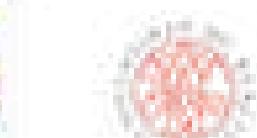


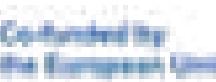


THE ENTREPRENEURIAL ECOSYSTEM IN MURCIA

ESTHER PEÑALVER | CEEIM MANAGING DIRECTOR



Project No. 2011-1-ES01-KA202-000000



REGION OF MURCIA

WHERE ENTREPRENEURSHIP AND INNOVATION ARE KEY STRATEGIC DRIVERS



1.5M INHABITANTS

2.2% OF SPAIN'S
LAND AREA

HIGHEST GDP
GROWTH IN 2024
BY 4.5%

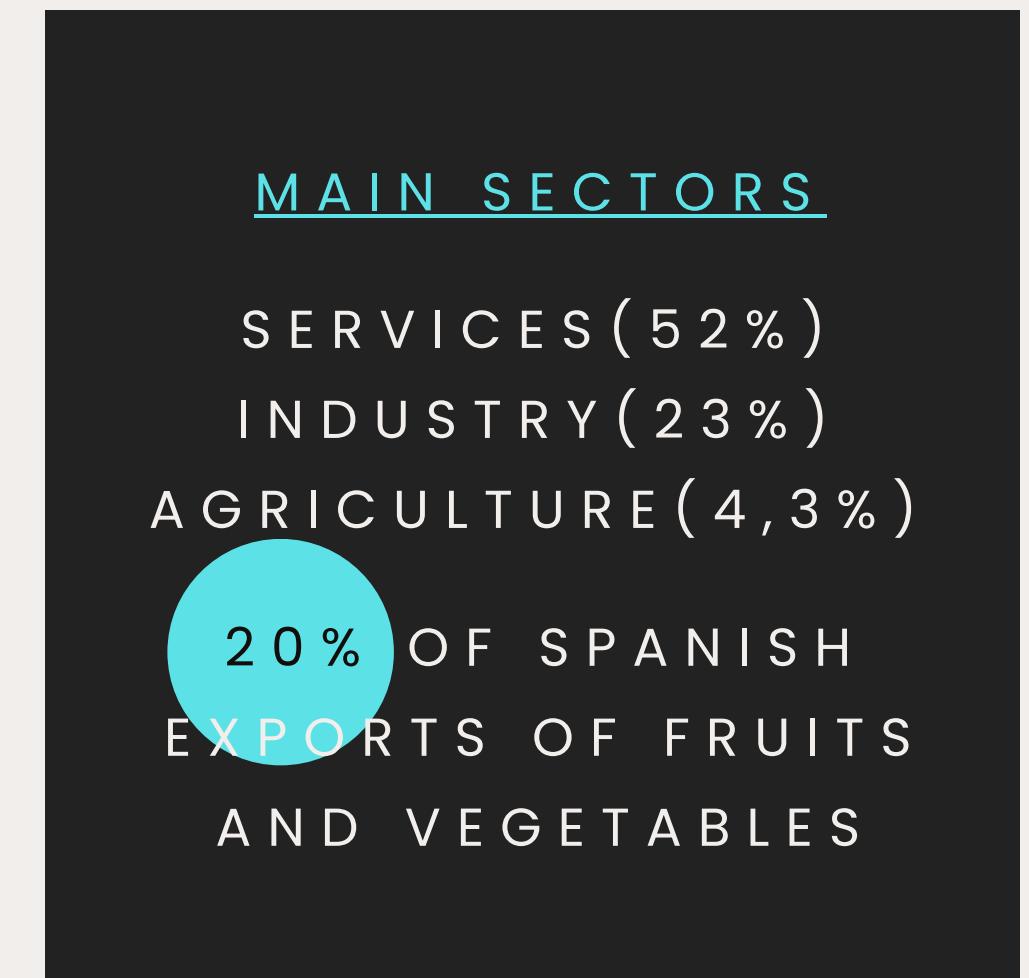
MAIN SECTORS

SERVICES (52 %)
INDUSTRY (23 %)
AGRICULTURE (4,3 %)

