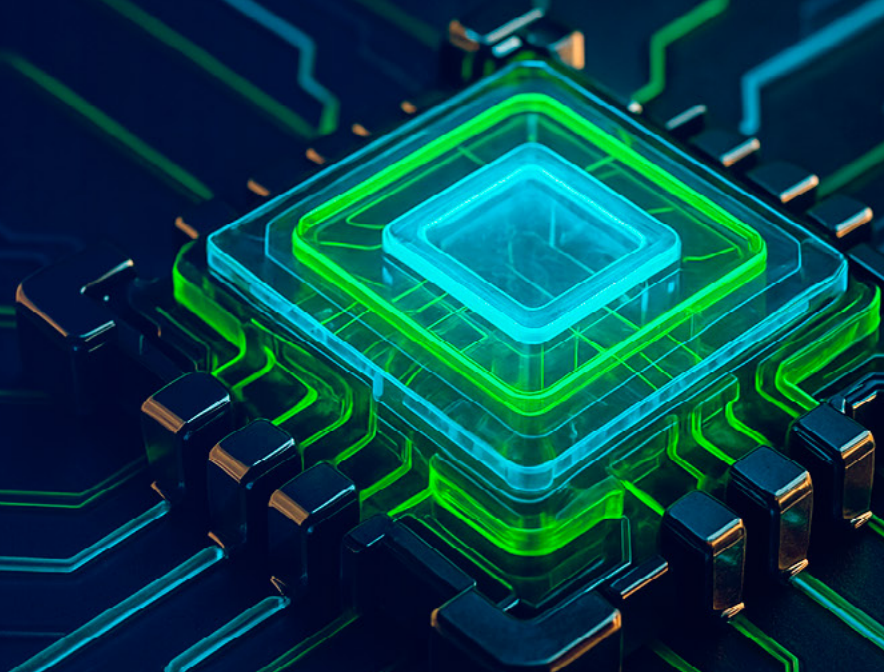




# Outliers<sup>2026</sup>

Wayra Startup Selection





# What is Wayra?

As Telefónica's Corporate Venture Capital and Open Innovation arm, Wayra has spent the last 15 years supporting the Telefónica Group in its search for innovative solutions from startups to tackle the significant challenges we face.

To achieve this, we have actively engaged with the entrepreneurial ecosystems in the main geographical areas where Telefónica operates, whilst forging connections and making investments in the world's leading technology ecosystems.

At Wayra, we invest in startups with the potential to bring cutting-edge innovation to Telefónica in the fields of Cybersecurity, Artificial Intelligence and Connectivity, whilst offering innovation services to third parties, empowering them to improve their open innovation strategies.



# What are the Outliers?

Wayra's Outliers represents a curated selection of the most impactful startups from Wayra & Funds portfolio. These companies are distinguished by their exceptional performance in areas such as revenue, valuation, growth, and other key metrics.

In addition to the Outliers, we feature our 'Tech Bets', startups chosen for their clear potential for growth and innovative technology. Also, we spotlight our most successful and notable achievements: the 'Exits' that demonstrate the strength and value of our portfolio.



# Meet our Champions!

Airalo	Hiya	SpectroCloud
Beegol	NovaLabs	Whalebone
Bit2Me	Omni Saúde	WiseCX
Cafler	Ori	Zynap
CloudNC	Payflow	
Conexa Saúde	Perplexity	
Factorial	Shakers	

Wayra's Outliers is our annual showcase of the top-performing startups from the Wayra's & Funds portfolio. This initiative highlights companies with significant achievements in revenues, growth, valuation, as well as those driving successful collaboration with Telefónica and its clients.



SCOPE



INVESTMENT  
VEHICLE



INDUSTRY /  
TECHNOLOGY



CLIENT  
APPROACH



## Airalo

Airalo, founded in the USA, is a global eSIMs platform for travellers providing access to +200 countries connectivity at local rates.

[www.airalo.com](http://www.airalo.com)



Global



Wayra



Telco - Connectivity



B2B & B2C



## Beegol

Beegol turn ISP network data into outcomes with autonomous AI agents that analyze, triage, and act instantly—reducing technical calls and truck rolls while improving reliability and customer experience.

