

Ideas that create value

tecnalia  Inspiring
Business

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Who we are

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Projects

Who we are

Tecnalia, at its core

TecNALIA has come into being as a global project.

As a result of the merger of 8 technological centres, we have combined our capabilities and energy to work towards a common goal:

**Generating and developing
business opportunities through
applied research.**

We are the leading private R+D+i entity in Spain and the fifth largest in Europe, with a **staff of over 1,400** and a annual turnover of approximately **125 million** Euros.

**A unique
commitment,
an opportunity,
a challenge.**



A step ahead.

We at Tecnalía visualise, identify and develop competitive, value-added technological solutions, by looking ahead and working with scientific rigor, curiosity and creativity.

And we do it a step ahead of the rest.



Open to the world.

We study challenges from a global viewpoint.

Our clients, partners and the talent that enable our success are found throughout the world.





An open mind.

We network with leading technological organisations to enhance our capabilities and learning, in order to efficiently bring products and services to market.

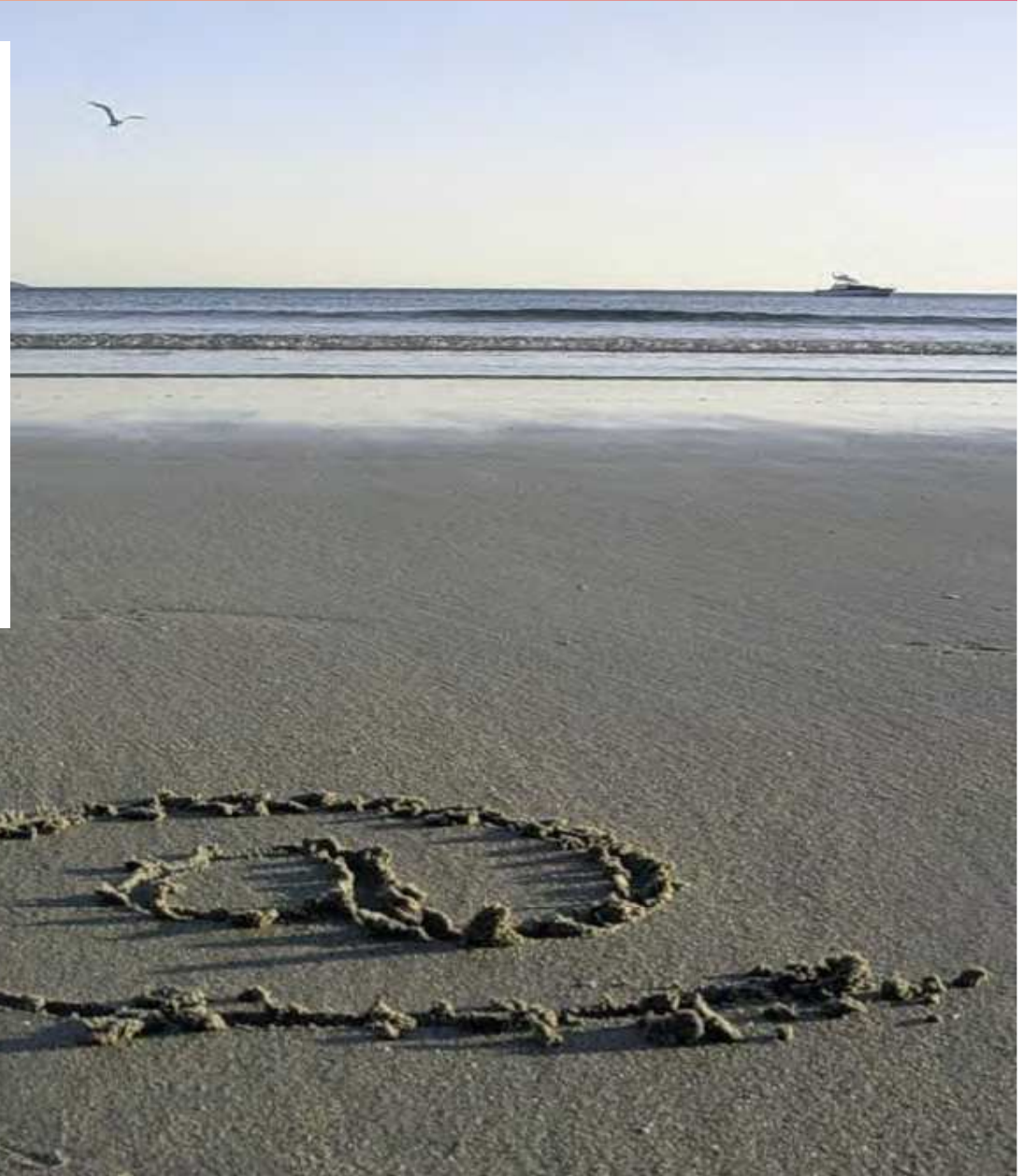
We collaborate through:

- Fixed investments.
- Technological alliances.
- Commercial alliances.
- Joint ventures.

Germany (Tübingen and Munich), **Argentina** (Buenos Aires and Rosario), **Belgium** (Antwerp), **Brazil** (Río Grande do Sul, Brasília DF, Paraná and Porto Alegre), **Bulgaria** (Sofía), **Chile** (Santiago), **China** (Hong Kong), **Colombia** (Bogota and Manizales-Caldas), **Korea** (Seoul), **Denmark** (Aalborg), **Ecuador** (Quito), **Spain** (Badajoz, Barcelona, Bilbao, Huelva, Madrid and San Sebastián), **Egypt** (Cairo), **U.S.A.** (West Virginia and Florida), **Finland** (Espoo), **France** (Montpellier, Anlet and Versailles), **Hungary** (Budapest), **Ireland** (Co. Galway), **Italy** (Pisa and Torino), **Panama** (Panama), **Peru** (Lima), **Portugal** (Amadora and Porto), **U.K.** (London and Witney, Oxfordshire), **Dominican Republic** (La Caleta Boca Chica), **Serbia** (Belgrade), **Uruguay** (Montevideo) and **Venezuela** (Mérida).

Organised in Business Units.

We structure our **experience** and **technical specialisation** according to the markets where we operate in order to be as effective and proactive as possible.





**SUSTAINABLE
DEVELOPMENT**

Construction
Energy
Environment



INDUSTRY AND TRANSPORT

Casting and Iron & Steel
Industrial Systems
Transport



INNOVATION AND SOCIETY

Innovation Systems



ICT / EUROPEAN SOFTWARE INSTITUTE

Information and Interaction Systems
Information Society
Software Systems Engineering
Telecom



HEALTH AND QUALITY OF LIFE

Quality of Life
Health



**We provide
comprehensive
solutions.**

We proactively combine the technological and market capacities of our business units to develop the most comprehensive solutions for our clients.