20 % OF SPANISH
EXPORTS OF FRUITS
AND VEGETABLES

REGION OF MURCIA

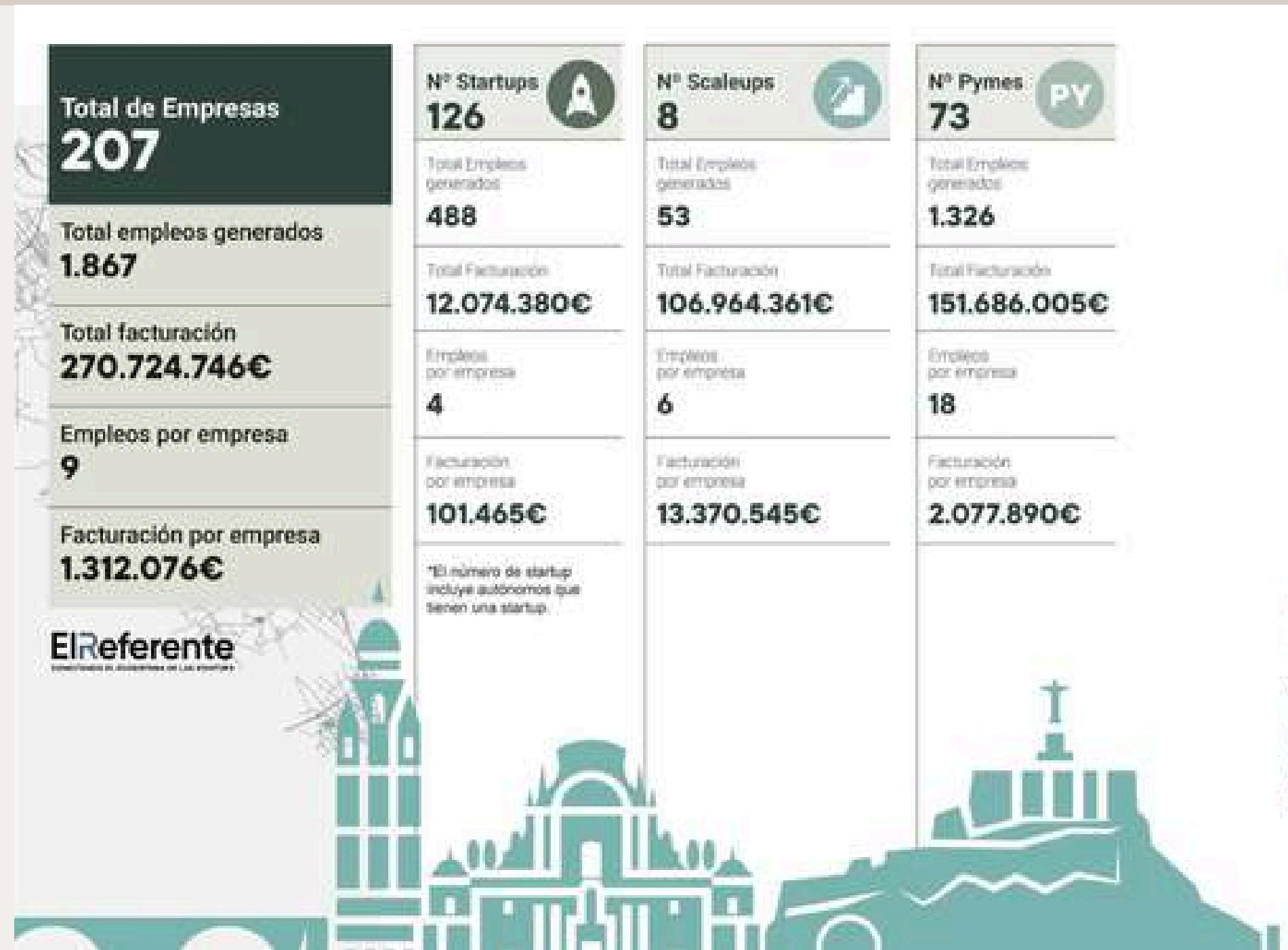
WHERE **ENTREPRENEURSHIP** AND **INNOVATION** ARE **KEY STRATEGIC DRIVERS**



KEY SECTORS: AGRI-TECH, WATER & SUSTAINABILITY, INDUSTRY & ENERGY, ICT, HEALTH TECH, LOGISTICS

THE ECOSYSTEM

A VIBRANT INNOVATION TERRITORY SUPPORTING INNOVATION AND ENTREPRENEURSHIP



**INNOVATIVE AND
TECH-BASED
COMPANIES**

**EMPLOYS 1.867
PEOPLE**

**GENERATES OVER
€270 MILLION**

**# 4 IN SPAIN IN
AVERAGE REVENUE
PER TECH COMPANY**

**# 5 IN SPAIN IN
NUMBER OF
UNIVERSITY SPIN-
OFFS**

THE ECOSYSTEM

A VIBRANT INNOVATION TERRITORY SUPPORTING INNOVATION AND ENTREPRENEURSHIP



**INFO: REGIONAL
DEVELOPMENT AGENCY**

UNIVERSITIES
TECHNOLOGY CENTRES
SCIENCE & TECH PARK
INCUBATORS
ACCELERATOR
BUSINESS ASSOCIATIONS
CORPORATES
INVESTORS
STARTUPS

