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# BARCELONA, A GOOD INVESTMENT

Practical guide for making business investments in Barcelona

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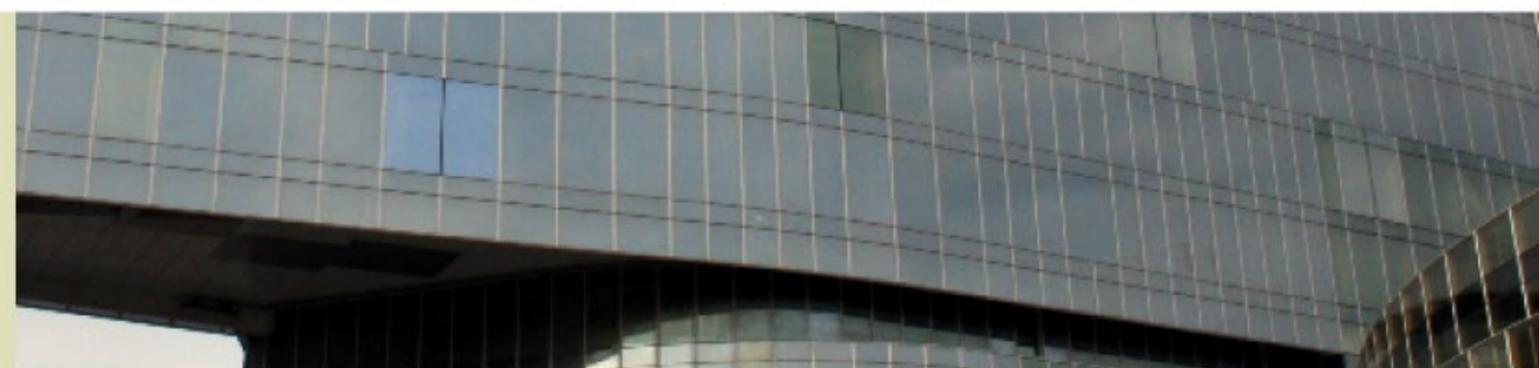
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# BARCELONA, A GOOD INVESTMENT

Practical guide for making business investments in Barcelona



**Mediterranean, cosmopolitan, entrepreneurial, open and tolerant, Barcelona is a dynamic,** trendsetting city that is strengthening its personality and promotes creativity, talent, innovation and an international outlook. Thanks to all these factors, the Barcelona area boasts one of the highest levels of development potential in Europe and has become a very attractive place to set up a company.

This is the second edition of *Barcelona: A Good Investment*, the practical guide to doing business in the city. It was jointly produced by Barcelona City Council's Department of Economic Promotion and the Catalan government's ACCIÓ agency, and provides useful, practical information for anyone interested in starting up a company and doing business in Barcelona.

Barcelona's long industrial tradition, coupled with its dense business community, generates an important centre for attracting foreign investment, particularly in industry, advanced services and new economic activities. Around 3,000 foreign companies are located in Catalonia, which represents 25% of foreign investment in Spain. Increasingly, companies looking towards the future are choosing to set up in Barcelona, and we are proud to say that once they are here, their expectations are completely satisfied. Similarly, companies already established in the city often act strategically by making new investments aimed at moving towards activities of greater added value.

This guide provides socioeconomic data on Barcelona and information about new town-planning projects and activity in strategic sectors. It also provides a schematic outline of the steps to be taken to start a business activity.

We hope that this second edition of our guide will be of help in your decision to do business in Barcelona, and that it will speed up the process of engaging in new economic activity.

We look forward with pleasure to welcoming you to Barcelona and Catalonia.

**JORDI HEREU I BOHER**

*Mayor of Barcelona*

**As the Minister of Innovation, Universities and Enterprise of the Catalan government,** it is my pleasure to welcome you and thank you for your interest in this publication.

When entrepreneurs choose a location for their company and when companies make a new business investment, they must evaluate the full range of factors that can directly help them make their decision.

Catalonia boasts many of these factors: a dense, diversified business community; good communications; a modern taxation system; good general services; qualified human resources; efficient suppliers; incentives for companies; excellent quality of life; and government policies that take special care to create a favourable atmosphere for business.

Catalonia has talent, knows how to face new challenges, and offers major present and future opportunities in the fields of innovation, research and development, design and creativity.

The fact that Barcelona, the capital of Catalonia, was recently selected as the headquarters of the Secretariat of the Union for the Mediterranean has consolidated the city's reputation as a reference point on the Mediterranean, and has positioned it as a major hub for Euro-Mediterranean relations and a promoter of knowledge, research and innovation. This development opens the door to new challenges and opportunities for companies and entrepreneurs in a new framework of cooperation between the European Union and the countries on the southern shore of the Mediterranean.

The Economic Promotion Sector of Barcelona City Council and ACCIÓ, which belongs to the Catalan Ministry of Innovation, Universities and Enterprise, have published this guide with the aim of providing a detailed view of how Catalonia and Barcelona combine all these factors, and of offering useful, practical information for investors to answer any questions they may have regarding starting up and developing business projects in Catalonia.

ACCIÓ is staffed by a professional team with multidisciplinary experience that is committed to your investment project and will work with your company before, during and after the project has started.

I would like to conclude by congratulating and encouraging all the entrepreneurs who have created or will create companies in Catalonia. Each of you is and will be a key part of our business community and one of the economic drivers of Catalonia.

**JOSEP HUGUET I BIOSCA**  
*Minister of Innovation, Universities and Enterprise*





Ajuntament de Barcelona  
Economic Promotion

## BARCELONA CITY COUNCIL: INTERNATIONAL ECONOMIC PROMOTION

International Economic Promotion is the Barcelona City Council department that offers advisory services to companies, professionals and institutions interested in setting up and doing business in Barcelona. It also offers a wide range of services for international companies that are already working in the city and are interested in expanding.

At the same time, International Economic Promotion works towards increasing Barcelona's financial flows, including inward flows (attracting investments, companies, professionals, institutions, congresses, etc.) and outward flows (international promotion of the city's professionals, products and services).

### SERVICES

**:: Economic information** that has been processed and personalized to help make decisions about where to locate a business, as well as market research and macroeconomic analysis.

**:: Barcelona Seminars:** sessions for institutional groups and business delegations that provide full immersion in the economic situation in Barcelona: the city's past, current projects and future prospects.

**:: Advice and accompaniment on foreign investment projects and business.**

**:: Organization of business agendas and matchmaking service.**

**:: Business landing platform:** office space is made available to international companies (Barcelona Business Corner, Barcelona Activa's International Incubator, international business landing platform in 22@bcn).

**:: Internationalization support for local companies.** Business missions to international markets (business bridges and technology bridges), in collaboration with the Chamber of Commerce.

>[www.bcn.cat/barcelonabusiness](http://www.bcn.cat/barcelonabusiness)

## BARCELONA ACTIVA: SERVICES FOR ENTREPRENEURS, EUROFFICE PROGRAMME, BARCELONA NETACTIVA

Barcelona Activa is the municipal agency that handles local development and is the leader in accompanying entrepreneurs.

### EUROFFICE

With 60 members, the EurOffice programme aims to facilitate access by innovative SMEs to international markets through exchange and the promotion of services to provide advice on business internationalization.

The programme is a network of the best business incubators and science and technology parks in Europe and the rest of the world to help share resources and knowledge with the aim of providing support for business internationalization. The network allows companies to participate in technology environments all over the world and to launch their products and services on new markets.

### BARCELONA NETACTIVA

The Barcelona NetActiva virtual innovation environment is a platform that provides a community of 732 companies with access to a set of specific services for active companies, as well as tools for business cooperation such as a business opportunities forum, a virtual school for entrepreneurs and other services.

> [www.barcelonactiva.es](http://www.barcelonactiva.es)

### 22@BCN

22@Barcelona is the largest urban-renewal project in the city of Barcelona. It involves a 200-hectare area of industrial land in the city's Poblenou district. This initiative constitutes a new city model that will respond to the challenges of the knowledge society. In this model of a compact city, the most innovative companies work side by side with universities, research centres, training institutions and transfer-technology centres, as well as residents, public services and parks.

> [www.22barcelona.com](http://www.22barcelona.com)



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## ACC10- INVEST IN CATALONIA

ACC10 is the agency for business innovation and internationalization that forms part of the Catalan Ministry of Innovation, Universities and Enterprise. It has an ample scope that includes the business community, entrepreneurs, universities, the public administration, private investment and markets.

Invest in Catalonia, forms part of the ACC10 Internationalization Centre, whose mission is to attract financially and technologically sound business investment to Catalonia that will generate wealth and stable, quality employment. The objectives of Invest in Catalonia's advisory and management programmes are as follows:

**::** To attract high-impact business investments.

**::** To promote new investments, reinvestments and business expansion in Catalonia.

**::** To promote the development of new business activities in keeping with the economic situation in Catalonia.

**::** To encourage business investments based on regional balance, especially in areas affected by the withdrawal of assets and relocation processes.

**::** To be a bridge between companies and the public administration for business investments in Catalonia.

**::** To provide support to the consolidation of the Catalan business community by finding new partners and assistance for technology and production agreements with foreign firms.

**::** To provide personalized professional advice to each investor.

## ACTION PRINCIPLES

- ::** The company as client
- ::** Contribution of value
- ::** "Made to measure"
- ::** Confidentiality
- ::** Rapid response
- ::** Teamwork
- ::** Creation of synergies
- ::** "One-stop shop"
- ::** Dealing with incidents

## SERVICES

### Guidance Service for Foreign Companies

- ::** Business context: basic information on the business environment, legal framework, macroeconomic data
- ::** Industry knowledge: industry reports, statistics
- ::** Information on incentives and financing
- ::** Organization of meetings with foreign companies located in Catalonia
- ::** Visits to business locations
- ::** Contacts with official institutions and organizations

### Investment Project Management Service

**::** An experienced, professional, multidisciplinary team that offers technical assistance in all project phases: planning, development, implementation and follow-up.

### Specialized Services

- ::** Specialized Service of Advice on Incentives and Financing
- ::** Specialized Service on Locating a Business

### Service to Detect Investment Opportunities

With more than 20 years of experience abroad, ACC10 has a network of 38 international offices. The aim of the more than 150 professionals who work there is to:

- ::** Attract investment in segments that are strategic for Catalonia.
  - ::** Promote specific actions to attract and implement investments.
  - ::** Encourage collaboration between Catalan companies (technology transfer, know-how, etc.).
- > [www.acc10.cat](http://www.acc10.cat)

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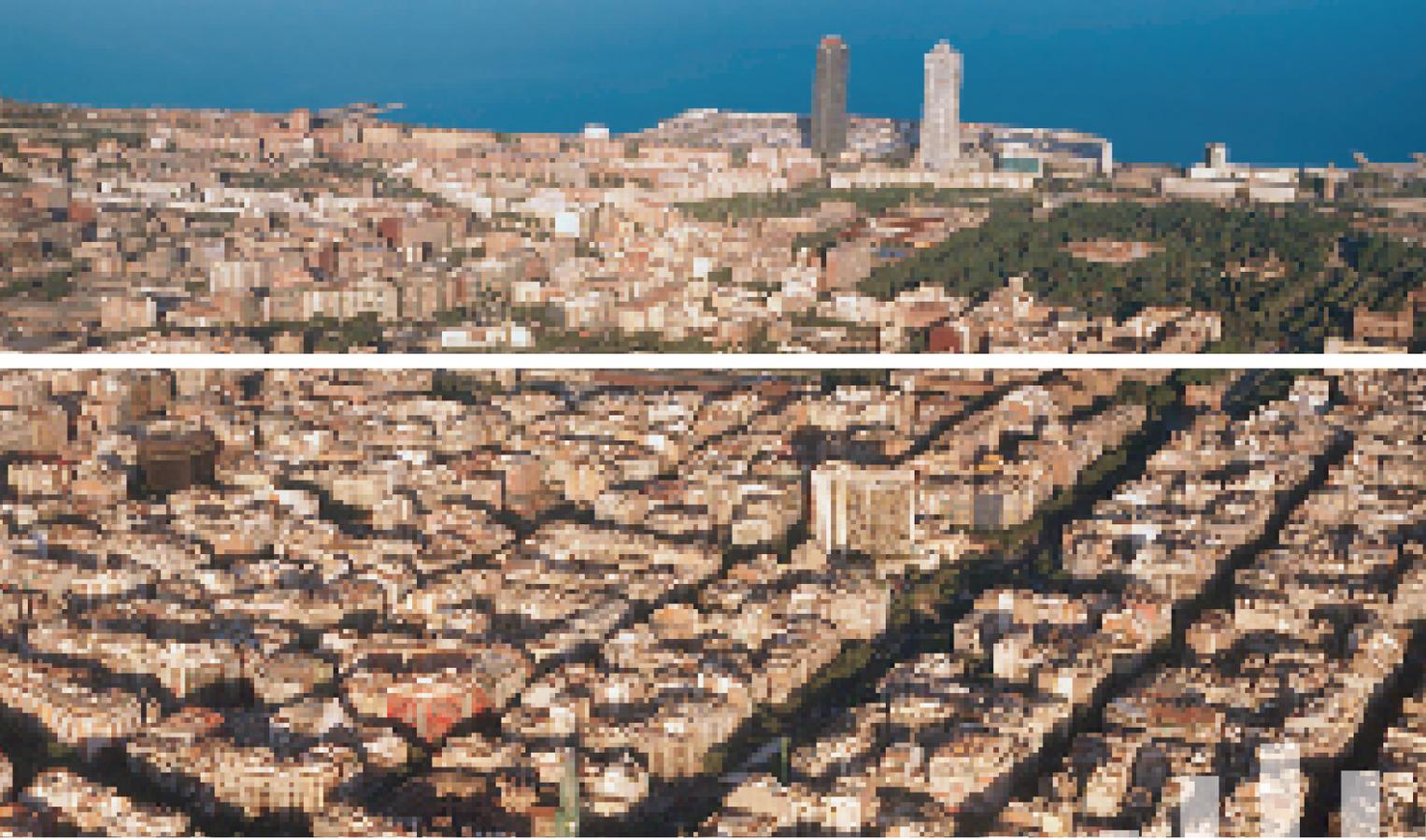
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# GOOD REASONS TO INVEST IN BARCELONA

Barcelona possesses many advantages that make it a great city in which to live, work and do business. It is therefore very attractive for new commercial activities because of all its competitive advantages.



:: Owing to its **strategic geographical location**, Barcelona is Europe's southern gateway and provides excellent access to markets in North Africa, the Mediterranean region and Latin America. The city also connects to sea routes to Asia through the Suez Canal, and all its **most important logistics and commercial infrastructure** - namely the port, airport, duty-free zone, logistics parks and the Fira de Barcelona exhibition centre - is less than 5 km from the city centre.

:: The Barcelona metropolitan area boasts **comprehensive transport infrastructure**, including a motorway network that connects it to the rest of Europe, the fastest-expanding airport in Europe and the largest port in Spain that is the leader in the Mediterranean region in terms of container traffic. The high-speed train connects the city to the rest of Spain and will connect it to the European network by 2011. The city also has an excellent public transport system (train, metro, bus, tram and bicycle-rental scheme).

:: Barcelona is the **centre of a large, dynamic, diverse economic area with an area** of influence of 4.8 million people in the greater metropolitan area, 7.2 million in Catalonia as a whole and 18 million in the Mediterranean Arc stretching from Spain to the south of France. GDP grew by over 3% in 2007, and 70% of Catalonia's GDP is concentrated in the city. Barcelona is ranked sixth in terms of population among urban areas in Europe and fifth in terms of industrial concentration.

:: The chemical, pharmaceutical, automotive, metallurgical, textile, food, consumer-electronics and graphic-design **industries** have a long-standing presence in Barcelona, while new ones are also emerging, including aeronautics, information and communication technologies (ICTs), biotech, the media, energy, agri-food and design, which are grouped in knowledge clusters.

:: Barcelona is considered Europe's fifth-best city for business, and its greater metropolitan area is a **consolidated base that is home to the largest number of foreign businesses in Spain**. These 2,700 companies account for more than half of the Japanese, French, German, American, Italian and Dutch companies that have offices in Spain. The city has furthermore consolidated itself as a home for the European divisions of multinational corporations.

:: Barcelona's **international standing is recognized** by its high ranking among cities thanks to its very favourable conditions for investors, its entrepreneurial approach, urban character, quality of life, international conferences and meetings, and prestigious city brand.

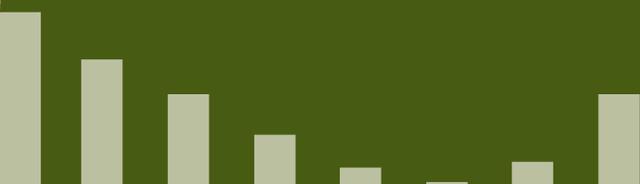
:: Barcelona is an ideal city for living and working. It offers **the best quality of life of any city in Europe**, with its stable Mediterranean climate, sunshine, beaches, wide range of cultural and leisure activities, modern healthcare system open to everyone and more than 4,500 educational institutions. It also has a comprehensive public transport network and is surrounded by green areas.

:: The city is a great source of **highly skilled human resources**. The wide range of academic institutions includes 5 public and 3 private universities, prestigious business schools such as IESE, ESADE and EADA, and 27 international schools. It is a preferred destination for foreign students, who are drawn to the extensive use of new technologies and the city's proactive approach towards innovation and creativity.

:: Furthermore, Barcelona is not standing still. **Urban transformation and renewal** is taking place in many areas of the city: the port and airport are being enlarged and new logistics parks are under construction; the high-speed train is up and running and public-transport projects are given high priority; the Sagrera-Sant Andreu, Marina and Verneda neighbourhoods are being remodelled; investments are being made in technology and innovation in the 22@ district; science and technology parks are being expanded; the Fira de Barcelona exhibition centre's role as an economic driver is being consolidated; and the city's green spaces and woods in Tres Turons Park, Montjuïc and Collserola are being extended.

:: The **property market** offers a wide and constantly expanding range of offices, commercial premises and industrial buildings with an excellent quality-price ratio. City neighbourhoods undergoing urban renewal offer new housing incentives.

:: Barcelona City Council and the Catalan government work side by side with business, and the traditional, close relationship they have enjoyed through **public-private partnerships** has been a key factor in the city's transformation. Both bodies have services and teams dedicated to supporting companies and developing business.



# 1.1 Main economic indicators

## 1.1.1 Essential information about the city

### BARCELONA'S LOCATION

Barcelona is the economic, cultural and administrative capital of Catalonia and one of the foremost cities in Spain and the European Union. It is the centre of an extensive metropolitan area made up of more than 217 towns, and is home to 4.8 million inhabitants (10.7% of the population of Spain).

Located on the Mediterranean coast in Northeastern Spain, Barcelona's level of urban density is one of the highest in Europe, with almost 1.6 million people living in an area of just 100 square kilometres.

The city is at the forefront of the Mediterranean Arc, an emerging area of economic activity in Southern Europe which includes Southeast France, the Balearic Islands, the regions of Valencia and Aragon in Spain, which has a combined population of 17 million.

The Barcelona metropolitan area is ranked sixth in terms of population among urban areas in Europe and fifth in terms of industrial concentration.

Demographically, the city of Barcelona is becoming increasingly richer in diversity, with over 280,000 foreign residents from more than 150 countries, amounting to 17.3% of the total population (as of January 2008). Looking at recent immigration by continent, South America tops the list with 45.5%, owing to the many Latin Americans who live in the city; second is Europe with 30.3%; third is Asia with 16.8%; and, finally, Africa accounts for 7.3%.

