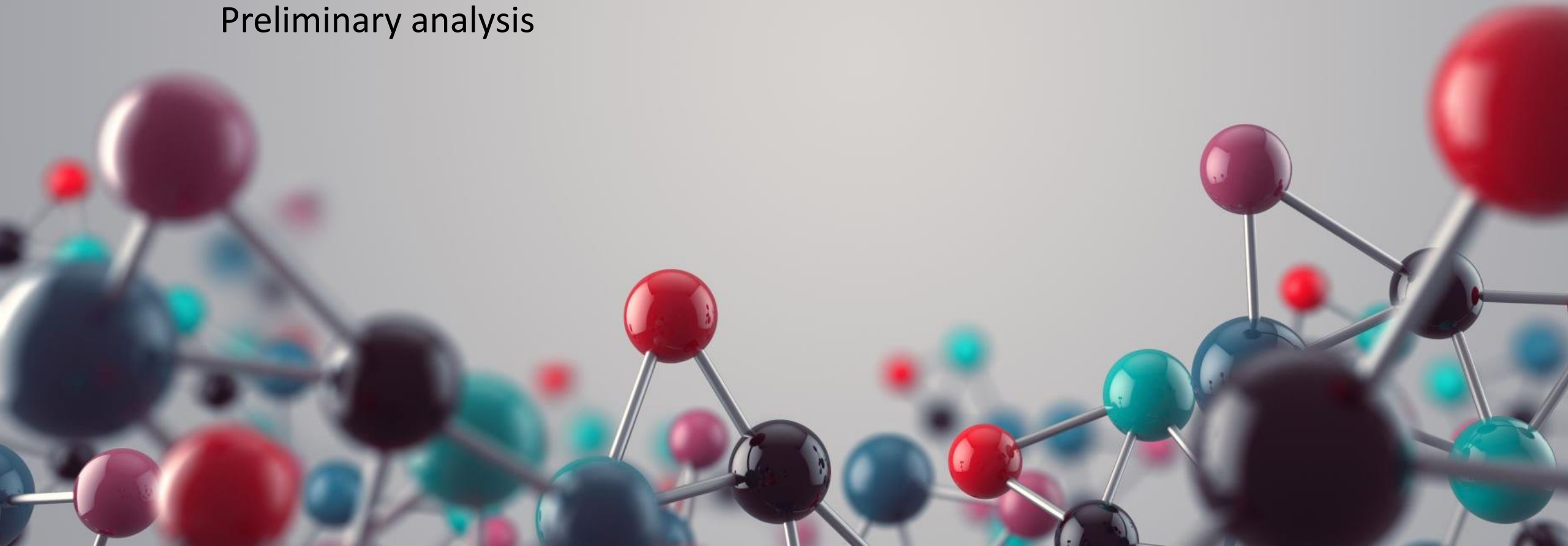


***DISCLAIMER:** This presentation contains a preliminary analysis of the results of the survey on Data Sharing Practices. A full analysis will be released soon.*

DATA SHARING PRACTICES SURVEY

Preliminary analysis



IMPORTANT METHODOLOGICAL NOTE

The results obtained in this survey let us get an idea of the current situation in data sharing. However, it is not representative, since many companies stopped responding as the survey progressed, so the sample size is different depending on the question.

In addition, the number of companies belonging to each category is also different, so that on many occasions, logically, the highest response percentages correspond to the category with the greatest number of companies.

Composition of the sample

Clear predominance of Startups or SMEs, representing a 41% of the entire sample. Absence of policy makers or either respondents answering as a private citizen.

Similar representation in the rest of the chosen categories.