THE ROLE OF CECIM

SUPPORTING ENTREPRENEURS AND FACILITATING ECOSYSTEM GROWTH



SUPPORTED BY INFO
(CREATED IN 2007)

C*(I+EMP)/RIS3
STRATEGIES ACTOR

PART OF NATIONAL/EU
NETWORKS
(ANCES & EBN)

MAIN SERVICES

SUPPORTING
ENTREPRENEURS
(PRE-SEED & SEED)

INCUBATION AND
ACCELERATION

ACCESS TO PUBLIC &
PRIVATE FUNDING

ECOSYSTEM
CONNECTIONS

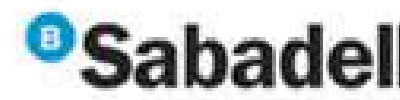
OUR BOARD



OUR ASAMBLY



Ayuntamiento
de Murcia



HOW WE GET FUNDED?

50%

REGIONAL & NATIONAL
COMPETITIVE
GRANTS
AND SERVICES

25%

EUROPEAN
COMPETITIVE
GRANTS

25%

INCUBATOR
INCOMES

OUR OBJECTIVES

PROMOTE THE
ENTREPRENEURIAL
SPIRIT,
FOSTERING AN
ENTREPRENEURIAL
CULTURE AT AN
EARLY AGE

ENCOURAGE THE
CREATION AND
CONSOLIDATION
OF INNOVATIVE
AND
TECHNOLOGY-
BASED COMPANIES

FACILITATE THE
ACCESS TO PUBLIC
AND PRIVATE
FINANCING OF
INNOVATIVE AND
TECHNOLOGY-BASED
COMPANIES

PROMOTION OF ENTREPRENEURSHIP AT EARLY AGES



INCUBATION and ACCELERATION



INTERNATIONAL INITIATIVES



ADVICE AND ACCESS TO FINANCING



CECIM WORKING AREAS

PROMOTION OF ENTREPRENEURSHIP AT EARLY AGES



OBJECTIVES

- 1 DESIGN ACTIONS FOR STUDENTS AT ALL EDUCATIONAL LEVELS, WHICH PROMOTE THE **ENTREPRENEURIAL SPIRIT AND SKILLS**: COMPETITIONS, EVENTS...
- 2 DEVELOP AWARENESS AND EDUCATION ACTIVITIES ON **INNOVATION AND ENTREPRENEURSHIP**, BRINGING THE BUSINESS FIELD TO THE CLASSROOMS.
- 3 CONTRIBUTE TO IDENTIFYING **VOCATIONS AND CAREER PATHS**, PARTICULARLY PROMOTING SCIENTIFIC-TECHNOLOGICAL DISCIPLINES (STEAM) AMONG YOUNG PEOPLE IN THE REGION.



IMAGINA > Business Ideas Competition

INNOTECA > Inventions Competition

OLIMPIADA CREATIVIDAD > Creativity Competition

BeSTEAM > STEAM Role Model Event

SCIENCE STARS > STEAM Bootcamp

MAKERS SCHOOL > Tech workshops

CLASSROOM TALKS & CEEIM VISITS

PROMOTION OF ENTREPRENEURSHIP AT EARLY AGES



+40k
STUDENTS
INVOLVED

+100
EDUCATIONAL
CENTRES
INVOLVED

+20
PRIVATE
COLLABORATION

LUPER
IPITEC
NAWTER
SOLTEC
INEQA
INSTITUTO42
WIDHOC-DQ AGRO
ASOC. TALENTOS

+10
INSTITUTIONAL
COLLABORATION

INFO
UMU
UPCT
AJE
UCAM
F. SÉNECA
AGA/MINISTRY
C. EDUCATION
CAIXABANK

INCUBATION AND ACCELERATION



1

MANAGE AND COORDINATE THE **BUSINESS INCUBATOR**

2

IDENTIFY TRENDS, PROJECTS AND SUPPORT THE **TECHNOLOGICAL COMMUNITIES** OF THE REGION IN THEIR POSITIONING.