Sustainability

Future Internet

Biosciences

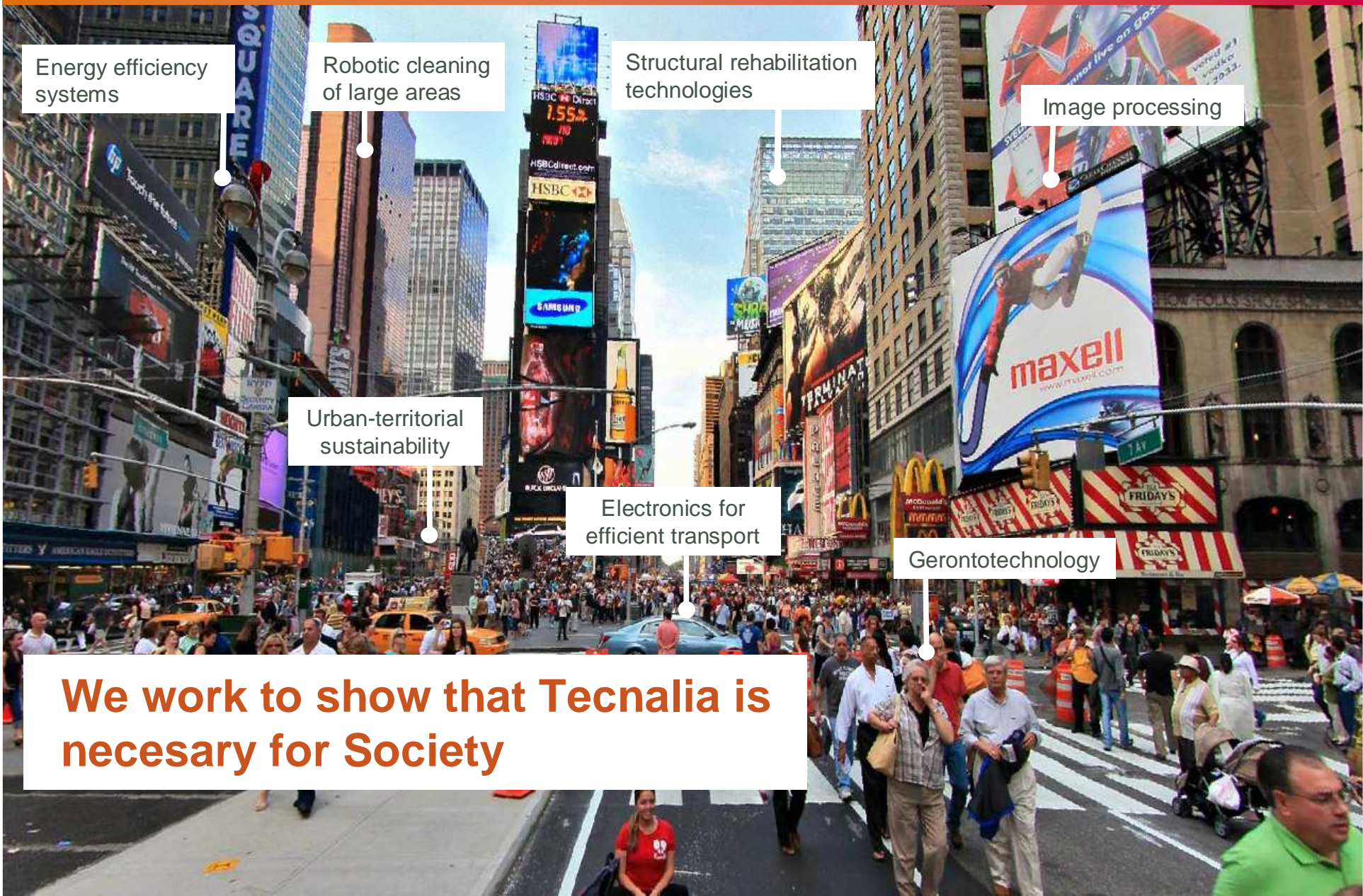
Aging

New Foodstuffs

Tecnalia's research is oriented towards addressing the challenges of humankind.

Our multidisciplinary and transversal nature allows us to take on complex technological challenges that affect all of us.