Science, Research & Academia; 14

Nonprofit Organisation, Public Body; 9

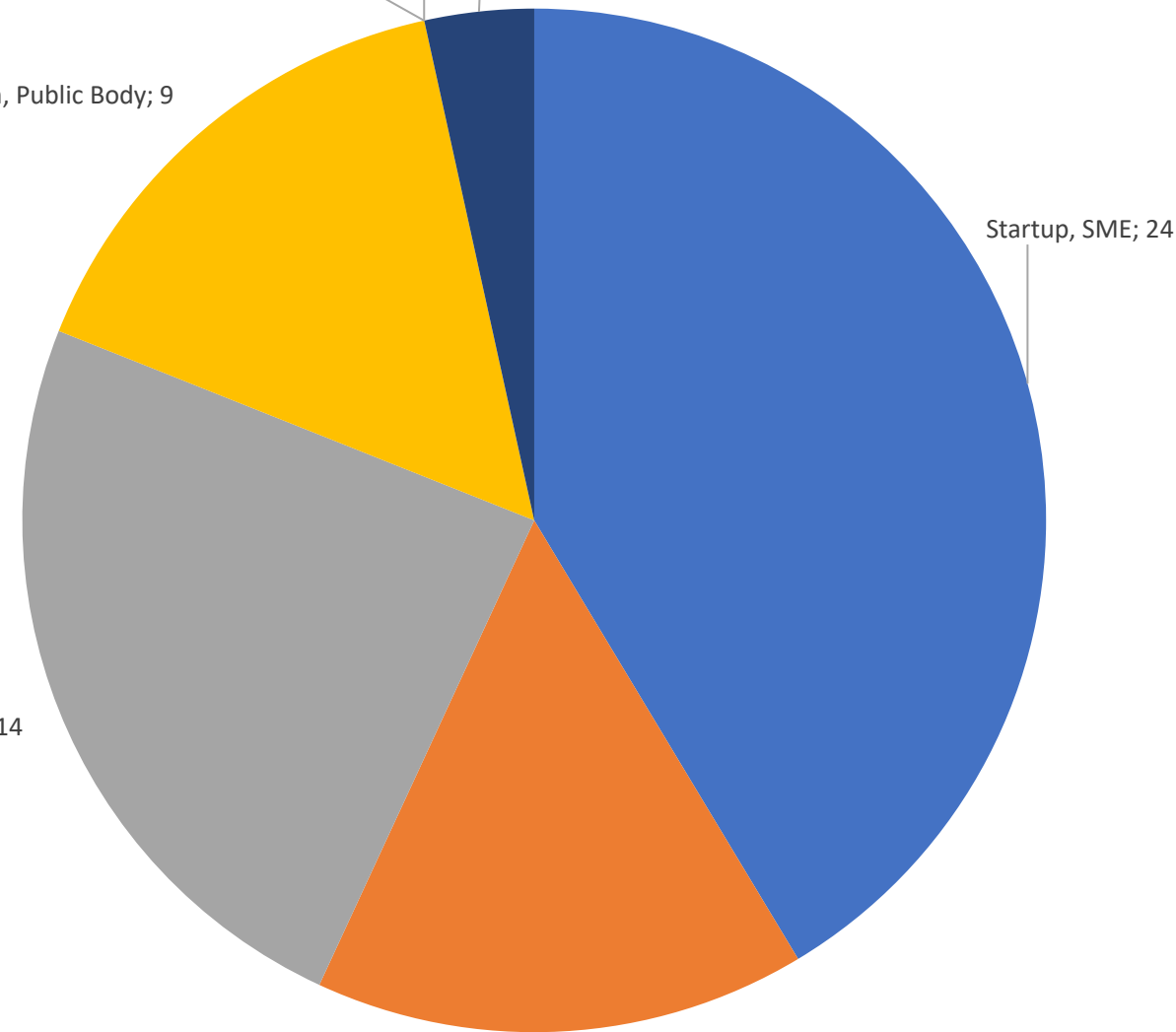
Answering as a private citizen; 0

Policy Maker; 0

Other; 2

Startup, SME; 24

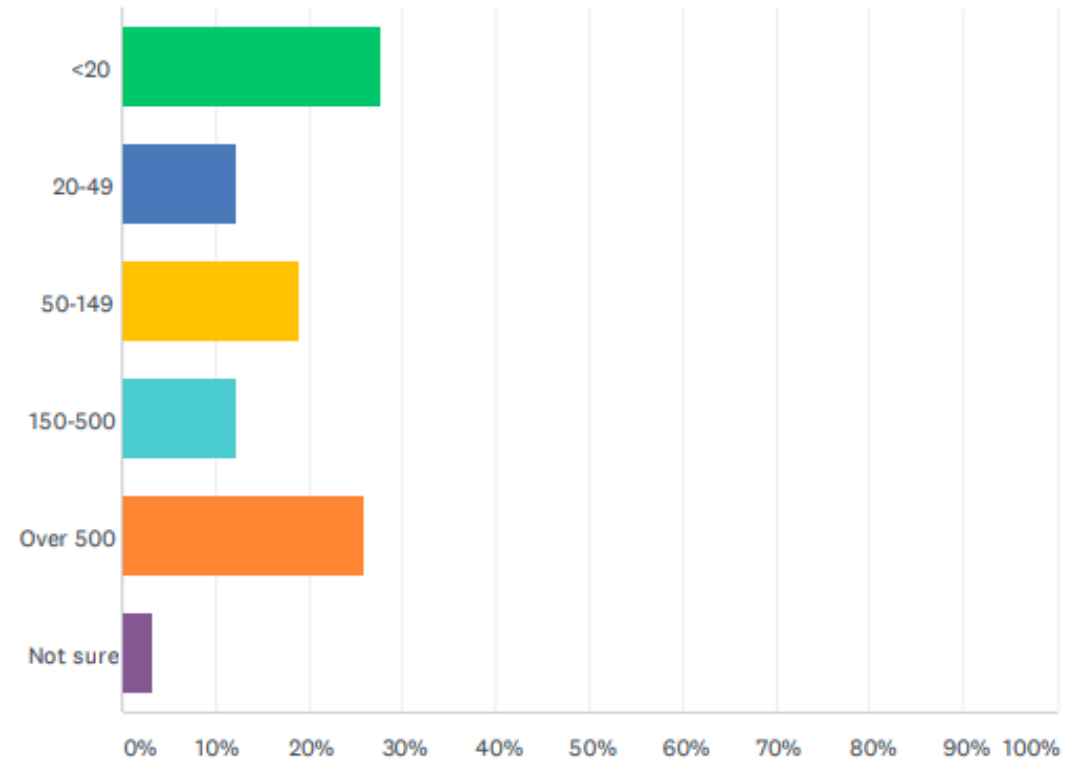
Large industry; 9



Composition of the sample

The sample is quite polarized between very small (less than 20 workers) and very big companies (more than 500 workers), both sizes being the most highly represented.

2 respondents did not know exactly the size of their companies.



ANSWER CHOICES	RESPONSES
<20	27.59% 16
20-49	12.07% 7
50-149	18.97% 11
150-500	12.07% 7
Over 500	25.86% 15
Not sure	3.45% 2
TOTAL	58