3

PROMOTE COLLABORATIONS BETWEEN STARTUPS, R&D CENTERS, CORPORATES AND ENTITIES.

4

DESIGN AND IMPLEMENT **ACCELERATION PROGRAMS** FOR INNOVATIVE AND TECHNOLOGICAL PROJECTS.



INCUBATOR MANAGEMENT > 1.000 m²
INNOVATION & TECH EVENTS > Talent & Projects Attraction
ACCELERATION PROGRAMES > Design and Implementation
ECOSYSTEM CONNECTIONS > Awards, visits & events
OPEN INNOVATION > Corporates and startups



INCUBATION AND ACCELERATION



+400
TECHNOLOGICAL
EVENTS
ORGANIZED

+7.800
PARTICIPANTS IN
EVENTS

+500k€
ON STARTUPS
ACCELERATION

44
TECH-BASED
CERTIFIED
COMPANIES

120
INCUBATED
COMPANIES



INCUBATOR
ANNUAL
REPORT

INTERNATIONAL INITIATIVES



1

PROMOTE THE PARTICIPATION OF **TECHNOLOGICAL AND INNOVATIVE COMPANIES IN INTERNATIONAL INITIATIVES** (PROJECTS, EVENTS, CONFERENCES), PROMOTING ITS VISIBILITY AND ACCESS TO OPPORTUNITIES.

2

ORGANIZE INFORMATIVE SESSIONS ON **EUROPEAN FINANCING INSTRUMENTS**, DISSEMINATE OPPORTUNITIES AND ACCOMPANY THE PROCESS.

3

PARTICIPATE DIRECTLY IN **EUROPEAN PROJECTS** OF A STRATEGIC NATURE AND WHICH BENEFIT OUR ECOSYSTEM AND COMPANIES.



