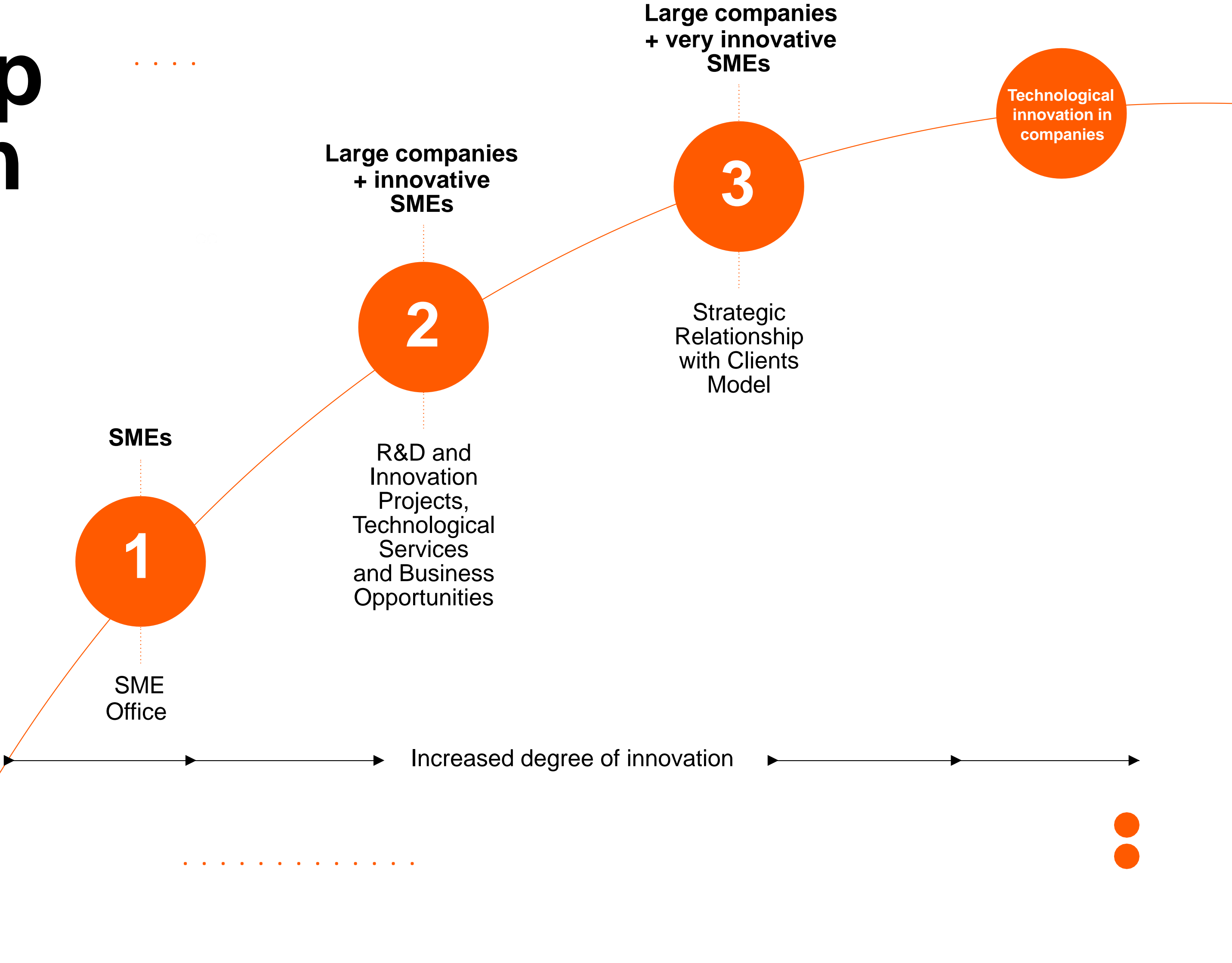
**We want to be the  
technological partner of all  
companies to generate high  
impact business opportunities  
through technology.**

Together, we can provide specific  
responses to the needs of the future.



# Relationship models with companies

TECNALIA's Relationship Models with Companies vary according to their degree of Technological Innovation, adapting to the needs of each Company.







**1**  
**Laboratory services**

**R&D and Innovation projects**  
**2**



**3**  
**Development of Investment Opportunities**



# Laboratory services

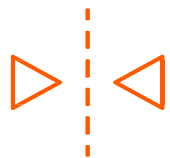
A team of experts and a set of laboratories which develop, certify and validate processes, systems and products that you need to launch on the market promptly.



Security



Trust



Proximity

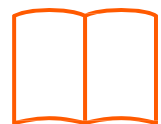




2

# R&D and innovation projects

As strategic partners for your company, **we develop customised R&D and innovation projects** with a sole purpose: to generate impact on your business through technology.