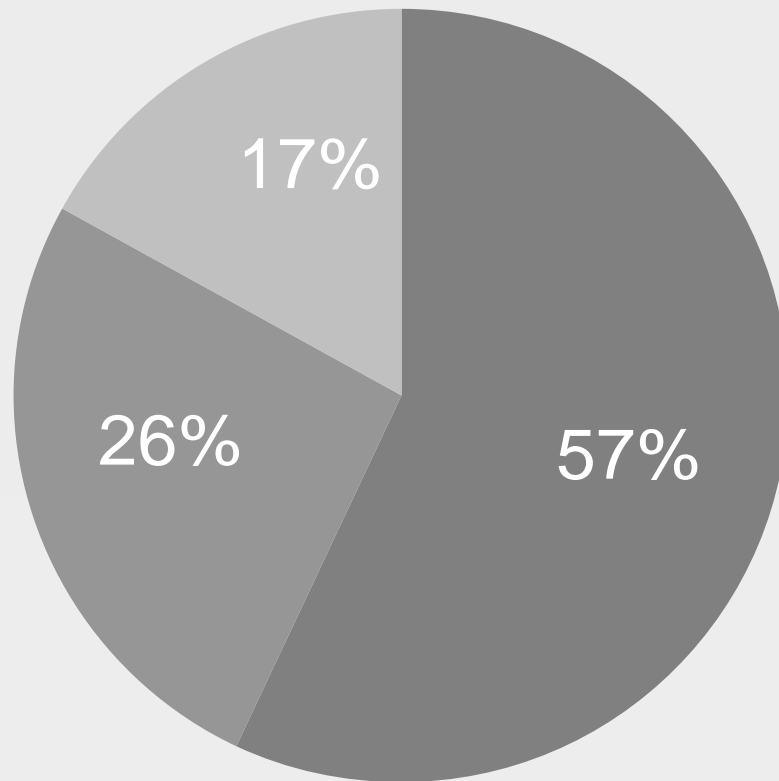




We work to show that Tecnalía is necessary for Society

Our figures

Our income