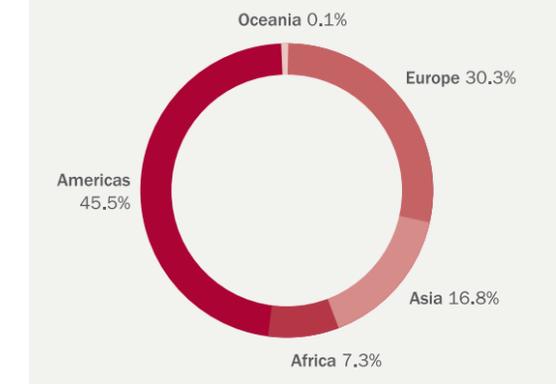
LAND AREA AND POPULATION (JANUARY 2007)

	Population January 2007	Population as % of Spanish total (%)	Land area (km <sup>2</sup> )	Density (inhab./km <sup>2</sup> )
Barcelona	1,595,110	3.5%	101	15,793
Metropolitan area	4,856,579	10.7%	3,236	1,501
Catalonia	7,210,508	16.0%	31,895	226
Spain	45,200,737	100.0%	505,988	89

Source: Barcelona City Council, Spanish National Statistics Institute (INE).



FOREIGNERS IN BARCELONA BY CONTINENT OF ORIGIN



Source: Barcelona City Council (January 2007).



### 1.1.2 A diversified economic structure

The Catalan economy has traditionally been one of Spain's economic engines, and still has the highest GDP in absolute terms of all Spain's autonomous communities.

According to data from the Catalan Statistics Institute (Idescat), the Catalan economy generated €208.63 billion of output in 2007, i.e. 19.87% of the Spanish total. Catalonia is the region that contributes most to Spain's GDP and the second-largest in terms of population.

#### GDP AT MARKET PRICES

	Spain (€ millions)	Catalonia (€ millions)	Catalonia as a % of Spain
2005	904,323	181,029	20.02%
2006	976,189	195,284	20.00%
2007	1,049,848	208,627	19.87%

Source: Idescat, INE.

#### ECONOMIC GROWTH Annual variation of GDP growth rates at constant prices

	2006	2007
Catalonia	3.9	3.6
Spain	3.9	3.8
European Union (UE25)	3.1	2.9

Source: Idescat, INE, Eurostat.

The pattern for recent years shows that, in economic terms, Spain and Catalonia have grown at rates that are significantly higher than the E.U. average. In 2007, the Spanish and Catalan economies grew by 3.8% and 3.6%, respectively. After an intense period of economic expansion that lasted for more than a decade, economic indicators in 2008 showed results in keeping with the global economic slowdown.

Barcelona's economic growth in recent years has placed it among the cities with the strongest economies in the world, according to a study carried out at the start of 2007 by the accounting firm PriceWaterhouseCoopers. Barcelona is ranked 31st on the list, above cities such as Shanghai and Singapore, out of the 36 cities with the strongest economies, which together account for 16% of world production.

#### ACTIVITY BY INDUSTRY

Barcelona has a long, substantial history of traditional manufacturing activities, and for many years has been Spain's leading producer in a variety of industries: automotive, chemical and pharmaceutical, food, publishing, consumer electronics, etc. Many of these industries left the city over time and, during the last few decades, they have moved to the outlying metropolitan area and other locations. As a re-

sult, the city has focused on the services industry, which now employs 83.1% of the working population.

#### EMPLOYMENT STRUCTURE percentage of workers by economic sector, 2007

	Barcelona	Catalonia	Spain
Agriculture	0.2%	0.5%	0.6%
Industry	11.0%	20.0%	16.5%
Construction	5.6%	10.3%	13.0%
Services	83.1%	69.4%	69.9%
Total	100.0%	100.0%	100.0%

Source: Barcelona City Council and Idescat.  
Note: Figures are for workers who are registered in the Social Security system; Barcelona figures also include those who are self-employed.

The percentage of workers in the services industry in Barcelona is considerably lower than that of other large cities such as Paris, London and Frankfurt, where the services industry accounts for 95% of the economy. Therefore, it could be said that Barcelona maintains a diverse production structure, with a strong services industry and a significant industrial base.

The production structure can also be analysed in terms of companies. According to the Central Companies Directory of the Spanish National Statistics Institute (INE), 78.1% of firms with employees in Barcelona Province in 2007 were in the services industry, 14.2% in industry and 7.3% in construction.

#### BUSINESS STRUCTURE

At the end of 2007, Barcelona Province was home to a total of 477,942 companies, according to the Central Companies Directory of the INE. This figure represents 14% of all Spanish companies and 76.3% of all Catalan companies.

#### EMPLOYMENT

According to official job-market data, the employment rate among citizens of working age in Catalonia and the city of Barcelona is high compared to the European average and the rest of Spain. The unemployment rate in Barcelona and Catalonia is higher than the European objective for 2010 (70%) set at the Lisbon European Council. Furthermore, the rate of unemployment, which surveys estimated to be at 7%, is also lower than the European average. Compared to its neighbours, Barcelona's job market is holding strong against the global economic downturn experienced since the end of 2007.

The number of immigrants in Barcelona has increased sevenfold in the space of a single decade, and the fact that most of them are of working age has rejuvenated the city's employed population.

### 1.1.3 Foreign investment in Barcelona

In 2007, Catalonia received €2,521 million in foreign direct investment, a figure almost exactly the same as that for 2006, confirming that in recent years the level of foreign investment has been stable. In Spain, the figure was €28,850 million, triple that of the previous year, thanks largely to one important event which represented 65% of the total, namely the sale of the electricity provider Endesa to the Italian company Enel.

#### FOREIGN INVESTMENT in million €

	2006		2007		% Variation 07/06
	Total	Total	excluding Endesa sale	excluding Endesa sale	
Catalonia	2,577.5	2,521.4	2,521.4	-2.2	
Spain	9,751.1	28,849.1	10,077.1	3.3	

Source: Secretary of State for Trade.  
Note: Total gross investment not including holding companies.

The Barcelona area is home to a concentration of major, well-established foreign businesses, and it is an important centre for attracting foreign investment, particularly in industry and the high-level service industry. There are over 3,000 foreign companies operating in Catalonia, amounting to approximately 34% of foreign companies in Spain. Foreign firms generate around 11% of jobs and account for 20% of the total turnover of companies located in Catalonia. Approximately 90% of the foreign companies in Catalonia are found in the Barcelona area.

Well-established firms in the region tend to act strategically by making new investments aimed at moving subsidiaries towards activities that generate higher levels of added value. The chief reason for this is the high satisfaction level (97%) of the companies already operating in the Barcelona area.

The Barcelona economic area brings together 70% of all the Japanese firms in Spain and over 50% of the German, French and American firms. The chemical, pharmaceutical and automotive industries account for more than 50% of the foreign industrial companies present in the area, with the services industry accounting for 42% and construction 3%.

The area also continues to be a key destination for highly specialized services, including administrative, financial and marketing services centres. These centres are leading the current process of transforming companies into network structures with autonomous units in different locations.

#### TRENDS

Barcelona is receiving an increasing flow of investment for the creation of management centres, research and distribution centres, software development centres and design centres in diverse industries such as professional and consumer electronics and the automotive industry.

These are some of the industries, activities and uses of the future that the city wants to promote. In order to do so, Barcelona will seek to attract companies and the business of large multinationals in the fields of design, knowledge, distribution and customer-service call centres.

#### FOREIGN INVESTMENT TABLE

##### NUMBER OF FOREIGN COMPANIES, 2007

Barcelona	1,369
Barcelona Province	2,880
Catalonia	3,116

Source: Invest in Catalonia

##### FOREIGN INVESTMENT IN CATALUNYA, 1998-2007

In thousands of euros	€ 22,223,844
Percentage of Spanish total (*)	17.80%

(\*) Excluding Endesa sale.

##### FOREIGN INVESTMENT IN CATALUNYA, 2007

Growth, 2006-2007	-2.2%
Percentage of Spanish total (*)	25%

(\*) Excluding Endesa sale.



### 1.1.4 An internationally recognized position

Barcelona is ranked highly on various international lists, which value the city very favourably for its urban character, layout, and ability to attract foreign capital, entrepreneurial approach and great quality of life.

POSITION AND LIST	SOURCE	YEAR
:: No. 1 non-capital city brand :: No. 9 global city brand, No. 4 in Europe	Anholt City Brands Index	2007
:: No. 1 European city for progress :: No. 1 European city for quality of life for its workers :: No. 5 European city to locate to	European Cities Monitor (Cushman & Wakefield)	2008
:: No. 3 European City with the best assets and the strongest brand to match	City Brand Barometer (Saffron)	2008
:: No. 3 European destination for international investment :: No. 1 Mediterranean City	European Investment Monitor (Ernst & Young) (Baromed)	2007
:: No. 1 City in Southern Europe to study in	European Cities Entrepreneurship Rank (ECER)	2007
:: Not ranked among the 30 most expensive cities in the world to live in	World-wide cost of living survey (MERCER, Human Resources Consulting)	2007
:: No. 1 European city with a prestigious city brand	Branding Communication Strategies (Porter Novelli)	2006
:: One of the 5 coolest cities in Europe	Europe's Coolest Cities (Der Spiegel)	2007
:: Within the club of the strongest cities in the world	Estudi de PriceWaterhouseCoopers	2007
:: No. 5 city in the world for international meetings	World Country & City Rankings 2006 (ICCA)	2007
:: No. 4 European city for available exhibition space (280,000 m <sup>2</sup> )	Rànquing Europeu Recintes Firals (AUMA)	2007

### 1.1.5 First-class academic and international training institutions

Barcelona's strong educational tradition has made it a city well equipped for continuous improvement in this area. Its network of educational institutions offers a complete range of subjects, providing easy solutions to different educational needs and circumstances.

#### UNIVERSITIES AND HIGHER EDUCATION

Barcelona boasts eight universities: five public (Universitat de Barcelona, Universitat Autònoma de Barcelona, Universitat Politècnica de Catalunya, Universitat Pompeu Fabra and Universitat Oberta de Catalunya, which is a distance-learning university) and three private (Universitat Ramon Llull, Universitat Internacional de Catalunya and Universitat Abat Oliba CEU). Offices and centres attached to other Catalan, Spanish and foreign universities can also be found in the city.

As well as the eight universities listed above, the city is home to a number of very prestigious business schools, including the Instituto de Estudios Superiores de la Empresa (IESE), the Escuela Superior en Administración y Dirección de Empresas (ESADE) and la Escuela de Alta Dirección y Administración (EADA). In this sector, Barcelona is an internationally recognized brand and there are few other cities in the world with such a concentration of top-level business schools. Many foreign students come to Barcelona each year to study business administration.

#### INTERNATIONAL SCHOOLS

In Barcelona and its metropolitan area, there are a number of international schools which teach their syllabuses in accordance with their country of origin. There are a total of 27 schools teaching in five different languages: English, French, German, Italian and Japanese.

### 1.1.6 Quality of life: a city for living and working

Barcelona is a dynamic, modern and diverse city, which for centuries has combined a strong entrepreneurial, commercial and business spirit with the art of living well and enjoying cultural vitality and a high-quality urban lifestyle.

In 2008, for the tenth year in a row, European executives interviewed by the consultancy firm Cushman & Wakefield in their annual European Cities Monitor study once again rated Barcelona as the city with the best quality of life for workers.

The Mediterranean climate ensures pleasant, moderate temperatures all year round, little rain and many hours of sunshine. The warm climate and sunshine – up to 15 hours of sunshine per day in summer – mean that daily life in Barcelona is associated with good weather and being outdoors.

Barcelona's 4.5 kilometres of beaches are the most frequently used leisure areas in the metropolitan area. People love to swim, sail, sunbathe, stroll, play and enjoy the sea. Between May and September 2007 they had around 4.6 million visitors, thanks to their high levels of safety, hygiene, facilities and easy access via public transport.

Barcelona also has numerous green areas, parks and gardens spread throughout the city, and 371,334 trees lining its streets and avenues. Close to the city is Collserola Park, with 8,000 hectares of forest (1,795 of which are within the city limits). This park is one of the largest natural spaces in the world so close to a city. Less than one hour from Barcelona are other areas and protected national parks which encourage people to engage in sports and outdoor leisure activities are encouraged.

Furthermore, the city houses a wealth of cultural riches. There are 913 monuments such as sculptures, fountains and other public artworks which can be enjoyed when walking around the city, 49 museums, 46 theatres, over 200 cinemas and a myriad concerts and festivals that take place throughout the year. Barcelona's priceless architectural heritage, with Roman ruins and Romanesque, Gothic, Modernist and contemporary architecture, plays an important part in attracting visitors. Barcelona is the only city in the world to have nine buildings declared World Heritage Sites by UNESCO.

Besides all the above, the area offers first-class public and private services (such as education, healthcare etc.), and its businesses have a strong commitment to environmental issues, respecting quality standards and preventing hazards in the workplace. This, combined with high-quality, low-cost public transport, makes Barcelona a very attractive city to live in as well as a great place to do business.



### 1.1.7 New urban-planning projects

Barcelona is a dynamic city that is reinventing itself for the future. It is currently in the middle of the most important urban and economic transformation in its recent history. The new projects looking towards the future aim to consolidate and build upon the city's economic development, in accordance with the new parameters of the knowledge society, sustainability, internationalization, social cohesion and quality of life.

The scope of some of these projects reaches beyond the city limits and into the surrounding area, representing a strong investment in the metropolitan area as a whole.

Some of the most emblematic projects are outlined below:

#### 22@: BARCELONA'S INNOVATION DISTRICT

- :: Distance to the city centre: 2.5 km
- :: Size: 200 hectares
- :: 3.2 million m<sup>2</sup> for production activities
- :: €180-million infrastructure plan
- :: An estimated 150,000 new jobs
- :: 4,000 new public-housing units
- :: €12 billion of economic operating potential

The old industrial district of Poblenou will be transformed into a new technological and innovation district to promote the establishment of high-level activities in the services industry and knowledge-intensive industries. The district will be put to a variety of uses and will be a place for living and working. 22@ promotes the concentration of activities in five strategic industries: multimedia and audiovisual, IT, bio-medicine, energy and design.

#### ENLARGEMENT OF THE PORT AND AIRPORT PORT

- :: Distance to the city centre: 2 km
- :: Doubling of the sea area to 786 hectares
- :: Doubling of the land area to 1,265 hectares
- :: Extension of the wharves to 29,702 m
- :: Enlargement of the logistics activities zone by 200 hectares

#### AIRPORT:

- :: Distance to the city centre: 7 km
- :: New passenger terminal
- :: High-speed-train station (TAV)
- :: Enlargement of the freight zone
- :: Airport city (complementary services and activities)
- :: Better access by road, rail and metro

This is an ambitious project to remodel and enlarge the airport and port facilities in order to improve the handling of passengers (up to 70 million for the airport) and cargo in terms of quality and quantity, and to improve intermodal connections with other forms of transport (road, rail and metro).

A key objective is to convert Barcelona Airport into an international hub ready to respond to the predicted demands for growth up to 2025. Regarding the port, its enlargement will be completed in 2010 and it will be the most important logistics centre in Southern Europe.

#### SAGRERA - SANT ANDREU

- :: Distance to the city centre: 6.5 km
- :: Size: 163 hectares
- :: 53.5 hectares of green areas and a 5-km green corridor
- :: Construction of over 8,000 homes

The Sagrera-Sant Andreu project involves the renovation of a large part of the city in order to construct the new central station for high-speed trains. The station will also have connections to suburban train services, the bus network and the metro system. The existing lines will be roofed over, and various surrounding neighbourhoods will be remodelled. A mobility museum will also be built.

#### B\_TEC: BESÒS INTER-UNIVERSITY CAMPUS

- :: Distance to the city centre: 7.5 km
- :: Size: 8 hectares
- :: 148,000 m<sup>2</sup> of land available for building
- :: 2,000 students and 180 teachers (first phase)

b\_TEC is a space for generating and transmitting knowledge and innovation. It is based on the "triple helix" model of the confluence of science and technology, public administration and business. A campus building, offices, buildings for university and business use, the Barcelona School of Industrial Engineering, the Energy Park, student residences and commercial premises will be constructed.

#### GLÒRIES SQUARE AND SURROUNDING AREA

- :: Distance to the city centre: 2.5 km
- :: Cost: €600 million
- :: Involves 36 city blocks
- :: 19-ha city square

Glòries Square and the surrounding area are to be remodelled, with the aim of converting them into one of the city's largest green areas and a major public transport hub. The current ring overpass will be replaced by a series of underground carriageways, and an underground public transport hub connecting trains, the metro system and tram network will be constructed. The surrounding area will be remodelled with the construction of new homes (approximately 1,200 apartments, of which 55% will be public housing), offices and other facilities.

#### NEW MARINA NEIGHBOURHOOD

- :: Distance to the city centre: 5 km
- :: Size: 75 hectares, 12 hectares of green areas
- :: About 12,000 new homes, housing 30,000 people
- :: 315,000 m<sup>2</sup> available for business

A new neighbourhood will be created for both residential and commercial use in a former industrial area in Barcelona's Zona Franca district. Use of the area will be divided as follows: 30% roads, 35% residential and business, and 31% public spaces and green areas.

#### GRAN VIA BUSINESS DISTRICT (HOSPITALET) AND ENLARGEMENT OF THE FIRA DE BARCELONA

- :: Distance to the city centre: 5.5 km
- :: Size: 163 hectares
- :: 30,000 jobs
- :: 260,800 m<sup>2</sup> for new housing

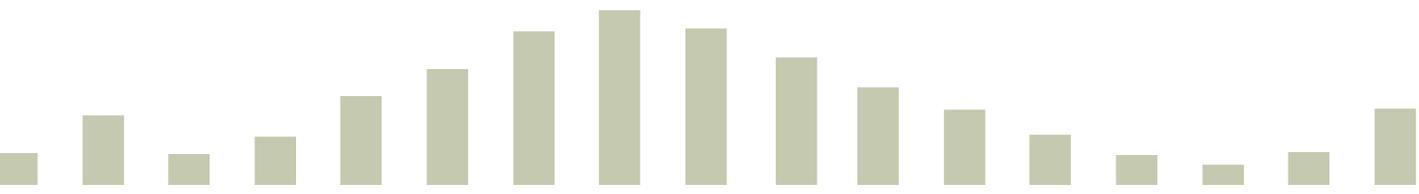
Remodelling of the area along the Gran Via in Hospitalet to the Barcelona city limits will convert the area into one of the metropolitan area's economic engines. The project includes enlargement of the exhibition centre: its area will be tripled to 240,000 m<sup>2</sup>, giving it an exhibition space of 130,000 m<sup>2</sup>.



#### BET-BARCELONA ECONOMIC TRIANGLE

- :: Size: 3243 hectares
- :: International Gateway (Llobregat Area): 4.424.000 m<sup>2</sup>
- :: 22@Innovation & Creativity (Besòs Area): 3.708.600 m<sup>2</sup>
- :: Mediterranean Corridor (Vallès Area): 2.678.100 m<sup>2</sup>
- :: 10.810.700 m<sup>2</sup> for new economic activities

Three consolidated areas of economic activity that have large projects in progress and many investment opportunities, with tremendous potential and future prospects.



### 1.1.8 Trade fairs, conferences and conventions

#### FIRA DE BARCELONA

Barcelona boasts one of the best exhibition centres in Europe, with a history that goes back more than 100 years to the World's Fair of 1888. The Fira de Barcelona organizes 75% of the large industrial and professional trade fairs in Spain and 15 of the most important fairs in Europe. Some of its biggest shows include:

FIRA DE BARCELONA TRADE FAIRS THAT ARE EUROPEAN BENCHMARKS		
Name	Rank	Activity/Industry
3GSM	1	Mobile communications
Bread & Butter	1	Fashion
Construmat	1	Construction
EIBTM	1	Business trips, conferences
Piscina	1	Sport and leisure
Hostelco	2	Hotel & Catering Industry
Alimentaria	2	Food and drink
Barcelona Meeting Point	2	Property
Expoquimia	2	Chemical
Boat Show	2	Boating
SIL	2	Logistics
Sonimagfoto	2	Photography and audiovisual
International Motor Show	3	Automotive
Caravaning	3	Leisure and tourism
Graphispag	3	Graphic design and publishing

Source: Fira de Barcelona.