EU PROJECTS > Preparation & Implementation

EU COACH PROGRAMME > Supporting companies on EU funds

INTERNATIONAL EVENTS > Visibility, experiences exchange

ECOSYSTEM CONNECTIONS > Awards, visits & events

OPEN INNOVATION > Corporates and startups

INTERNATIONAL INITIATIVES



35
EUROPEAN
PROJECTS

+100
IMPACTED
COMPANIES

+2.5M€
RAISED ON
EU FUNDS

145K€
EU PROJECTS
AVERAGE BUDGET
PER YEAR

+100
INTERNATIONAL
PARTNERS

+20
REGIONAL
COLLABORATORS

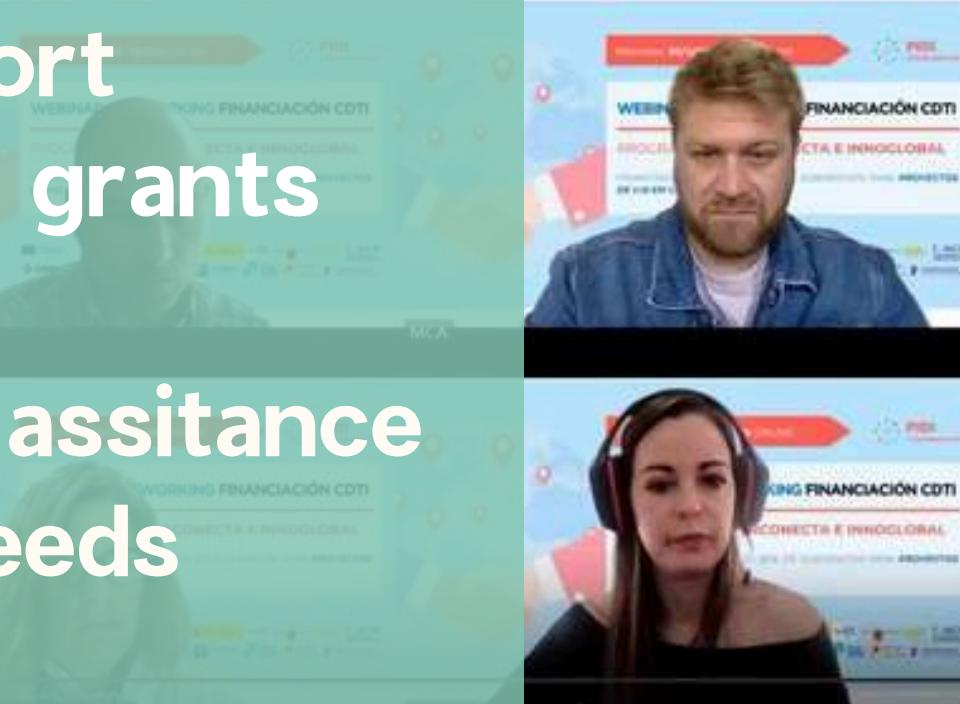
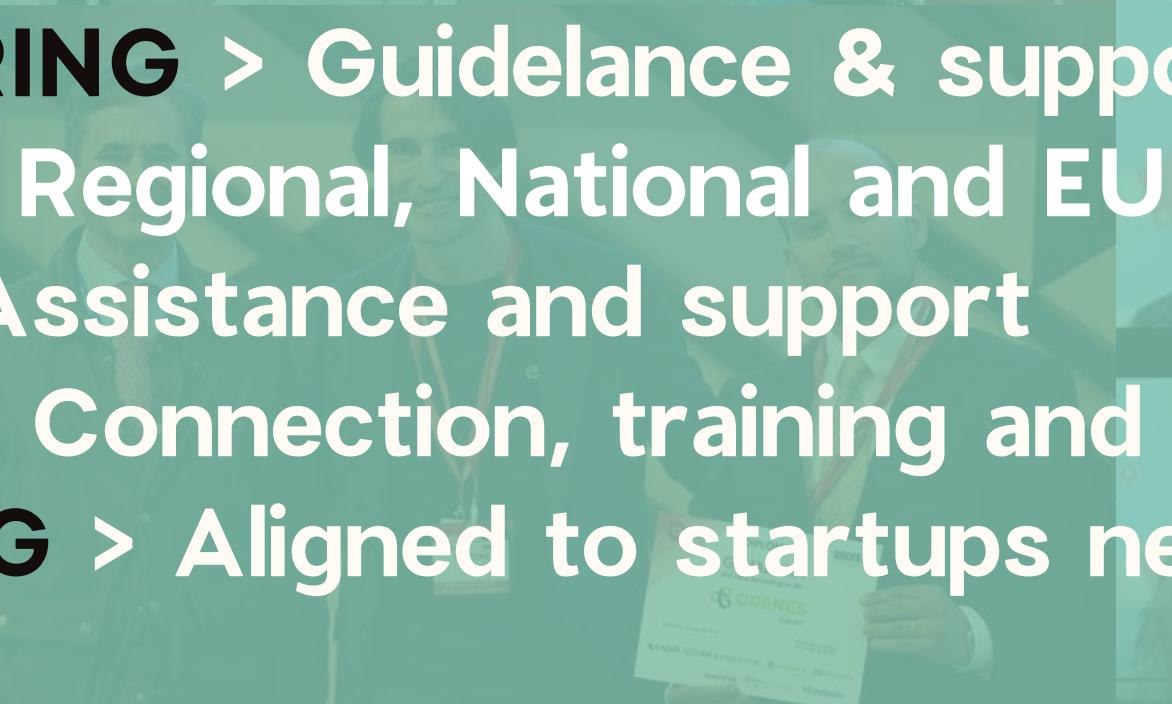
INFO
ICEX
CDTI
CARM
CENTIC
UMU
UPCT
CETENMA
DG EUROPA
CT NAVAL
PRISMÁTICO
COUNCILS

ADVICE AND ACCESS TO FINANCING



OBJECTIVES

- 1 RESPONSE TO INQUIRIES, **MENTOR** BUSINESS PROJECTS AND **TRAIN** ENTREPRENEURS.
- 2 FACILITATE THE **ACCESS TO PUBLIC FINANCING**, IDENTIFYING EXISTING OPPORTUNITIES, ORGANIZING INFO DAYS AND ACCOMPANING THE PROCESSES.
- 3 SUPPORT PROJECTS IN THE **ECOSYSTEM**, THROUGH THEIR PARTICIPATION IN AWARDS AND EVENTS, AND PROMOTING ACCESS TO OTHER COLLABORATORS AND KEY ACTORS.
- 4 FACILITATE **PRIVATE INVESTMENT** IN BUSINESS PROJECTS, TRAINING AND CONNECTING.



