

“MIGUEL SALÍS AWARD”
TERMS AND CONDITIONS

1. OBJECTIVE AND DESCRIPTION

The “*Asociación de Amigos de Miguel Salís*” (in the process of being established) is a non-profit organization, founded by the family and friends of Miguel Salís, with the aim of recognizing and supporting startups with a high economic and social impact, a strong component of innovation as well as creativity, which help to solve the main challenges of the energy transition and the fight against climate change.

Miguel Salís was a Spanish businessman, pioneer in the renewable energy and technology sector. An Industrial Engineer by the Escuela Técnica de Ingenieros Industriales de Madrid and with an MBA from Columbia University, Miguel was a serial entrepreneur. Among other companies, Miguel was the founder of Eolia Renovables, Spain's leading independent wind energy company and led the birth of Barter Energy or the investment company Kira Ventures, both related to the world of energy transition. Previously, Miguel had co-founded Jazztel with his friend Martin Varsavsky, now a trustee of this association.

Throughout his professional life, Miguel has always been an example of entrepreneurship. His creativity, rigorousness and ability to solve complex problems allowed the development of technologies that have transformed relevant sectors such as energy and telecommunications, generating wealth, competitiveness and employment. Miguel was able to achieve all this thanks to his talent for creating common projects and sharing them with others.

For all these, Miguel remains an inspiration to many and the *Asociación de Amigos de Miguel Salís* has considered that the best way to honor his legacy is by supporting other entrepreneurs striving to improve the world. Therefore, this award has been created in his name.

2. ELIGIBILITY REQUIREMENTS

- **Legal formation and tax residence**: the applicant must be an established-for-profit startup with tax residence in Spain or Portugal.
- **Business start date**: the company must have been created or begun operations (tax registration) after January 1, 2018, or hold a valid “*startup certification*”.
- **Maturity stage**: the company must have at least an operational prototype or pilot project. It must not be publicly listed and must have revenues not exceeding €10 million in the last fiscal year.
- **Founders**: the founding partners must lead the company, hold a majority of the ownership, and primarily be part of the day to day of the startup.
- **Tax certificates**: the company must be compliant with tax and Social Security obligations.
- The competition is aimed at **technology-based** companies with high growth potential and scalable, innovative business models in the fields of **energy transition** and **sustainability**.

3. APPLICATION SUBMISSION

Applications for the Award must be submitted through the official website, where a registration link will be available. The following steps are required:

- Complete the application form.
- Attach the following optional documents: (i) Corporate presentation / pitch deck, (ii) Financial projections/business plan, y/o (iii) Sustainability impact study.

The submission period will begin on **November 27, 2024, at 9:00 AM** and end on **January 30, 2025, at 12:00 PM**.

4. EVALUATION CRITERIA

- Team: capability, experience, leadership, and level of involvement of the founding team.
- Business model: scalability potential, market opportunities, competitive advantages and quality.
- Innovation in the business model, processes, services, products, production methods, channels, structure, etc.
- Economic/ Financial analysis: viability and coherence of financial projections.
- Sustainability: the importance of the challenge addressed and the ability to generate measurable, real solutions that positively impact the environment.

5. SELECTION PROCESS

- 1) Eligibility review: once the submission deadline closes, applications are reviewed to ensure compliance with the competition's criteria.

Dates: **January 30, 2025 – February 7, 2025**

- 2) Initial evaluation: applications are reviewed and scored based on the submitted form and documents. The investment analysis team from Kira Ventures conducts this evaluation using standardized scoring tables.

Dates: **February 7, 2025 – February 17, 2025**

- 3) Finalist selection: once the initial evaluation process has been completed, the applications are ranked in order of score. The top 10 applications will be interviewed by members of the Kira Ventures investment analysis team, who together with members of the Jury will select the 3 finalist applications.

Dates: **February 17, 2025 – March 20, 2025**

- 4) Winner selection: the 3 finalists participate in online or in-person interviews with the Jury, who will select the winner.