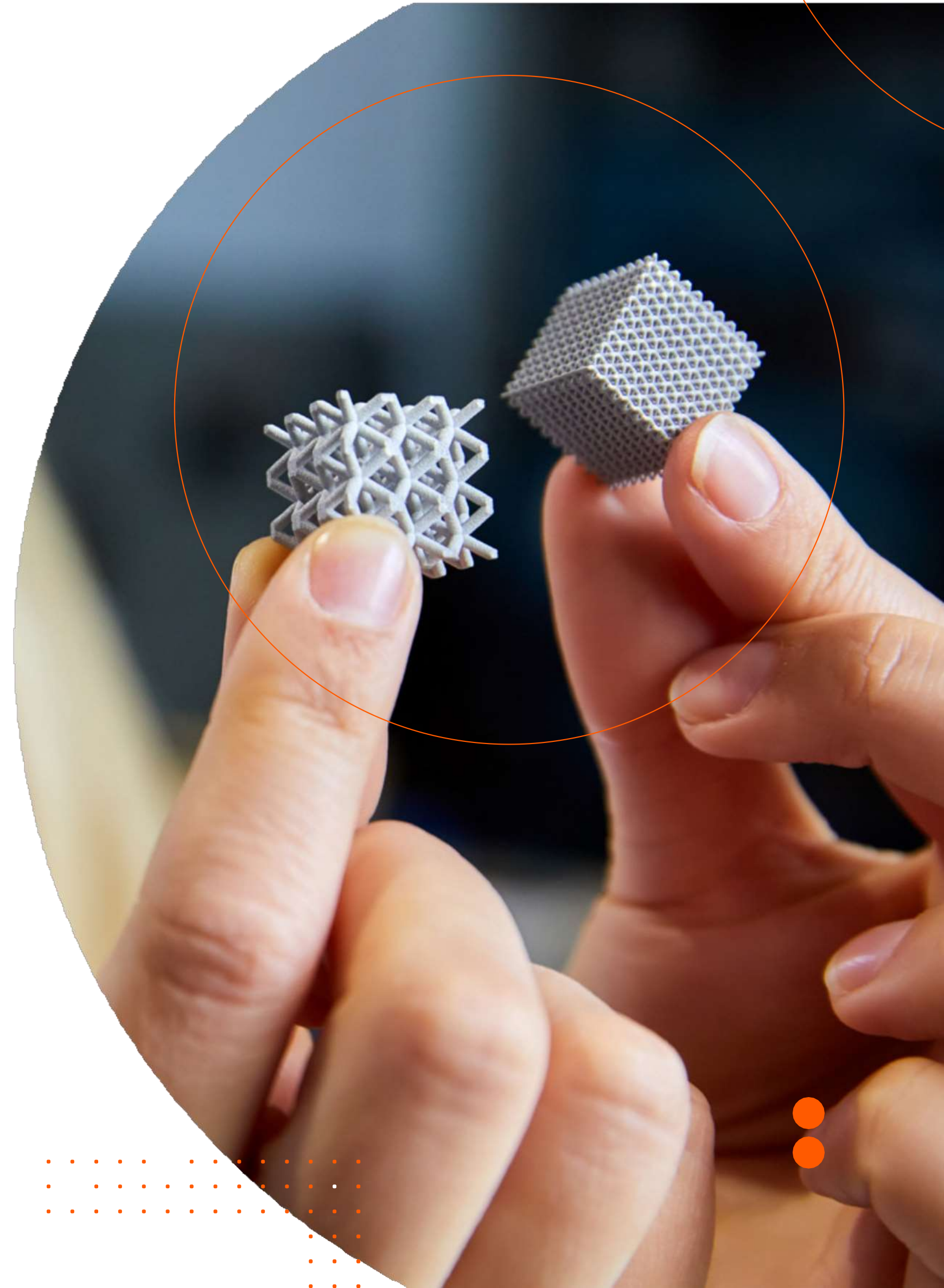
Research



Development



Engagement





# Development of investment opportunities

Through **TECNALIA Ventures**, we help you to address your R&D appraisal problems and make your business grow. To do so, we connect you with the three pillars of the technology transfer to market process:



**Technological capabilities** aimed at improving your income statement.



**People with a business profile** who are able to turn these capabilities into business.



**Investors** committed to business development.

# 3





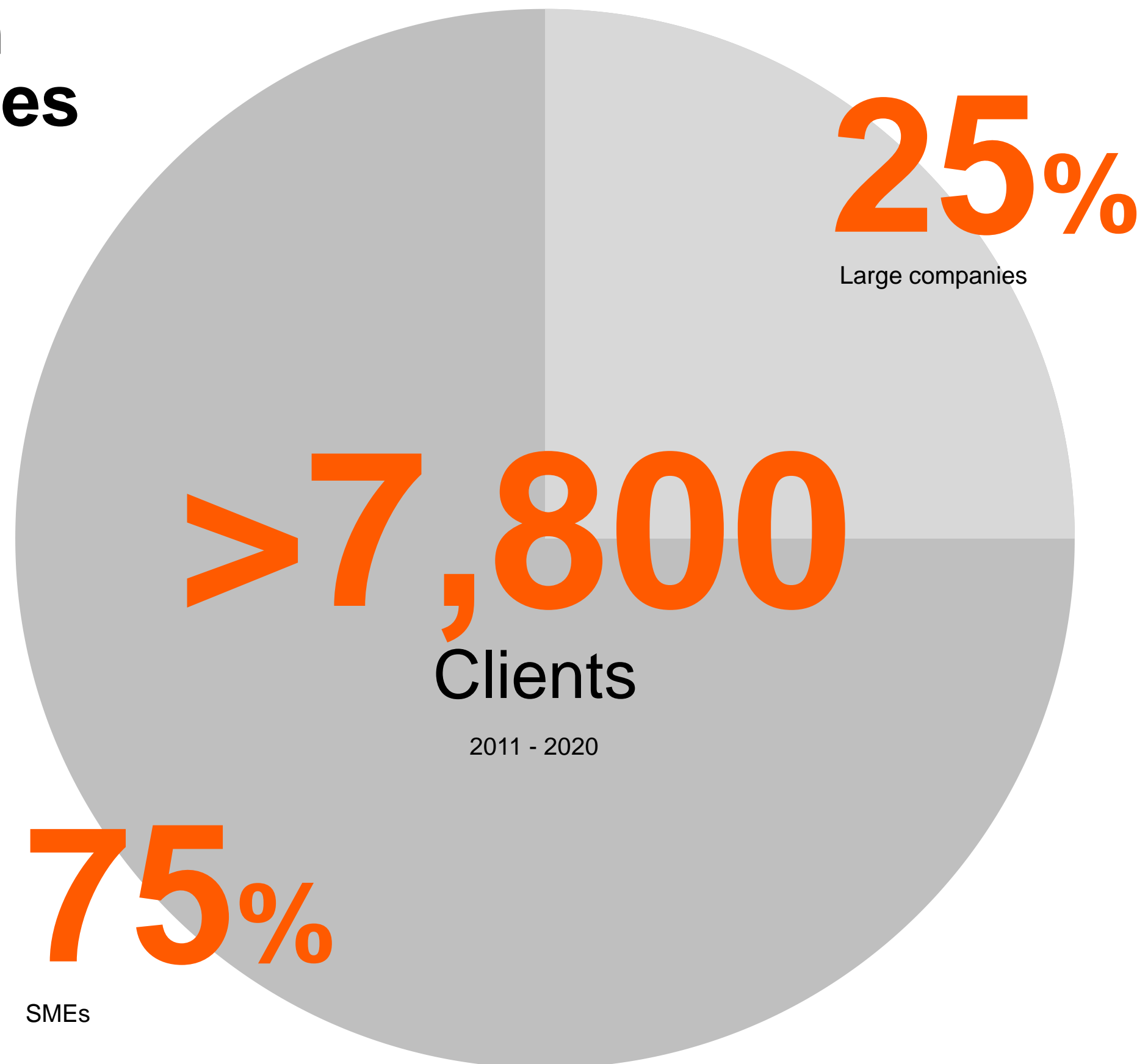
# Collaboration with companies

We are committed to the  
closest collaboration to  
obtain the highest level of  
satisfaction for you.

Satisfied  
clients\*

8.7 / 10

\* Client satisfaction index for 2020.



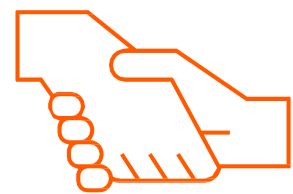
Business engagement

**Deeply rooted in the business community with strong institutional backing, TECNALIA has a solid foundation to become your business driver.**

Over 100 companies participate in our Governing Bodies.

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25

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## Patron Trustees

Companies



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11

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## Institutional Trustees

Basque Government, General State Administration, Provincial Councils, UPV/EHU



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8

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## Appointed Trustees

Persons of recognised standing



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6

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## Numerary Trustees

Town and City Councils and Trade Associations



A large, circular, microscopic view of cells, possibly a cross-section of a plant or animal tissue, is centered on the page. The cells are filled with various organelles and structures, creating a complex, textured pattern. The background is a solid, vibrant orange color. The text "Success Stories" is written in a large, white, sans-serif font across the center of the image.

# Success Stories

Profit for companies.  
Value for society.



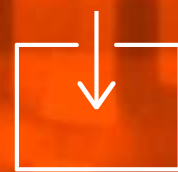
**We offer  
responses  
to global  
challenges**







**This is our way of building  
a better world through  
technology and innovation.**





## BIZKARRA

Tradition and innovation,  
with its own character



**Eduardo Bizkarra**

**Managing Director of BIZKARRA**

“TECNALIA has helped BIZKARRA to create new products and to understand the new ingredients required to improve people's health”.