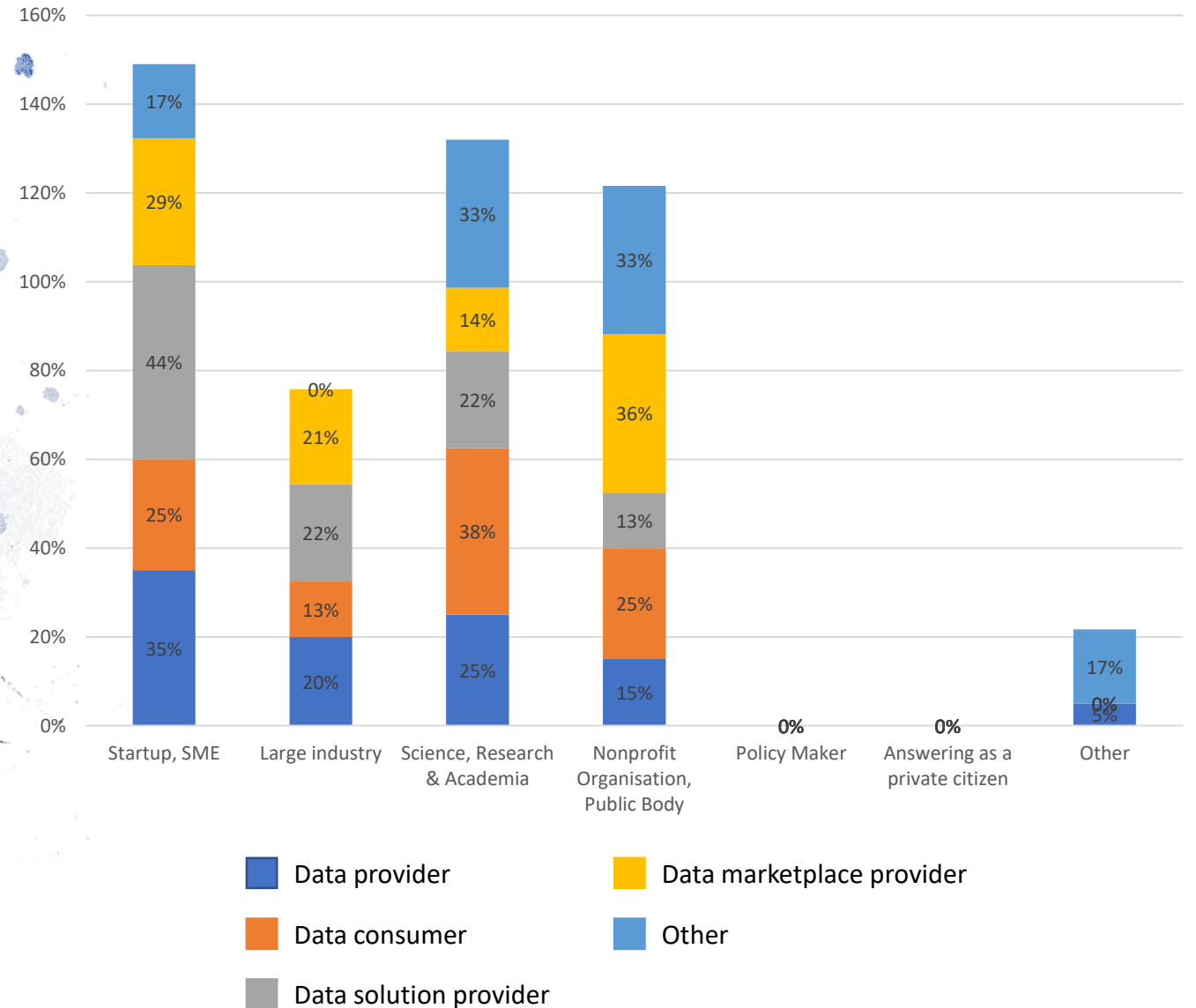
Demographic analysis

Startups and SMEs responding to the survey are predominantly data solution providers, with 44% of the companies falling under this label.

For Data consumption, the Science, Research & Academia category is the category with the highest representation, followed by Startups and SMEs and also Nonprofit Organisations and Public Bodies.

Public bodies are also predominant in the data Marketplace provider role.

Roles per category

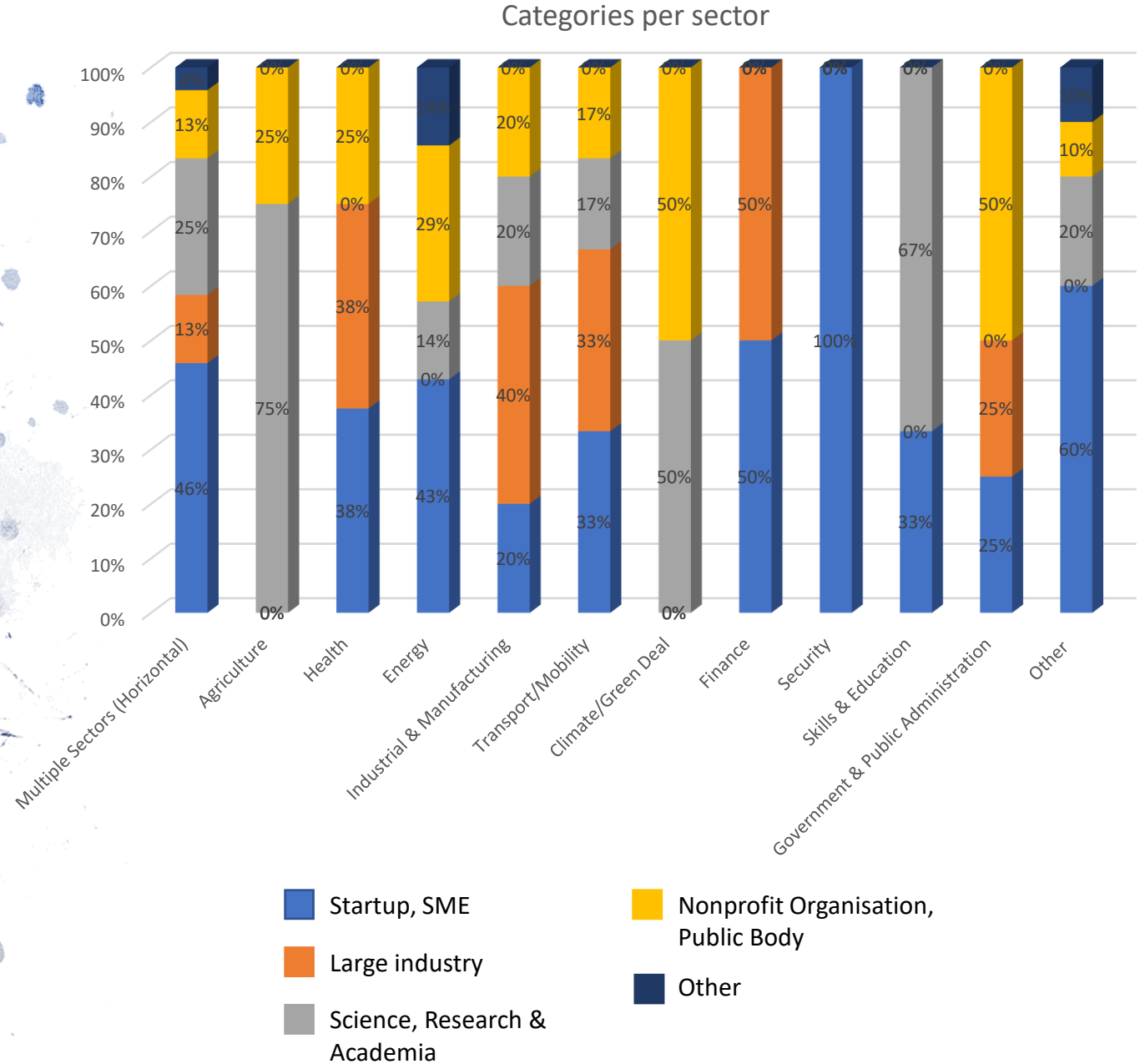


Demographic analysis

There are 10 different sectors represented in this survey, taking into consideration that many of the answering companies work in multiple sectors or also in others different from the those mentioned.

It is interesting that there is no presence of Startups and SMEs in agriculture and climate/green deal, both being represented by Science, Research & Academia and also Nonprofit Organisations and Public bodies. Nonetheless, Startups and SMEs is the only category of respondent represented in the sector of security

Large companies have a high presence in sectors like health, industrial & manufacturing or finance, as expected.