Dates: **March 20, 2025 – April 14, 2025**

6. JURY AND AWARD CEREMONY

The Jury will include recognized figures from innovation, entrepreneurship, and sustainable investment sectors. The Jury members are trustees of the *Asociación de Amigos de Miguel Salís* and include family, friends, and business collaborators of Miguel. The initial Jury comprises:

- **Miguel Nogales**: Founding Partner and Co-Chief Investment Officer of Generation Investment Management LLP, a sustainability-focused asset management firm based in London, which was established in 2004. He graduated summa cum laude from Cambridge University. He is Chairman of the Pure Earth Foundation and a Trustee of Fauna & Flora, the world's oldest environmental organisation.
- **Mario Sancho**: Co-founder and CEO of Kira Ventures, an advisory and investment firm in energy transition projects, created in 2017 together with Miguel Salís. He also collaborates in different social initiatives and is a board member in several companies related to sustainability, among others he is vice president of Barter Energy, leader in solar communities in Spain and ambassador of the rural electrification NGO WindAid Institute. Mario holds a degree in Industrial Engineering from the Polytechnic University of Madrid.
- **Juan Ignacio Entrecanales**: Executive Vice-Chairman of Acciona, S.A. since 2004. Previously, he held various executive positions at Acciona Infraestructuras, as well as the vice-presidency of Seopan. Among other entities, he is a member of the Professional Council of ESADE and of the Advisory Board of the Instituto de Empresa. He holds a degree in Industrial Engineering from Turfts University and an Executive MBA from the Instituto de Empresa in Madrid.
- **Martin Varsavsky**: Serial entrepreneur known for founding and leading multiple successful companies. Throughout his career, he has created and sold companies such as Viatel, Jazztel, Ya.com and co-founded Eolia Renovables. In the last decade, he has concentrated his efforts in the field of human fertility, co-founding innovative companies such as Prelude Fertility (now Inception, where he is chairman), Overture Life and Gameto, focused on automating embryology processes and shortening in vitro fertilisation and egg freezing cycles. In addition, he is actively involved as an investor in various growth stages through several funds.

- **Santiago Alarcó:** Investor with extensive experience in financial markets. He worked for American investment banking in London, and led two hedge funds from the beginning, being partner and investment director of Rubicón and Canosa Capital, both specialised in investment strategies based on macroeconomic trends. He is also an investor in various business projects, mainly related to renewable energies and sustainability.
- **Alfonso Gómez Acebo:** He has more than 35 years of experience in investment banking (Midland Montagu, UBS and Credit Suisse). For 11 years, he was head of investment banking and member of the Executive Committee for Spain at Deutsche Bank. He is currently non-executive chairman of Kira Ventures, senior advisor to Mediobanca and English private equity firm BC Partners. He is also a director of Homeserve España and has been a director and shareholder of Geoblink. He holds a degree in Economics and Business Administration from the Universidad Complutense de Madrid and an MBA from the University of Southern California. Alfonso is a professor of Capital Markets at Universidad Francisco de Vitoria.
- **Luis Muñoz-Rojas:** He began his professional career at the Gil y Carvajal S.A. brokerage firm. In 1998, he founded DUAL, an underwriting agency which, 25 years later, has established itself as one of the largest in the world and the main Lloyd's coverholder. In addition to being chairman of DUAL, he was also a director of Howden Group Holdings, playing a crucial role in growth of both organizations. Luis also chaired the Howden Foundation, which focuses on minimizing the impact of climate change on vulnerable communities.
- **Julia Gómez Cora:** Julia holds a degree in Economics from the Universidad Católica Argentina and an Executive Development Program from IESE Business School. In 1999, she was appointed Managing Director of Stage Entertainment in Spain, the world's leading musical entertainment company. During this period she produced 22 musicals and led key operations in the real estate area. After almost two decades of success, she left the company in 2017 to found Amapola Entertainment, dedicated to consulting for international and Spanish entertainment groups. With an outstanding track record of awards and recognitions, she is also a visiting professor at IESE Business School.

Throughout the analysis process, the Jury will be supported by the Kira Venture's investment analysis team. KV is a company founded by Miguel Salís that specializes in developing, advising and investing in projects linked with the energy transition.