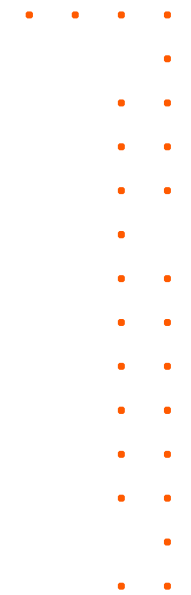
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**TECNALIA has participated with BIZKARRA in the creation of innovative processes and ingredients for the bakery of the future.**



**We are also contributing to improving people's diet by introducing healthy ingredients with a high nutritional value.**



## DITREL

### Offshore Connectivity



**Ibon Larrea**  
Technology and Production  
Director at DITREL

“What we value most about TECNALIA is that they have accompanied us throughout the internal metamorphosis of our company, leading the way when we did not know and letting us lead when we had the upper hand”.

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The collaboration between **TECNALIA** and **DITREL** uses technology to promote offshore renewable energy, a sector of the future with growth potential.



As a result of this alliance, we have developed new solutions for energy decarbonisation and the generation of sustainable growth.



# LANIK

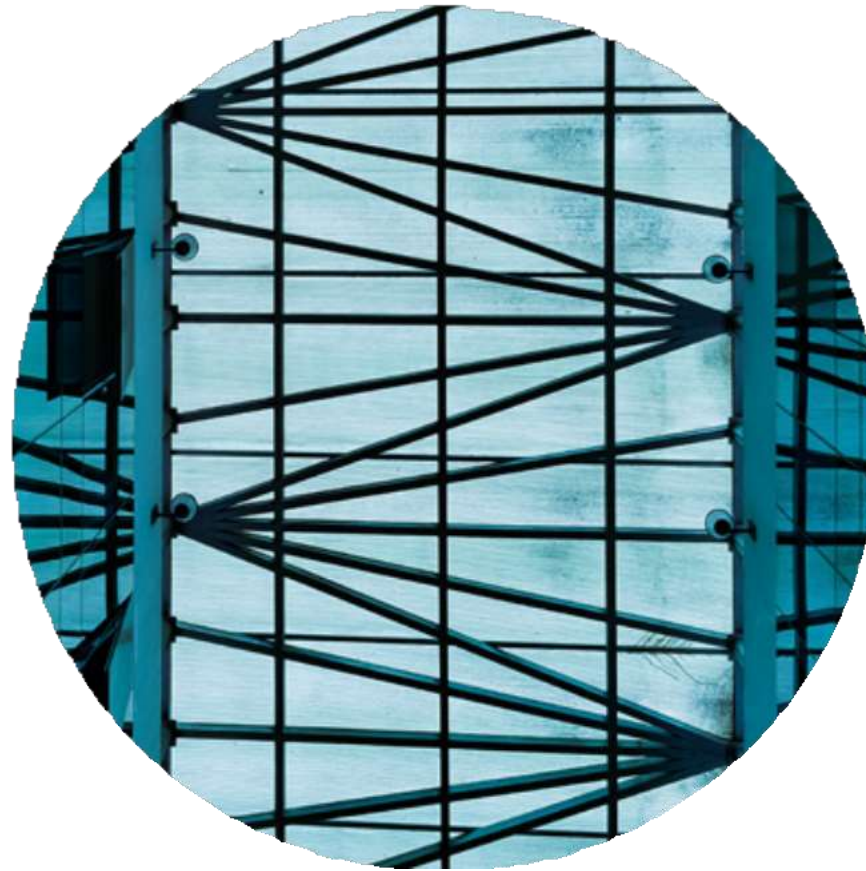
## Innovation Infrastructures



**Susana Lasa**  
CEO of LANIK

“An increasingly demanding world in terms of technology will require constant innovation from us, thus our collaboration with TECNALIA is an integral part of our business model”.

[tecnalia.com](https://tecnalia.com)



**TECNALIA has helped LANIK to overcome all of the architectural challenges it has faced and hence increase the company's competitiveness.**



**Working together, we have developed a functional architecture and responded to the needs of society today.**



## ZAYER

### Machine tool and innovative chip removal



**Mikel Arriola**  
Production Manager of ZAYER

“TECNALIA assists us in the digitalisation of our products in order to become Industry 4.0”.

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**TECNALIA has boosted ZAYER's innovative and entrepreneurial spirit, offering new technologies to address the needs of the market.**

**In this way, we have turned ZAYER machines into key production means to build a more energy sustainable society.**



# IKUSI

## Smart Experience



**Marco Domínguez**  
Technology Strategy Director  
of IKUSI

“Thanks to our collaboration with TECNALIA we have been able to quickly overcome hurdles and at IKUSI we appreciate very much that their experts have been ready to approach the real problems of our clients”.



**TECNALIA has enabled IKUSI to accelerate innovation and make a vision in which the future is redesigned each day come true.**



**Innovation applied by IKUSI enables a safer, more connected and collaborative world to be built.**

## **ZIV**

### **Innovation for the electrical grid of the future**



**Norberto Santiago**  
CEO & Chairman of ZIV

“Since the launch of ZIV we have  
relied on TECNALIA as our  
technology partner”.

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**Collaboration between  
TECNALIA and ZIV has enabled  
solutions to be offered to  
promote a decarbonised, reliable  
and safe energy system.**



**In this way, we have succeeded  
in offering efficient energy  
solutions in which the end user  
is increasingly engaged.**



# AERNNOVA

Design and manufacture  
of aerostructures



**Miguel Ángel Castillo**

Technology Development  
Director of AERNNOVA

“TECNALIA helps us to develop technologies which are not sufficiently mature to be offered to our clients and acts as a bridge with fundamental research carried out at universities”.

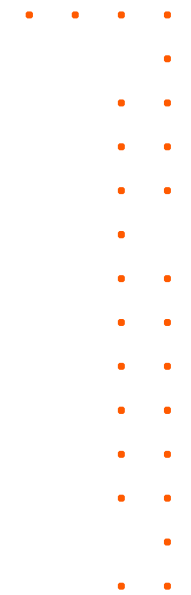
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**TECNALIA collaborates with AERNNOVA in developing and evolving technologies aimed at reducing emissions in the aeronautical sector.**



**By increasing the efficiency of structures during their useful life cycle, we have contributed to improving the environment.**



## QUIDE/DEVA

An innovative project  
on solid ground



**Mª Asun Ruiz de Gauna**  
Manager of QUIDE

“Our key to success is to work hard, with great enthusiasm and passion, and to build on the innovation and technology hand-in-hand with TECNALIA”.



**TECNALIA has enriched QUIDE/DEVA by offering new solutions to increase its productive capacity and increase its know-how in innovation.**



**Thanks to our collaboration, environmentally friendly, low carbon emission products have also been developed.**





# IBERMÁTICA

Technology at the  
service of people



**Iñaki del Río**  
Director of Digital Labs at Ibermática  
Director of the Ibermática Institute of  
Innovation (i3B)

“TECNALIA is one of our main  
technological partners in the field  
of Innovation development”.

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As a technological partner  
of **IBERMÁTICA**, **TECNALIA**  
encourages the conversion of  
its technological expertise  
into innovative products and  
services.