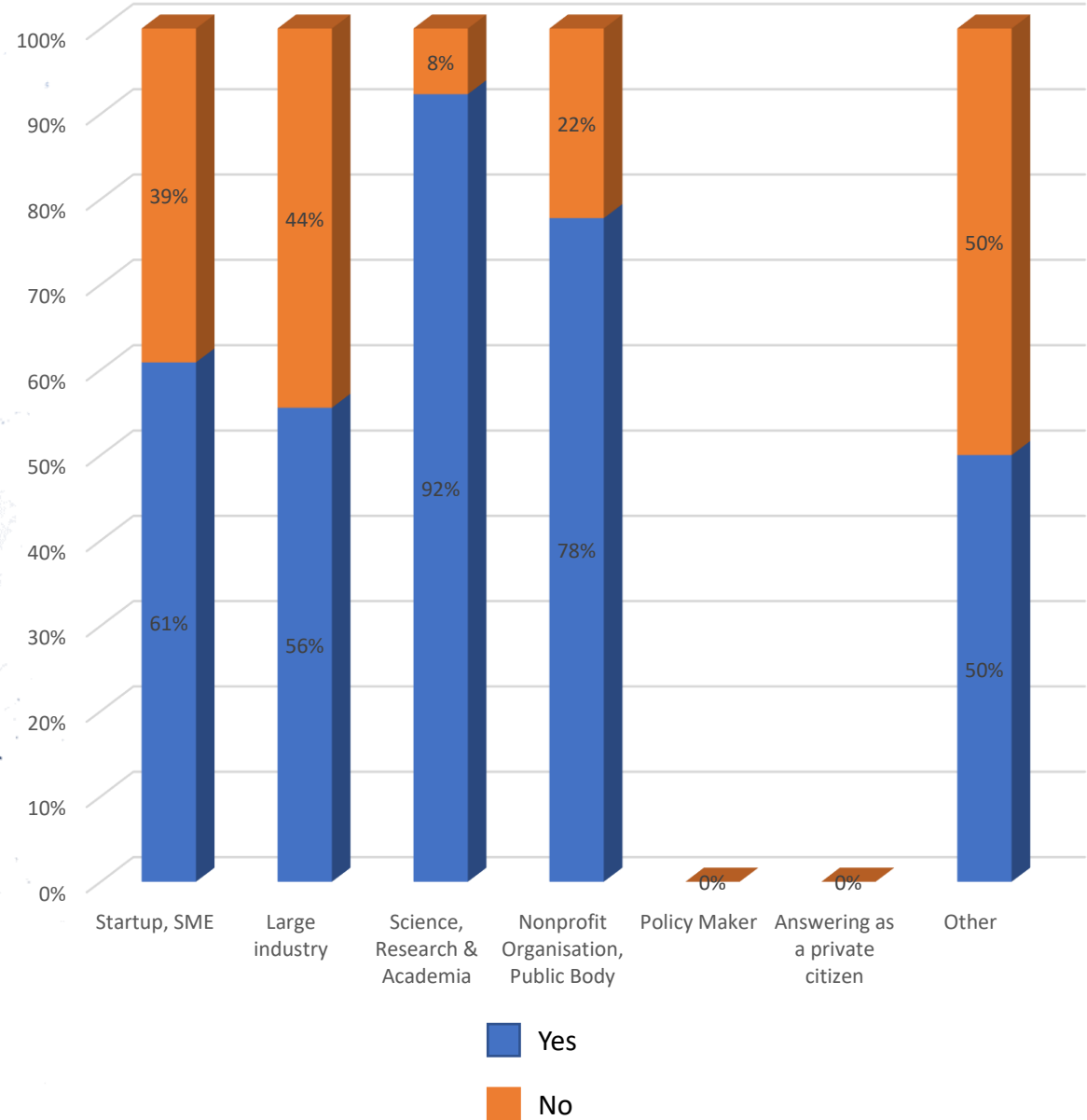
Demographic analysis

Analyzing companies' participation in data sharing, we can appreciate that the Science, Research & Academia respondents are those having the highest participation in this activity.

On the other hand, the category which participates the least in data sharing is large industry, with nearly the half of the companies not involved in any of such activity. One of the main reasons for this can be the difficulty to change, modify or renew the so traditional business models of this kind of companies.

In the case of Startups and SMEs and Nonprofit organisations, the number of companies that participate in data sharing is higher than the ones that do not.