2007 was a very successful year for the Fira de Barcelona, as it held 65 of its total of 80 fairs (counting annual and biennial events) with a total of 45,000 exhibitors, 34% of which were foreign, representing an increase of 17%. The year's events were visited by 3.5 million people, 20% of whom came from overseas.

Fira de Barcelona's strategic plan for 2006-2015 centres on the enlargement of its new site in Gran Via and the remodelling of its historic Montjuïc venue in the city centre. Those venues, with 8 exhibition halls, and the new Gran Via site with 6 large pavilions, provide a total of 365,000 m<sup>2</sup> of exhibition floor space, making it the largest exhibition centre in Spain and one of the foremost in Europe. After the forthcoming enlargement, which will create an extra 40,000 m<sup>2</sup>, the total exhibition floor space will reach 405,000 m<sup>2</sup>.

After the enlargement has taken place, Barcelona will possess Europe's second-largest exhibition centre in terms of floorspace and the premier venue in terms of design, technological innovation and customer service.

#### CONFERENCES, CONVENTIONS AND INCENTIVE TRIPS

In 2007, Barcelona was ranked sixth in the world in terms of the conferences it hosted, according to the International Congress & Convention Association (ICCA). 2007 was also a successful year in terms of conference organization, with an increase of 36.2% in the number of events, of which conventions and incentive trips saw the biggest increase (48.2%) compared to the previous year.

The number of delegates also rose considerably in 2007, with an increase of 28.2% compared to 2006.

CONFERENCE ACTIVITY			
	2006	2007	Increase 07/06
<b>Total number of conferences and conventions</b>	<b>1,303</b>	<b>1,775</b>	<b>36.2%</b>
- Conferences	335	340	1.5%
- Conventions and incentive trips	968	1435	48.2%
<b>Total de delegats</b>	<b>491,028</b>	<b>629,704</b>	<b>28.2%</b>

Source: Barcelona Convention Bureau.

2007 stood out as a year in which the city's international stature was consolidated. 80% of delegates came from other countries, and 64% of conferences were of an international nature.

### 1.1.9 . First-class tourist destination

For many years, Barcelona has consolidated itself as a superb tourist destination in Europe. In 2006 it topped the list of non-capital, and occupied sixth place on the list of European cities for tourists, according to studies carried out by European Cities Marketing. Furthermore, Barcelona appeared for the first time among the ten most-visited cities in the world in Euromonitor International's Top 150 City Destinations Ranking.

In 2007 the city welcomed more than seven million tourists, who were responsible for 13.62 million overnight stays. The number of tourists was 6% higher than the previous year.

TOURISM IN BARCELONA			
	2006	2007	% change 2006-2007
Tourists	6,709,175	7,108,393	6.0 %
Overnight stays	13,198,982	13,620,347	3.2 %

Source: Department of Tourism Promotion and Quality of Life, Barcelona City Council.

49% of visitors to Barcelona came for professional reasons, and this figure is expected to have stayed the same or to have increased in 2008, owing to the number of conferences, trade fairs and conventions that have taken place throughout the year.

REASONS FOR VISITING THE CITY, 2007		
	2000	2007
Tourism	51.5%	48.0%
Professional	45.7%	49.0%
Other	2.8%	4.0%
<b>Total</b>	<b>100%</b>	<b>100%</b>

Source: Turisme de Barcelona.

Without taking tourists from other parts of Spain into account, most visitors to Barcelona were from elsewhere in

Europe, with the highest numbers coming from the United Kingdom and Italy. The number of visitors from the United States is also significant, given that in 2007 it was over half a million for the first time.

TOURISTS BY COUNTRY		2007
Spain		29.0%
United Kingdom		11.1%
Italy		8.8%
France		6.4%
Germany		5.3%
Other European countries		20.3%
United States		7.5%
Latin America		3.9%
Japan		2.0%
Other		5.7%
<b>Total</b>		<b>100%</b>

Source: Turisme de Barcelona and Idescat, from data provided by INE.

Barcelona offers quality hotels, with 54,036 beds available in 27,806 rooms at 295 establishments. The average occupancy rate is 79.7%. In recent years, the four-star hotel category has grown the most, which has kept prices at a stable level.

HOTELS IN BARCELONA			
	2006	2007	% change 2006/2007
Hotels	285	295	3.5%
Rooms	26,968	27,806	3.1%
Beds	52,484	54,036	2.9%
Occupancy rate	77.7%	79.7%	2.0%

Source: Turisme de Barcelona.

# 1.2 Strategic and emerging industries (clusters)

Barcelona promotes emerging, knowledge-intensive, innovative and dynamic industries that act as strong drivers of development. This allows clusters to be created, and Barcelona is an international leader in creating clusters of benchmark science and technology centres, businesses and public bodies in strategic industries: chiefly ICTs, the media, biotech, energy, design and agri-food.

## Clusters

### 1. ICTs

Barcelona has invested in the ICT sector to help the companies in the city more competitive. A combination of projects has been set up which give added value to business activities and help the city become a benchmark for ICTs in Europe. Barcelona has also become an ideal location for development of the sector, thanks to the advanced infrastructure being put into place, particularly in the 22@ district.

### 2. The Media

The media industry, also known as the content industry, communication industry, cultural industry and creative/copyright-based industry, includes all the companies working in the production, creation, publication, distribution, use and management of information and experiences that have communication as an objective.

The sector includes a wide range of industries, some traditional and others emerging, which, despite their different origins, face the same challenges. Sub-sectors of the media industry include Internet services and content, animation, cinema, product design and innovation, services and content for mobile phones and PDAs, television, radio, games, marketing, publishing, museums and cultural heritage, theme parks, events and shows.

### 3. Biotech

Remarkable developments in biotech have occurred over the last ten years, and today this industry forms part of the technological portfolio of the most advanced countries in the world.

Although Barcelona and Catalonia are only at the beginning of biotech industry development, they are compensating for their late start with rapid growth. In the last five years the number of companies operating in the biotech industry has grown by 30%.

### 4. Energy

The energy industry is a key part of society's economic activity and wellbeing. Barcelona and Catalonia, with their culture of entrepreneurship and industry, are significant sources of energy industry know-how and have developed many R&D lines and projects in the energy sector, in fields such as renewable energy, climate control, natural cooling technologies and electricity instrumentation and control.

The Barcelona Energy Improvement Plan (PMEB), promoted by Barcelona City Council, and the 2006-2015 Energy Plan promoted by the Catalan government are two projects that represent the commitment to making Barcelona and Catalonia 21st-century benchmarks in Europe for the energy industry.

### 5. Design

Barcelona is strongly identified with all forms of design. Traditionally, the city has been an international benchmark for design, which is reflected in organizations such as the Barcelona Design Centre (BCD), the Centre for the Development of the Decorative Arts (FAD), the Design Museum, and many prestigious design schools.

### 6. Agri-food

Barcelona has a unique tradition in the agri-food industry that has enabled the development of a setting that encompasses scientific activity and business activity of all kinds: from the production and use of raw materials to the development of finished products and food-related services. Barcelona has become a true cluster and an international benchmark in the agri-food industry. The examples below provide evidence of this fact.



ICTs

1.

**BARCELONA: A DIGITAL CITY**

Barcelona is one of the cities that has embraced the information society the most. The rapid adoption of new technologies in recent years by a large part of Catalan society has placed Barcelona above the Spanish average for use of ICT equipment at home and by companies.

2.

**SOUTHERN EUROPE LEADER IN ICT PENETRATION**

Catalonia and Barcelona boast some of the highest rates of ICT penetration in companies, number of Internet users, ICT equipment at home and development of electronic administration.

3.

**CONCENTRATION OF ICT BUSINESSES**

Catalonia is home to 1,723 businesses in the ICT industry, more than 86% of which are companies that operate in ICT services. Barcelona plays host to some of the biggest names in the industry: Abertis Telecom, EDS Spain, Hewlett-Packard, Fujitsu, Getronics, IBM, Indra, Microsoft, Sony, Telefonica, T-Systems and Yahoo!.

4.

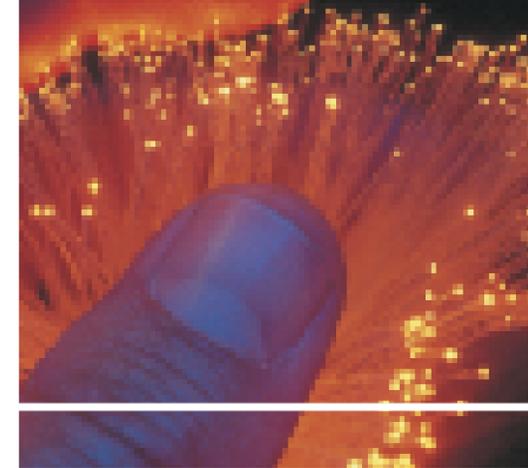
**AVAILABILITY OF INFRASTRUCTURE AND INNOVATION NETWORKS**

Knowledge is a driver of innovation, and the intense exchange of information in the compact historical centres of Mediterranean cities renders them especially attractive for the fostering of knowledge and innovation. Barcelona and the metropolitan area have well-established infrastructure to ensure cooperation between business and educational centres can take place.

5.

**CENTRES FOR FOSTERING ICT KNOWLEDGE**

The academic and university community in the Barcelona area is one of the largest in Europe, with over 200,000 students, and is home to internationally renowned business schools such as IESE, ESADE and EADA. The Universitat Politècnica de Catalunya, Universitat Pompeu Fabra and Universitat Ramon Llull offer a wide range of courses in telecommunications and engineering and audiovisual studies, and house major research groups.



6.

**CULTURE OF INNOVATION AND ENTREPRENEURSHIP**

Catalonia is the region that contributes the most (19.9%) to Spain's GDP and it is the second-largest in terms of population. The region is more active in R&D than the Spanish average, and it invests the most in ICTs. Barcelona has intensified its entrepreneurial spirit through Barcelona Activa, the local development agency, which offers a number of services and programmes for entrepreneurs and business cooperation.

7.

**PUBLIC INVESTMENT IN PROMOTING ICTS**

The policies of Barcelona City Council, the Catalan government and the Spanish government support the development of the ICT industry in Barcelona, enabling certain bureaucratic tasks to be performed by citizens and companies, for example.

8.

**LARGE-SCALE ICT PROJECTS**

The main objectives of various initiatives in Barcelona include promoting the industry through the dissemination of different technologies, grouping ICT companies in certain areas of the city, and promoting R&D&I among all those involved. Major projects include the Barcelona Media Innovation Centre, the ICT Technology Centre, the Media-TIC building, La Salle Innovation Park and the Barcelona Supercomputing Centre.

9.

**INDUSTRY ACTIVITIES AND FUTURE POTENTIAL**

Barcelona is a city at the forefront of the implementation and use of ICTs, and aims to become a key promoter and leader in the industry at a European level. In this respect, the city possesses a number of important strengths in different areas: mobility, the audiovisual industry, e-learning, e-health, safety, digital multilingualism and multiculturalism, and free software.

10.

**CULTURE OF WORKING IN NETWORKS AND ADAPTING TO CHANGE**

Barcelona and the metropolitan area boast a highly skilled workforce and over 250 innovative companies have chosen the city to set up their headquarters. For nine years in a row, European executives have rated it the best European city for quality of life and in 2008 it was voted the fifth-best European city for business, according to the European Cities Monitor report prepared by Cushman & Wakefield.



## The Media

1.

**A STRONG INDUSTRY IN BARCELONA**

The media industry is very important to the city's economy because of its current stature and especially due to its potential for future growth. Worth particular mention is the industry's high level of specialization and modern network structure, which makes it easier for new, innovative companies to join the value chain. Mediapro, Lavinia and the Planeta Group are examples of such companies.

2.

**UNIVERSITIES AND RESEARCH: ATTRACTING AND TRAINING TALENT**

In Barcelona and Catalonia, the media industry is the largest knowledge-intensive industry. However, its future development requires a setting capable of attracting and generating the talent necessary to stimulate the process of continuous innovation. In terms of university research, Catalonia is home to 553 research groups, 137 R&D centres and 308 university departments, including several that are dedicated to research in the creation, distribution and use of content.

3.

**FIRST-CLASS INFRASTRUCTURE: BARCELONA MEDIA PARK**

Barcelona Media Park is the city's largest media-industry project. It is an open space located in the heart of the city and aims to be a media-industry benchmark for Southern Europe and a place for collaboration and exchange between businesses, universities, organizations and citizens, focusing on excellence in research, transfer, innovation and training human and cultural capital.

4.

**A STRATEGIC INDUSTRY FOR BARCELONA**

The media industry is more than just a part of the economy. Barcelona is the capital of Catalonia, a region with its own culture, and is particularly sensitive to the consequences arising from the expanding process of globalization. As a result, the public sector has for a long time been taking specific action to support the media industry.

5.

**THE AUDIOVISUAL INDUSTRY**

Barcelona and Catalonia have been among the driving forces of the television, radio and cinema industries in Spain, thanks to their talent, size and innovation in content and format. Barcelona's role as one of the leaders of advertising activity in Europe should also be highlighted.

6.

**ANIMATION AND DIGITAL CREATION**

Barcelona leads the animation industry in Spain and some of its strongest countries have become industry leaders in Europe. Besides its pioneering companies, several other firms have also achieved worldwide success, such as Cromosoma and Ubisoft.

7.

**SUPPORT PROGRAMMES FROM THE PUBLIC SECTOR**

Barcelona offers an ideal location for innovative companies in the media industry, which can take advantage of all the R&D that is carried out through various programmes and structures in the technology transfer network. Both the Spanish and Catalan governments provide a variety of assistance and funding for media initiatives.

8.

**SUPPORT NETWORKS FOR TRANSFER AND INNOVATION**

To enable maximum success for R&D and innovation activities, instruments that facilitate the movement of knowledge towards the market are necessary. For this reason, the Network of Technology Transfer (XTT), the Network of Innovation Technology (XIT), the Network of Technology Centres (XCT) and the Centre of Technology Diffusion (CDT) have been set up to promote and facilitate innovation in business.

9.

**SUPPORT CENTRES FOR INNOVATION IN THE MEDIA**

Barcelona has witnessed the appearance of complementary organizations that specialize in encouraging the transfer of knowledge from universities to business, following the European model adapted to local characteristics. These organizations include the Barcelona Media Innovation Centre, the Yahoo! Research Barcelona Lab and the i2CAT Foundation.

10.

**BARCELONA AS A BENCHMARK IN EUROPE FOR MEDIA INDUSTRY INNOVATION**

The media industry has consolidated its position as an economic driver with the capacity to grow and as a very favourable environment for the incorporation of new businesses. Various factors contribute to this position: the geostrategic location, the stature of the industry, the environment of knowledge and research, the availability of support organizations, active assistance from the public sector, the development of industry infrastructure and cultural, creative surroundings.



**Biotech**



**1. STRONG PRESENCE OF SPANISH AND FOREIGN PHARMACEUTICAL COMPANIES**  
 The Spanish pharmaceutical industry is mainly concentrated in Catalonia, where 50% of the pharmaceutical laboratories, 60% of production and 66% of companies working in fine chemicals in Spain can be found. The four major Spanish pharmaceutical laboratories in Spain were founded and have their headquarters in Catalonia, and the region is also home to seven of the world's ten leading pharmaceutical groups.

**2. NETWORK OF LEADING HOSPITALS IN CLINICAL TRIALS, RESEARCH AND COLLABORATION WITH BUSINESS**  
 Barcelona and Catalonia are prominent in the fields of clinical research and human health. They boast a network of 215 hospitals and 50,000 industry professionals, 31,000 doctors and six of the hospitals with the highest scientific production in Spain.

**3. TALENT IN THE BIOTECH INDUSTRY: A FAVOURABLE ENVIRONMENT FOR ENTREPRENEURSHIP, RESEARCH, INNOVATION AND BUSINESS CREATION**  
 The strong collaborative links between universities and business, along with biomedical research and special programmes for entrepreneurs, have been key to the impressive growth of the biotech industry in Catalonia over the last five years.

**4. QUALITY TECHNOLOGY ASSETS AND LIFE-SCIENCE RESEARCH CENTRES**  
 Catalonia is home to 137 R&D centres, 308 university departments and 553 research groups, of which more than 150 work in the biotech industry. This industry owes its growth and development in Catalonia to the existence of science parks that are able to incubate businesses in the first stage of their creation.

**5. BARCELONA SCIENCE PARK**  
 Barcelona Science Park was created in 1997, and brings together companies and public research groups in a unique, high-tech, well-equipped space of 80,000 m<sup>2</sup> that offers a wide range of technological facilities for use in the biomedicine, molecular biology, bioengineering, theoretical chemistry and neuroscience fields.

**6. BARCELONA BIOMEDICAL RESEARCH PARK**  
 Barcelona Biomedical Research Park was set up in 2002 with an area of 55,000 m<sup>2</sup>. It houses a number of large research groups working in various fields such as biomedical informatics, systems biology, regulation of gene expression and epigenetics, cell biology, pharmacology, epidemiology and public health.

**7. UNIVERSITAT AUTÒNOMA DE BARCELONA (UAB) BIOCAMPUS**  
 The UAB Biocampus is an 8,000-m<sup>2</sup> complex that consists of a biocubator and various research institutions connected to the UAB. Its objective is to link existing university centres and services in the biomedical and biotech fields to companies and public and private organizations interested in sharing R&D activities.

**8. AUGUST PI I SUNYER INSTITUTE FOR BIOMEDICAL RESEARCH (IDIBAPS)**  
 IDIBAPS was set up in 1993 and is a research centre created by four bodies ( the Catalan government, the Universitat de Barcelona, the Hospital Clínic in Barcelona and the Institut d'Investgacions Biomèdiques de Barcelona of the Council for Scientific Research, IIBB-CSIC) with the aim of pooling efforts in order to achieve a high level of excellence in biomedical research. IDIBAPS researchers form part of 37 networks of groups and centres, five of which they coordinate.

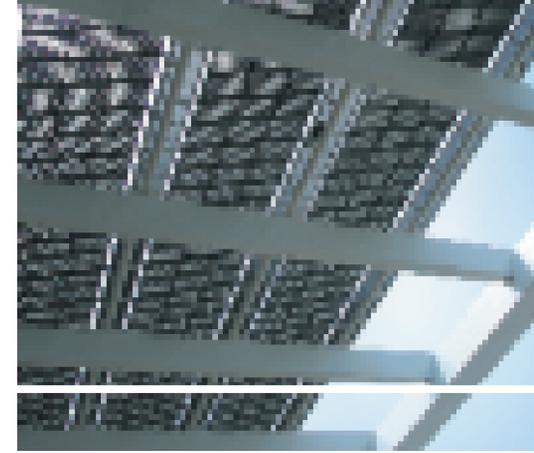
**9. THE BIOREGION: THE CATALAN CLUSTER IN THE BIOTECH INDUSTRY**  
 The BioRegion is a pioneering initiative in Spain, and brings together the interests of all the agents in the biotech sector (public bodies, universities and companies) in order to make Catalonia an international benchmark in the biomedical and biotech industries.

**10. PUBLIC-SECTOR SUPPORT FOR BIOTECH ACTIVITIES**  
 Public subsidies for biotech activities granted by the Spanish Ministries of Education and Science and Health, autonomous-community governments and the European Commission have grown by an average of 22.6% over the last five years.