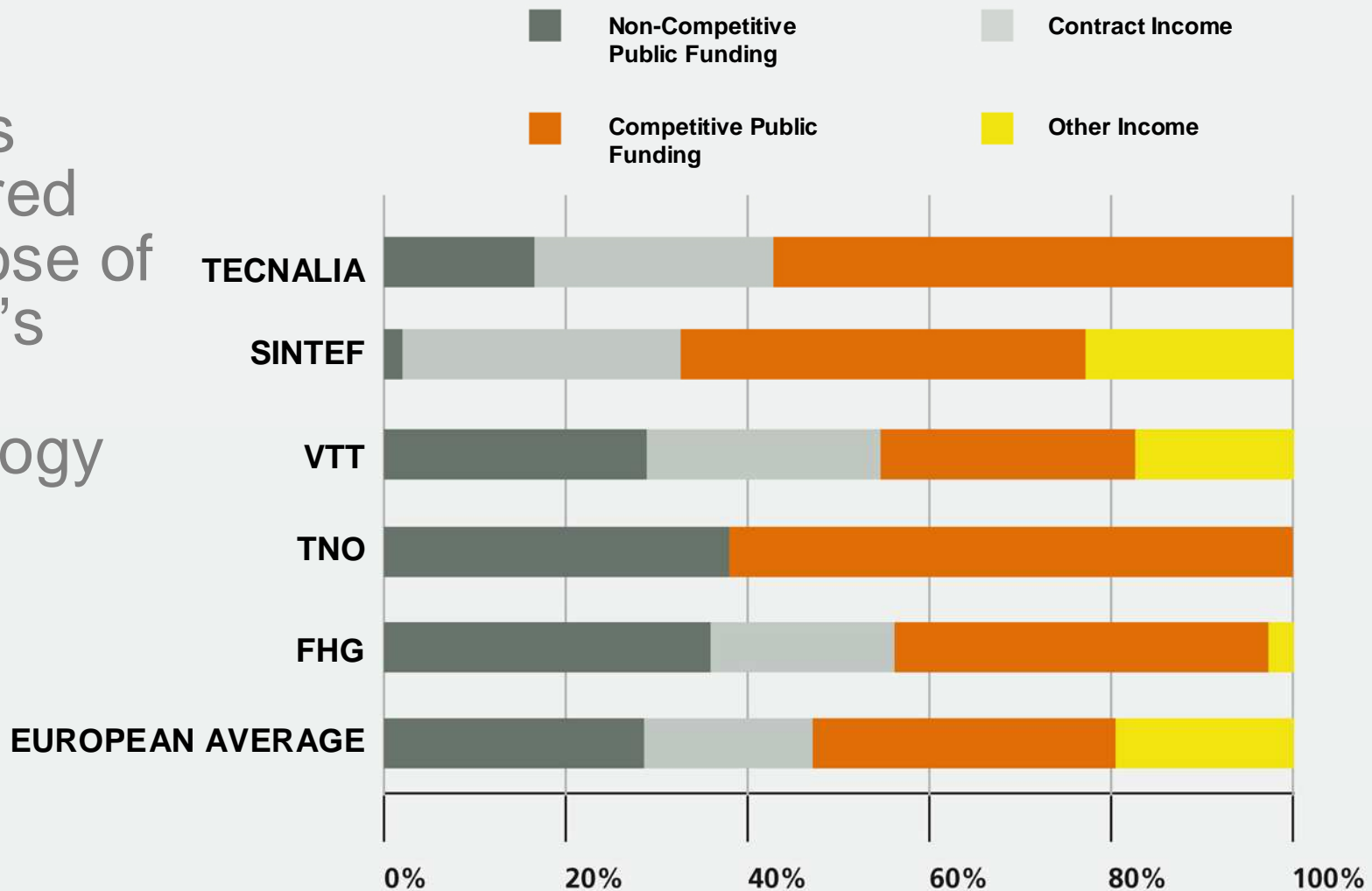
121
million Euros
income

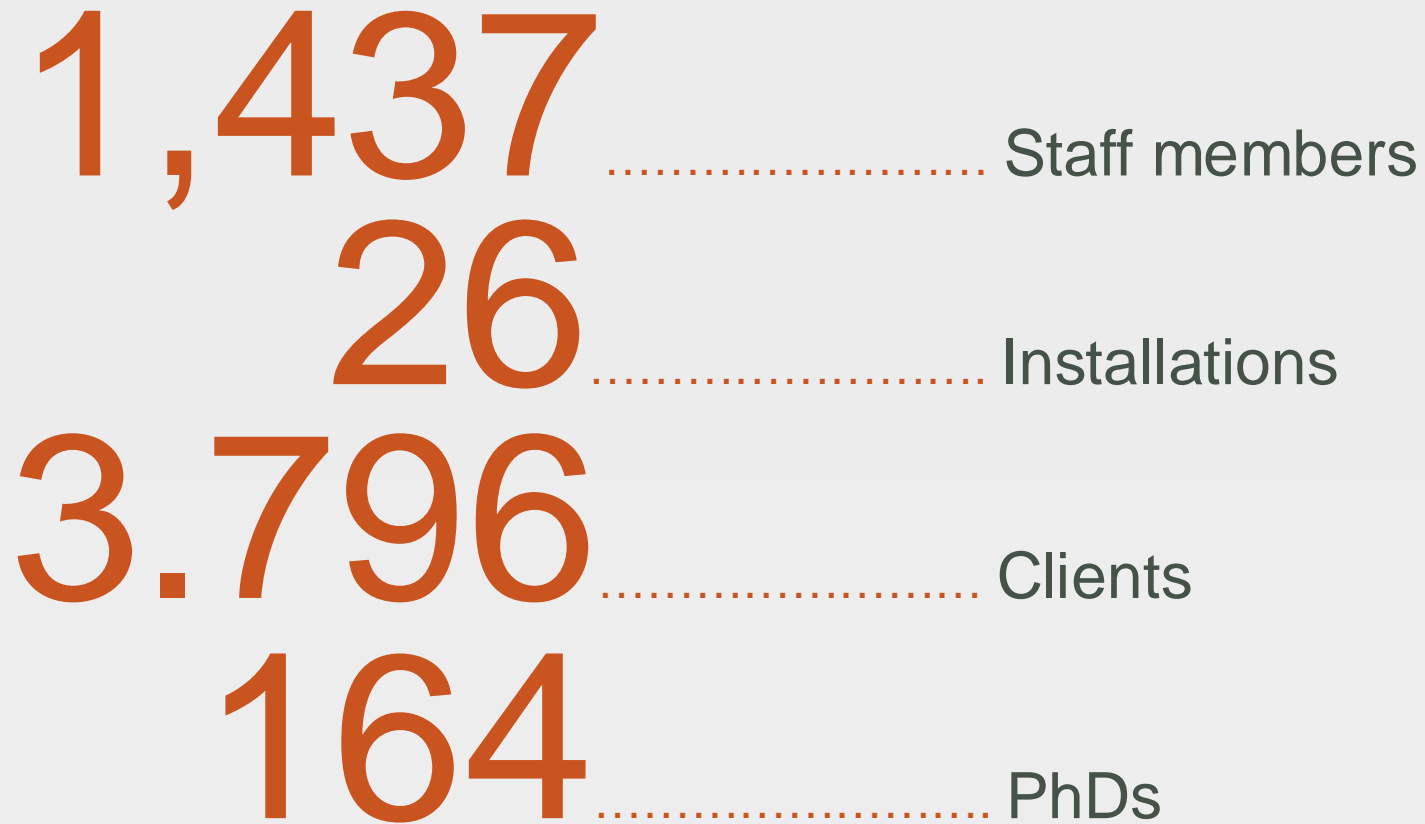
Distribution of income:

- Projects under contract
- Competitive public funding
- Non-competitive public funding

As of 31 Dec 2009

Income sources compared with those of Europe's leading technology centres





As of 31 Dec 2009

53 patents filed

11 granted

3 licenced

1M € income from licences

Share participation in **31** NTBCs.

As of 31 Dec 2009



Tecnalia is Spain's leading private entity in terms of FP87 income.

TECNALIA manages an office to support companies with their European and International projects (OPEI)

Corporación Tecnalia figures: 2007 - March 2010

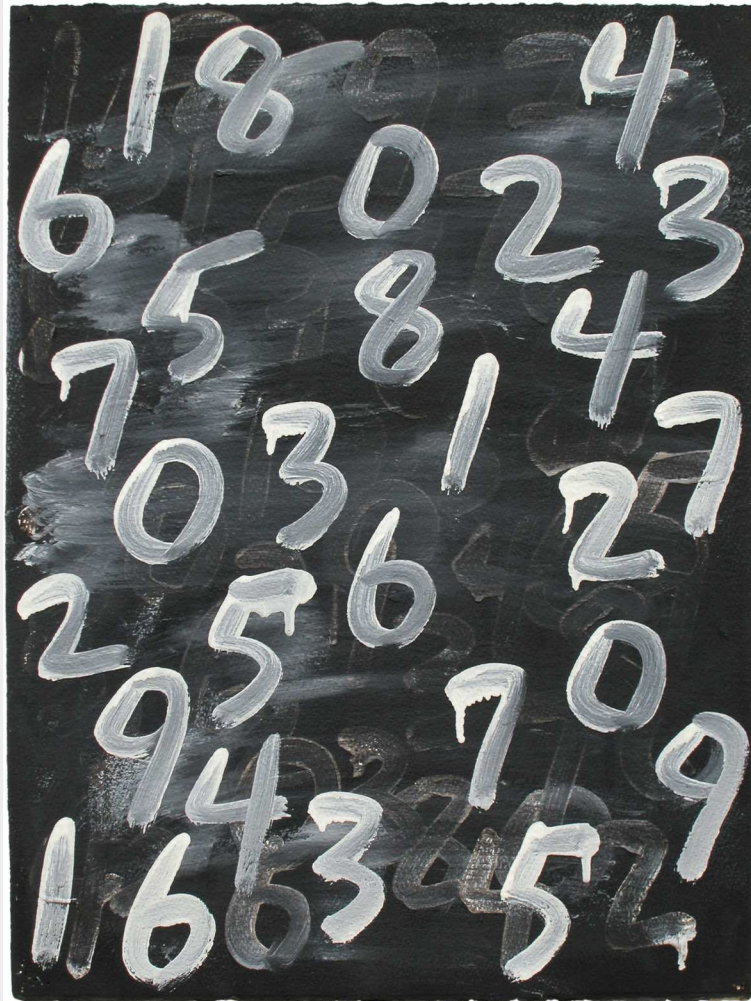
Alliances and collaborations



More than partners

Tecnalia is of CORPORACIÓN TECNALIA, together with AZTI-Tecnalia and NEIKER-Tecnalia, technological centres expert in marine/foodstuffs research and in agricultural research and development respectively.

We share strategies and a management model based on sectorial business units, with a high level of transversality and its specialisation complements our knowledge, thus enhancing what we can offer our clients.



1,663 members of staff

141.5 million Euros turnover

64% of the technological centres in the Basque Country Autonomous Region

25% of the technological centres in Spain



With the best in Europe.

Participating actively in the decision-making centres for European R+D policies:

- Member of the Executive Committee of **EARTO** (European association bringing together the leading applied R+D companies and groups)
- Member **EUROTECH**, a select group of EARTO's leading organisations
- Member of the Steering Board of 6 **European Technological Platforms** and present on another 24
- Member of the **Joint Institute for Innovation Policy** (TNO, VTT, Joanneum Research and TECNALIA)

CEA | CENER | CIC bioGUNE | CIC biomaGUNE |
CIC energyGUNE | CIC marGUNE | CIC
nanoGUNE | CIC tourGUNE | CIEMAT | CSIC |
ESIDE | ETSII – Bilbao Higher Engineering School
(UPV/EHU) | MIT-ILP (EEUU) | Carlos III University
in Madrid | University of Bordeaux (France) |
UPV/EHU |

What we offer

We generate and develop
technologically-based business
opportunities that give our clients
competitive advantages.

Tecnalia. Inspiring Business