Participation in data sharing



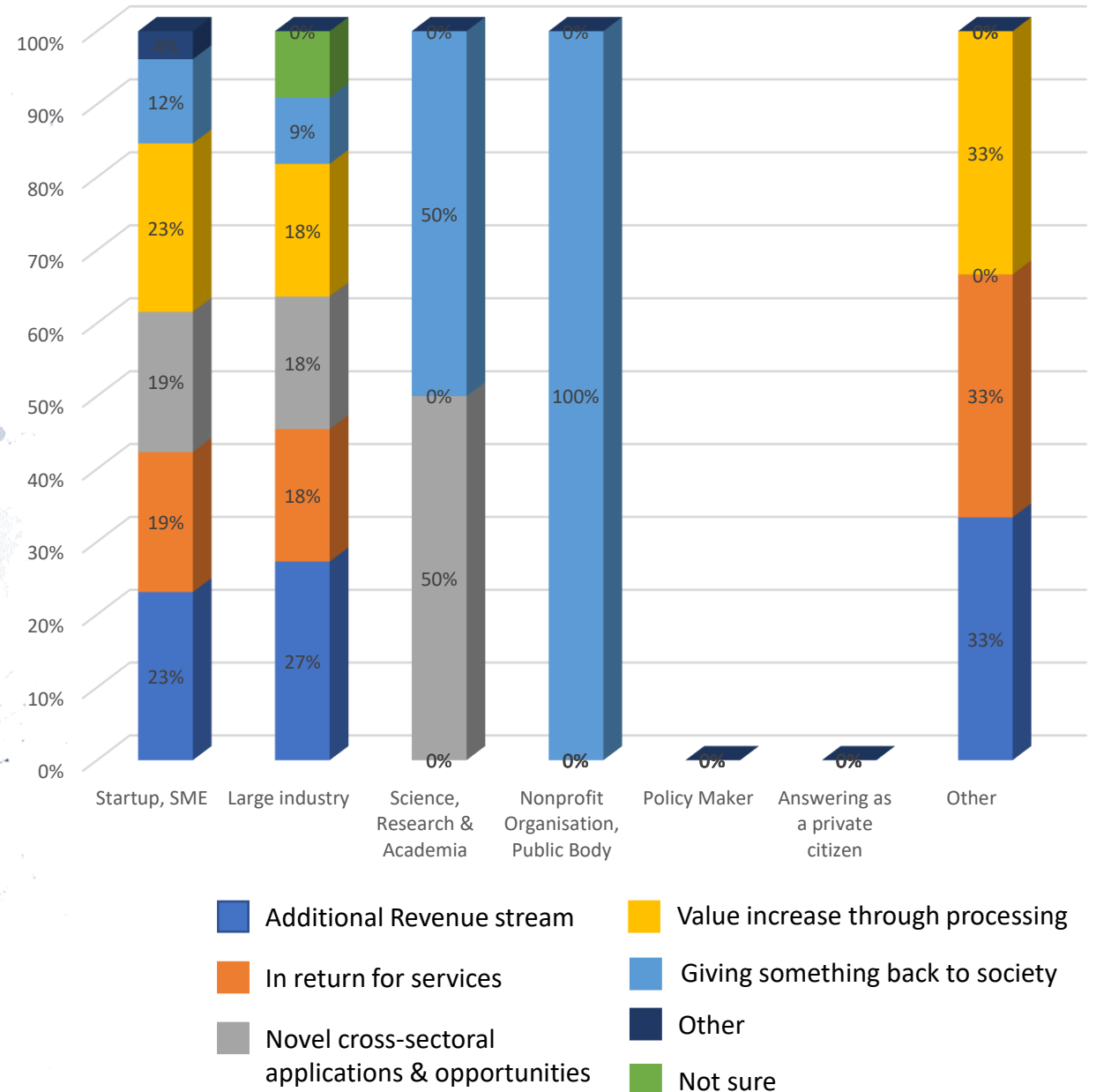
Demographic analysis

Companies look for different incentives when participating in data sharing, and the results obtained in this survey reveal that those incentives depend on the category of the company.

It is interesting that all the Nonprofit organisations and Public bodies analysed in this survey look for a unique incentive, which is giving something back to society. In turn, Science, Research & Academia companies are split between looking for the above mentioned incentive and for novel cross-sectoral applications and opportunities.

With regards to Startups & SMEs and large industrial companies, they look for a wide variety of incentives a part from those mentioned above, such as value increases through processing, additional revenue stream or in return for services.

Top incentives per category



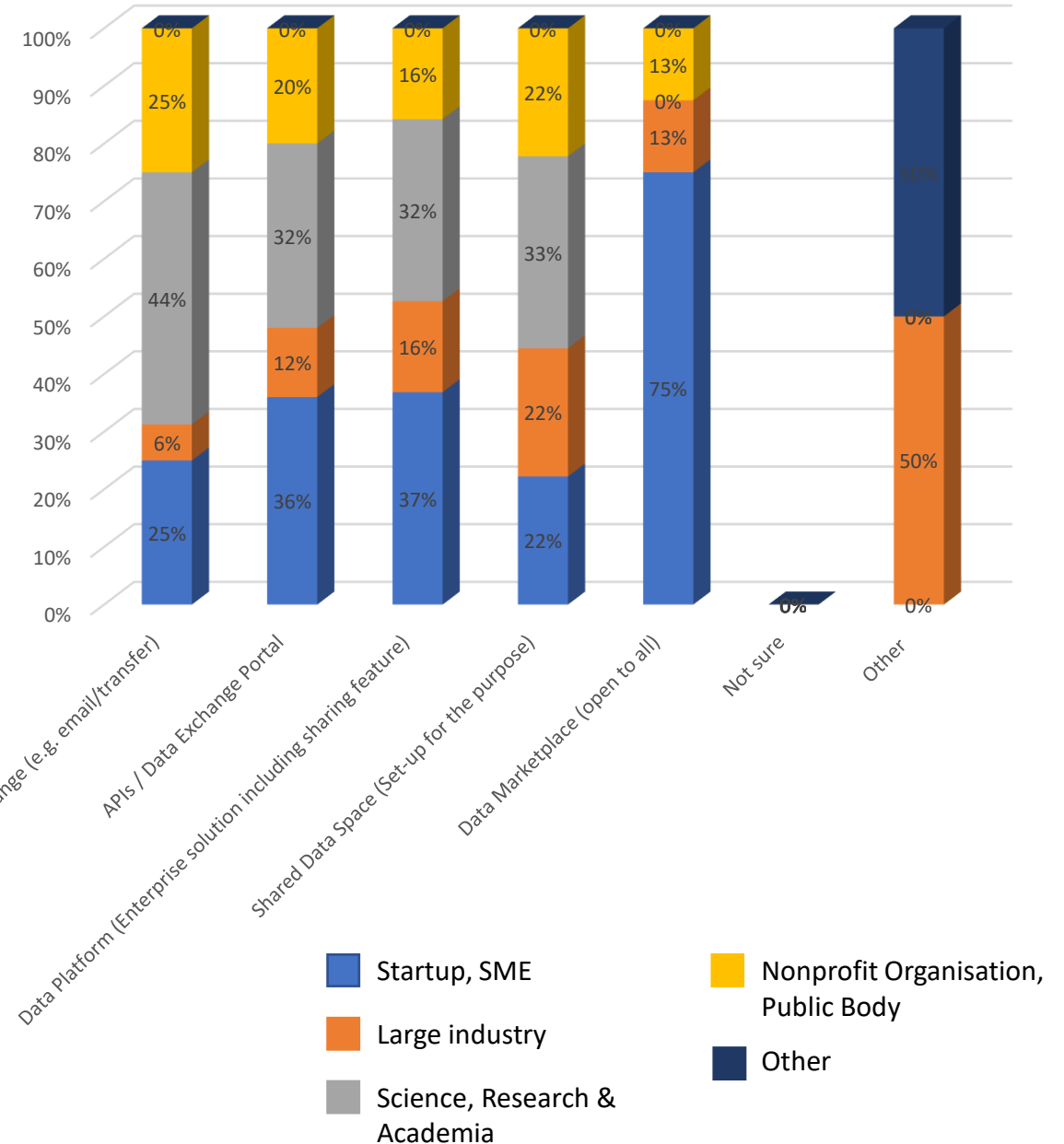
Demographic analysis

Analyzing which methods, tools or platforms companies use, in the graphic we can see that $\frac{3}{4}$ of the companies that use data marketplaces are Startups and SMEs, while we cannot find any Science, Research & Academia company using this infrastructure.