## Energy

- 1. PROMOTING RENEWABLE ENERGY**  
 Taking advantage of renewable energy sources is a priority for Barcelona and Catalonia, which are striving to become main world centres in this respect, particularly in the use of wind power and biofuels.
- 2. SAVING ENERGY AND USING IT EFFICIENTLY**  
 Energy-saving strategies and energy efficiency are key parts of energy policy, with the aim of achieving considerable reductions in energy use in homes, the services industry, transport, industry and the transportation and distribution of energy.
- 3. NEW ENERGY INFRASTRUCTURE**  
 Another priority objective is to develop the necessary energy infrastructure to cope with the growth in energy demand over the coming years, while keeping in mind the need to take advantage of renewable energy sources, saving energy and using it efficiently. The investment in combined-cycle power stations and wind farms is worth particular mention in this respect.
- 4. BARCELONA: A CITY MOVING TOWARDS SUSTAINABILITY**  
 Barcelona plays an important role in the energy industry at the European level. Besides boasting major energy companies, the city has committed itself to improving energy efficiency and developing the energy sector by promoting a number of initiatives in these areas, such as the Barcelona Energy Improvement Plan, the Barcelona Local Energy Agency and the new b\_TEC Foundation Energy Park.
- 5. MAJOR ENERGY-INDUSTRY PLAYERS IN THE BARCELONA AREA**  
 Gas Natural, one of the largest energy multinationals in the world, has its headquarters in Barcelona. Other large companies in the industry with a presence in Barcelona include Fecsa-Endesa, Iberdrola, Repsol, Red Eléctrica and Prysmian.



- 6. BUSINESS COMMITMENT TO RENEWABLE ENERGY**  
 Barcelona and Catalonia have led the way in creating companies that are strongly committed to developing the renewable-energy industry. One of the firms that best illustrates this commitment is Ecotènia, founded in 1981, which is dedicated to the design, manufacture and operation of wind turbines.
- 7. WELL-ESTABLISHED MANUFACTURERS OF EQUIPMENT FOR THE ENERGY INDUSTRY**  
 Firms worth particular mention in this long-established industry are Simon Holding (founded in 1916), Circutor (founded in 1973), Schneider Electric Spain and Prysmian.
- 8. R&D CULTURE**  
 In recent years, there has been a progressive increase in the amount of technological R&D&I carried out in the energy industry in Barcelona and Catalonia. The leading centres of this activity include the Catalan Institute for Energy Research (IREC), the Centre of Advanced Materials for Energy (CeRMAe) and the Centre for Technological Innovation in Static Converters and Actuators (CITCEA).
- 9. THE ENERGY PARK: A PROJECT FOR THE INDUSTRY'S FUTURE**  
 One of the main strategic projects in Barcelona, the Energy Park brings together educational centres, R&D&I centres and companies from the energy industry in a new energy-focused cluster.
- 10. ITER (INTERNATIONAL THERMONUCLEAR EXPERIMENTAL REACTOR) PROJECT IN BARCELONA**  
 The ITER project is a joint international project to develop nuclear fusion power. An experimental reactor will be constructed in Cadarache in France. Barcelona has been the home of the European Fusion Agency since 2006, the coordinating body for the various initiatives undertaken by project members relating to the ITER project.



Design

1.

**MAJOR DESIGN PROJECTS**

Catalonia has used design to create a progressive, pioneering image for itself, and Barcelona has been the epicentre of this cutting-edge design in the Mediterranean and the rest of the world. The city has also been the birthplace of some of the great Catalan design projects, and has given them a personality and style of their own to help them spread throughout Catalonia and become popular all over the world.

2.

**DESIGN ASSOCIATIONS AND CONCENTRATION OF CREATIVE TALENT**

Catalonia has over 1,000 associations in a variety of areas, reflecting the region's strong tradition of associations. The design industry has about a dozen associations linked to the profession, and these associations have played a key role in the growth of design in Catalan society and culture.

3.

**BARCELONA: MODEL OF A SUSTAINABLE CITY**

Barcelona is a city conceived from the concept of "design for all". This attitude has made it one of the most accessible, open cities in the world in terms of diversity. In other words, there is respect for the gender, culture, abilities, age and language of everyone. Barcelona is a paradigm and a model for other cities in Catalonia that are redesigning their historic city centres to make them more pedestrian-friendly, safer, healthier and able to provide services that are more citizen-centred.

4.

**DESIGN IN SHOPS, HOTELS AND RESTAURANTS**

Commerce in Catalonia and Barcelona takes the form of urban commerce, and design is a distinctive feature of many establishments in Catalonia. As well as giving shops a cutting-edge image, innovative design makes them convivial spaces and frameworks for interaction, and makes them benchmarks for consumer activity.

5.

**DESIGN TRAINING AND MANAGEMENT**

Catalonia enjoys a good reputation for its design training throughout Europe, thanks largely to the facilities and institutions in Barcelona.



6.

**THE CATALAN DESIGN SYSTEM**

The Catalan design system is principally shaped by a set of organizations in the design industry, and consists of the design services offered, the demand for these services and the professional relationships established between supply and demand. The system is also supported by organizations dedicated to the promotion and dissemination of design, and training and research in the field.

7.

**BARCELONA: CENTRE OF CORPORATE DESIGN**

Barcelona has a well-established business community, based on small and medium-sized businesses, that adheres to the Catalan design system. In terms of traditional industries, the services industry and other emerging industries, this community has the potential to grow and innovate through design. Examples include the furniture, lighting, packaging, textile and automotive industries.

8.

**THE BARCELONA BRAND**

Barcelona is able to compete on a par with other European cities such as Berlin, London, Milan and Paris. Designs developed in Barcelona have a characteristic style, owing to the combination of a number of factors that have led to the creation of a prestigious brand. The "designed in Barcelona" label is a valued addition to international products as well as those produced locally.

9.

**THE DESIGN CLUSTER AT 22@**

The centrally located 22@ district is the location of the budding design cluster, which will be a benchmark of excellence and innovation at an international level.

10.

**TESTIMONIALS ON BARCELONA AND DESIGN**

Barcelona has an open, dynamic mentality. People all over the world think of it as an exciting, contemporary, culturally rich city.





Agri-food



1.

**THE FOOD INDUSTRY IN BARCELONA AND CATALONIA**

The Barcelona area is home to 25% of Spain's agri-food industry, with the meat-processing industry leading the sector. The four biggest employers in the agri-food industry are the manufacturers of other food products (confectionery, pasta, coffee, tea and infusions, sauces, spices and baby food), drinks manufacturers, and the milk and meat industries.

2.

**BENCHMARK EUROPEAN CLUSTER**

The agri-food industry in the Barcelona area has become a benchmark in Europe and the world: it is home to a first-class agri-food cluster and it is a hub that attracts international companies.

3.

**A PRIVILEGED GEO-STRATEGIC LOCATION**

Barcelona has a privileged geographic location, given that all modes of transport can be found so close to one another (at a distance of no more than 5 kilometres): sea, air, rail and road, as well as the infrastructure and land necessary for the development of large-scale quality logistics activities. Of special note is the Llobregat Delta platform, which is equipped with assets that make it a first-class agri-food cluster.

4.

**THE PRESENCE OF LEADING COMPANIES**

Catalonia is an industrial benchmark in the food industry, especially in the Barcelona area, as a result of the presence of international companies that are the leaders in their sectors and due to the existence of four key clusters. Around 3,000 agri-food companies are located in Catalonia, and the region is a leader in terms of the number of large firms (those having over 20 employees). The majority of Spanish and multinational. Complementary industries have also developed, such as those related to packaging, logistics, and cold storage, etc.

5.

**LEADERSHIP IN FRESH PRODUCTS**

Mercabarna is a first-rate food unit and has become one of the main food clusters in South-western Europe for fresh products. It also handles marketing, preparation and generation of added value for food, logistics, distribution, importing and exporting, as well as the supply of infrastructure and technological services, waste-management policies and respect for the environment.

6.

**BARCELONA FOOD PLATFORM**

Barcelona Food Platform is an initiative in progress for the development of a technology park for innovative companies that generate and provide technological and logistics services to the agri-food industry and related sectors. Located on an industrial estate in the Zona Franca district, Barcelona Food Platform, focuses on providing technological and logistics services in the agri-food and related industries.

7.

**ALIMENTARIA**

Barcelona plays host to the Alimentaria International Food and Beverages Exhibition, the second-largest food trade show in Europe. As well as being a space to exhibit products and companies, it has become an industry forum for key activities such as innovation, safety and control, communication with the consumer, and management. The city also hosts the Barcelona Food and Beverage Technologies trade show.

8.

**A FOCUS ON RESEARCH AND DEVELOPMENT**

Catalonia, and the Greater Barcelona Area in particular, is equipped with major infrastructure, platforms and universities dedicated to research, development and innovation in the agri-food industry that contribute extensive knowledge of the industry and provide companies with the R&D and innovation services they need to increase the added value of their products, take advantage of new technologies and innovate.

9.

**MUNICIPAL MARKETS**

The food industry is strengthened by a food culture based on quality and health, which is why the municipal markets are well stocked with excellent products, especially in the Barcelona area. These markets have a thousand-year-old history and form a key part of the city's economy. A wide selection of food products are available, especially fresh products. In Catalonia there are a total of 170 local markets, of which 46 are located in Barcelona.

10.

**BARCELONA AND THE MEDITERRANEAN DIET**

Barcelona has a clear cultural interest in the agri-food industry and, together with the main countries on the Mediterranean, has submitted an official request to have the Mediterranean diet included on the UNESCO list of intangible cultural heritage of humanity.





# 1.3 Location, the property market, facilities for business landing platforms and international entrepreneurs

Urban planning in Barcelona is characterized by a mixed use of land (residential, commercial and business) in each city neighbourhood.

At present, the property for economic activities in the Barcelona area includes more than 5 million m<sup>2</sup> of office space, 10,81 million m<sup>2</sup> of industrial space for economic activities in the Barcelona Economic Triangle, and a network of 19 commercial areas that link the city's shopping and business activities. Barcelona is currently organizing its business areas with a large number of urban-planning projects that will create a series of centres of activity throughout the city. This planning philosophy is the perfect response to the new requirements of the strategic industries that the city wishes to promote.

## 1.3.1 Offices and shops

Barcelona has more than 5.2 million m<sup>2</sup> of office space. New urban-planning projects will create even more space and will improve the city's ability to accommodate the growth of business activities.

At the start of the second quarter in 2008, 6.21% of Barcelona's total office space was vacant, a figure that equated to 320,000 m<sup>2</sup> of immediately available office space located for the most part in the city's new business areas, strategic zones and mixed-use spaces distributed around the city. Rental space accounts for 86% of the market as a whole, and in strategic zones accounts for nearly all of the available space.

OFFICE SPACE	
Total office space, July 2008	5,208,037 m <sup>2</sup>
Available office space	323,419 m <sup>2</sup>
Vacancy rate (Central Business District)	6.21%

Source: Barcelona Turisme and IDESCAT, from INE data

The average cost of office rental in Barcelona during this period was approximately €22.50 per m<sup>2</sup> per month. However, behind this cost is an economic reality that is far more diverse and is a reality that the city wishes to promote. There is actually a wide range of prices depending

on the neighbourhood, the quality of the space and availability in the different areas of the city, which means a number of different opportunities can be found.

## SHOPPING

Barcelona boasts one of the most extensive ranges of shops in Europe. Shopping in Barcelona takes in all the commercial formats (small shops, supermarkets, malls, chain stores and department stores) and shops are distributed throughout the city, with diverse, attractive shopping centres and high streets found in nearly all the city neighbourhoods.

Barcelona's shopping areas are an essential part of the city's personality. The most famous streets have high-class shops and retail outlets, known to professionals in the property market as the city's commercial front line. The area includes Passeig de Gràcia, the city's most exclusive shopping street, which is comparable to the main shopping streets in other large cities around the world. Barcelona also has a secondary shopping area with mixed-use streets, high-quality shops and restaurants and offices of services companies.

Shopping areas that experience a lot of passing trade and a high turnover of customers and goods are found throughout the city, and a fourth category consisting of a network of neighbourhood high streets are located in 19 commercial areas. These areas are open-air shopping streets with a high concentration of shops, wide variety of products and good transport links, and the establishment of these areas attracts local residents, tourists and visitors from neighbouring districts.

## 1.3.2 Land and industrial units

The amount of land given over to industrial use in the Barcelona area is one of the largest in the Mediterranean Arc, at over 17 million m<sup>2</sup>.

There are many industrial estates close to the city, two of the most important of which are the Zona Franca district and the Port of Barcelona's Logistics Activity Zone (ZAL) in the south, located close to the port and airport. A process of industrial relocation and concentration is currently taking place, with industries originally located in the city moving out to more specialized areas that form concentric rings away from the city's historical centre. In the first of these rings outside Barcelona, the industrial land is mostly given over to logistics use, owing to the proximity of the port and airport.

Demand shapes the type of space available on the market, and the land can be adapted to different needs. The logistics and large-scale distribution industries, for example, need to rent all-purpose industrial units with direct road access, high ceilings to facilitate automation and plenty of loading bays. Other industries seek to buy small and medium-sized spaces, usually in a row, to adapt them to their own needs.

According to the consultancy firm Cushman & Wakefield, at the start of 2008 the average rental cost of an industrial unit in Barcelona was €85 per m<sup>2</sup> per year. Geographically, the figures can be divided as follows:

COST OF BUYING AND RENTING INDUSTRIAL SPACE IN BARCELONA		
Location	Buy Min./max. (€/m <sup>2</sup> )	Rent Min./max. (€/m <sup>2</sup> /month)
Ring 1 (Port, Zona Franca, Baix Llobregat, Vallès)	1,300 <-> 1,900	6.00 <-> 9.00
Ring 2 (Metropolitan area)	900 <-> 1,500	4.50 <-> 6.75
Ring 3 (Metropolitan region)	500 <-> 925	3.00 <-> 4.50

Source: Jones Lang Lasalle, Industrial and Logistics Market Trends 2008.

## 1.3.3 Residential property

The residential property market in Barcelona is for the most part a sales market, as in other Spanish cities.

The evolution of the real estate market in 2007 certifies the end of the property boom of recent years. The second half of 2007 consolidated the reduced construction activity that had begun in mid-2006. Nevertheless, government-subsidized housing development has maintained quite high levels of activity. In the city, as a whole, government-subsidized housing represented 31% of all housing built – of the 4,872 residences begun in 2007, 1,553 were government –subsidized.

A similar situation occurred in 2007 in terms of finished housing: supply fell by 7,6% compared to 2006, where as government-subsidized developments increased by 3,0%. A total of 5,843 dwellings of both types were made available in 2007.

The strong rising trend in house prices of recent years came to a halt in 2007: new construction stabilized with an annual price increase of 2,2% over 2006 and second-hand prices saw a slight fall of 2,9%. In 2007, the average price for new and second-hand housing was €5,918 /m<sup>2</sup> and €4,860/m<sup>2</sup>, respectively.

AVERAGE RESIDENTIAL COSTS IN BARCELONA, 2007 (second half 2007)	
Renting (€/m <sup>2</sup> /month)	15.79
Buying new (€/m <sup>2</sup> )	5,918
Buying second hand (€/m <sup>2</sup> )	4,860

Source: Barcelona Municipal Housing Trust, Barcelona City Council.

The new context also manifest itself in the rental market, not so much in the form of lower prices, but in a slowdown in the signing of new contracts. 2007 closed with a total of 24,162 contracts – only 1% more than the previous year. The cost of renting rose by 11,6% in the 2006-2007 period, from €14.15/m<sup>2</sup> month to €15.79/m<sup>2</sup>/month.



### 1.3.4 Location

Barcelona City Council, through its Department of Economic Promotion, and the Catalonia Investment Agency provide advice and facilitate the location of spaces for economic activity. Other companies, institutions, guides and websites also facilitate the search and location of different kinds of property (e.g. offices, homes, commercial premises, industrial land and units), the most relevant of which are outlined in the table below.

NAME / TYPE	DESCRIPTION	WEBSITE
:: International property consultantss	The main international estate agents operating in Barcelona offer a wide range of locations and services	*
:: Societat 22@bcn	A publicly owned company set up to manage the conversion of the Poblenou district into a technology district, and which provides information on commercial premises and offices in the area	<a href="http://www.22barcelona.com">www.22barcelona.com</a>
:: Pacte Industrial de la Regió Metropolitana	An organization that provides information on commercial premises and industrial units in the Barcelona metropolitan area	<a href="http://www.pacteind.org">www.pacteind.org</a>
:: Cimalsa	A publicly owned company set up by the Catalan government to promote infrastructure and facilities for logistics and transportation	<a href="http://www.cimalsa.es">www.cimalsa.es</a>
:: Col·legi d'APIS	The official estate agents' association of Barcelona and Barcelona Province	<a href="http://www.apibcn.com">www.apibcn.com</a>
:: Col·legi d'Administradors de Finques	The professional association of property administrators of Barcelona	<a href="http://www.coleadministradors.cat">www.coleadministradors.cat</a>
:: Business centres	The Barcelona area has a wide range of business centres with all kinds of spaces and services for business	*
:: Business incubators	Aimed at entrepreneurs with a feasible business project who wish to start up a company in Barcelona	<a href="http://www.barcelonactiva.es">www.barcelonactiva.es</a>
:: Relocation companies	Companies which offer all kinds of services to help foreigners settle into the city	*
:: Property industry guides and websites	Shops, offices and homes can also be marketed through classified advertisements and supplements in newspapers and magazines, specific advertising by estate agents and through property websites on the Internet	*

\*List of addresses available at Barcelona City Council and ACC10

### 1.3.5 Facilities for business landing programs and international entrepreneurs

#### GLÒRIES BUSINESS INTERNATIONAL INCUBATOR AND BARCELONA NORD TECHNOLOGY PARK

Barcelona Activa manages two centres of innovation: the Glòries International business incubator, which is located in the 7@ facility, and Barcelona Nord Technology Park, the largest concentration of technology companies in the northern part of the city.

#### GLÒRIES INTERNATIONAL BUSINESS INCUBATOR

This is an innovative space where new companies with a viable business plan can take advantage of a facility adapted to their needs. The incubator provides the logistics, administrative and telecommunications services necessary for their business activities and other services with high added value, such as access to cooperation networks, permanent technical advice, ongoing training and access to up-to-date information.

Glòries Business Incubator is an all-inclusive initiative that guarantees success, quality and a future for companies that base themselves there for a maximum of three years. Within the framework of business incubation, Barcelona Activa also manages the Barcelona International Business Incubator, which provides spaces for new companies that are promoted by experienced Spanish and international entrepreneurs.

#### BARCELONA NORD TECHNOLOGY PARK

The Barcelona Nord Technology Park offers a range of advanced support services in innovation, development, consolidation and growth for technology-based and innovation-centred small businesses and microbusinesses.

The park also offers advanced infrastructure with shared services for giving presentations, holding meetings and other large events, and provides relations with universities, research centres and other higher-education institutions engaged in knowledge transfer and the growth of new technology-based companies.

> [www.barcelonanetactiva.com](http://www.barcelonanetactiva.com)

#### THE INTERNATIONAL BUSINESS LANDING PLATFORM IN 22@BARCELONA

The International Business Landing Platform in 22@Barcelona is a programme designed to attract technology-based companies (including new and established firms) that offers a set of business services and support programmes for the people and companies that come to Barcelona, specifically to the 22@ district.

The programme includes referrals to flexible, quality office space for growing companies and transitional office space to facilitate the arrival of companies interested in setting up in the 22@ district.

