IESE VentureHub

Supporting entrepreneurs, innovators and investors
Summary.

1. Introduction
2. Impact
3. Activity
4. Team
5. Sharing
Some of the many stories

From IESE classroom to unicorn

Unicorn valuation ($1 billion) in 502 days

From IESE classroom to IPO

Market capitalization of $160 million
An ecosystem for new ventures, innovation and growth

**Vision.** Becoming one of the most cutting-edge, impactful, global ecosystems for high-growth entrepreneurs, corporate innovators and private investors, to create a positive impact in society.

**Mission.** We provide the insights, networks and funding necessary to bring entrepreneurial dreams to life.

At IESE we define entrepreneurship as the ability to craft, develop and grow new opportunities, via startup projects as well as within already existing firms. The value of an entrepreneurial mindset is transmitted through all IESE programs’ curriculum.

However, entrepreneurship needs more than academic knowledge to flourish. That is why we have developed a full ecosystem wherein world-class IESE faculty, successful and aspiring entrepreneurs, investors, and innovation leaders are brought together.
A hub of impact

30%

IESE students start a business within 5 years of graduation

>$1b

Funding raised by IESE alumni entrepreneurs in the past 5 years

...recently mentioned in magazines, conferences and media...
Activities in relevant areas, advancing global needs (some examples)

**Corporate venturing**
Growing number of corporations seeking how to improve their collaborations with start-ups

- **CORPORATE VENTURING RISING**: x4
  - Companies adopting it since 2013 globally

- **FAILURE RATE**: 75%
  - Companies fail to achieve the desired results

**Technology transfer**
Many ecosystems still lack the knowledge, processes and funding to commercialize discoveries from research institutions

- **STRONG RESEARCH ECOSYSTEM**: 21%
  - EU research institutions among top-100 worldwide

- **UNDERUSED POTENTIAL**: 95%
  - Estimated ‘inactive’ patents in Europe

Source: IESE, European Commission (2020)
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**International Courses**
Blended learning on entrepreneurship across programs
- Visits to entrepreneurial hubs (e.g., Silicon Valley, Berlin...)
- 10-week Summer Entrepreneurship Experience
- Student clubs across programs MBA/EMBA...
- 20+ professors and investors generating insights

**InvestHorizon**
Increasing investment readiness of deep tech entrepreneurs
- Supporting 100 EU deep tech entrepreneurs raising €500m
- Academy with 40+ online courses and webinars
- 10 bootcamps and investor days around Europe
- Network for connecting investors and entrepreneurs

**Search Fund Center**
Entrepreneurs looking to acquire and manage a privately held company
- Annual study with Stanford
- International conference every two years
- Investors day in several countries

**Search Funds**
- Start-Ups
- Scale-Ups
- Entrepreneurs
- Investors
- Innovators
- Corporate Innovation
- Technology Transfer
- Entrepreneurs

**Business Angels Network**
Network of private investors
- 250+ start-up investments
- €50m invested (EBAN partner)
- Network of 200+ members

**Finaves**
Venture capital fund
- 50+ IESE start-up investments
- €15m invested
- Investing also in search funds

**Investment Clubs**
Crowdsourcing alumni investment
- 11 investment clubs
- Women business angels
- Business angels academy

**WeGrow**
Mentoring growth program for alumni scale-ups
- Annual program
- 35 senior mentors (300h/year)
- 40+ start-ups mentored
- Providing legal services too

**IESE 40under40**
Celebration of the top alumni entrepreneurs under 40-year-old
- Bi-annual gathering
- 40 alumni entrepreneurs
- In 4 continents
- Generating 2,200+ jobs

**Open Innovation Conference**
Gathering with chief innovation officers to share insights
- Annual conference
- 500+ international attendees
- Network of 400+ senior innovation leaders in Asia, Europe, America and Africa

**Corporate Venturing Insights**
Reports spotting emerging trends between corporations and start-ups
- 3+ studies per year (top-1 at IESE Insight)
- Experts at the EU Commission and WEF
- Mentions in Harvard Business Review
- Presenting at MWC, Web Summit, and more

**Tech Transfer Insights**
Reports on how to commercialize discoveries
- 1 study per year (top-2 at IESE Insight)
- Network of 100+ research centers’ directors
- Mentions at MIT Technology Review

**Technology Transfer Group**
Mentoring program for deep tech entrepreneurs
- Annual program with near 20 spin-offs
- European incubators and bootcamps
- Collaboration with international deep-tech hubs

*This is just a brief summary of some of the activities.
*All activities are open, except those focused only in alumni (i.e., WeGrow, IESE 40under40, Finaves, and Investment Clubs).
International activity

(a few recent examples)

2019-2020

*This visualization excludes the classes, programs and the alumni learning program.*
Recent milestones

1. New Hub
   Meeting point at the heart of IESE

2. New challenge fund
   Supporting the impact of IESE

3. New editions of initiatives
   10,000+ attendees in 2019 *

4. New partnerships globally
   Partners of Mobile World Congress

5. New entrepreneurial impact
   Start-up incubations and investments

6. New studies
   Top-1 most read article at IESE Insight

* This counting excludes the classes, programs and the alumni learning program.
An international team

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Corporate innovation (and leadership)
Business angels
Tech transfer and start-ups
Venture capital and scale-ups
Search funds

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The faculty

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International professors and external collaborators

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Scan, read and share

**Our activities**


**Our insights**
