

Martin Varsavsky speaks about the keys to scaling a company during a biking excursion during Menorca Millennials

Menorca, June 11th 2016.- The 20 international startups participating in the second edition of Menorca Millennials, the world's first decelerator, participated in a biking excursion this morning with **Martin Varsavsky, founder of unicorns such as Prelude Fertility, Fon and Jazztel.** After a bike ride through the Cami De Cavalls, followed by a hike along the coast to an isolated inlet, the entrepreneurs took a quick swim and then gathered on the beach to hear Varsavsky speak about the key factors to scaling a company.

Varsavsky is one of the 23 founding partners of Menorca Millennials and also participated in last year's event. *"To be an entrepreneur is costly in the emotional sphere, there is a lonely moment in which you have the feeling that people do not trust you. That is why Menorca Millennials is a really useful, as it unites entrepreneurs in a unique environment".* Varsavsky is in permanent contact with the startups of the first edition and looks forward to do the same with the startups of the second edition. "I love to keep in contact with them, they are the new generation of entrepreneurs. That is why we keep in touch and I offer them as much help as I can".

Today's activity is part of Menorca Millennials' deceleration program, designed for entrepreneurs to get fresh air, analyze their startups' business models and focus on the following growth phase. The program, which started June 1st and finishes June 15th, combines interactive talks, inspirational workshops, and personal meetings between startups and experts.

During the program entrepreneurs have interacted with global experts such as **Paul Ford**, Vicepresident at SendGrid; **Patrick Morselli**, who led Uber's expansion in LATAM; **Bruno Giussani**, European director at TedGlobal; **Mario Alonso Puig**, surgeon and alumni of Harvard University Medical School Boston, and **Charlie Taibi**, COO de UnCollege, among many others.

Menorca Millennials' goal is to really get to know the team behind every company, **evaluate its skills and capabilities and perform a personal due diligence process to accelerate investments.**

The best international talent meets in Menorca

The 20 selected startups participating in the second edition of Menorca Millennials have been selected from over 400 applicants. They are all led by serial entrepreneurs and come from Spain, the United States, Finland, Brasil, Netherlands, China, Canada and the UK. The most represented

sectors are: Fintech, with solutions that work with blockchain technology; Health, with technological applications that enable fast, easy and affordable access to medical consultations; and Energy Awareness, with products such as an e-shower that significantly reduces water waste. (Consult the list of the 20 selected startups below).

During the final days of the end of the program, Menorca Millennials will also host venture capitalists, mostly Europe-based, that will fly to the island to personally meet the Menorca Millennials' startups. After last year's edition, eight of the startups raised funds within the three months following Menorca Millennials, with a total value of €6.8 million.

About Menorca Millennials

Menorca Millennials is the world's first decelerator that brings together 20 startups led by second time entrepreneurs with relevant figures from the international entrepreneurial and economical ecosystem (advisors, experts, venture capitalists, and so on) on the Spanish Island of Menorca. The program's goal is to generate an environment of analysis and collaboration in which startups that have already raised an initial investment round analyze their business model to face their next growth phase. Menorca Millennials is a pioneer program that aggregates the greatest international talent to increase creativity and innovation.

Link al video: <https://www.youtube.com/channel/UCNBtjz5r6SPX1YXaX5mJ-Fg>

Link a la web: <http://www.menorcamilennials.com>

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