Together, we are able to create  
useful services and products  
for people in their daily life.

# IBARMIA

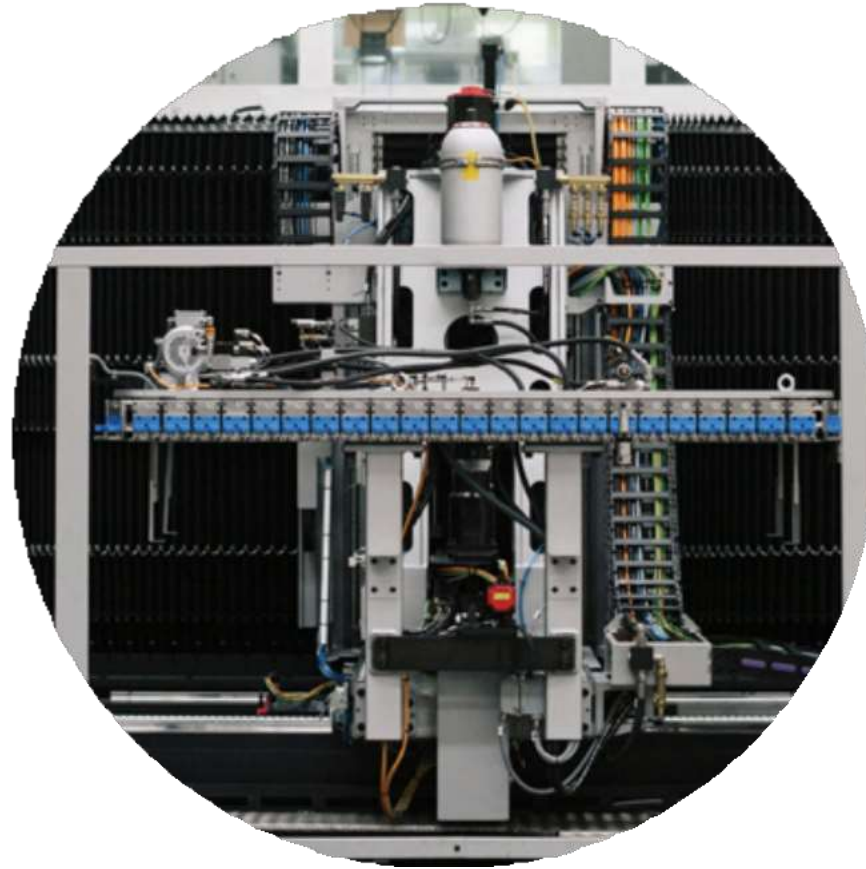
## Your machine-tool point



**Arrate Olaiz**  
Innovation Director of IBARMIA

“TECNALIA helps us identify both the market trends that will mark the future and technological developments that we could not carry out alone, shortening the time to launch new products”.

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**TECNALIA has helped IBARMIA to introduce technological equipment for the generation of renewable energy on the market as well as the manufacture of electric means of transport.**



**The incorporation of these digital systems in its machines has contributed to creating new advanced services to make life better for employees.**



# ENKOA

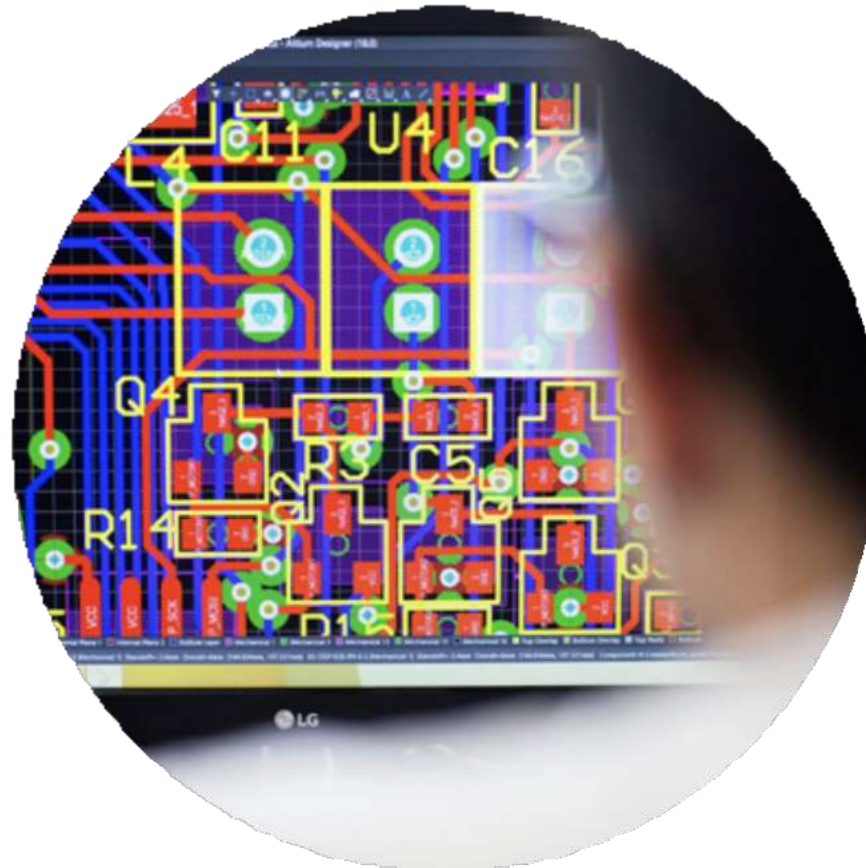
## Identification and Control Systems



**Juan Cruz Iriondo**  
Managing Director of ENKOA

“The collaboration with TECNALIA has allowed us to increase our competitiveness and technological skills”.

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At TECNALIA, we have provided ENKOA with solutions to increase its technological skills and hence foster the digital transformation of the Hospitality sector.



This entire transformation is aimed at offering maximum innovation in security systems to create a safer world.



## KEREON

Creating an innovative  
business network



**Jose Tesán**

Partner & Investment Director of  
KEREON

“Collaboration with TECNALIA has been very rewarding for KEREON and has enabled us to identify new technology-based business opportunities”.

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**KEREON-TECNALIA collaboration turns entrepreneurial initiatives into profitable businesses to create a complete and balanced ecosystem that facilitates the development of an innovation-based business fabric.**



**This collaboration method enables new forms of employment to be created that is accessible to all citizens.**



## ARTECHE

### Moving Together



**Roberto Ortiz de Zarate**  
ARTECHE GROUP R&D Director

"TECNALIA is a key technological partner for ARTECHE to put our products on the international market".

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**TECNALIA has contributed to enabling ARTECHE to continue responding to energy challenges with agility and responsibility. Adding value and wealth for its clients.**



**Over more than 40 years of collaboration, we have developed new equipment to foster more responsible energy consumption.**



# Clients



# Some clients:



# Alliances:





# European Benchmark



# We are a benchmark centre in Europe

Our purpose is to build a better world  
through technological research and  
innovation.

To transform knowledge into profit for  
companies and value for society.