The award ceremony will be held in person by the end of the second quarter of 2025. The exact location and dates will be published on the Award website. All participants who have been named as finalists for the Award are also committed to attend.

7. AWARD

The Miguel Salís Award aims to make a decisive contribution to the promotion of startups and to this end, in addition to the prize money, the Award offers the possibility of accessing to coaching sessions and business opportunities, networking and investment. Therefore, the Award will consist of:

- A Price money award of **€50,000**.
- Specialized coaching sessions with Jury members
- Strategic workshops with Kira Ventures
- Invitations to the Awards Ceremony dinner (only for finalists)

8. CONFIDENCIALITY AND DATA PROTECTIONS

The Award is granted by the *Asociación de Amigos de Miguel Salís* (“**Association**”) and co-organized by *Kira Ventures 2.0, S.L.* (“**Kira**”) (collectively referred to as the “**Parties**”).

Given that the Parties are aware of the confidentiality of the information received during the Award granting process, this clause establishes their obligation to guarantee the confidentiality of all information submitted by applicants throughout the process.

For these purposes, “**Confidential Information**” shall refer to all information and documentation provided by candidates as part of their application for the Award. However, the following are excluded from confidentiality: the dissemination of the names of the finalist projects, their logos, activities, and members of the founding teams. In any case, the Parties will confirm with each company individually the data that can be made public.

The Parties agree to: (i) Treat and maintain all Confidential Information with the utmost confidentiality, such that only members of the Association or employees of Kira necessary for evaluating the applications and organizing the Award will have access to it. They will use the same level of care as they would for their own confidential information, exercising a reasonable degree of diligence in safeguarding it, (ii) Refrain from copying, distributing, disseminating, or disclosing the Confidential Information to third parties, (iii) Not use the Confidential Information for any purpose other than analyzing it to select the Award finalists.

Once the Award is granted, the Parties commit to returning or destroying, at their own expense, all Confidential Information received from the candidates within **fifteen (15) calendar days**. This obligation also applies to any copies or reproductions, as well as summaries, reports, or any other documents prepared (including those stored electronically) that reflect the Confidential Information

Additionally, the *Asociación de Amigos de Miguel Salís* informs that:

- a) No personal data will be made available for the administration of the Award, with the exception of the contact details of the companies nominated for the Award, as defined in the following section.
- b) The data of representatives, employees, or other individuals acting on behalf of the candidate companies—provided to the *Asociación de Amigos de Miguel Salís* and *Kira Ventures 2.0, S.L.* (this includes professional contact details, position held in the entity/company, and, where applicable, authority to act on their behalf—referred to as “Contact Data”)—will be processed based on the legitimate interest of the *Asociación de Amigos de Miguel Salís* and *Kira Ventures 2.0, S.L.* to maintain relations with the legal entity they represent, in accordance with Article 19 of Organic Law 3/2018 on Data Protection (LOPD). Specifically, the data will be processed to manage these regulations, which may include sharing the data with the Jury (as defined in these regulations) and with the entities co-organizing the Award, to analyze and evaluate the applications. Additionally, the data may be processed to comply with the legal obligations imposed on the *Asociación de Amigos de Miguel Salís* during the term of this process. Once this term has concluded, the data will be retained (as per regulations) solely to meet any legal requirements.
- c) Award-winning and nominated companies may publicize their status in letterheads, advertisements, and reports, specifying the year of the award and whether they are winners or finalists. They may also publish or promote the Award in the media.
- d) Both the organize and awarded entities may publicize the winning and finalist companies, with appropriate prominence, in national and/or regional media, websites, and social media platforms deemed most suitable.

9. NOTICES

- a) All notifications and communications related to the Award selection process should be sent to candidaturas@premiomiguelsalis.com
- b) All notifications and communications related to the Association should be sent to asociacion@premiomiguelsalis.com

10. ACCEPTANCE OF CONDITIONS

Participation in this call for entries implies acceptance of the Terms and Conditions and the decision issued by the Jury, as well as the mandatory attendance at the Award Ceremony.