> [www.22barcelona.com](http://www.22barcelona.com)

#### BUSINESS CORNER - INTERNATIONAL ECONOMIC PROMOTION

The Barcelona City Council Department of International Economic Promotion houses the **Barcelona Business Corner**, a facility which occupies an area of 150 m2 and is focused on the arrival of companies in Barcelona. It includes a room with capacity for 30 people for conferences and presentations, three workspaces fully equipped with computers, facilities for finding information on and carrying out bureaucratic procedures, broadband Wi-Fi access, a meeting room, administrative support and other services. The facility is designed to provide everything necessary in a provisional space before a permanent move elsewhere.

> [www.bcn.cat/barcelonabusiness](http://www.bcn.cat/barcelonabusiness)

## 2.1 Main ways to do business

The procedure for setting up a company in Catalonia is simple and similar to the systems in any other OECD country. There are many possibilities that respond to the needs of different kinds of investors interested in operating in Barcelona. Choosing the legal framework that best suits the activity depends on the investor's strategy and interests.

This section will only focus on the main forms of business activity.

**1. As an individual**, i.e. by becoming a **self-employed worker** (also known as an **individual entrepreneur**) with unlimited liability (personal and business assets), or

**2. By setting up a company** with liability limited to the business assets (public limited company, limited liability company, branch office or representation office).

### 2.1.1 Self-employed workers

This is the ideal way for an individual to perform a business or professional activity in his or her own name. The only legal requirements are that the person must be of legal age (over 18) and have sufficient legal capacity to perform the activity.

The **procedures** required to begin activity as a self-employed worker are **simpler than setting up a company**, but self-employed workers have unlimited liability when it comes to their debts and their present and future assets can be used to pay those debts.

The Special Social Security Scheme for Self-employed Workers (RETA) has its own regulations, which are different from those for employees. Employees hired by self-employed workers must be registered in the General Social Security Scheme.

**Self-employed workers are those who perform a gainful business activity regularly, personally and directly without being subject to an employment contract.**

If a **foreigner wishes to perform his/her activity as a self-employed worker**, he/she must have the legal capacity to perform a business activity in accordance with the national law of his/her country of origin and must obtain a self-employed work permit and the corresponding residence permit from the Government Sub-Delegation.

### 2.1.2 Companies

The most common way of investing with limited liability to the capital invested is by setting up a company, two kinds of which are the public limited company (societat anònima, SA) and the limited liability company (societat de responsabilitat limitada, SL).

A limited liability company is the form most often adopted by small and medium-sized companies because it requires putting up less capital (€3,005.06). However, because of their flexibility in terms of management and organization, limited liability companies are also an attractive option for large companies such as joint ventures and holding companies, where these factors are important.

One kind of limited liability company is the new enterprise limited company, for which the setup process is very fast and easy (in 24 hours) through the use of standard forms and electronic communication media. It is designed for small businesses and can also be used in the case of sole owners. (For more information about setting up this kind of company, go to [www.circe.es](http://www.circe.es).)

However, when the entrepreneur is a foreign body corporate, it is quite common to set up a structure that does not have its own legal personality, such as a branch office or representation office.

Setting up a public limited company is recommended for major commercial and industrial companies and/or projects that require considerable capital investment (the minimum is €60,101.21), which may be obtained by a public offering of shares. Many medium-sized companies also opt for this legal form because shares can be transferred so easily. It should be borne in mind that in certain industries, such as banking, insurance and television, the investment must be made by setting up a private limited company.

The following table provides a summary of the most common legal forms.



# HOW TO START DOING BUSINESS IN BARCELONA



## 2.2 Procedures for starting to do business

### SUMMARY OF THE MAIN WAYS TO DO BUSINESS IN BARCELONA

	SELF-EMPLOYED	LIMITED LIABILITY COMPANY	PUBLIC LIMITED COMPANY	BRANCH OFFICE	REPRESENTATION OFFICE
<b>How Capital is Divided</b>	Not applicable	Company participations	Shares	Does not have its own capital	Does not have its own capital
<b>Minimum Capital</b>	Enough to perform the activity	€3,005.06, paid up when company is set up	€60,101.21, at least 25% of which must be paid up when the company is set up	Amount allocated	Own resources from parent company
<b>Publication Requirements</b>	Not necessary	Public deed. Mercantile Register	Public deed. Mercantile Register	Public deed. Mercantile Register	Public deed
<b>Legal Personality</b>	Personality of self-employed worker	Company's own personality	Company's own personality	Personality of foreign parent company	Personality of foreign parent company
<b>Liability</b>	Unlimited	Limited to contributions	Limited to contributions	Unlimited for the parent company	Unlimited for the parent company

The procedures for setting up a company are different depending on the legal form the investor is interested in.

It should be borne in mind that **foreigners wishing to become self-employed workers** must comply with the requirements regarding foreigners (such as recognition of degrees, having the relevant licences, etc.). Furthermore, the requirements for foreigners are **different for people who are nationals of Member States of the European Union and people who are not**.

**Nationals of a Member State of the European Union**, have the right to enter and remain in Catalonia. Applying for a community residency card is optional, but nationals of E.U. Member States must obtain a foreigner identification number (NIE) and a certificate of registration with the municipal census.

People who are **not nationals of a Member State of the European Union** must have a residence permit and a self-employed work permit (see page 49). For more information and specific details on other procedures, go to

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

### 2.2.1 Procedures for becoming a self-employed worker

PROCEDURE	DESCRIPTION	INSTITUTION / ORGANIZATION
<b>1. You need a census certificate:</b> You must register with the tax authorities and register for the following taxes: - Business tax (IAE); - Value-added tax (VAT); - Personal income tax (IRPF)	Submission of official form 036 or 037. The aim of this procedure is to identify the business activity for tax purposes and to inform the administration that activity has begun. With regard to the IAE, self-employed workers (provided they are residents of Spain for tax purposes) are exempt from paying this tax, but must provide census information by means of this statement.	Delegation of the Spanish taxation administration corresponding to the person's home address. Deadline: Before beginning activity. <a href="http://www.aeat.es">www.aeat.es</a>
<b>2. You must obtain the required licences, authorizations and administrative registers</b>	Requirements vary depending on the kind of business activity.	Autonomous-community and local public administrations. Deadline: before activity begins.
<b>3. You must be registered in the Special Social Security System for Self-employed Workers (RETA)</b>	Self-employed workers must be registered with the RETA Social Security system using form TA-0521.	Provincial Social Security Treasury. Deadline: in the first 30 days of business activity. <a href="http://www.seg-social.es">www.seg-social.es</a>
<b>4. You must register in the social security system to include employees (only necessary if employees are hired)</b>	Registration with the Social Security system is compulsory (form TA-6 is used to obtain a contribution account code) and form TA-2 should be filled out with the details of the self-employed worker and the employees.	Provincial Social Security Treasury. Deadline for registration: in the first 30 days of business activity. Deadline for registering employees: between 1 and 60 days before the employment relationship begins. <a href="http://www.seg-social.es">www.seg-social.es</a>
<b>5. You must inform the authorities that the work centre is open</b>	It is the entrepreneur's responsibility to inform the public administration for employment of the location of work centres.	Provincial Delegation of the Regional Service of the Ministry of Employment. Deadline: 30 days after opening the centre. <a href="http://www.cat365.net">www.cat365.net</a>
<b>6. Legalization of record books</b>	These are employment record books, tax books and accounting books (as applicable).	Labour Inspection for employment books and Mercantile Register corresponding to registered office for accounting books (as applicable). <a href="http://www.registromercantilbcn.es/catala/frset1.htm">www.registromercantilbcn.es/catala/frset1.htm</a>

APPROXIMATE TOTAL TIME FOR STARTING UP: 1 week  
(not including administrative authorizations required)

## 2.2.2 Procedures for setting up a company (SA/SL)<sup>1/2</sup>

PROCEDURE	DESCRIPTION	INSTITUTION / ORGANIZATION
1. You must obtain a certificate indicating the company name has not been registered.	Provides proof that the company name is not being used by any existing company. The name is reserved for 6 months. However, the certificate is only valid for 3 months, though it can be extended. The certificate must be shown to the notary public when setting up the company.	Central Mercantile Register <a href="http://www.rmc.es/Deno_solicitud.aspx">www.rmc.es/Deno_solicitud.aspx</a>
2. You must open a current bank account and request a statement indicating that the capital has been deposited.	The minimum capital must be deposited in a bank account and proof must be provided for the notary public when executing the deed to set up the company.	Any bank or savings bank.
3. You must obtain a foreigner identification number (NIE).	This number is necessary to be a partner or administrator of a Spanish company.	Any office of the Sub-Delegation of the Spanish government or a Spanish embassy or consulate.
4. You must have the company Memorandum and Articles of Association drawn up.	They establish the rules that are essential for company operations.	Law firm.
5. You must grant power of attorney.	If members cannot be present when the articles of incorporation are notarized, they can grant power of attorney to another person in their place. Power of attorney is also granted from outside Spain by adding the Hague Convention of 1961 Apostille (a stamp that makes a foreign power of attorney effective in Spain).	Notary public.
6. You must execute the articles of incorporation of the company.	The members of the company or their representatives must appear before a notary public to formalize the company's articles of incorporation.	Notary public.
7. Statement or authorization of the investment in the Register of Foreign Investments.	For administrative and economic purposes (government control of the source of the investment made).	Register of Foreign Investments of the Spanish Ministry of the Economy and the Treasury. <b>Deadline:</b> Within one month after the articles of incorporation are notarized (date of investment).
8. Census certificate a. You must obtain a temporary fiscal identification code (CIF). b. Registration for the following taxes: - Value Added Tax (VAT), - Corporate tax (IS), - Business tax (IAE).	Submission of official form (036) to obtain a temporary CIF, which identifies the company for tax purposes and informs the public administration that the company has begun operating. The company is automatically registered for these taxes when form 036 is submitted. New companies are exempt from payment of IAE for the first two financial years. After that they are only subject to payment when they invoice a certain amount.	Office of the national tax administration corresponding to the company's registered office. <b>Deadline:</b> Before company operations begin.
9. Payment of the transfer tax and stamp duty (ITP and AJD).	The publication of the company's articles of association gives the company legal personality.	Tax office in Catalonia. <b>Deadline:</b> Within a month after executing the company's articles of incorporation.
10. Registration in the Mercantile Register.	Da publicidad a la constitución de la sociedad por la cual adquiere personalidad jurídica.	The Mercantile Register corresponding to the company's registered office. <b>Deadline:</b> Within two months after executing the company's articles of incorporation
11. Obtaining the required licences, authorizations and administrative registrations.	These vary depending on the kind of business activity.	Public administrations (autonomous community and local). <b>Deadline:</b> Before beginning operations.
12. . If the company has employees: a. Registration of the company with the Social Security System b. Registration of employees with the Social Security System	The company must be registered with the Social Security system to be able to register its employees (form TA-6). Card form TA-1 must be used for the first registration and card form TA-2 with the details of the company and the employees	Provincial Social Security Treasury corresponding to the company's registered office. <b>Deadline for registering the company and the first employee:</b> Before hiring the first employee and before employee begins working for the company. <b>Deadline for registering the other employees:</b> Before the employees join the company.
13. Communication of opening of work centre	Communication to the competent employment authorities of the beginning of a new activity of any kind, regardless of whether or not the company hires employees.	Catalan Ministry of Labour. <b>Deadline:</b> Within 30 days after opening work centre.
14. Obtaining the definitive fiscal identification code (CIF)	Obtaining the definitive CIF card to prevent the temporary card requested from expiring.	Any delegation of the national tax administration agency corresponding to the company's address for tax purposes. <b>Deadline:</b> 6 months from the issue of the temporary card (Procedure 8).
15. Authentication of company books	Four books in all: the Day Book, the Book of Inventories and Annual Accounts, the Book of Acts and, for companies with one member, the Register of Contracts with the Sole Member.	The Mercantile Register corresponding to the company's registered office.

**APPROXIMATE TOTAL TIME FOR SETTING UP COMPANY: 20 days**

(not including the time to receive required administrative authorizations and registration in the Mercantile Register)

NOTES: 1. The procedures mentioned here are the standard procedures for setting up a company, but they may vary considerably in the case of regulated industries in which regulations on foreign investment and industry-specific regulations may establish additional limits or requirements.  
2. Specific procedures for foreigners are highlighted in green.



how to start doing business  
in Barcelona

## 2.2.3 Procedures for setting up a branch office / representation office

The procedures are basically the same as for setting up a company with the differences described below.

PROCEDURE	DESCRIPTION	INSTITUTION / ORGANIZATION
1. Execution of the articles of incorporation of the branch office / representation office	The following documentation from the foreign parent company must be provided: - Resolution of the corresponding company body on the decision to set up a branch office or representation office. - Granting of power of attorney to the representative / administrator of the branch office or representation office. - Certificate from the Register or competent organization in the country of the parent company confirming the valid existence of the parent company and that its memorandum and articles and the posts of its administrators are in force.	Notary public
2. Opening of a current account and transfer of funds	Even though no minimum amount of capital is required, it is necessary to supply the office with sufficient funds to perform the activity.	Any bank or savings bank

## 2.3 Tax system: taxes and deductions

### 2.3.1 Taxes

In accordance with the legal regulations in force in Spain, the tax burden in Barcelona is one of the lowest in the Euro Zone. This section provides a general look at the tax situation so investors become familiar with the main taxes in Barcelona.

The tax system in force in Barcelona has taxes that can be classified as **direct, indirect and local**:

#### DIRECT TAXES

Direct taxes are charged on income. In general, business activities are taxed differently, depending on whether they involve income or expenses.

There is a difference between the tax paid by **self-employed workers** (personal income tax, IRPF) and the tax paid by **companies** (corporate tax, IS). The main difference is that IS is always based on account books and IRPF does not generally require account books, even though taxpayers may keep income records.

**Personal income tax (IRPF)** is a progressive tax that is charged on the total amount of income obtained during a calendar year minus the minimum amounts established by law. Taxation is based on a progressive scale of tax rates up to 43%. Profit and loss from the transfer of assets or rights that are not business inventories, dividends, income from insurance policies and all interest (except for interest from payers that are associated for tax purposes) are charged the fixed tax rate of 18%.

The main feature affecting entrepreneurs is the existence of a special modular tax system in which performance is based on objective parameters, not actual income. However, this system is only applicable to certain activities, particularly small businesses. Finally, it should be borne in mind that this system is automatically applied to businesses that are just starting up within this area of application, which may be a problem because the tax authorities will charge tax based on objective parameters, regardless of whether the company has profits or losses.

**For foreigners working in Spain there is a special taxation system that makes it possible to reduce the cost for companies, given that tax rate on these workers' income is only 24%.**

**Corporate tax (IS)** is charged on the income obtained by bodies corporate such as companies. The general tax rate is 30%. However, small companies (those whose turnover for tax purposes is less than €8 million) are charged a tax rate of 25% on the first €120,202.42 of profit.

Moreover, this tax rate is considerably reduced when the legally established tax rates are applied for some activities, such as research, development and innovation.

**Furthermore, capital gains obtained on certain assets are taxed at the rate of 18%, provided that the amount obtained under the conditions established by law is reinvested.**

#### INDIRECT TAXES

These taxes are charged on consumption. There are two major indirect taxes: **Value Added Tax (VAT)** and **Transfer Tax and Stamp Duty (ITP-AJD)**.

Value added tax (VAT) affects business activity and is ultimately paid by consumers. In Spain, the general rate is 16%, which is one of the lowest in the European Union.

Transfer tax and stamp duty (ITP-AJD) affect, among other cases, transfers of assets between individuals who are not entrepreneurs. They also affect certain operations involving real estate, even when performed by entrepreneurs, and capital contributions to companies by entrepreneurs and people who are not entrepreneurs.

#### LOCAL TAXES

Local authorities charge different taxes on business activities:

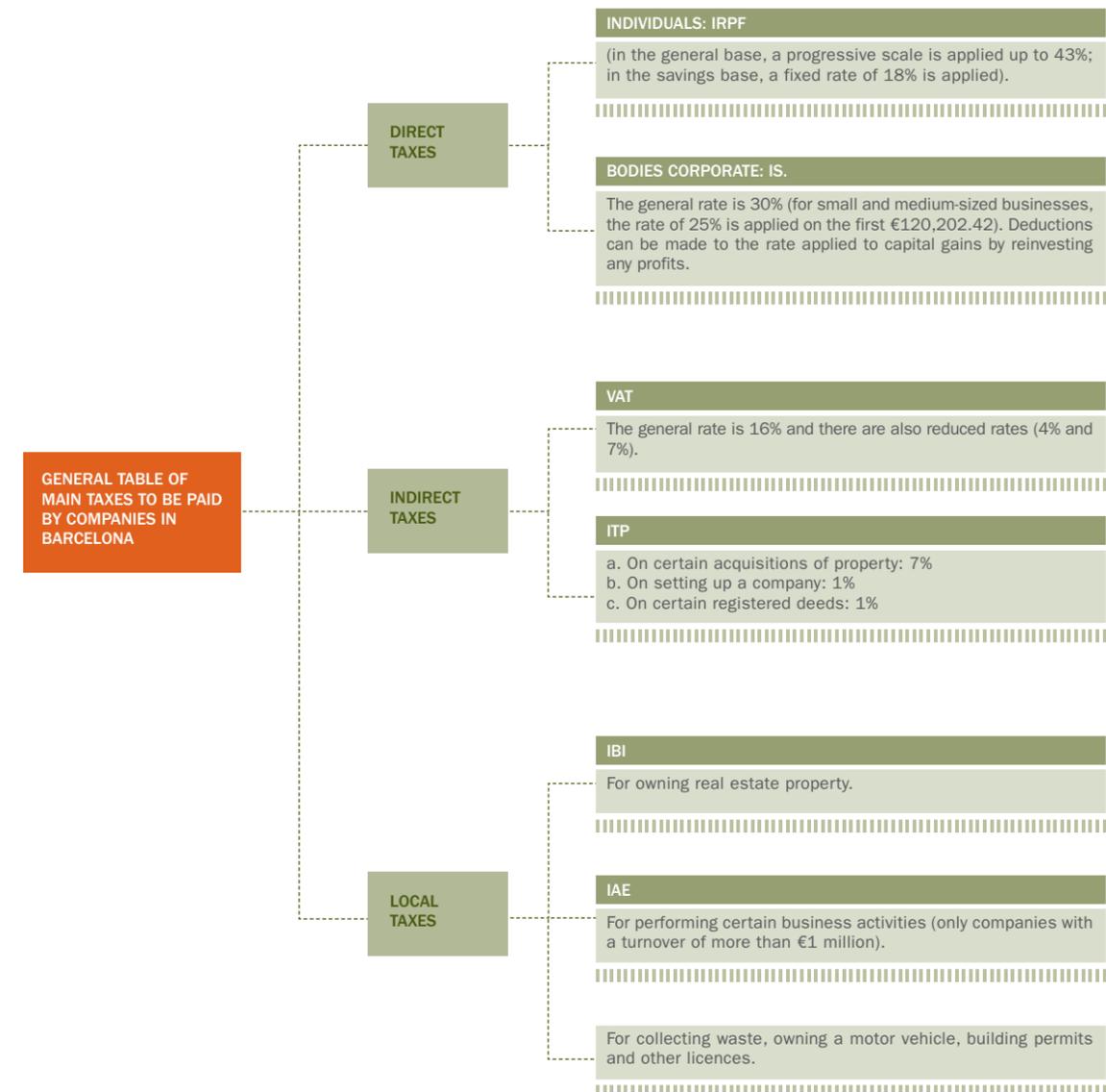
- **BUSINESS TAX (IAE)**: is calculated based on **objective parameters** such as the kind of business activity and the total area of its **premises**. There is an exemption for resident individuals and companies with a turnover of less than €1 million (considered in accordance with tax regulations, e.g. if the company belongs to a group, this is taken into account).