1st

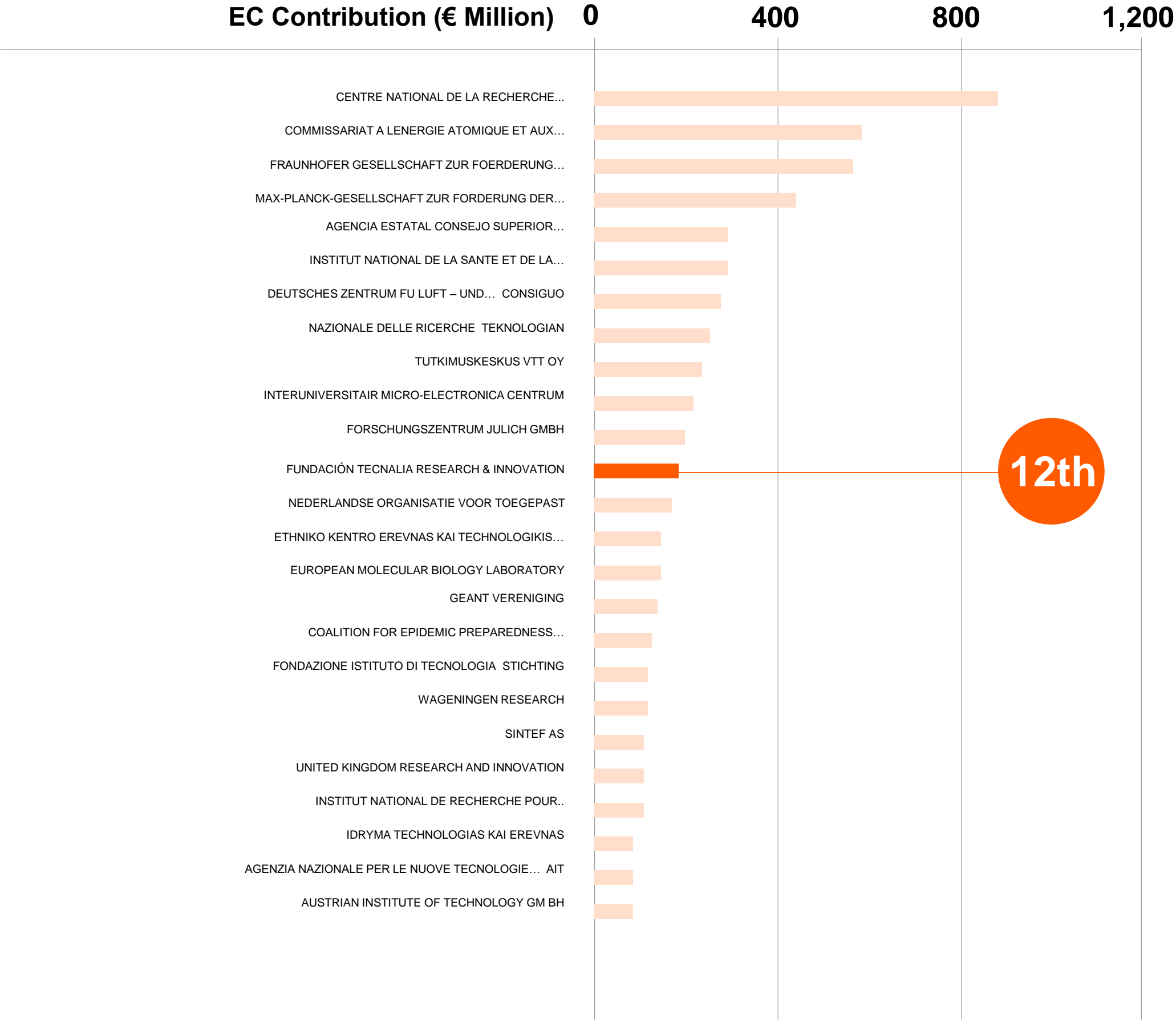
**Private organisation in  
Spain in project  
contracting, participation  
and leadership in the EU  
Horizon 2020 Programme.**

# Ranked No. 12 out of 2,900 European Research Organisations

SOURCE: CORDIS  
Figures in May 2021



Top 25 REC Organisations  
EC Contribution (€ Million)