Instead, companies from this last category are the main users of Data Dump/Direct Exchange infrastructures, representing nearly the half of users, followed by Nonprofit Organisations & Public bodies with a 25% of the total representation.

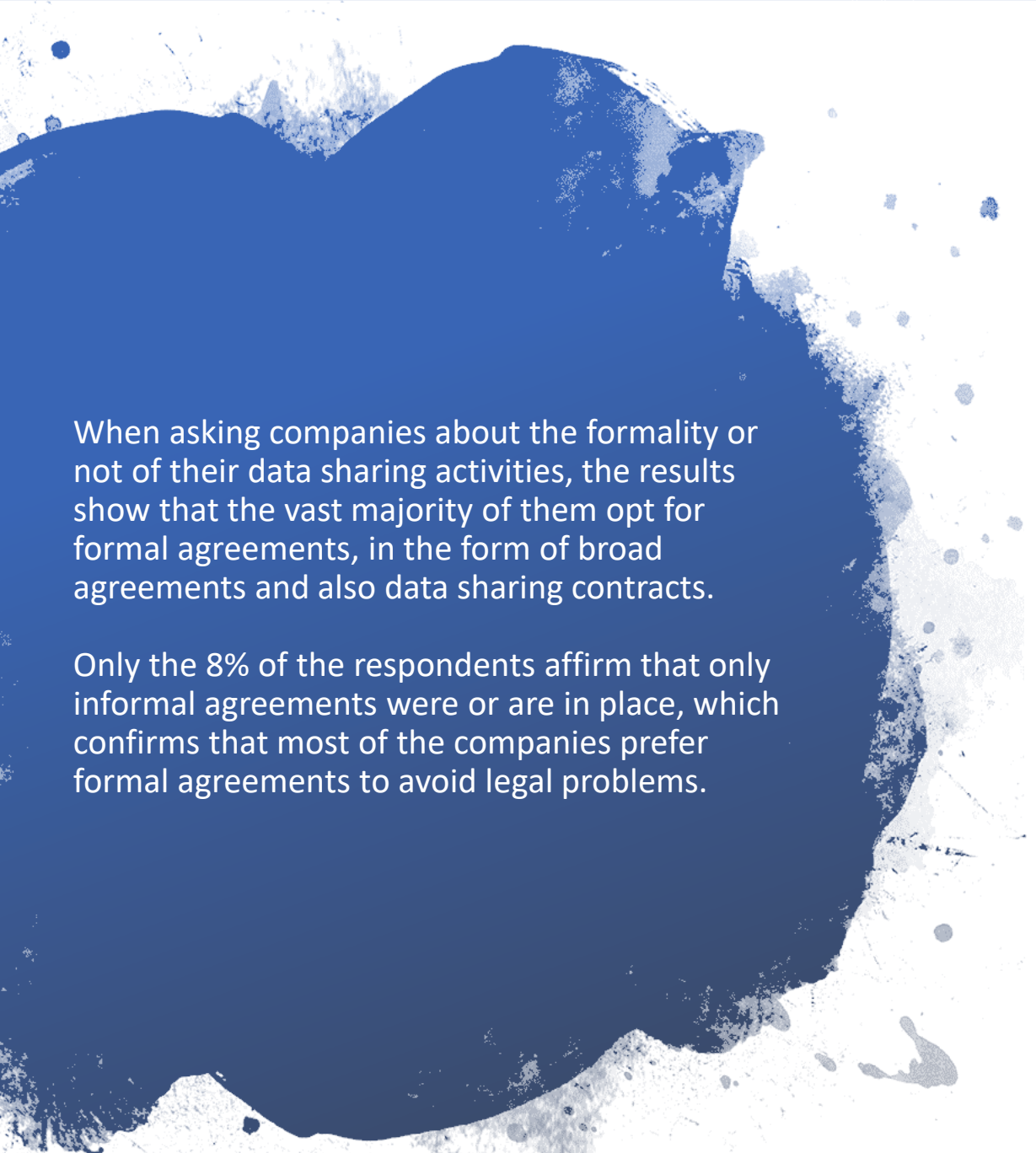
Although large industrial companies do not represent a high percentage in any of the proposed infrastructures, the most chosen option for them has been the Shared data space set up for the purpose.