- **PROPERTY TAX (IBI)** is charged on **property owned** and the amount depends on the value of the property and the rate determined by the local authority.

- **OTHER LOCAL TAXES** such as the **tax on construction, installations and building work (ICIO)**, which is paid based on the value of specific kinds of construction work; **tax on increases in the value of urban property (IIVTNU)**, which is charged on the transfer of real-estate property; and the **motor vehicle tax**, which is charged for owning a motor vehicle.

Furthermore, local authorities collect taxes and duties for certain services rendered to citizens. In Barcelona, duties are charged for rendering the municipal service of collecting commercial and industrial waste, and duties are charged for town-planning services such as issuing construction and activity licences.

#### SUMMARY OF MAIN TAXES IN BARCELONA



NOTES: 3 Examples of payers associated for tax purposes and in other cases are investors with at least a 5% stake in a company (1% if it is a listed company) and the association between an administrator and the company administered.

## 2.3.2 Main tax deductions on foreign investments

### A. TAX DEDUCTION ON RESEARCH AND DEVELOPMENT AND INNOVATION (R&D&I) ACTIVITIES

Barcelona offers one of the best tax-deduction systems in the world for research, development and technological innovation activities by companies. The Spanish tax framework for R&D&I has been recognized by BUSINESSEUROPE, the confederation of European employers' associations, as the best of the OECD countries. The base of the deduction is made up of the expenses incurred and, as applicable, the investments made .

It should be borne in mind that deductible R&D expenses must correspond to activities carried out in Spain or any Member State of the European Union or the European Economic Area (EEA). Expenses incurred in other countries besides those indicated cannot be included. However, when a Spanish company is contracted to carry out work for foreign companies that do not have a permanent establishment in Spain, the expenses can be entered as a deduction for R&D.

Finally, a certificate can be issued by the public administration for the amount of the deduction to provide full legal authorization of the deduction applied.

#### TABLE SUMMARIZING TAX DEDUCTIONS FOR R&D&I ACTIVITIES

RESEARCH AND DEVELOPMENT ACTIVITIES	
:: Expenses corresponding to R&D projects.	25-42%
:: Staff expenses of qualified researchers working exclusively on these activities.	additional 17%
:: Investments in tangible and intangible fixed assets (except for buildings and land) used exclusively for R&D activities.	8%

TECHNOLOGICAL INNOVATION ACTIVITIES	
:: Technology diagnostic activities for the identification, definition and orientation of advanced technology solutions, regardless of the final results.	8%
:: Expenses corresponding to the industrial design and engineering of production processes and the creation of some samples.	8%
:: Expenses corresponding to the acquisition of advanced technology in the form of patents, licences, know-how and designs. The base amount may not exceed €1 million.	8%
:: Expenses corresponding to obtaining certificates indicating compliance with ISO 9000, GMP and similar quality standards.	8%

**Deductions for research, development and innovation (R&D&I). Can be from 8% to 59%.**

### B. HOLDING COMPANIES (ENTITATS DE TINENÇA DE VALORS ESTRANGERS, ETVE)

Spain also has one of the most favourable tax systems in the world for **holding companies**. This system is designed basically for international groups interested in having a centre for managing their shareholdings in different countries. The only requirement is setting up a company in Spain and the provision of securities from the companies in which the holding company has a stake (provided these holdings represent 5% or less, but cost more than €6 million, and provided the companies in which it has a holding conduct business). Thanks to this privileged tax regime, a holding company with these characteristics does not have to pay tax on dividends received from non-resident companies in which it has a stake and its members do not have to pay on the sums distributed by the holding company.

In 2007, net investment in holding companies amounted to €7.18 billion (representing an increase of 83.2% in investments by holding companies). These companies may also perform other activities.

### C. SYSTEM FOR TRANSFERRED EMPLOYEES

This system makes it possible to transfer employees to Spain and reduce company costs, given that the employee's salary is taxed at only 24% compared to the usual 43%. This system is applicable during the first year residency is acquired and the following five years.

#### SUMMARY

The combination of these three systems (along with high quality of life) makes Barcelona a particularly attractive place to set up R&D centres and centres for managing companies, which are tasks that can be unified in a company subject to highly advantageous tax cuts.

## 2.4 Work and residence permits

**Citizens of E.U.** (not from a country in the European Union or the EEA or from Switzerland) Member States do not need a visa or a residence permit, given that freedom of movement in the European Union applies to goods, capital and people.

**Foreigners who are not citizens of E.U.** (including the EEA and Switzerland) Member States who wish to perform a gainful labour or professional activity must be at least 16 years of age, and have a visa and a work and residence permit (authorization). This permit allows such foreigners to live and work in Spain.

#### EUROPEAN UNION<sup>1</sup> + EUROPEAN ECONOMIC AREA<sup>2</sup> + SWITZERLAND

These citizens can live and work in Spain without the need for a permit.

#### NON-EU FOREIGNERS

In order to live and work in Spain, citizens from these countries must obtain a specific permit and meet the requirements of immigration legislation. The main requirements are:

- :: Residence and self-employed work permit.
- :: Residence and employee work permit.

**Other work permits are available. For more information, go to: [www.extranjeros.mtas.es](http://www.extranjeros.mtas.es)**

**Information and forms are available at Foreigners' Offices in Spain and on the website: [www.extranjeros.mtin.es](http://www.extranjeros.mtin.es) · [www.mtas.es](http://www.mtas.es)**

### 2.4.1 Self-employed work permits

**1. A non-resident foreigner** who wants to be a self-employed worker must submit one application for authorization to receive a visa and a residence and work permit at the Spanish Consulate office in his/her current country of residence. It is not possible to begin the application process in Spain, even if the foreigner is in the country on a temporary basis.

**2. A resident foreigner** (who has some kind of residence authorization) may submit, to the Foreigners' Office in the province where he/she lives, an application to change his/her residence situation to one of residency and self-employed worker.

#### IS THE FOREIGNER CURRENTLY A LEGAL RESIDENT OF SPAIN?



NOTES: 1 European Union: Germany, Belgium, France, Luxembourg, Italy, Netherlands, Denmark, Ireland, United Kingdom, Greece, Portugal, Austria, Finland, Sweden, Cyprus, Slovak Republic, Slovenia, Hungary, Latvia, Lithuania, Spain, Estonia, Malta, Poland, Czech Republic, Bulgaria and Romania.  
2 European Economic Area: Norway, Liechtenstein and Iceland.



## 2.5 Employment System

### 2.4.2 Employee work permits

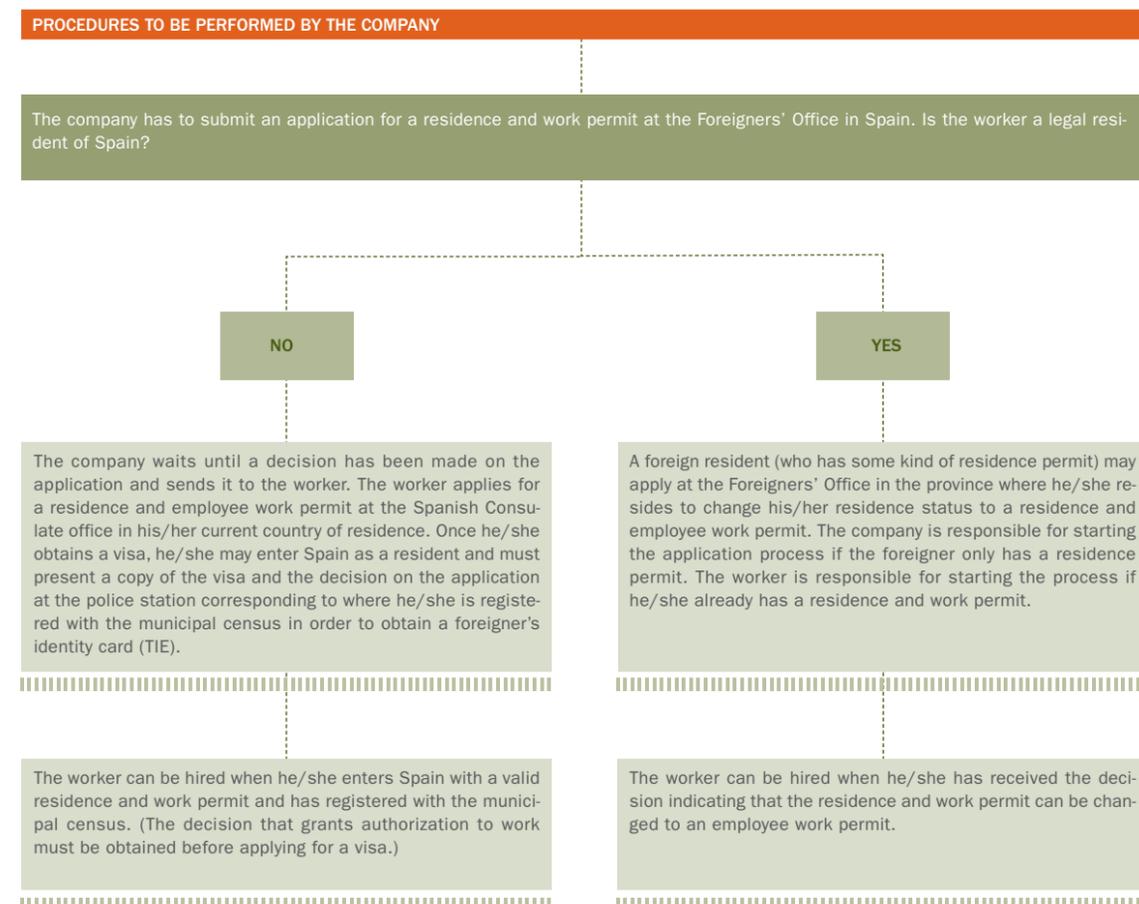
If workers meet any of the requirements described below, they will not have to follow the procedures related to a job offer at an Employment Office of the Catalan Government (OTG).

#### REQUIREMENTS

- :: The worker is a manager, holds a position of trust or is highly qualified.
- :: The worker is a national of Chile or Peru.

:: The worker fulfils the specific conditions indicated in Article 40 of the Organic Law on Immigration in relation to RD 2393 of 30 December 2004.

If workers do not fulfil any of these requirements, they must follow the procedures related to a job offer at an Employment Office of the Catalan Government (OTG).

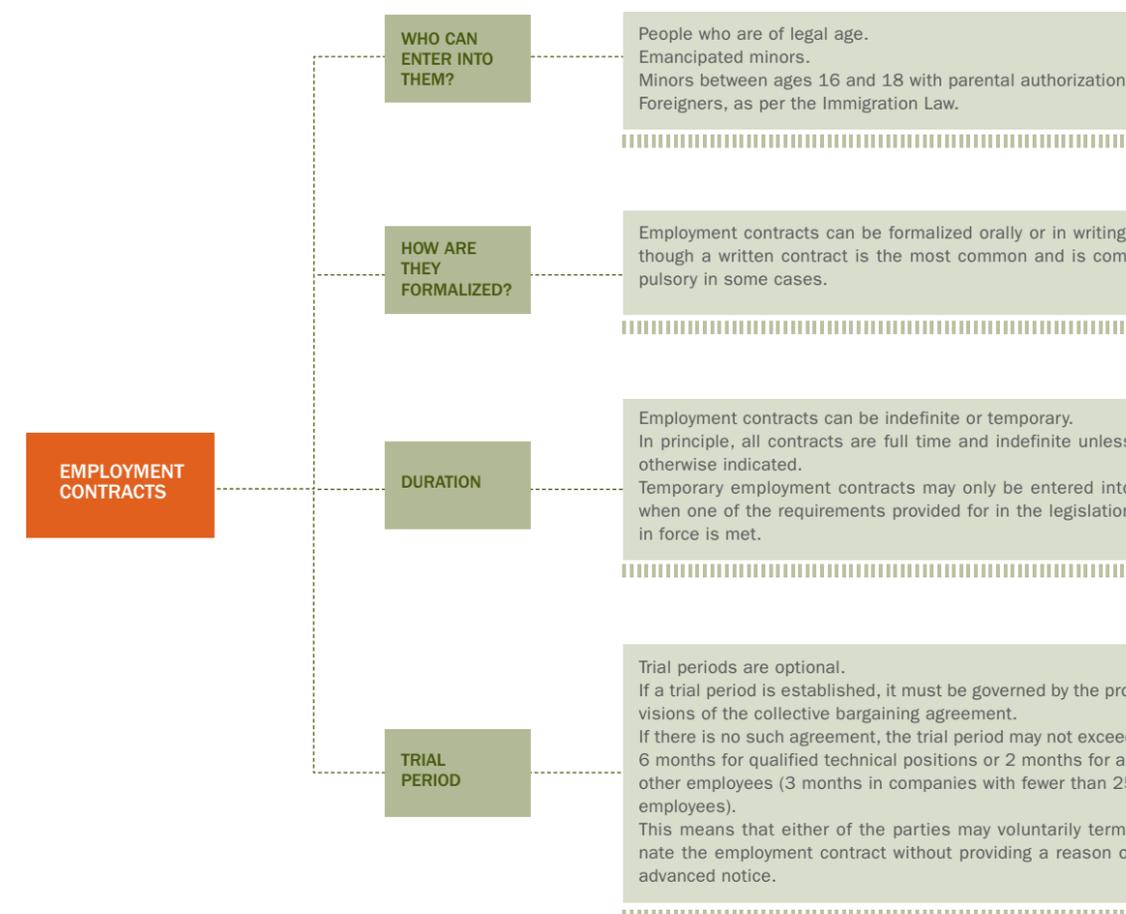


People represent a very important part of Barcelona's assets: they are very efficient, highly qualified human resources. Labour regulations consist primarily of the Workers' Statute, though valid collective agreements can be reached between companies and employees to specifically regulate the scope of application of different aspects. There are also regulations affecting special labour relations such as those of top managers, sales representatives and professional athletes.

### 2.5.1 Employment contracts

The employment relationship between companies and employees is governed by employment contracts pursuant to the Workers' Statute.

Following is a brief outline of the characteristics of **employment contracts**, the **different kinds of contracts** and the advantages for companies depending on the kind of contract and employee.



## 2.5.2 Kinds of contracts

In terms of the duration of the employment relationship, there are a number of different kinds of **indefinite or temporary contracts** to help ensure companies can cover all their personnel requirements.

> [www.gencat.cat/treball/ambits/relacions\\_laborals/contractes/index.html](http://www.gencat.cat/treball/ambits/relacions_laborals/contractes/index.html)

### MAIN INDEFINITE CONTRACTS

KIND OF CONTRACT	REQUIREMENTS AND CHARACTERISTICS
Ordinary, full-time, indefinite contract	The main characteristic of indefinite contracts is that their duration is unlimited.
Ordinary, part-time, indefinite contract	This kind of contract is arranged for a specific number of hours per day, week, month or year that is less than the working day of a comparable full-time employee. A "comparable full-time employee" is understood to be a full-time employee at the same company and work centre with the same kind of employment contract who does the same or similar work.
Permanent employment contract for seasonal work	This is an indefinite contract entered into for carrying out work whose seasonal nature does not require work to be done every day or full time within the employer's normal activity. Permanent, seasonal work may or may not repeat on the same days each year.
Indefinite contract for hiring disabled workers	This employment contract is entered into with a disabled worker with specific characteristics (such as a minimum degree of disability of 33%). There is a €3,906.58 subsidy for each full-time employment contract entered into with a disabled worker. If the contract is for part-time work, the subsidy is reduced on a pro rata basis in accordance with the agreed working hours. There are also reductions in the employer's Social Security payment for common contingencies.

### MAIN PART-TIME CONTRACTS

KIND OF CONTRACT	REQUIREMENTS AND CHARACTERISTICS
Training contract	The aim of this contract is for the employee to acquire the theoretical and practical training necessary to perform a trade or qualified job correctly. These contracts are generally entered into with workers between the ages of 16 and 21 who meet certain requirements. The contract must be in writing. Duration: Between 6 months and the maximum of 2 years.
On-the-job training contract	This is a training contract entered into with a worker who has a university degree or a medium- or high-level vocational-training diploma, or a diploma officially recognized as being equivalent. This job should give the worker the skills required to work in the profession and enable him or her to obtain professional practice in keeping with the studies taken. The contract must be entered into writing in the four years immediately after the worker finishes the studies in question. Duration: Between 6 months and the maximum of 2 years.
Contract for a specific project or service	It is a contract to carry out work or services in an independent area of the company's activity. Though limited in time, the duration of the contract is not fixed. The contract must be in writing and clearly specify the work or service to be carried out. It can be for full- or part-time work. The maximum duration may be stipulated by collective bargaining agreements.
Temporary contract due to production circumstances	This is a contract entered into to meet market demands, finish a backlog of work or fill an accumulation of orders, even if they are related to the company's normal activity. It can be for full- or part-time work and need only be in writing if its duration exceeds four weeks or if it is for part-time work. The maximum duration of these contracts is six months in any 12-month period, to be counted from the moment in which the backlog or accumulation of orders begins. Other terms may be stipulated by collective bargaining agreements.
Interim contract	The aim of or reason for this contract is (i) to substitute an employee who is entitled to return to a specific position (generally in cases of maternity and paternity leave); (ii) to fill a position pending definitive placement as the result of a selection process or promotion; (iii) to substitute a self-employed worker, a working member or a working member of a cooperative in the case of risk during pregnancy or in periods of leave for maternity, adoption, or temporary or permanent foster care.

## 2.5.3 Incentive contracts

To provide an incentive to hire people in certain groups for whom it is difficult to enter the job market, Spanish legislation offers a number of incentives.

They basically consist of paying certain annual amounts for a specific length of time with the condition that the contract remains valid. The duration of these payments ranges

from four years to as long as the contract is in force, and in some cases the incentive consists of a reduction in the percentage of the employer's Social Security contribution for common contingencies.

The table shows some of the incentives that apply to newly created companies.

### INDEFINITE INCENTIVE CONTRACTS

INCENTIVES FOR INDEFINITE CONTRACTS				
GROUP	DESCRIPTION	ANNUAL AMOUNT (EUROS)		DURATION
Women	- Unemployed women or victims of gender-based violence.	850		4 years
	- Women hired in the 24 months after giving birth.	1,200		4 years
	- Women hired after 5 years of unemployment if they had worked for at least 3 years before they stopped working.	1,200		4 years
People over age 45		1,200		While contract is in force
Young people	Ages 16 to 30.	800		4 years
Other groups and special situations	- People unemployed for 6 months and workers in a situation of social exclusion.	600		4 years
	- Disabled people.		Disabled women	Disabled people over age 45
	- In general.	4,500	5,350	5,700
	- Cases of severe disability.	5,100	5,950	6,300
	- Converting training contracts, interim contracts and replacement contracts for early retirement into indefinite contracts.	500		4 years

### TEMPORARY INCENTIVE CONTRACTS

INCENTIVES IN EXCEPTIONAL CASES OF PART-TIME EMPLOYMENT					
DISABLED PEOPLE HIRED THROUGH A TEMPORARY CONTRACT TO PROMOTE EMPLOYMENT	MEN UNDER AGE 45	MEN OVER AGE 45	WOMEN UNDER AGE 45	WOMEN OVER AGE 45	DURATION
In general	3,500	4,100	4,100	4,700	While contract is in force
In cases of severe disability	4,100	4,700	4,700	5,800	While contract is in force
Victims of gender-based or domestic violence			600		While contract is in force
People in a situation of social exclusion			500		While contract is in force
INCENTIVES FOR MAINTAINING AN INDEFINITE EMPLOYMENT CONTRACT					
Indefinite contracts with workers aged 60 or more with seniority in the company of five years or more.	50% of the employer's Social Security contribution for common contingencies except temporary disability, with an annual increase of 1% until 100%.				While contract is in force
Women with a suspended contract (indefinite or temporary converted into indefinite) who re-join the company after maternity.			1,200		4 years



## 2.6 Grants, subsidies and financing

### 2.5.4 Social Security

The contribution base is made up of the total remuneration received by the employee with some specific characteristics (maximum and minimum amounts and rules for rounding off). The amount of the contribution is calculated by applying a contribution rate to the base established by the Spanish government.