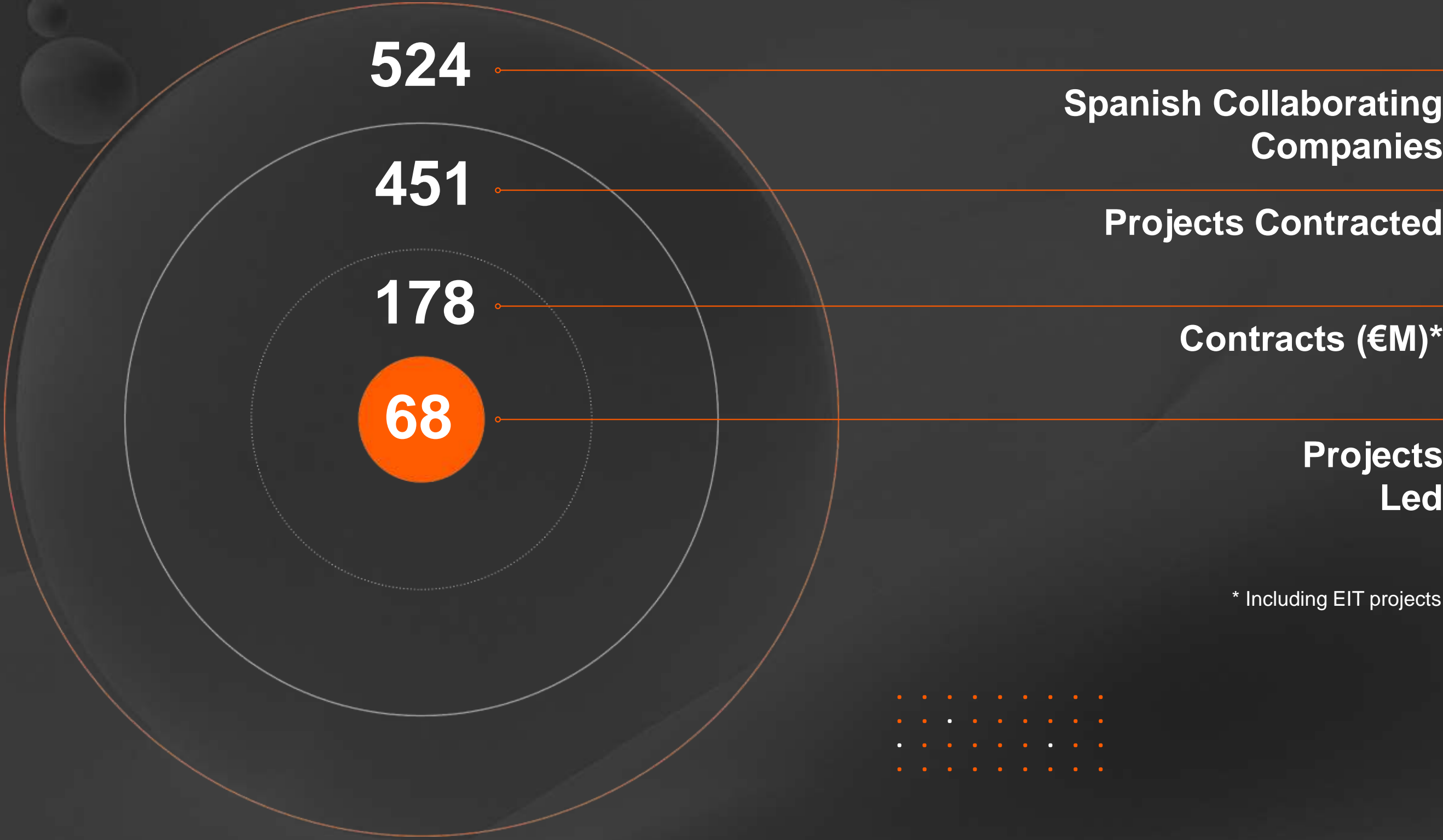
12th





# Participation in Horizon 2020.

Figures on 31 December 2020



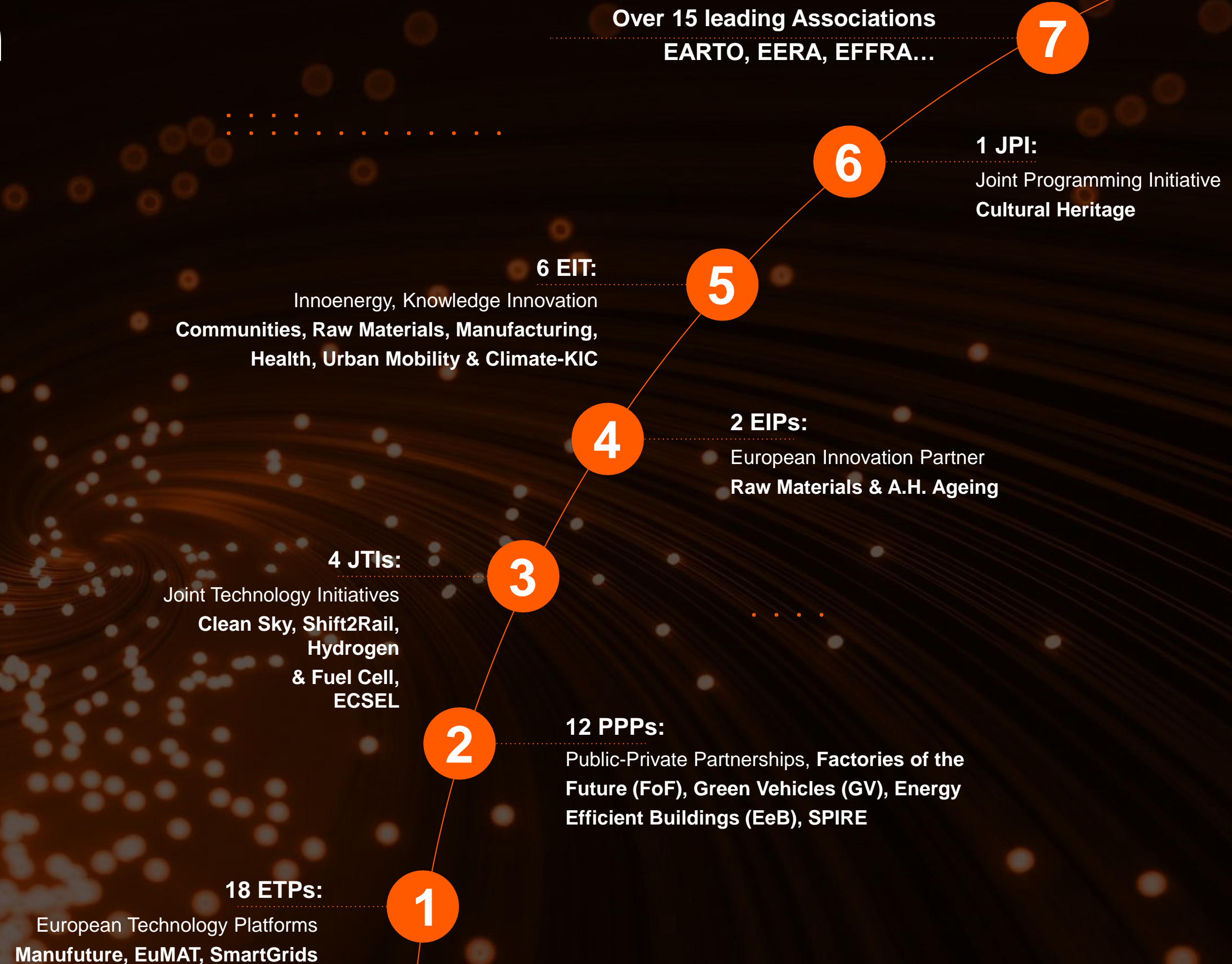
\* Including EIT projects



# Participation in Horizon 2020.

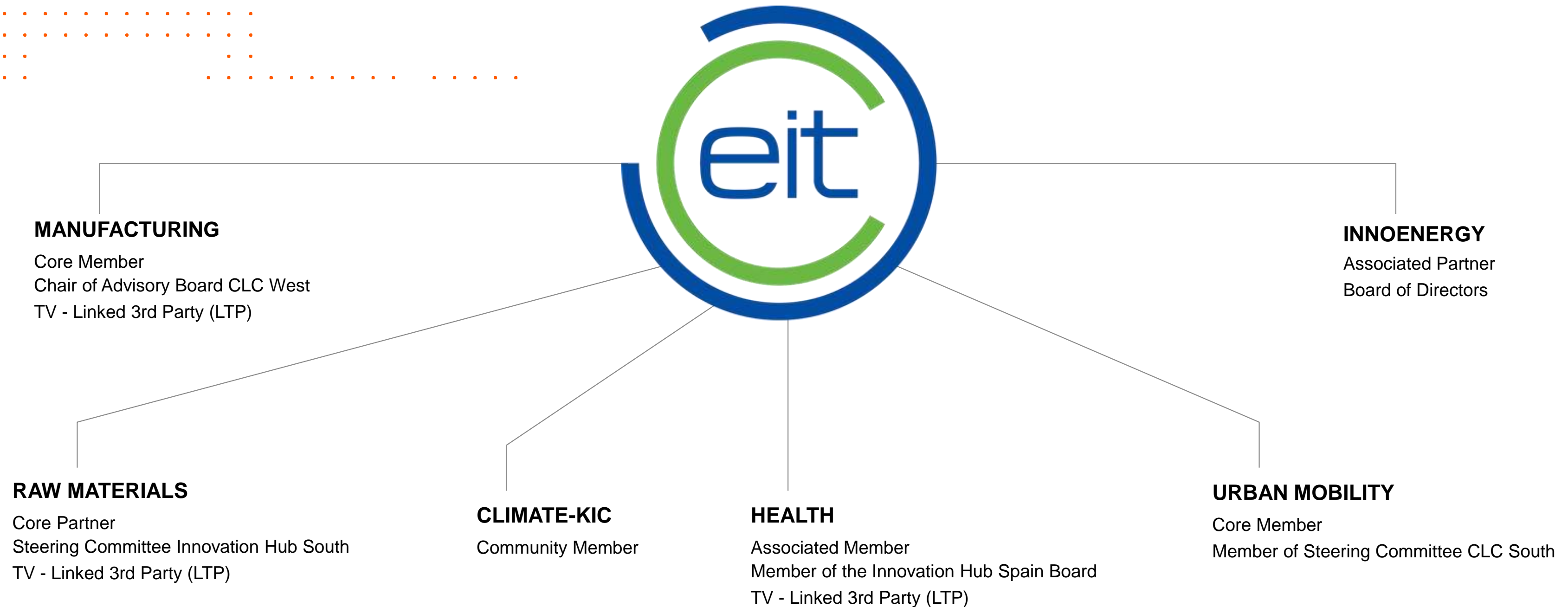
The EU is increasingly outsourcing management to Public-Private Organisations with greater independence to influence R&D and innovation.