[www.beegol.com](http://www.beegol.com)



BRA, US, UK, Portugal



Wayra & Funds - Indicator



Telco - AI Customer Experience



B2B



## Bit2Me

Bit2Me is a leading spanish crypto exchange platform, aiming to connect the digital world of bitcoin with the physical world of cash, and democratize the token economy and integrate Web3 into real economy.

[www.bit2me.com](http://www.bit2me.com)



Spain & LatAm



Wayra



Crypto - Blockchain



B2B & B2C



## Cafler

Cafler is a Spanish company that provides an end-to-end digital platform for vehicle logistics and fleet operations. It automates processes such as vehicle pickup, delivery, storage, and maintenance coordination for automotive companies.

[www.cafler.com](http://www.cafler.com)



Europe



Wayra



Mobility



B2B



## CloudNC

CloudNC is a UK manufacturing technology company that uses artificial intelligence to automate and streamline precision machining. It primarily develops software to reduce the time spent programming CNC (Computer Numerical Control) machines.

[www.cloudnc.com](http://www.cloudnc.com)



Global



Wayra



Industry - AI



B2B



## Conexa Saúde

Conexa Saúde is a digital telemedicine platform that enables users to receive medical and psychological care online; it is widely used by companies and insurance providers to offer healthcare services to employees or policyholders.

[www.conexasaude.com.br](http://www.conexasaude.com.br)



Brazil



Funds  
Vivo Ventures



eHealth - AI



B2B & B2C



## Factorial

Factorial, founded in Spain, is a HR management platform for small and medium businesses. It helps manage employees' holidays and sick leaves easily, offer benefits or flexible compensation plans while also automatizing payroll, and more..

[www.factorialhr.es](http://www.factorialhr.es)



Spain



Funds - Leadwind



HR - AI Future of Work



B2B



## Hiya

Hiya's Voice Performance Platform flags spammers, blocks fraudsters, and enables businesses to connect with their customers by enriching calls with ID, logo and call reason. It was founded in the US, with offices in UK and Spain.

[www.hiya.com](http://www.hiya.com)



Global



Wayra



Telco - AI Customer Experience  
& Cyber



B2B





## NovaLabs

Developer of a decentralized machine networking technology designed to introduce a better way to build wireless infrastructure. It's technology operates a peer-to-peer wireless network that provides a secure and cost-effective way to send data, providing businesses with a truly decentralized and trustless model for building wireless infrastructure.

[www.helium.com](http://www.helium.com)

- Global
- Funds - Borderless
- Telco - Blockchain / Crypto / **Connectivity**
- B2B & B2C



## Omni Saúde

Omni is the first prescription plan that works at any pharmacy in Brazil, with a focus on the user experience. It's simple and digital. It works like a credit balance for buying medicines at any pharmacy in the country.

[www.omnisaude.app](http://www.omnisaude.app)

- Brazil
- Wayra
- eHealth - HR - **AI**
- B2B & B2C



## Ori

Ori is an AI and cloud infrastructure company that provides on-demand access to large GPU clusters and private or federated cloud environments, offering a software layer that lets enterprises and governments securely orchestrate, optimize, and scale their AI workloads, reducing costs and ensuring compute availability.

[www.ori.co](http://www.ori.co)

- Global
- Wayra
- Connectivity** - AI
- B2B



## Payflow

Payflow, from Spain, is a financial software that provides employees access to salaries instantly without the need for their companies to have cash flow in the middle of the month, while keeping the process of payroll settlement incredibly simple.

[www.payflow.es](http://www.payflow.es)

- Europe, COL, PER
- Wayra
- Fintech - **AI Future of Work**
- B2B





## Perplexity

Perplexity is an AI-powered information discovery tool providing real-time answers, personalized search experiences and integration with data sources. Users can efficiently access accurate information, enhancing their research and decision-making.

[www.perplexity.ai](http://www.perplexity.ai)



Global



Wayra



AI Future of Work



B2B, B2C



## Shakers

Shakers, from Spain, facilitates collaboration between freelancers and corporations. Their AI powered technology matches companies with verified external talent, allowing clients to manage projects and relationships with external talent efficiently.