#### SELF-EMPLOYED WORKERS (SPECIAL SYSTEM FOR SELF-EMPLOYED WORKERS)

Self-employed workers have a special Social Security system that is different from the system for employees (RETA). Though there are special cases, the general rules are as follows:

The **maximum contribution base** in 2008 for self-employed workers is **€3,074.10/month** and the **minimum contribution base is €817.20/month**, and the **self-employed worker may choose the amount**. However, there are some important cases that can limit the ability to choose and the base amount.

#### THE CONTRIBUTION RATE CAN BE:

:: For common contingencies with temporary disability: 29.8%.

:: For common contingencies without temporary disability (e.g. pluriactivity): 26.5%

:: For professional contingencies:

**If professional contingencies are voluntarily chosen:** the rates provided for by law.

**If professional contingencies are not chosen:** an additional contribution of 0.1% to finance benefits for hazards during pregnancy and hazards during breastfeeding.

The maximum amount that can be paid per month as a Social Security contribution is €919.16 and the minimum is €244.34.

#### EMPLOYED WORKERS (GENERAL SYSTEM)

In Spain, Social Security contributions are paid by the employer (29.9%) and the employee (6.35%). The Social Security contribution includes payments for different items, such as healthcare coverage for employees and temporary disability derived from a common illness and non-industrial accidents, etc.

Following is a **simple example** of how Social Security contributions work for an employee whose gross salary in 2008 is €25,000 received in twelve equal payments.

EXAMPLE OF ANNUAL SALARY COST IN 2008 (BASED ON 12 EQUAL PAYMENTS A YEAR)			
Gross annual salary		€ 25,000.00	
Employee's Social Security cost		€ -1,587.50	
- Personal income tax withholding	6.35%	€ 3,350.00	
- Net	13.40%	€ 20,062.50	
Cost to company		€ 5,900.00	€ 25,000.00
- Company part of common contingencies	23.60%	€ 250.00	
- Industrial accidents	1.00%	€ 1,606.25	
- Joint collection	6.43% <sup>5</sup>		
- Social Security paid by company			€ 7,756.25
<b>Total cost to company</b>			<b>€ 32,756.25</b>

NOTE: 5 In 2008 two unemployment contribution rates were applied. The rate of 5.75% was applied until 1 July 2008, and the rate of 5.5% was applied for the rest of the year.

The main incentive programmes available in Barcelona and Catalonia offer grants and financing for different activities, such as R&D&I, investment, hiring and training.

### 2.6.1 Grants and subsidies

The ACC10 website (CIDEM/COPCA) has a search engine for locating grants and subsidies (FISUB) with all the programmes, subsidies and financing available from the Catalan government, the Spanish government and the European Union, with more than 200 records updated every day. These grants are aimed at companies located in Catalonia and new companies and entrepreneurs. The grants displayed are the ones in force when the database is consulted, but the grants offered in the current year are also listed.

### 2.6.2 Financial instruments

Financial support can be provided through different instruments, i.e. grants, subsidies and financing through **the company's own resources and/or resources from third parties**. These instruments can belong to the Catalan government, the Spanish government, the European Union or the private market.

:: In Barcelona's financial community, there are a number of capital providers that can cover different financial needs. The purpose of these instruments is to help innovative companies get started, grow and remain sustainable by facilitating access to the most suitable form of financing for their needs and generating and disseminating good market practices.

:: In Barcelona and Catalonia there are a number of products and services that provide financial support through **the company's own resources**:

#### A. VENTURE CAPITAL FUNDS (FCR)

For companies in early or growth stages in their first period of existence – Venture Capital (VC)

##### 1. ACP

Funds for technology-based companies (TBCs) and innovative companies in the expansion phase. Instrument: capital and participatory loan. Amount: €700,000 to €1,500,000.

##### 2. ADARA

Funds for companies in early growth phases, all industries. Instrument: capital. Amount: €500,000 to €6,000,000.

##### 3. AXON

Funds for companies in early growth phases, all industries. Instrument: capital. Amount: €300,000 to €5,000,000.

##### 4. BCNEMPRÈN

Funds for biotech companies, ICT companies and innovative companies in early phases. Instrument: participatory loan, capital. Amount: €300,000 to €500,000. Participation from Barcelona City Council, the Catalan Finance Institute (ICF) and the Barcelona University (UB).

##### 5. BULLNET CAPITAL

Funds for TBCs and ICT companies in early phases and/or expansion. Instrument: participatory loan, capital. Amount: €2,000,000 to €3,000,000.

##### 6. CAIXA CAPITAL LLAVOR

Funds for innovative companies in early phases. Instrument: convertible participatory loan. Amount: €100,000 to €300,000.

##### 7. CAIXA CAPITAL PIME INNOVACIÓ

Funds for innovative companies in growth stage. Instrument: capital. Amount: €1,000,000 to €3,000,000. Participation from the ICF.

##### 8. DEBAEQUE

Funds for TBCs, biotech companies, ICT companies and innovative companies in the start-up phase and/or expansion. Instrument: capital. Amount: approximately €2,000,000.

##### 9. EURECAN

Funds for innovative companies, in the seed and start-up phase. Instrument: participatory loan, capital. Amount: up to €1,000,000.

##### 10. HIGHGROWTH-INNOVACIÓ

Funds for innovative companies in the start-up and expansion phase. Instrument: participatory loan, capital. Amount: €500,000 to €3,500,000. Participation from the ICF.

##### 11. ICÀRIA INICIATIVES

Funds for companies in mechatronics and in the seed

phase. Instrument: participatory loan. Amount: up to €200,000.

## 12. INGÈNIA CAPITAL

Funds for innovative companies. Instrument: convertible participatory loan, capital. Amount: €500,000 to €2,000,000. Participation from CIDEM and the ICF.

## 13. INNOVA31

Funds for technological companies in the first phase of development. Instrument: capital. Amount: €60,000 to €300,000.

## 14. INVERCAT

Funds for the internationalization of Catalan companies. Instrument: capital. Amount: €1,000,000 to €3,600,000. Participation from CIDEM, COPCA and ICF.

## 15. INVEREADY

Funds for innovative companies in the seed phase. Instrument: capital. Amount: €100,000 to €500,000.

## 16. INVERPYME

Funds for companies with good potential for growth in the expansion phase, MBOs or reorientation. Instrument: participatory loan, capital. Amount: €600,000 to €2,500,000.

## 17. NAUTA TECH INVEST

Funds for TBCs in the start-up or expansion phase. Instrument: participatory loan, capital. Amount: €500,000 to €5,000,000. Participation from the ICF.

## 18. ONA CAPITAL

Funds for innovative companies in the growth stage. Instrument: capital. Amount: more than €500,000.

## 19. REUS CAPITAL DE NEGOCIS

Funds for companies in all industries in the seed phase and start-up phase. Instrument: capital. Amount: up to €500,000.

## 20. SPINNAKER INVEST

Funds for companies in the media and application technologies. Instrument: capital. Amount: €1,000,000 to €3,700,000.

## 21. SPUTNIK INVERSIONES

Funds for companies in all industries and any development phase. Instrument: participatory loan, capital. Amount: €100,000 to €1,000,000.

## 22. UNINVEST

Funds for TBCs, biotech companies and companies with high added value in the seed phase. Instrument: capital. Amount: up to €1,000,000.

## 23. VENTURCAP

Funds for innovative companies in any development phase. Instrument: participatory loan, capital. Amount: €250,000 to €1,000,000.

## 24. WEB CAPITAL

Funds for TBCs in the seed phase. Instrument: capital. Amount: up to €500,000.

## 25. YSIOS CAPITAL PARTNERS

Funds for companies in the biotech and biomedical industries in early phases. Instrument: capital. Amount: €1,000,000 to €6,000,000.

## B. VENTURE CAPITAL FUNDS

For companies in growth or expansion stages in more advanced phases of development - Private Equity (PE)

### 1. CATALANA D'INICIATIVES

Funds to support growth projects – company expansion, MBOs and MBIs. Instrument: capital. Amount: more than €6,000,000.

### 2. CORSABE

Funds for companies in the development phase in emerging industries. Instrument: capital. Amount: €2,000,000 to €6,000,000.

### 3. LANDON INVESTMENTS

Funds for companies in all industries in the development and growth phase. Instrument: capital. Amount: €6,000,000 to €20,000,000.

### 4. MIURA PRIVATE EQUITY

Funds for companies with good potential for growth in the expansion phase. Instrument: MBOs, MBIs, capital. Amount: €6,000,000 to €15,000,000.

### 5. NAJETI

Funds for companies in growth and expansion stage in innovative industries, especially biotech and TMT. Instruments: participatory loan, capital. Amount: €4,000,000 to €8,000,000.

### 6. SUMA CAPITAL

Funds for companies in the expansion phase and buy-outs in all industries except real estate. Amount: €3,000,000 to €10,000,000.

## C. PUBLIC FINANCE INSTITUTIONS

### 1. INVERTEC

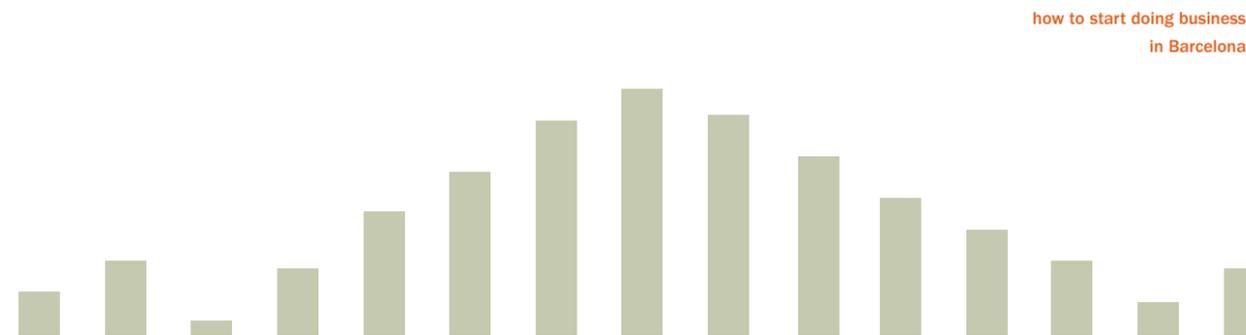
For TBCs and/or innovative companies in the earliest phases. Amount: €60,000 to €300,000. Instruments:

**:: Capital concept:** Participatory loan with preferential conditions of up to €100,000 for companies less than 2 years old.

**:: Seed Co-investment Capital:** Convertible participatory loan with preferential conditions of up to €300,000 for companies receiving capital financing that need additional financing. Only co-investment.

### 2. ENISA

For Spanish SMEs in the growth or expansion stage. Instrument: participatory loan. Amount: €100,000 to €1,000,000 (maximum amount equal to company equity).



how to start doing business in Barcelona

### 3. CDTI - NEOTEC

For TBCs and biotech companies in the seed phase. Instrument: loan without guarantee with 0% interest. Amount: up to €400,000 (€600,000 for biotech companies).

### 4. AVALIS DE CATALUNYA

General reciprocal guarantee company. Instrument: financial guarantees and techniques for loans and leasing agreements. Amount: up to €1,200,000.

### 5. SICOOOP

Funds for cooperatives in the development phase. Instrument: participatory loan, capital. Amount: €300,000 to €4,500,000.

### 6. COFIDES

For companies in all industries, except real estate, in the expansion / international consolidation phase. Instrument: convertible participatory loan, capital. Amount: starting at €500,000.

### 7. SEPIDES

For companies in the start-up and expansion phase in all industries, with preference given to innovative companies and areas with restructuring processes of SEPI companies. Instrument: participatory loan, capital. Amount: starting at €2,000,000.

### 8. ICF

Public capital company. Instrument: loan and participatory loan. Amount: variable, depending on the product.

### 9. ICF-CIDEM

**Loan instrument for financing investment projects:** Financing R&D&I projects, technological modernization and industrialization of R&D&I projects. Loans for up to 80% of the investment, from €300,000 to €5,000,000, a maximum of 12 years and the Euribor rate +0.75% or +1.5%, based on the kind of project. CIDEM will contribute up to 4% of the amount of the loan as a subsidy, with a maximum of €200,000 (in accordance with the EC's de minimis system).

> [www.cidem.com/cidem/cat/serveis/financament/ajuts/icf/index.jsp](http://www.cidem.com/cidem/cat/serveis/financament/ajuts/icf/index.jsp)

### 10. ICO

Public capital company whose mission is to facilitate financing in the private sector. Instrument: loans with preferential conditions.

### 11. ACC10 CIDEM|COPCA

**Financing instruments for individual strategic R&D projects:** Financing for individual strategic R&D projects. Loans for up to 75% of the accepted budget, from €1,000,000 to €20,000,000. Maximum duration of 15 years with 2-year grace period. 0% interest. Guarantees to be determined in each case.

> [www.acc10.cat/acc10/cat/](http://www.acc10.cat/acc10/cat/)

### 12. ACC10 CIDEM|COPCA

**Financing instruments for collaborative R&D projects:** Financing for R&D projects carried out by groups of companies and private non-profit organizations. Loans for up to 75% of the accepted budget, from €150,000 to €3,000,000 per company. Maximum duration of 10 years with a 2-year grace period. 0% interest.

> [www.acc10.cat/acc10/cat/](http://www.acc10.cat/acc10/cat/)

## D. PRIVATE INVESTORS

ACC10 contributes to the creation of private investor networks (XIPs) through its XIP Programme. The programme currently has 8 networks with more than 700 investors. **A total of 60 investment operations for a total value of more than €16,000,000 have been carried out since the programme started.**

There are a great many ways to find financing for your project. We can provide you with the tools you need for your activity, as well as complete, updated information on each financing product to help you choose the most suitable finance source at all times.

The ACC10 Financing Programme (CIDEM/COPCA) offers its **Financial Guidance Service (SOF)**, a personalized service for companies with growth potential that provides information, contacts with the main finance sources (capital and debt) and advice on the most suitable steps to take to find the financing that suits your needs best.

For more information, visit our website:

> [www.cidem.com/cidem/cat/suport/financament/index.jsp](http://www.cidem.com/cidem/cat/suport/financament/index.jsp)

Note: The companies and organizations that appear in this list were selected with the only aim of providing an example. There are no ulterior advertising motives. Appearing on the list does not mean the companies are the best on the market. ACC10 (CIDEM/COPCA) declines all responsibility in any subsequent relations established between the user and the organizations and companies mentioned herein.

**SUMMARY: GRANTS, SUBSIDIES AND FINANCING**

TYPE OF INCENTIVE	AMOUNT OF AID BASED ON SUBSIDIZABLE EXPENSES	ORGANIZATION
<b>INCENTIVES OF INVEST IN CATALONIA</b>		
Aid for business investment projects in fixed assets considered strategic for the Catalan economy.	Up to 15% with a maximum of €400,000 per company, based on location. (*)	Invest in Catalonia
Aid for creating jobs linked to business investment projects.	Up to 15% with a maximum of €500,000 euros per company, based on location. (*)	Invest in Catalonia
<b>INCENTIVES FOR R&amp;D&amp;I</b>		
Line of aid to create incentives for experimental R&D projects.	Between 25% and 50%, based on the kind of project. (*)	ACC1Ó (CIDEM/COPCA)
Programme to support innovation in small and medium-sized companies 2007-2013 (InnoEmpresa).	Between 7.5% and 50%, based on the kind of expenses and companies.	ACC1Ó (CIDEM/COPCA)
Aid to analyse the feasibility of a technology-based business project (Gènesi Programme).	Up to 100%, with a maximum of €20,000 per project.	ACC1Ó (CIDEM/COPCA)
Aid for innovative companies with high growth potential to determine and execute accelerated resizing plans (Dinamo Programme).	Up to 70%, with a maximum of €50,000 per company.	ACC1Ó (CIDEM/COPCA)
National Applied Research and Experimental Development Programmes.	Between 25% and 50%, based on the kind of project. (*)	Ministry of Industry, Tourism and Trade
CENIT Programme for cooperation of strategic consortia of technical research.	Up to 50% of subsidizable expenses.	Ministry of Industry, Tourism and Trade
Deductions on corporate tax for R&D&I activities.	Between 8% and 25% of the deduction, based on the kind of activity.	National tax authority
<b>INCENTIVES FOR HIRING</b>		
Torres Quevedo Programme: hiring of Ph.D.s and technical experts associated with R&D projects.	Maximum of between 25% and 65%, based on the kind of project. (*)	Ministry of Science and Innovation
Discounts for hiring members of certain groups.	Amount based on the kind of group.	Treasury of the Social Security
<b>INCENTIVES FOR TRAINING</b>		
Forma i Contracte Programme: training the unemployed with a commitment to hiring.	Up to 100%.	Catalan Employment Agency
Forma't Programme: continuous training for active workers.	Up to 52%.	Catalan Employment Agency
Continuous training subsystem for active workers.	Discounts on contributions for vocational training done at the company.	Tripartite Foundation for Continuous Training
<b>INCENTIVES FOR INVESTMENTS IN ENERGY SAVINGS AND EFFICIENCY AND RENEWABLE ENERGY SOURCES</b>		
Aid for investments in energy savings and efficiency.	Maximum of between 10% and 75%, based on the kind of project.	Catalan Energy Institute
Aid for investments in renewable energy sources.	Maximum of between 25% and 50%, based on the kind of project.	Catalan Energy Institute

(\*) These percentages may be increased in the case of small and medium-sized companies.