One of TECNALIA's key success factors is its strategic positioning in **over 60 major European public-private initiatives and associations.**





# Presence in EIT Innovation Communities



# TECNALIA Ventures

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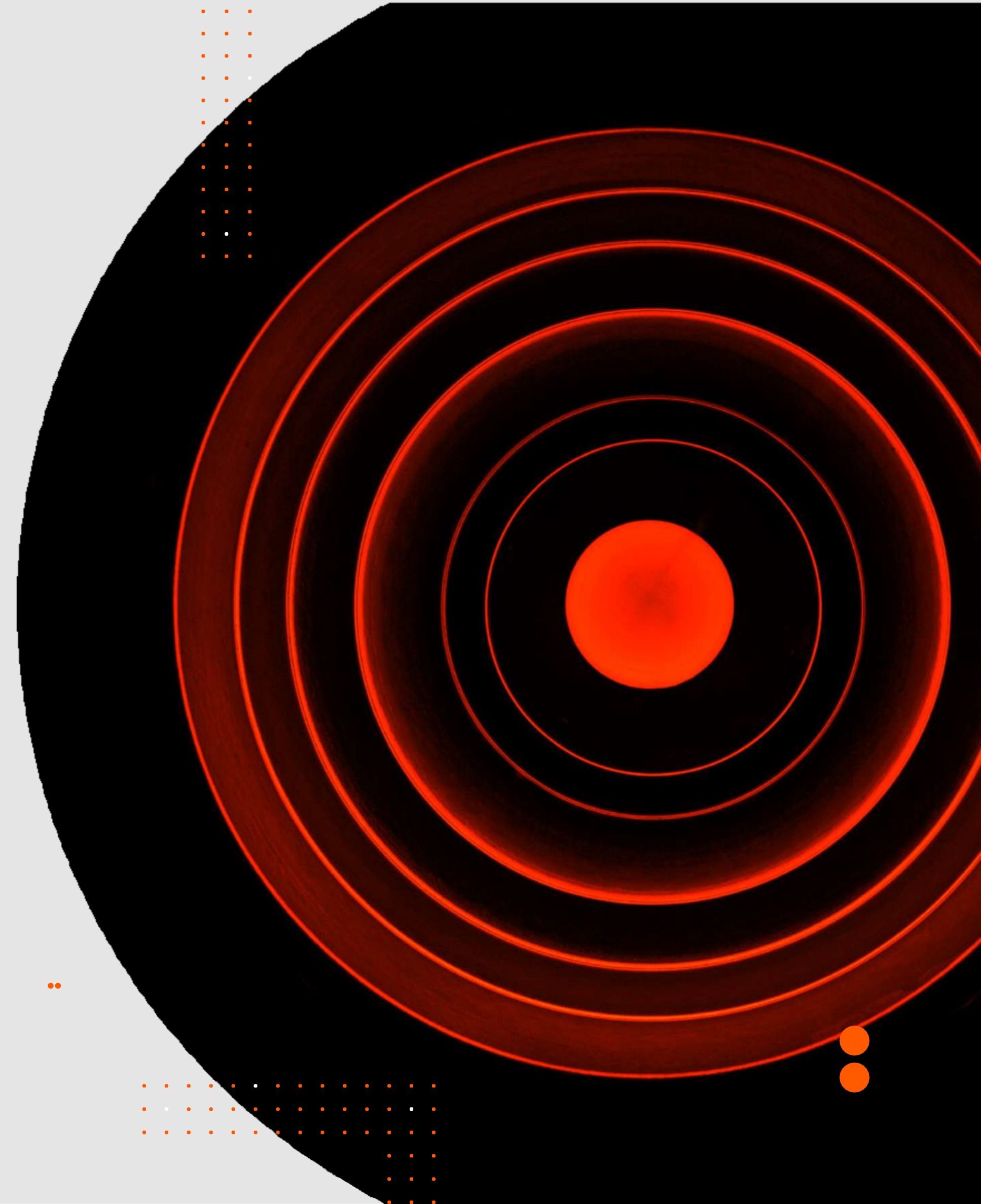