R+D+i projects with companies.

The principle manner in which **we** transfer technological results to the industrial business community.

Technological services, testing and certification.

Characterisation and assessment of the quality and safety of products, processes and people:

- Testing
- Calibration
- Inspection
- Certification
- Audits
- Consultancy of Evaluation of Conformity
- Homologation/rating of suppliers
- Training





Sale of industrial property.

The generation and commercial exploitation of our proprietary technology, having been appropriately protected, provides innovative and useful solutions to our clients, thereby giving them unique value positions (exclusivity), ensuring their freedom to operate and their profitable commitment to R+D+i.



Business promotion.

We promote the creation of **new technologically-based companies**, NTBCs, through our activity to identify and define technologically-related business ideas and opportunities



Business diversification.

As well as promoting the establishment of new firms, we collaborate with our clients to **develop new internal lines of business.**

Examples of projects



KUBIK by tecnalia Sustainable Building and Urban Environment

A unique experimental R+D installation at international level, designed to develop new concepts, products and services to improve the energy efficiency of buildings.





Dynacar

An electric vehicle that can reach 140 km/hour in 10 secs.

It is a research and development platform for electric vehicle systems: electronic systems, advanced simulation tools, new electric traction architectures.



FIK

Tecnology for a better life

A private scientific research initiative in the field of **aging and disability**.

A new kind of business collaboration designed to achieve results in the shape of new products and services.

- **44** M€ Budget
- **10** years (07-17)
- **35** patents (result over 10 years)
- **26** investment partners

NOVATEK

The perfect tool for technological planning

Tecnalía has designed this process to accompany companies in preparing their technology plans, basing it on a flexible, adaptable and participative methodology supported by expert technologists.