[www.shakersworks.com](http://www.shakersworks.com)



Spain



Wayra & Funds - Leadwind



HR - AI Future of Work



B2B, B2C



## SpectroCloud

Spectro Cloud is a Kubernetes enterprise management platform designed to make complex Kubernetes environments simpler, making it easy to manage the full lifecycle of new and existing Kubernetes environments on any data center or cloud environment and constantly monitors clusters for compliance, security, and health.

[www.spectrocloud.com](http://www.spectrocloud.com)



Global



Funds - Alter



IT, Cloud & Dev. Ops - AI



B2B



## Whalebone

Whalebone, from Germany, provides a network security solution that leverages DNS filtering and provides protection against malware, spam, DDoS attacks, and hacking websites. It redirects malicious traffic so malware isn't able to contact its servers.

[www.whalebone.io](http://www.whalebone.io)



EU



Wayra



Cyber - AI Customer Experience



B2B2C





## Wise CX

WiseCX enhances customer experience through innovative technology solutions, focusing on customer experience management, data-driven insights, and automation. They leverage analytics understand client needs better, while providing multi-channel support to ensure seamless interactions across various platforms.

[www.wisecx.com](http://www.wisecx.com)



Hispan & Spain



Wayra



AI Customer Experience



B2B



## Zynap

Zynap is developing a platform that uses advanced generative AI models to simulate real-world attacks, thereby helping businesses stay one step ahead of cybercrime. Its aim is to predict, simulate and pre-empt potential threats.

[www.zynap.com](http://www.zynap.com)



Spain



Funds - Leadwind



Cyber - AI



B2B

# Meet our Tech Bets!

Subphonic	Koywe	Parametrix
Bondio	LuxQuanta	Reelables
Galtea	Munch	Telness Tech
Glide	OneLayer	Theker

This companies demonstrate they have a clear growth potential and a cutting-edge technology.



## Subphonic.ai

Subphonic (formerly Aiphoria) is a conversational intelligence platform that uses AI to analyze large volumes of enterprise voice data. Helping businesses, especially in telecommunications and fintech, extract actionable insights from all their calls, identifying new revenue opportunities and ensuring regulatory compliance by automating the analysis of previously unmonitored audio.

[www.subphonic.ai](http://www.subphonic.ai)



Wayra



Telecom - AI Customer Experience



B2B



## Bondio

Bondio is a UK company that provides a global connectivity marketplace, enabling businesses to access local 5G/4G, voice, and IoT networks through a single API and scalable eSIM infrastructure.

[www.bondio.co](http://www.bondio.co)



Wayra



Connectivity - Telco



B2B



## Galtea

Galtea is a Spanish AI company that offers a creative collaboration platform for film and multimedia. It automates ideation, storytelling, and script generation with generative AI tools for creators and studios.

[www.galtea.ai](http://www.galtea.ai)



Wayra



Marketing/Video - AI Future of Work



B2B & B2C



## Glide

Glide Identity delivers secure, scalable, and frictionless digital identity verification and authentication solutions. They focus on preventing account takeover fraud, leveraging mobile network operators' SIM-based authentication and GSMA Open Gateway APIs to offer AI-resistant solutions for businesses and consumers.

[www.glideidentity.com](http://www.glideidentity.com)



Wayra



Cyber - SaaS



B2B



## Koywe

Koywe is a fintech company, that provides crypto-to-fiat payment and on-ramp solutions. It enables businesses to accept digital assets and automate cross-border payments in emerging markets.

[www.koywe.com](http://www.koywe.com)



Wayra



FinTech - Blockchain



B2B



## LuxQuanta

LuxQuanta is a Spanish company that develops quantum key distribution systems to secure data communications. It enables ultra-secure encryption for critical networks using quantum cryptography technologies.

[www.luxquanta.com](http://www.luxquanta.com)



Wayra



Cyber - Quantum



B2B



## Munch

Munch is a US company that offers an AI-powered social media management platform for businesses, automating content creation, planning, scheduling, and analytics for digital channels.

[www.munchstudio.com](http://www.munchstudio.com)



Wayra



Marketing/Video - AI Future of Work



B2B



## OneLayer

OneLayer is a company that provides cybersecurity solutions for private 5G and LTE networks. It automates asset discovery, risk assessment, and protection of cellular enterprise infrastructure.