Most used infrastructures per category





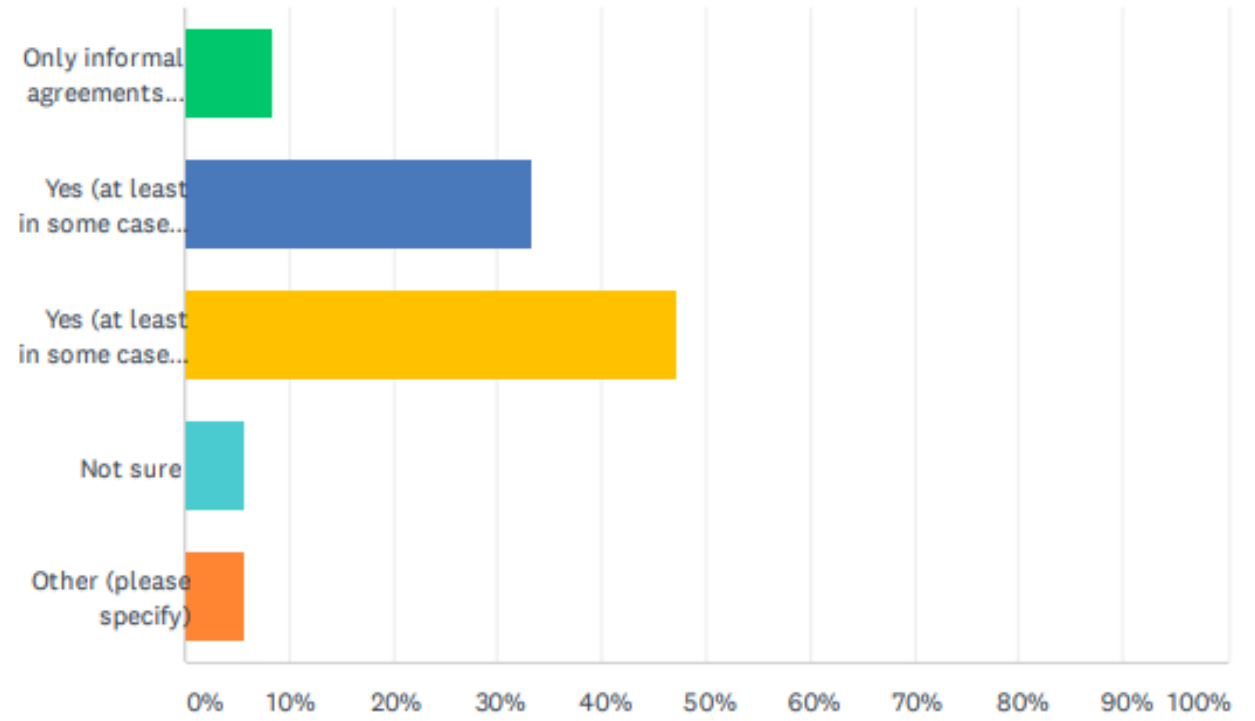
A PINCH OF
SALT



When asking companies about the formality or not of their data sharing activities, the results show that the vast majority of them opt for formal agreements, in the form of broad agreements and also data sharing contracts.

Only the 8% of the respondents affirm that only informal agreements were or are in place, which confirms that most of the companies prefer formal agreements to avoid legal problems.

Are your data sharing activities subject to formal agreements?

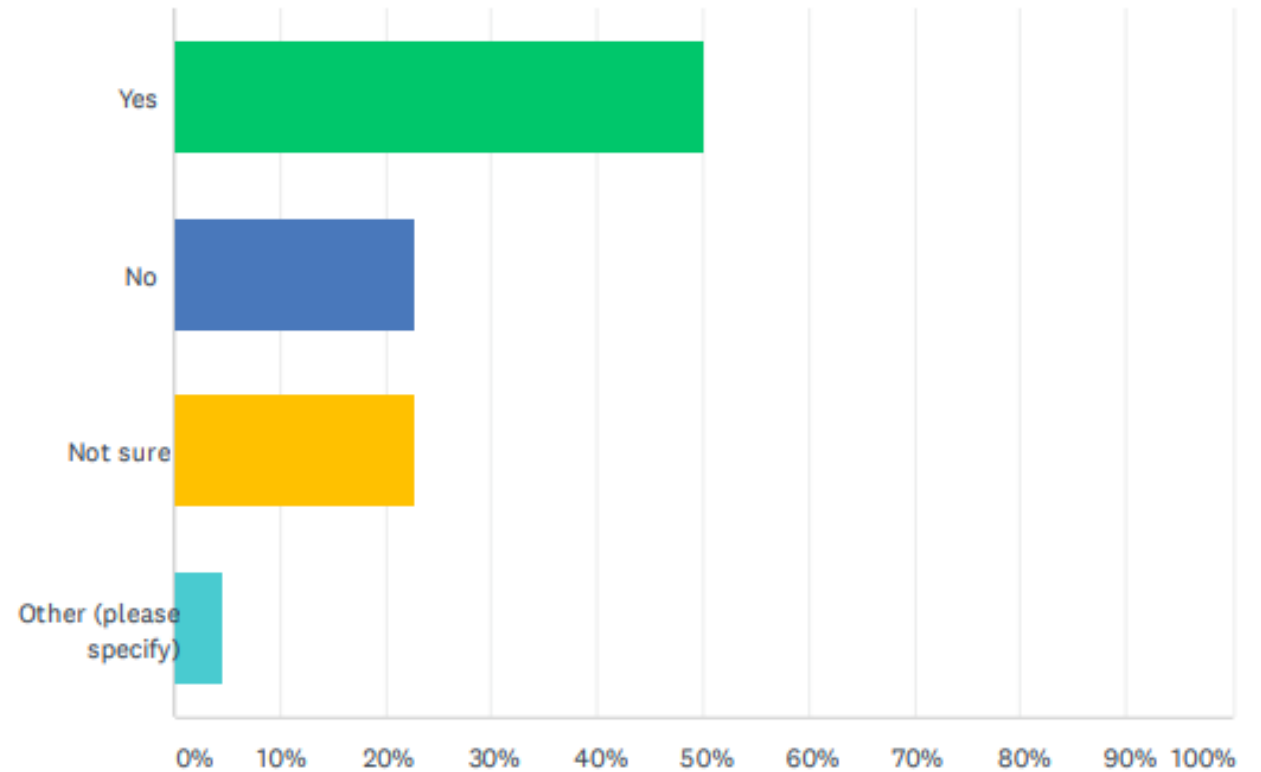


ANSWER CHOICES	RESPONSES	
Only informal agreements were or are in place	8.33%	3
Yes (at least in some cases), based on a formal agreement (broad agreement)	33.33%	12
Yes (at least in some cases), based on specific data sharing contracts (fine-grained)	47.22%	17
Not sure	5.56%	2
Other (please specify)	5.56%	2

Trust issues are one of the biggest problems in data sharing activities and reducing them is necessary to exploit the full potential of data sharing.

In this sense, half of the respondents think that implementing intermediary data sharing actors would be a good solution, while the other half is split between those rejecting this idea and those that are not sure.

Do you think that intermediary data sharing actors are necessary to reduce trust issues?

