

**CALL FOR THE START-UPS ATTRACTION PROGRAM**  
**COMSA CORPORACIÓN DE INFRAESTRUCTURAS, S.L.-**  
**(INNCOM CHALLENGE)**

## **1. ORGANIZING COMPANY: WHO ARE WE?**

COMSA Corporación de Infraestructuras, S.L. (hereinafter “**COMSA Corporación**” or “the **company**”) is the first largest unlisted Spanish group in the infrastructures and engineering sector. With more than a century of experience behind it, the company mainly operates in the fields of Infrastructures and Industrial Engineering; Services and Technology; and Concessions and Renewable Energy.

One of the pillars of the company progress is its international operations. COMSA Corporación is currently present in 24 countries: Andorra, Algeria, Argentina, Australia, Brazil, Chile, Colombia, Croatia, Denmark, France, Latvia, Lithuania, Morocco, Mexico, Paraguay, Peru, Poland, Portugal, Romania, Spain, Switzerland, Turkey and Uruguay. The company has a turnover of €582 million in this area. COMSA Corporación which is the seventh largest Spanish company in the sector, has a turnover of €1,080 million and over 7,700 employees.

The company wants to support innovative initiatives and entrepreneurship to anticipate market needs and promote new business projects. To this end, the Company has created the Program, which aims to facilitate startups the access to the start-up ecosystem by offering them direct access to the decision makers of the Company.

## **2. WHAT IS INNCOM CHALLENGE?**

Inncom Challenge (hereinafter “the **Program**”) is an initiative promoted by COMSA Corporación. The program aims to generate relationships of collaboration with start-ups that submit innovative project proposals that permits the Company to move forward in their activities.

Within the framework of this Program, any start-up - meeting the requirements established in the present legal bases (hereinafter “**Participants**”)- can present a project proposal in the form and in the period established in the present legal bases. In accordance with the terms established herein, the company will evaluate the project proposals and may enter into an agreement with the finalists.

## **3. WHICH IS THE AIM OF THE PROJECT?**

The Company takes part in this initiative to offer selected start-ups the opportunity to accelerate the development of projects based on disruptive technologies. Therefore, the Company generates new business opportunities. COMSA Corporación is interested in obtaining innovative solutions in areas such as: Digitalization of construction; Improvement in facility management services. With this regard, more information is available in the following link: <http://inncom.io/we-look-for/>

## **4. WHAT PROFILE OF START-UPS CAN JOIN THE PROGRAM?**

The Program is addressed to all types of start-ups already constituted, in early stage or in a growing stage, that are interested in collaborating with the Company in the development of any of the areas of its value chain (hereinafter, the “**Participants**”). The program is also addressed to Participants which submit project proposals that can transform the Company digitally and/or in new business models, leveraging on following technologies: Artificial intelligence; Augmented Reality / Virtual Reality; Big Data; BIM; Cloud Computing; Computer

Vision; IoT; Robotics.

Start-ups incorporated or developing their activities in countries sanctioned by the UN Security Council's Sanctions Committee<sup>1</sup> or in countries where USA has rendered any decision<sup>2</sup> can't participate in this Program.

## 5. PERIOD OF PARTICIPATION

Start-ups interested in participating in this Program may submit their application **from November 5<sup>th</sup>, 2018 to January 13<sup>th</sup>, 2019.**

## 6. HOW CAN START-UPS PARTICIPATE? APPLICATION

The application shall be submitted by filling out the form published in the website [www.inncom.io](http://www.inncom.io) for this Project. Additionally, participants should attach an executive summary of the following documents (hereinafter, the "**Application**"):

- Start-up business plan (Executive summary, up to a maximum of 25 pages)
- Description of the innovative proposal (how to solve the challenges launched by the Companies) (up to a maximum of 10 pages)
- Description of the technology or know-how of the start-up and the protection titles or the procedures and measures that have been initiated for their protection (up to a maximum of 10 pages)
- Description and CV of the promoter team (up to a maximum of 2 pages or LinkedIn)

If any of these documents won't be attached, the application won't be evaluated. Start-ups interested in participating in the Program shall submit their application within the period indicated in clause 5. Applications presented out of time won't be evaluated.

## 7. EVALUATION OF THE APPLICATIONS

The evaluation of the submissions will be carried out since the Application has been made until 1<sup>st</sup> February 2019 and for that purpose, the company will appoint an evaluation team.

In the first place, the evaluation team will make a first evaluation of the Applications to verify if the project proposal meets COMSA Corporación interests specified in <http://inncom.io/we-look-for/> and it will choose those which better meet COMSA Corporación requirements. Once this first evaluation has been made, the evaluation team may require Participants to organize some meetings with the purpose to review their project and request additional information. Having all the information needed by the Company, the evaluation team will select the finalist/s. Only those projects showing the greatest potential (in terms of technology, product/service offered, market & business fit) will be taken in consideration for the final selection.