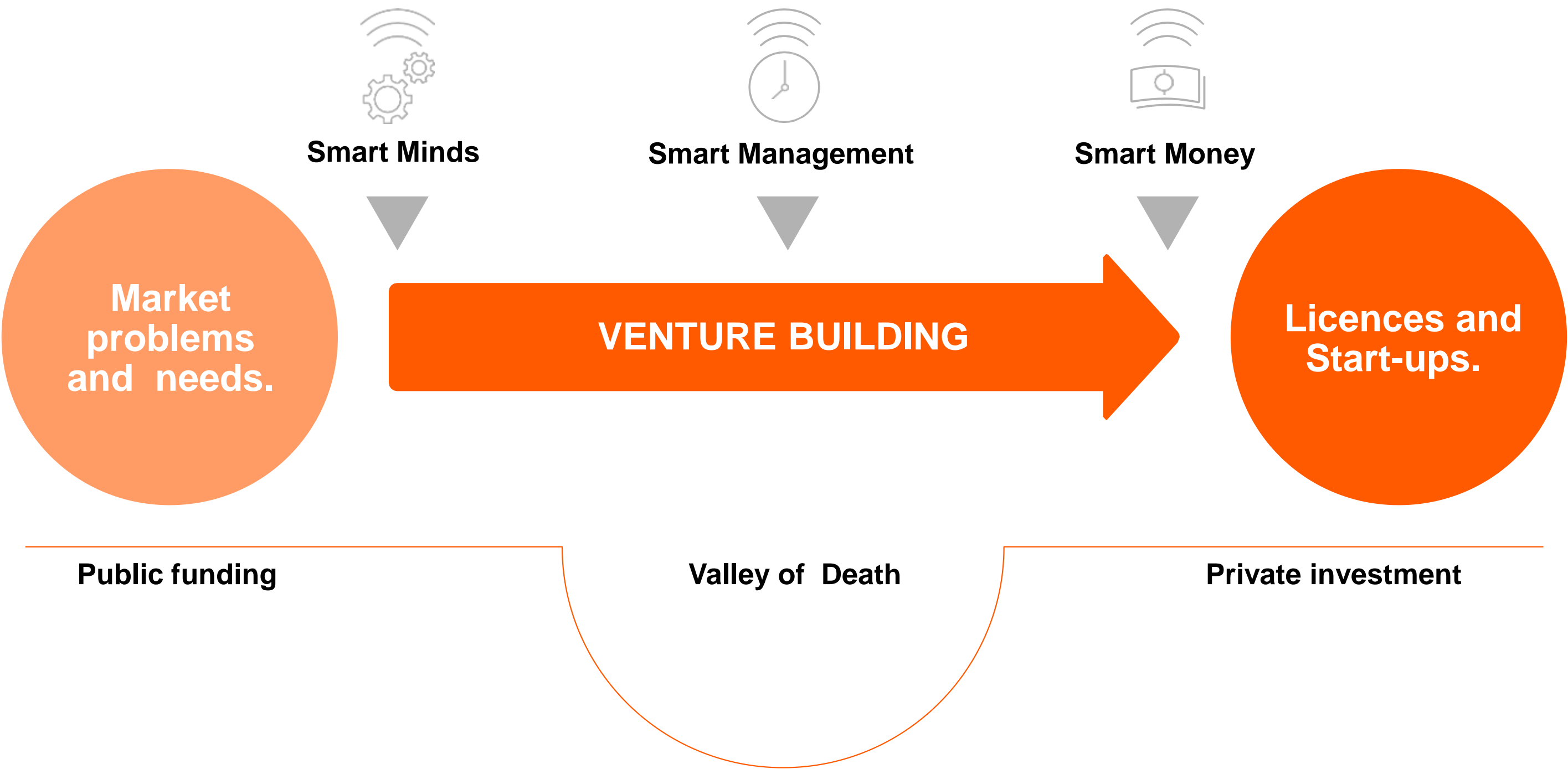


Technology Value for Growth

**It is a 100% TECNALIA owned company**, set up with the objective of appraising in-house R&D and innovation, identifying and deploying deep tech business opportunities, through a venture building process.

To do so, it has a **technological assets Incubation Acceleration Programme** to manage their life cycle and maximise their impact.



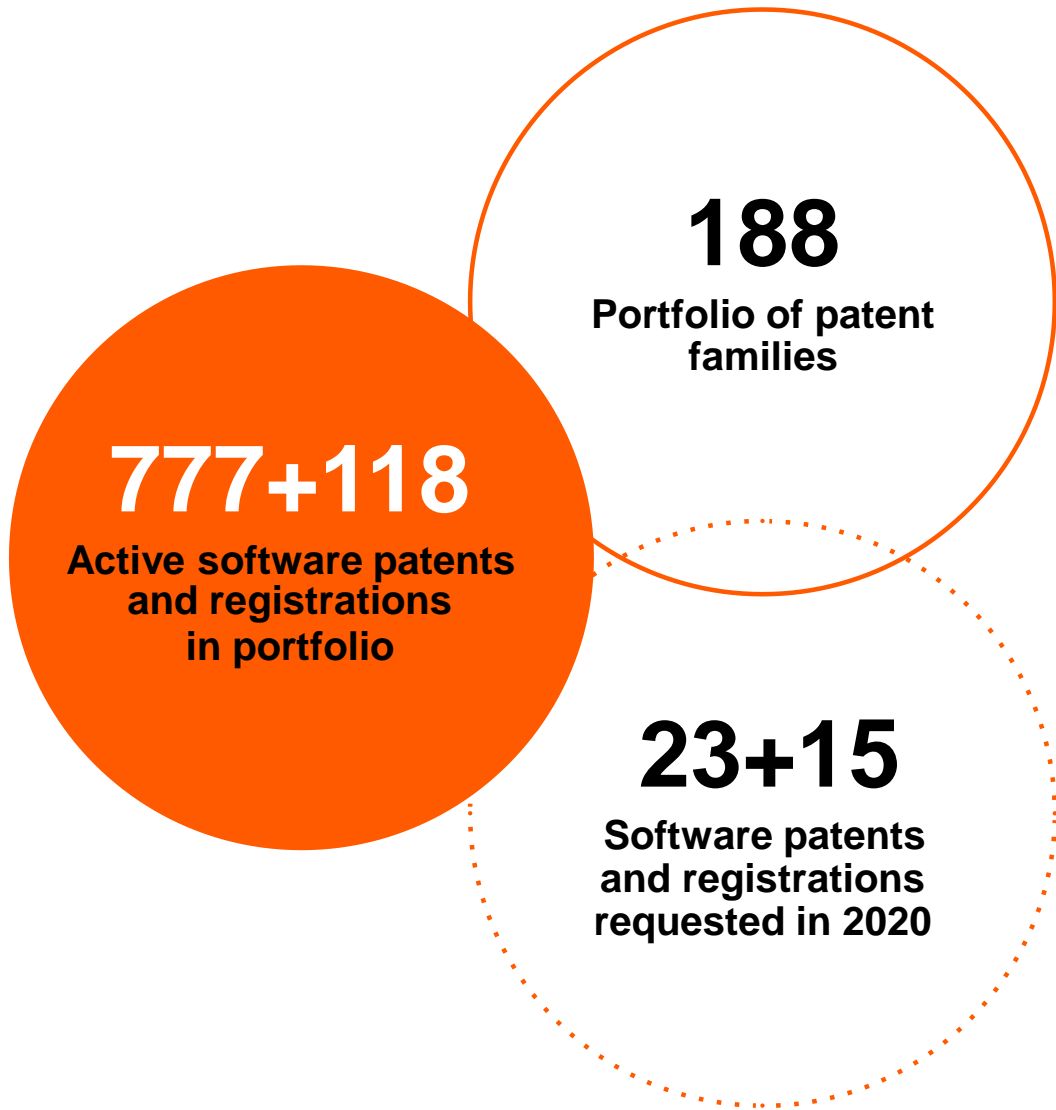


Acceleration of the incubation of technological assets until they are turned into investment opportunities capable of generating value in society. VENTURE BUILDING



TECNALIA is currently the **third private Spanish organisation in European patent applications**, with an outstanding success ratio of 92% regarding EPO/PCT applications granted since 2012.

Patents



NTBCs

The survival rate of TECNALIA'S NTBCs 5 years after their establishment is 100%.



NTBCs in which TECNALIA is involved (2020) :



**AUREA**  
[www.myaurea.es](http://www.myaurea.es)



**DIGIMET**  
[www.digimet.es](http://www.digimet.es)



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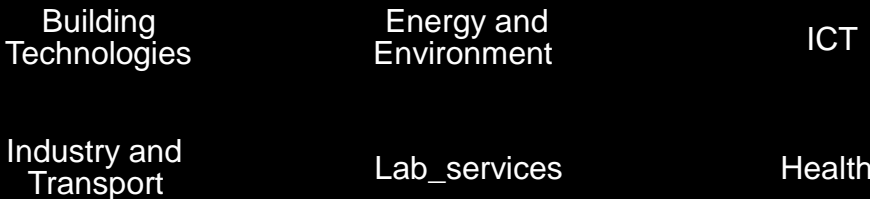
**Over 100 companies** take part in our Governing Bodies.

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## Boards of division

97 Companies



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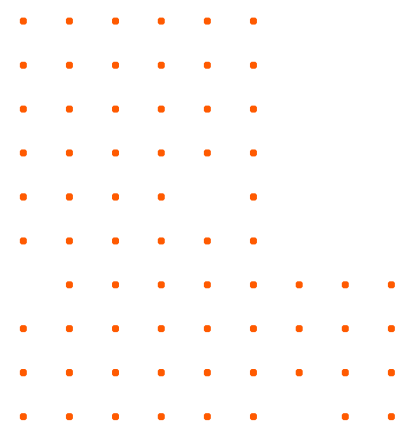
## Collaborating partners



## Delegate committees and advisory committees







# **Creating Growth Improving Society**