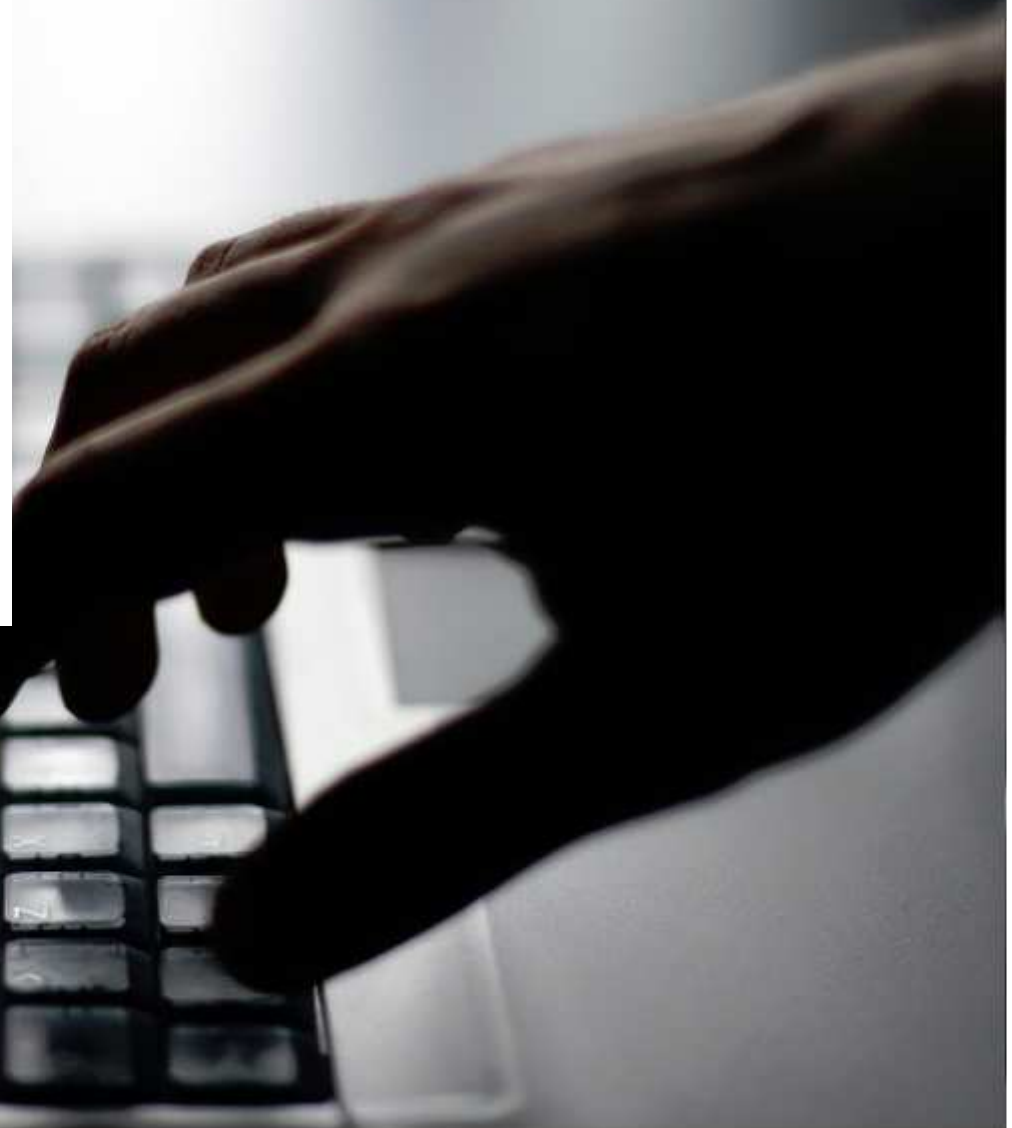


ACK

Accessing Corporate Knowledge

The logo for ACK, featuring the letters 'a', 'c', and 'k' in a lowercase, sans-serif font. The 'a' is orange, the 'c' is grey, and the 'k' is grey.

This tool allows you to integrate business applications, managing the knowledge of organisations and connecting heterogeneous sources of data to make implicit information explicit and provide answers to the questions asked to facilitate the work of all those involved with the organisation.



www.tecnalia.com

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