---

<sup>1</sup> South Sudan, Yemen, Central African Republic, Guinea-Bissau, Libya, Islamic Republic of Iran, Democratic People's Republic of Korea, Cote d'Ivoire, Democratic Republic of Congo, Liberia, Iraq, Somalia and Eritrea.

<sup>2</sup> The updated list can be checked in the following link <https://www.treasury.gov/resource-center/sanctions/Programs/Pages/Programs.aspx>

## **8. FINAL SELECTION AND CONSERVATION PERIOD**

Once, the evaluation team has made the final selection, the company and the selected participant/s will initiate negotiations to enter into a contract that will regulate the terms and conditions of the collaboration agreements. Despite your application is not selected or no agreement is reached, the Company will keep your application (10) ten years, properly blocked, and may contact you within this period.

## **9. WHAT MAY THE COMPANY OFFER?**

The Company is interested in developing businesses jointly with the selected start-ups and, to that end, signing individual agreements. The selected start-ups will receive services and benefits according to the needs of each project and their degree of maturity. Some of the possible services that the Company is willing to offer are the following ones:

### **1. Product Validation**

- Joint proof of concept;
- Paid travel & accommodation;
- Pitching day;
- Work closely with COMSA Corporación tech and business experts

### **2. Access to services & Exposure**

- Access to COMSA Corporación facilities, equipment & tools;
- Access to COMSA Corporación global headquarters;
- Access to COMSA Corporación engineering team;
- Direct link with key decision-makers.

### **3. Business development**

- Market growth through potential commercial agreements

With this regard, more information is available in the following link: <http://inncom.io/we-offer/>

## **10. WHAT WILL THE COMPANY EXPECT FROM THE START-UPS?**

The return or consideration for the Company will depend on the agreement reached with the Finalists. Here are some examples of the possible returns the Company wishes to achieve:

- Rights to subscribe reselling agreements based on a "revenue sharing" scheme.
- In the case of co-creation of products or services between the start-up and the Company, rights over the technology linked to the exploitation of result.
- Support in the protection of the results
- Right of investment and access to the share capital of the start-up through a capital increase and the following subscription of shares or adhesion to its partnership agreement.

## **11. DATA PROTECTION**

The personal data of the representative/s of the participants and promoter team members will be processed, by the company, who shall act independently as controller of the data processing. This personal data is required for processing your application. It will take place in the European Union without the existence of automated decision-making that could affect the representative/s and promoter team members. Consequently, the legal basis for the processing is their consent.

The personal data will be kept for ten years, as of the date the finalists are selected. Once this time has elapsed, the personal data will be deleted. The personal data will only be processed by the company as well by third parties with whom we are legally or contractually required to share the data with (such as third parties contracted by the parties to provide services involving the processing of Personal data). Also, companies belonging to the group of which COMSA Corporación is the parent company, will have access to the personal data.

Representatives of the participants as well as the promoter team members may exert, under the terms stipulated by the law that is in force at each moment, the rights of access, rectification and erasure of the data as well as the right regarding the restriction of processing, to object the processing or request the right to data portability by sending a written letter to the data protection officer of COMSA Corporación per e-mail [lopd@comsa.com](mailto:lopd@comsa.com) Company or postal mail c/ Viriato 47, 08014, Barcelona (Spain). Also, a claim may be submitted to the Spanish Data Protection Agency or other competent authority.

## **12. GENERAL ETHIC COMMITMENT**

The Participants declare that they operate with the sense of responsibility for effects of their own actions as well as complying with all national and international rules and regulations relating to ethical and responsible standards of behavior, including, without limitation, those dealing with human and employees rights, environmental protection, sustainable development and bribery and corruption, applying uniform standards in evaluations of ethical conduct of their employees and third parties, and undertaking activities related to shaping correct economic and social relations.

The Participants aim at creation of a work environment based on mutual respect and tolerance in its actions. The Participants provide personal data protection and discretion to everyone who decides to notify of a suspicion that ethic rules, principles and values in effect within its respective group or other regulations related to the concept of corporate social responsibility implemented and used within its respective group, have been violated.

Additionally, the Participants acknowledge that they have knowledge of the values and principles that guide the conduct governing the activity of COMSA Corporación and that they have had access to the Code of Ethics of the Company ([https://www.slideshare.net/comsa\\_corp/code-of-ethics-of-comsa-corporacion](https://www.slideshare.net/comsa_corp/code-of-ethics-of-comsa-corporacion)) prior to applying to this Program. In relation to this, the Participants agree on the COMSA Corporación's Code of Ethics terms and principles and commit themselves to operate aligned with them.

The Code of Ethics regulates issues of great importance for COMSA Corporación. According to this, the Participants substantial infringement of the values and principles of the Code of Ethics will cause the disqualification of this Program.

## **13. GOVERNING LAW AND JURISDICTION**

Any disputes or claims arising from the interpretation or execution of these legal bases shall be governed by Spanish Law and shall be subject to the jurisdiction of the courts and tribunals of Barcelona.