[www.onelayer.com](http://www.onelayer.com)



Wayra



Cyber - AI, Networks






B2B



## Parametrix

Parametrix is a UK company that provides analytics and insurance-focused insights on cloud service outages. It helps businesses quantify and manage financial risk from cloud and digital infrastructure failures.

[www.parametrixinsurance.com](http://www.parametrixinsurance.com)




-  Funds - Íope Ventures
-  Insurtech - Cloud
-  B2B



## Reelables

Reelables is a technology company that develops smart tracking labels for logistics and supply chains. It enables real-time monitoring of shipments using cellular-connected, reusable tracking devices.

[www.reelables.com](http://www.reelables.com)




-  Wayra
-  Logistics - **Connectivity**
-  B2B



## Telness Tech

Telness Tech is a telecommunications software company that offers a cloud-native, fully automated BSS/OSS platform called Seamless OS, enabling mobile operators and MVNOs to launch, manage, and scale digital telco services quickly and at low operational cost.

[www.telnesstech.com](http://www.telnesstech.com)




-  Wayra
-  Telecom - **Connectivity**
-  B2B



## Theker

THEKER Robotics is a company specialized in robotics, deep learning, and computer vision. It has the capability to design, manufacture, and comprehensively market all types of autonomous machines or robots for process automation within the industrial sector.

[www.theker.ai](http://www.theker.ai)

-  Funds - Leadwind
-  Robotics - **Connectivity** - **AI**
-  B2B



## Meet our Exits!


Adjust	HER	Teravoz
AltioStar	Nozomi	Trustev
Autofact	Packlink	
Flywire	Quit Genius	

Our most significant exits, whether achieved through strategic opportunities or acquisitions.



## Adjust

Adjust, from Germany, offers a Business Intelligence platform for marketers, combining attribution for advertising sources with analytics and store statistics.

 Funds - Active

 Marketing

 B2B

**EXIT**



## Altiostar

Altiostar, acquired by Rakuten, is an American business that offers an E2E virtualized RAN software solution with full interoperability already completed with major radio, HW & services vendors.

 Wayra

 Telco & Connectivity

 B2B

**EXIT**



## Autofact

Autofact is a Chilean company specializing in automotive information and technology. It provides tools like vehicle history reports, digital transfer services, and fine management to help to buy and sell used cars.

 Wayra

 E-Commerce

 B2B, B2C

**EXIT**



## Flywire

Flywire is a global payments enablement and software company. It combines its proprietary global payments network, next-gen payments platform and vertical-specific software to deliver the most important and complex payments for clients and their customers.

 Funds - Kibo I

 Fintech

 B2B, B2C

**EXIT**



## HER

HER is a UK-founded company that operates a dating and community app for LGBTQ+ women and queer people. It enables matching, chat, and community groups and events to help users meet, date, and make friends.

 Wayra

 Social Networks

 B2C

**EXIT**



## Nozomi

Nozomi Networks is an American business that provides an industrial cybersecurity solution for real-time visibility to manage cyber risk and improve resilience for industrial operations.

 Wayra

 Cybersecurity

 B2C

**EXIT**



## Packlink

Packlink is a Spanish online platform that offers cost-effective package delivery services in Spain and internationally, allowing users to compare prices across providers to find the most cost-effective solution.

 Funds - Active

 Logistics

 B2B, B2C


**EXIT**

# Quit Genius

## Quit Genius

Quit Genius, now Pelago, is a USA digital behavior change platform for various addictions. It uses a disruptive model to deliver best practice care via digital cognitive behavioral therapy, expert coaching and more.

 Wayra

 eHealth

 B2B

EXIT



## Teravoz

Teravoz is a Brazilian company which offers a highly customisable VoIP service that integrates with legacy systems through a robust API platform. Now under the Twilio brand.

 Wayra

 Telco

 B2B

EXIT



## Trustev

Trustev increases sales and stops fraud for e-commerce and financial companies. It offers a totally modern approach ecommerce fraud prevention through real-time online identity verification. Now acquired by TransUnion.

 Wayra

 Cybersecurity

 B2B

EXIT

**W wayra**  
Telefónica