ADVICE AND ACCESS TO FINANCING



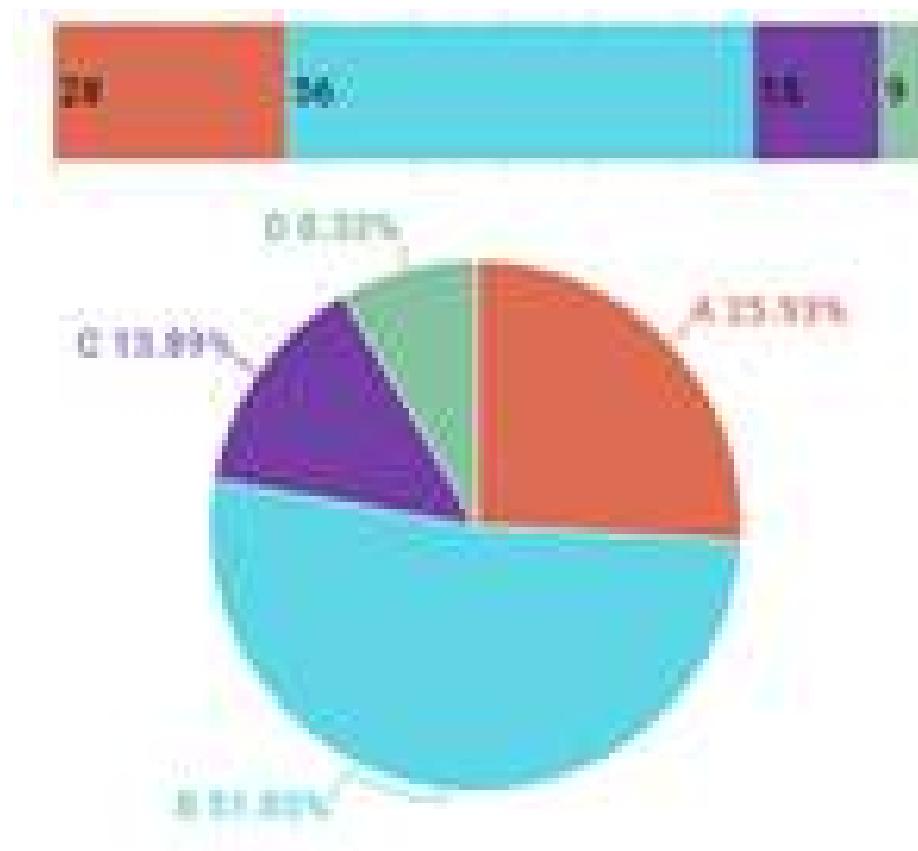
ANNUAL EVENTS

+100
EVENTS
PER YEAR

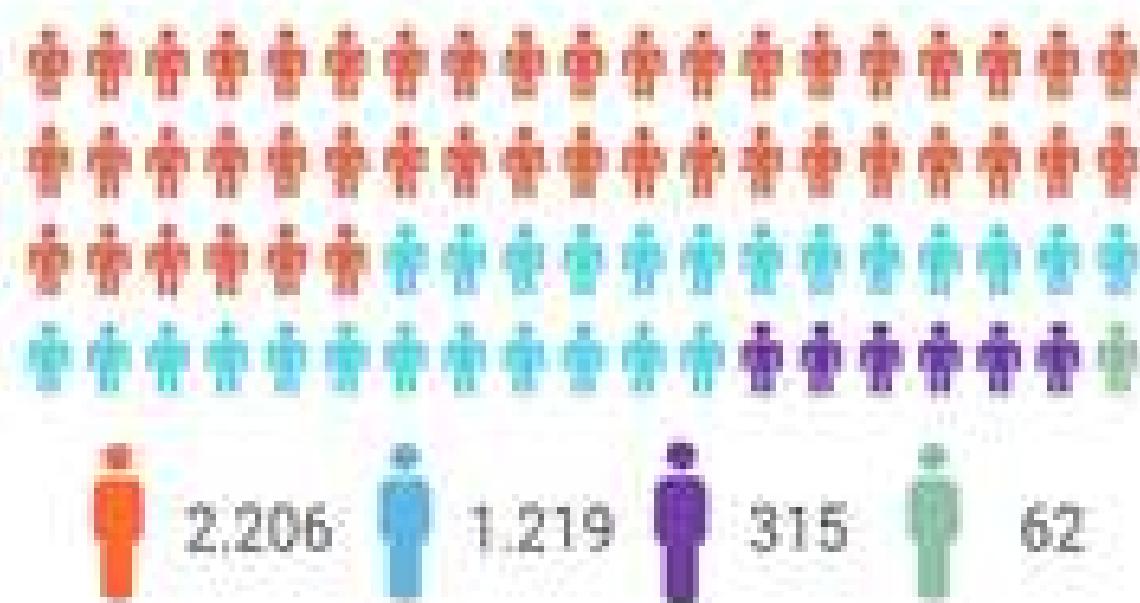
+2.000
PARTICIPANTS
PER YEAR

EVENTS
REPORT
(2024) 

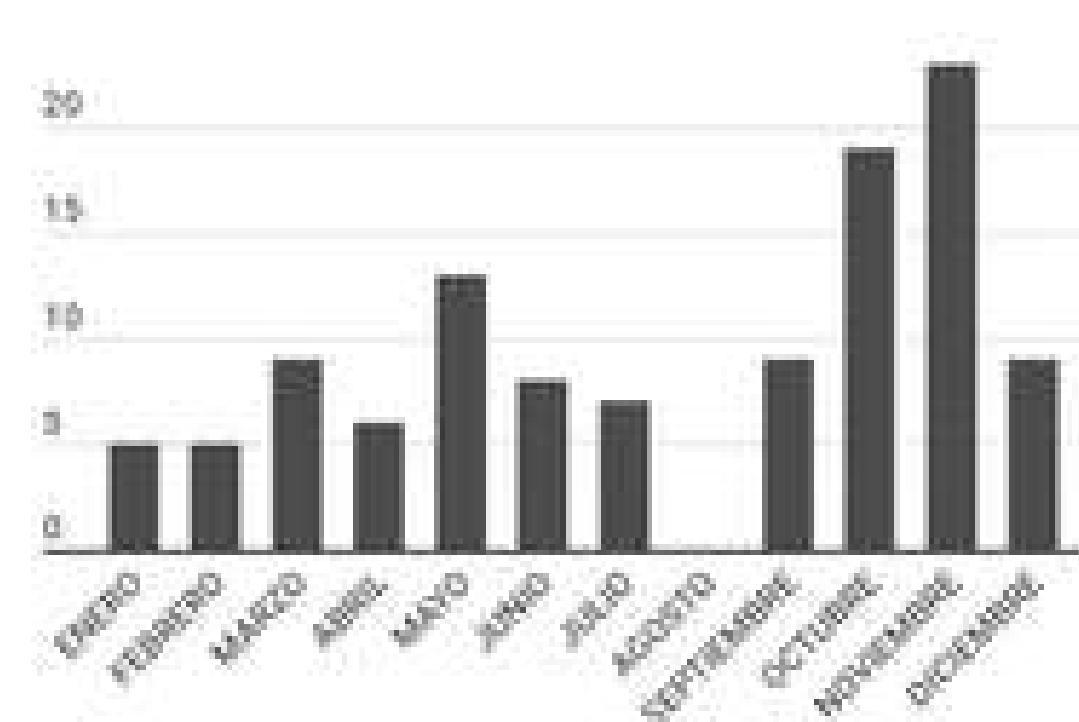
EVENTOS POR ÁREA DE ACTUACIÓN



PARTICIPANTES POR ÁREA DE ACTUACIÓN



EVENTOS POR MES



ANNUAL IMPACTS

+500
MEDIA IMPACTS

+70
WEBSITE
NEWS

+35
PRESS
RELEASES



● FOMENTO ● INCUBA/TECH/INSTITUC ● INTERNACIONAL ● ASESOR/FINANC



- DIGITAL MEDIA
- ECONOMICAL MEDIA
- COMMUNICATION AGENCIES
- TRADITIONAL MEDIA
- REGIONAL RADIO
- REGIONAL TV



TEAM

10
STAFF
MEMBERS

+ RECEPTION
+ COMMUNICATION

STAFF
HIGHLY
SKILLED

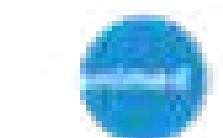
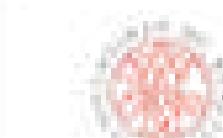
REGIONAL,
NATIONAL AND
INTERNATIONAL
EXPERIENCE





THANKS

ESTHER.PENALVER@CEEIM.ES



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