# USEFUL ADDRESSES



## 3.1 By topic

### 4.1.1 Institutional economic agents of the Barcelona area

#### PUBLIC ADMINISTRATION (GENERAL)

##### :: ACC10 CIDEM|COPCA

An organization that forms part of the Catalan government's Ministry of Innovation, Universities and Enterprise, and which provides the business community in Catalonia with support services for innovation and internationalization.  
> [www.acc10.cat](http://www.acc10.cat), [www.catalonia.com](http://www.catalonia.com)

##### :: INVEST IN CATALONIA - ACC10

An organization that forms part of the Catalan government's Ministry of Innovation, Universities and Enterprise, and whose main aim is to attract economically and technologically sound investments from production industries interested in setting up in Catalonia.  
> [www.catalonia.com](http://www.catalonia.com)

##### :: BARCELONA CITY COUNCIL (AJUNTAMENT DE BARCELONA)

> [www.bcn.cat](http://www.bcn.cat)

##### :: BARCELONA CITY COUNCIL - ECONOMIC PROMOTION (AJUNTAMENT DE BARCELONA- PROMOCIÓ ECONÒMICA)

Economic Promotion is the department of Barcelona City Council dedicated to promoting the city of Barcelona as an attractive place to do business and to providing support to companies, professionals and institutions interested in setting up and doing business in the city.  
> [www.bcn.cat/barcelonabusiness](http://www.bcn.cat/barcelonabusiness)

#### AIRPORTS / PORTS / LOGISTICS

##### :: BARCELONA AIRPORT (AEROPORT DE BARCELONA)

This is the second largest airport in Spain in terms of number of passengers, and the air hub which best connects the Mediterranean area.  
> [www.aena.es/barcelona](http://www.aena.es/barcelona)

##### :: AIRPORT OF CATALONIA (AEROPORTS DE CATALUNYA)

This public company of the Catalan government forms part of the Ministry of Town and Country Planning and Public Works. It manages the airports and heliports that belong to the company and the Catalan government.  
> [www.aerports.cat](http://www.aerports.cat)

##### :: BARCELONA PORT AUTHORITY (AUTORITAT PORTUÀRIA DE BARCELONA)

This sets the guidelines for Barcelona Logistics Activity Area (ZAL) and its future expansion.  
> [www.apb.es](http://www.apb.es)

##### :: BARCELONA LOGISTICS CENTRE (BARCELONA CENTRE LOGÍSTIC - BCL)

An organization that promotes the logistics community in the Barcelona area by coordinating it and equipping it with services and infrastructure to consolidate the city's position as a major logistics platform in Southern Europe.  
> [www.bcncel.es](http://www.bcncel.es)

##### :: INTEGRATED CENTRE FOR LOGISTICS ACTIVITIES AND GOODS (CENTRE INTEGRAL DE MERCADERIES I ACTIVITATS LOGÍSTIQUES - CIMALSA)

A public company belonging to the Catalan Government which plans, manages and administers infrastructure and equipment relating to transport and communications.  
> [www.cimalsa.es](http://www.cimalsa.es)

##### :: ZONA FRANCA CONSORTIUM (CONSORCI DE LA ZONA FRANCA DE BARCELONA)

A body which develops strategic city projects in the real property and logistics fields and promotes economic activities associated with the new information technologie.  
> [www.elconsorci.net](http://www.elconsorci.net)

##### :: ZONA FRANCA LOGISTICS PARK (PARC LOGÍSTIC DE LA ZONA FRANCA)

A company offering national and international businesses a unique opportunity, which will not be repeated, to set up both their logistics activities and their company headquarters in Barcelona. This is consolidated as the main logistics centre in southern Europe.  
> [www.parclogistic.es](http://www.parclogistic.es)

##### :: LOGISTICS ACTIVITY AREA (ZONA D'ACTIVITATS LOGÍSTIQUES - ZAL)

A body which manages services and facilities for multimodal logistics activities in Barcelona.  
> [www.zal.es](http://www.zal.es)

##### :: PACTE INDUSTRIAL DE LA REGIÓ METROPOLITANA DE BARCELONA

This is a regional association, formed by local administrations, trade unions and business associations, and a broad range of bodies and organisations linked to economic development and the promotion of employment.  
> [www.pacteind.org](http://www.pacteind.org)

##### :: SISTEMA D'INFORMACIÓ METROPOLITÀ D'ACTIVITAT ECONÒMICA (SIMAE)

An interactive consultation system whose aims are to bring together training and production systems and the different agents in the region in the context of economic activity and innovation in the whole of the Barcelona metropolitan area.  
> [www.mcrit.com/simae](http://www.mcrit.com/simae)

#### TRADE ASSOCIATIONS AND OFFICIAL PROFESSIONAL ASSOCIATIONS

##### :: BARCELONA AERONAUTICS AND SPACE ASSOCIATION (BARCELONA AERONÀUTICA IDE L'ESPAI - BAIE)

An association which promotes space and aeronautics activities in the Barcelona area and Catalonia.  
> [www.bcnaerospace.org](http://www.bcnaerospace.org)

##### :: BARCELONA DESIGN CENTRE (BARCELONA CENTRE DE DISSENY - BCD)

A foundation which promotes design in the business context as a key factor for innovation and competitiveness.  
> [www.bcd.es](http://www.bcd.es)

##### :: BARCELONA MEDICAL CENTRE (BARCELONA CENTRE MÈDIC - BCM)

An association which provides information regarding the city's health services and facilitates access to Barcelona's traditionally internationally renowned hospitals, clinics and health care units, coordinating the available services.  
> [www.bcm.es](http://www.bcm.es)

##### :: BARCELONA DIGITAL FOUNDATION (FUNDACIÓ BARCELONA DIGITAL)

A foundation which promotes and encourages Barcelona and Catalonia as a strategic centre for creating and starting up innovative projects, businesses and companies in the new technologies and advanced services.  
> [www.bcdigital.org](http://www.bcdigital.org)

##### :: FOUNDATION FOR THE DEVELOPMENT OF THE MEDITERRANEAN DIET (FUNDACIÓ PER AL DESENVOLUPAMENT DE LA DIETA MEDITERRÀNEA)

An organisation working to ensure a better knowledge and appreciation of Mediterranean products and lifestyle in every corner of the planet.  
> [www.dietamediterranea.com](http://www.dietamediterranea.com)

##### :: ENVIRONMENTAL FORUM FOUNDATION (FUNDACIÓ FÒRUM AMBIENTAL)

This brings together the companies in the Catalan environmental sector.  
> [www.forumambiental.org](http://www.forumambiental.org)

##### :: OFFICIAL ASSOCIATION OF ECONOMISTS OF CATALONIA (COL·LEGI OFICIAL D'ECONOMISTES DE CATALUNYA)

A professional body offering services to economists as a group.  
> [www.coleconomistes.com](http://www.coleconomistes.com)

##### :: OFFICIAL ASSOCIATION OF INDUSTRIAL ENGINEERS (COL·LEGI D'ENGINYERS INDUSTRIALS)

A professional body offering services to engineers as a group.  
> [www.eic.es](http://www.eic.es)

##### :: OFFICIAL ASSOCIATION OF NOTARIES PUBLIC OF CATALONIA (COL·LEGI DE NOTARIS DE CATALUNYA)

> [www.colnotcat.es](http://www.colnotcat.es)

#### TAX

##### :: TAX AGENCY (AGÈNCIA TRIBUTÀRIA)

The public body in charge of managing the State and customs tax system as well as the resources of other Spanish or European Union public institutions and administrations.  
> [www.aeat.es](http://www.aeat.es)

##### :: MINISTRY OF ECONOMY AND FINANCE (DEPARTAMENT D'ECONOMIA I FINANCES)

The body in charge of collecting the various taxes.  
> [www.e-tributs.net](http://www.e-tributs.net)

##### :: CADASTRAL MANAGEMENT AND TAX COOPERATION (GESTIÓ CADASTRAL I COOPERACIÓ TRIBUTÀRIA)

> [www.catastro.meh.es](http://www.catastro.meh.es)

##### :: MUNICIPAL INSTITUTE OF THE TREASURY (INSTITUT MUNICIPAL D'HISENDA)

Its aim is to manage, collect and inspect taxes, prices to the public, fines and other public law income for the City Council, its independent bodies and other public entities.  
> [www.bcn.es/hisenda](http://www.bcn.es/hisenda)

#### BARCELONA ECONOMIC AND SOCIAL AGENTS AND INSTITUTIONS

##### :: BARCELONA STOCK EXCHANGE (BORSA DE BARCELONA)

> [www.borsabcn.es](http://www.borsabcn.es)

##### :: CERCLE D'ECONOMIA

An institution founded in Barcelona to bring Spanish social and economic life up to date.  
> [www.circuloeconomia.com](http://www.circuloeconomia.com)

##### :: GENERAL DIRECTION OF TRADE AND INVESTMENT (DIRECCIÓ GENERAL DE COMERÇ I INVERSIONS)

The body in charge of the registration process for foreign investment in Catalonia.  
> [www.mcx.es/polco/default.htm](http://www.mcx.es/polco/default.htm)

##### :: TERRITORIAL DIRECTION OF TRADE OF CATALONIA (DIRECCIÓ TERRITORIAL DE COMERÇ DE CATALUNYA)

This office, belonging to the Ministry of Industry, Tourism and Commerce, provides information regarding external markets, formalities and data on exports, imports and commerce in Catalonia. It is associated with the Spanish Institute of Commerce Abroad (ICEX).  
> [www.mcx.es/barcelona](http://www.mcx.es/barcelona)

##### :: BARCELONA PROMOCIÓ FOUNDATION (FUNDACIÓ BARCELONA PROMOCIÓ)

A private foundation for culture, promoted by Barcelona Chamber of Commerce, with the goal of promoting the city of Barcelona.  
> [www.barcelonapromocio.org](http://www.barcelonapromocio.org)

**:: AIRPORT MANAGEMENT AND PROMOTION (GESTIÓ I PROMOCIÓ AEROPORTUÀRIA - GPA)**

Its aim is to promote airport-related activities and take part in the management and promotion of infrastructures, to offer services for aviation and air transport and to contribute to the development of the industry related to this sector.

> [www.gpa-aero.com](http://www.gpa-aero.com)

**:: MERCABARNA**

The largest food and agriculture centre in southern Europe, supplying over 10 million people.

> [www.mercabarna.es](http://www.mercabarna.es)

**:: PATRONAT CATALÀ PRO-EUROPA**

A public consortium created in 1982 to disseminate the information generated by the EU institutions to increase awareness of the EU's policies and actions in Catalonia.

> [www.infoeuropa.org](http://www.infoeuropa.org)

**:: STRATEGIC METROPOLITAN PLAN OF BARCELONA (PLA ESTRATÈGIC METROPOLITÀ DE BARCELONA)**

A body which groups together the initiative and involvement of society to face the challenges posed by the Barcelona of the future, from both the scientific (headed by the university) and the economic (with business, institution and trade union representatives) worlds.

> [www.bcn2000.es](http://www.bcn2000.es)

**:: CASA ÀSIA**

This is the Spanish doorway to Asia and the Pacific region, and is based in Barcelona. This public institution aims to contribute to a better mutual acquaintance and to facilitate the exchange of culture, ideas and projects of mutual interest.

> [www.casaasia.org](http://www.casaasia.org)

**:: MINISTRY OF THE ENVIRONMENT AND HOUSING OF THE GOVERNMENT OF CATALONIA**

(DEPARTAMENT DE MEDI AMBIENT I HABITATGE)

The authority with competence in environmental action matters.

> [www.mediambient.gencat.net](http://www.mediambient.gencat.net)

**INSTITUTIONS AND SERVICES SUPPORTING ENTERPRISE**

**:: BARCELONA ACTIVA**

This is Barcelona City Council's local development agency, specialising in supporting the creation of businesses and promoting the entrepreneurial spirit, job creation and business cooperation.

> [www.barcelonactiva.es](http://www.barcelonactiva.es)

**:: OFFICIAL CHAMBER OF COMMERCE, INDUSTRY AND NAVIGATION OF BARCELONA (CAMBRA OFICIAL DE COMERÇ, INDÚSTRIA I NAVEGACIÓ DE BARCELONA)**

An independent body which defends the interests of businesses and entrepreneurs in the Barcelona area in relation to their commercial and professional relationship.

> [www.cambrabcn.es](http://www.cambrabcn.es)

**:: FOMENT DE TREBALL**

The Catalonia business confederation, which supports business activities and takes active part in Catalonia's economic and business sphere.

> [www.foment.com](http://www.foment.com)

**:: PIMEC**

An employers' association targeted at small and medium-sized businesses to defend their interests and particularly to help them adapt to the changing economic reality around them.

> [www.pimec.es](http://www.pimec.es)

**:: OFFICIAL REGISTER – UNIFIED MANAGEMENT OFFICES OF THE GOVERNMENT OF CATALONIA (REGISTRE INDUSTRIAL - OFICINES DE GESTIÓ UNIFICADA)**

It manages, in a unified manner, the steps under the Catalan Government's competence which must be taken to start up an industrial activity.

> [www.ogu.es](http://www.ogu.es)

**:: MERCANTILE REGISTER (REGISTRE MERCANTIL)**

The body in charge of registering public documents and conferring on new businesses full legal capacity to act.

> [www.rmc.es](http://www.rmc.es)

**LABOUR**

**:: WORKER'S TRADE UNION OF CATALONIA (COMISSIÓ OBRERA NACIONAL DE CATALUNYA - CCOO)**

Federació territorial del sindicat Comisiones Obreras, d'àmbit estatal, que es defineix com sindicat reivindicatiu, de classe i unitari per a la defensa dels drets dels treballadors i treballadores.

> [www.ccoo.es](http://www.ccoo.es)

**:: LABOUR INSPECTORATE OF THE GOVERNMENT OF CATALONIA (INSPECCIÓ DE TREBALL)**

> [www.gencat.net/treballindustria](http://www.gencat.net/treballindustria)

**:: IMMIGRATION BUREAU (OFICINA D'ESTRANGERS)**

This bureau is the main point of reference for information about the phenomenon of migration. Comprehensive up-to-date information can be obtained here. In addition, work applications and residence permits are processed here.

> [www.mir.es](http://www.mir.es) > [www.map.es](http://www.map.es) > [www.extranjeros.mtin.es](http://www.extranjeros.mtin.es)

**:: TERRITORIAL SERVICES OF THE MINISTRY OF EMPLOYMENT AND INDUSTRY OF THE GOVERNMENT OF CATALONIA (SERVEIS TERRITORIALS DEL DEPARTAMENT DE TREBALL)**

> [www.gencat.net/treball](http://www.gencat.net/treball)

**:: SOCIAL SECURITY TREASURY (TESORERIA DE LA SEGURETAT SOCIAL)**

A body where businesses can register their workers. It is also in charge of collecting Social Security contributions.

> [www.seg-social.es](http://www.seg-social.es)

**:: GENERAL WORKERS' UNION (UNIÓ GENERAL DE TREBALLADORS - UGT)**

A nationwide trade union which is a founding member of the International Confederation of Free Trade Unions and the European Confederation of Trade Unions. It is defined as a working class trade union, with a socialist orientation, for the transformation of society.

> [www.ugt.es](http://www.ugt.es)

**TOURISM**

**:: BARCELONA TRADE FAIR (FIRA DE BARCELONA)**

It organises industrial and professional events. It is one of the sector's top four institutions in Europe in terms of number of events.

> [www.firabcn.es](http://www.firabcn.es)

**:: BARCELONA TOURISM BOARD (TURISME DE BARCELONA)**

Consortium for the promotion of tourism, divided and customised, of the world's most appealing markets. It includes a unit specialising in promoting conferences and conventions: Barcelona Convention Bureau.

> [www.barcelonaturisme.com](http://www.barcelonaturisme.com)

**:: CATALONIA TOURISM BOARD (TURISME DE CATALUNYA)**

A body which promotes tourism activities in Catalonia.

> [www.catalunyatourisme.com](http://www.catalunyatourisme.com)

**UNIVERSITY / SCIENTIFIC**

**:: BARCELONA UNIVERSITY CENTRE (BARCELONA CENTRE UNIVERSITARI - BCU)**

An organisation which promotes the city as a university destination and provides information and services to foreign students.

> [www.bcu.cesca.es](http://www.bcu.cesca.es)

**:: SPANISH NATIONAL RESEARCH COUNCIL (CONSEJO SUPERIOR DE INVESTIGACIONES CIENTÍFICAS - CSIC)**

This is the largest public research body in Spain. It encompasses all fields of knowledge, from basic research to the most advanced technological developments.

> [www.csic.es](http://www.csic.es)

**:: MINISTRY OF INNOVATION, UNIVERSITIES AND ENTERPRISE OF THE GOVERNMENT OF CATALONIA (DEPARTAMENT D'INNOVACIÓ, UNIVERSITATS I EMPRESA - DIUE)**

This Ministry of the Catalan government responsible for most of the strategic areas aimed at making Catalonia an even more competitive place and transforming the city's traditional production economy into a knowledge economy.

> [www.gencat.cat/diue/ambits/ur/index.html](http://www.gencat.cat/diue/ambits/ur/index.html)

**:: CIDOB FOUNDATION (FUNDACIÓ CIDOB)**

A centre for research, teaching, documentation and dissemination of international relations and development, based in Barcelona.

> [www.cidob.org](http://www.cidob.org)

**:: NETWORK OF SCIENCE AND TECHNOLOGY PARKS OF CATALONIA (XARXA DE PARCS CIENTÍFICS DE CATALUNYA - XPCAT)**

This groups together ten large production, transfer, dissemination and use of knowledge spaces, and acts as a point of contact in the research and innovation community. It comprises university research centres and groups, and research institutes and businesses, and creates new knowledge-based businesses with the aim of creating added value in their activities.

> [www.xpcat.net](http://www.xpcat.net)

**CITY PLANNING – REAL ESTATE**

**:: BARCELONA REGIONAL**

An agency which analyses and makes technical proposals for reflection in the city planning development and infrastructure fields in Barcelona metropolitan area.

> [www.bcnregional.com](http://www.bcnregional.com)

**:: CATALAN LAND INSTITUTE OF THE GOVERNMENT OF CATALONIA (INSTITUT CATALÀ DEL SÒL - INCASOL)**

A public company of the Catalan government whose main mission is to work in four main areas: the production of land for economic activities and services, the production of residential land for housing, the construction of council housing, and the rehabilitation and renovation of urban property and historic heritage sites.

> [www15.gencat.net/opencms/opencms/www/ca/index.html](http://www15.gencat.net/opencms/opencms/www/ca/index.html)

**:: THE PROPERTY REGISTRY (REGISTRE DE LA PROPIETAT IMMOBILIÀRIA)**

A record giving notice of ownership of real property to third parties.

> [www.registradores.org](http://www.registradores.org)

**:: 22@BCN SOCIETY (SOCIETAT 22@BCN)**

A body with legal personality which brings together the appropriate instruments and competences to manage the transformation process of the activity district 22@ with the development and execution of all kinds of city planning actions in Barcelona city's industrial and production areas classified as forming part of 22@, and therefore linked together in terms of planning, management, projection and execution.

> [www.bcn.es/22@bcn](http://www.bcn.es/22@bcn)

## 4.2.2 Chambers of commerce and foreign offices for commercial affairs in Barcelona

### CHAMBERS OF COMMERCE

**American Chamber of Commerce**  
(+34) 93 415 99 63

**German Chamber of Commerce**  
(+34) 93 415 54 44

**Belgium and Luxembourg Chamber of Commerce**  
(+34) 93 237 94 64

**British Chamber of Commerce**  
(+34) 93 317 32 20

**Chilean Chamber of Commerce**  
(+34) 93 310 15 85

**Mexican Chamber of Commerce**  
(+34) 93 215 45 60

**UK Chamber of Commerce**  
(+34) 93 317 32 20

**French Chamber of Commerce and Industry**  
(+34) 93 270 24 50

**Italian Chamber of Commerce and Industry**  
(+34) 93 318 49 99

**Spanish Russian Chamber of Commerce**  
(+34) 93 218 72 95

**Spanish Indian Chamber of Commerce**  
(+34) 93 318 84 41

**Spanish Israelian Chamber of Commerce**  
(+34) 93 321 94 49

**Spanish Norwegian Chamber of Commerce**  
(+34) 93 414 40 41

**Spanish Swedish Chamber of Commerce**  
(+34) 93 488 05 03

**Languedoc-Roussillon Chamber of Commerce**  
(+34) 93 412 14 90

### OFFICES FOR COMMERCIAL AFFAIRS

**Danish Trade Commission**  
(+34) 93 487 54 86

**Québec Government**  
(+34) 93 476 42 58

**Italian Institute for Foreign Trade**  
(+34) 93 415 38 38

**Argentinean Office for Commercial Affairs**  
(+34) 93 302 22 16

**Austrian Office for Commercial Affairs**  
(+34) 93 292 23 78

**Belgian Office for Commercial Affairs**  
(+34) 93 487 81 40

**Hong Kong Office for Commercial Affairs**  
(+34) 93 236 09 30

**Swiss Office for Commercial Affairs**  
(+34) 93 409 06 50

**Toulouse Office for Commercial Affairs**  
(+34) 93 201 23 31

**UK Office for Commercial Affairs**  
(+34) 93 366 62 00

**Portugal Tourism Board – Investments, foreign trade**  
(+34) 93 301 44 16