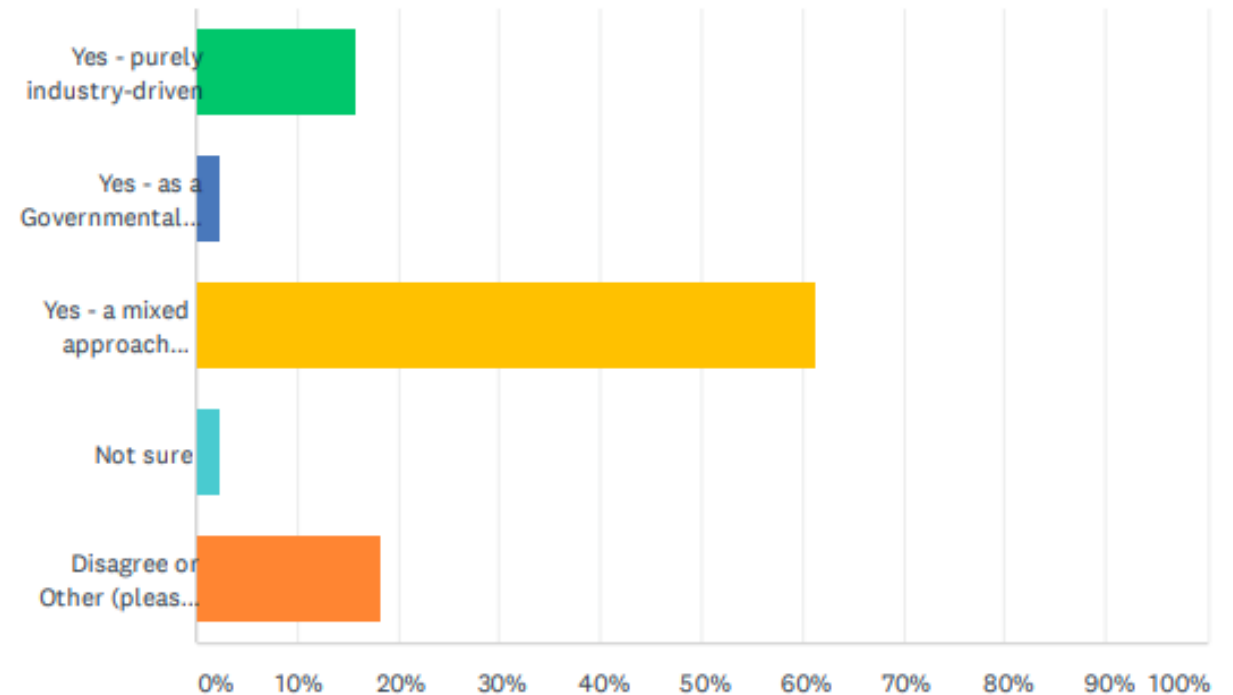


ANSWER CHOICES	RESPONSES	
Yes	50.00%	22
No	22.73%	10
Not sure	22.73%	10
Other (please specify)	4.55%	2

Nearly 80% of the respondents agree with the proposed statement of a uniform set of rules and standards to build trust and reduce transaction costs, but not all of them agree on who should it be the main driver.

However, most of the companies think that this role should be played by a mixed approach between industry and Government, followed by a 16% who think that it should be purely industry-driven.

A uniform set of rules and standards is required to build trust and lower transaction costs. Do you agree and if so, who should be the main driver?



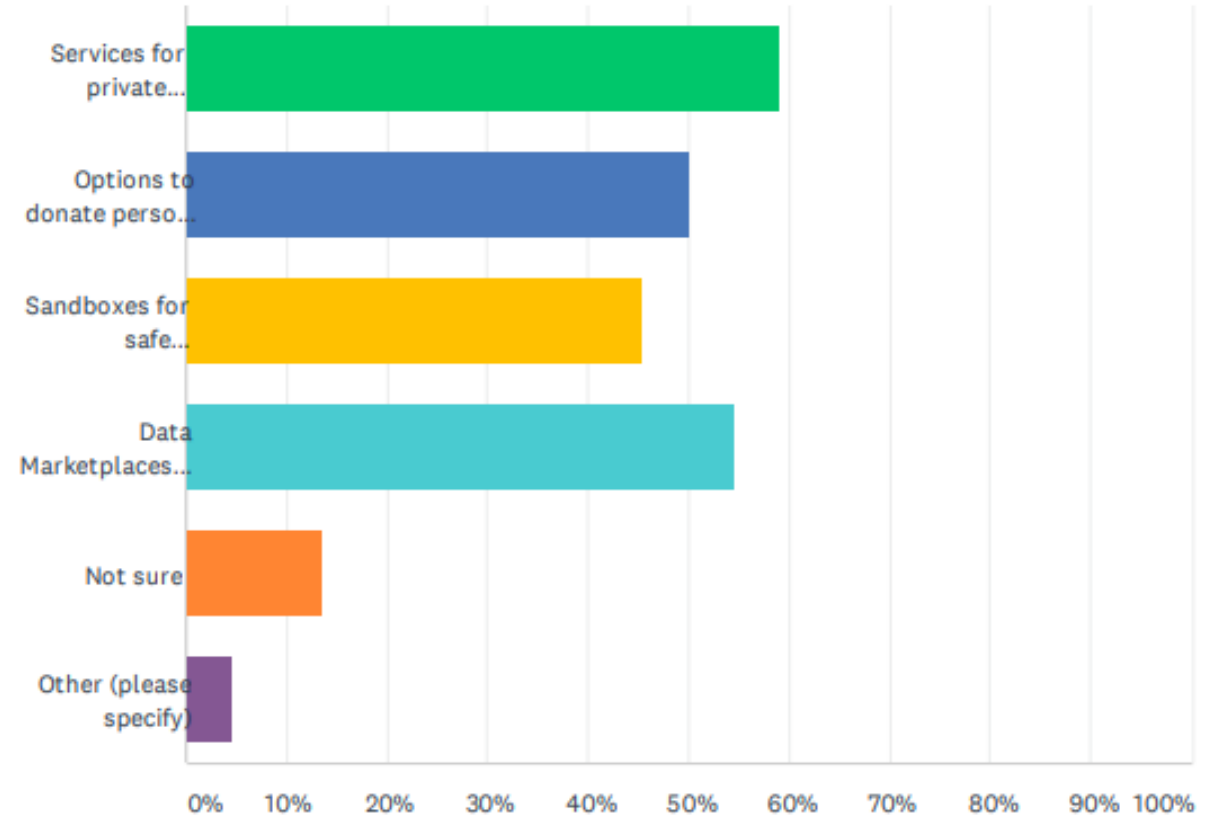
ANSWER CHOICES	RESPONSES
Yes - purely industry-driven	15.91% 7
Yes - as a Governmental Scheme	2.27% 1
Yes - a mixed approach (Industry and Government)	61.36% 27
Not sure	2.27% 1
Disagree or Other (please specify)	18.18% 8



When asking about which data sharing tools and services would benefit from putting in place a voluntary certification (similar to ISO, for example), companies think that it would be most of them.

The most repeated answer is services for private individuals to exercise control of their data, which is a currently recurrent topic of discussion, followed by Data marketplaces for B2B.

If a voluntary certification mechanism is to be put in place, which data sharing tools and services would benefit from certification?



ANSWER CHOICES	RESPONSES	
Services for private individuals to exercise control of their data (e.g., personal information management systems, data vaults, data wallets, etc.)	59.09%	26
Options to donate personal data in an anonymised manner (e.g., health-related apps, contact tracing apps, etc.)	50.00%	22
Sandboxes for safe experimentation (e.g. for pilots, exploration of new ideas, etc.)	45.45%	20
Data Marketplaces for B2B	54.55%	24
Not sure	13.64%	6
Other (please specify)	4.55%	2