

## **INDRA AND IVC PARTNER TO PROMOTE THE DEVELOPMENT OF TECHNOLOGY STARTUPS ON AN INTERNATIONAL SCALE**

- **They collaborate to identify companies in the technology sector of interest, offer them advice and facilitate their financing activities and growth**
- **The Agreement reinforces the complementary capabilities of both entities to promote and accelerate new business initiatives in Spain and abroad alike**

**Madrid, April 19, 2018.-** Indra, one of the world's foremost technology and consulting companies, and IVC, an international business group specialized in launching and scaling innovative businesses, have reached an agreement to drive the development and growth of new technology companies of interest to both parties.

For this purpose, both entities will collaborate in identifying, advising and facilitating financing to startups, reinforcing their capacity to boost and accelerate new initiatives, both in Spain and in other countries, given both companies' international presence.

The Director of Innovation and Strategy at Indra, Manuel Ausaverri, and the partner and Director of IVC, Roel Koppens, recently signed the agreement at Indra's headquarters.

"IVC complements us quite well in its role as international advisor in proximity to the ecosystem of startups in countries such as the United States, United Kingdom and Israel. Furthermore, it provides companies in their initial phases access to financing, internationalization and other services in addition to its capabilities in terms of technology, human capital, infrastructure and access to markets Indra may offer", explained the Director of Innovation and Strategy of Indra.

Furthermore, Roel Koppens, partner and Director of IVC, highlighted that "partnering with a leading company in its sector as Indra to promote technological startups on an international scale is a sure bet for IVC. Indra's experience in technological consultancy services, together with our know-how to scale companies, is the perfect mix to identify and promote new companies inside and outside our market".

### **Indraventures, a vehicle for innovation and transformation**

The collaboration agreement with IVC has been driven by Indraventures, Indra's corporate vehicle for strengthening its relationship with startups, spinoffs, universities and intrapreneurs, and for channeling and financing initiatives. This is part of Indra's open, agile and flexible innovation model which aims to strategically expand and accelerate the capacity to generate and capture disruptive ideas that can help improve its portfolio and generate a more innovative organizational culture.

Since its launch in 2017, Indraventures has analyzed over 500 startups and facilitated Indra agreements with some of them, such as AutoDrive Solutions (ADS), focused on the transport sector; the Italian Greenrail; or Zero 2 Infinity, specialized in space transport; as well as with entities such as Enisa and Socios Inversores, among others.

The company has also launched with the Regional Government of Gran Canaria a call to support innovative ideas related to its challenges as a smart island; has discovered first-hand the work of research groups and spinoffs of many universities and has encouraged and acknowledged the entrepreneurial spirit of its professionals through Innovators, its intrapreneurship initiative.



## Press Release

### About IVC

IVC is an international business group specialized in establishing and scaling innovative businesses in Europe (Business Acceleration in Europe). With an experience of 50 years, the company has supported more than 2,000 international companies to create and expand their business activities with efficiency and results. With offices in Madrid, Barcelona, Tel Aviv, New York and Silicon Valley, the company, with over 100 employees of 10 different nationalities, provides coverage to more than 20 countries.

### About Indra

Indra is one of the world's top technology and consulting and a technology partner for the key operations of its customers' businesses worldwide. It is a leading worldwide provider of proprietary solutions in niche areas in Transport and Defense Markets and the absolute leader in IT in Spain and Latin America. It offers a comprehensive range of proprietary solutions and cutting edge services with a high added value in technology based on a unique culture of reliability, flexibility and adaptability to the needs of its customers. Indra is a world leader in the development of end-to-end technology solutions in fields such as Defense and Security, Transport and Traffic, Energy and Industry, Telecommunications and Media, Financial Services, Electoral Processes, and Public Administrations and Healthcare. Minsait is Indra's digital transformation business unit. In 2017 Indra posted a revenue of €3,011m, employed 40,000 professionals, and had a local presence in 46 countries plus sales operations in more than 140 countries.