

FOR A SURE WIN INVEST IN ANDALUCÍA



INTERNATIONAL BUSINESS AND TRADE IN ANDALUCIA

Seville, February 2015



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INVEST IN ANDALUCÍA

invest **in**
Andalucía
SPAIN



Key factors of Andalusia



Agency of Innovation and Development of Andalucía IDEA
ANDALUSIAN MINISTRY OF ECONOMY, INNOVATION, SCIENCE AND EMPLOYMENT



Andalusia:

- **2nd largest** region in Spain: 87,000 Km²
- **Most populated** region in Spain: 8.45 million inhabitants
- **Member** of the **EU** (no intra-Community tariffs) and **gateway to Africa and Latin America**
- **A large, dynamic market:** more than 450,000 companies
- **GDP: €140,756 million**
- **GVA** in relation to Spain: **14%**

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ADVANCED INFRASTRUCTURE



5 international airports

Malaga Airport ranks as the 4th busiest airport in Spain



Major rail network with high speed trains connecting to main cities in Spain



10 commercial ports

100 Million tonnes of goods/year



Extensive network of main roads and motorways (1,300 km)

- Logistics centres of regional interest
- Other logistics centres
- Logistics hubs
- Logistics development area
 - 1. Central Andalusia
 - 2. Andalusia logistics gateway
- ✈ Airports
- 🚚 Ports and logistics activities areas
- 🚂 Rail terminals
- Road network
- Trans-European railway network
- Rail network

Department of Public Works and Transport of the Regional Government of Andalusia





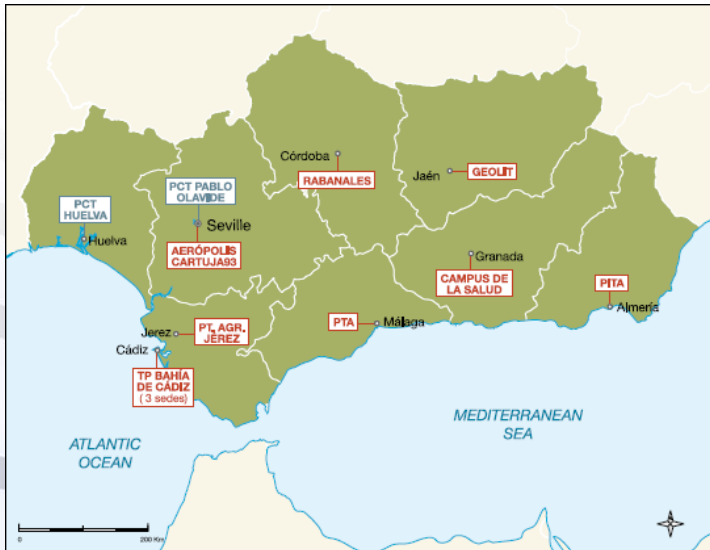
Andalusia, a great Technology Park:

- **11** Science and Technology Parks
- **35** Technology Centres and Innovation and Technology Foundations
- **3** European Business and Innovation Centres

***PTS Granada**, the first Technology Park in Spain specialised in Health Science*

***PTA Málaga**, a high quality space created for the installation of innovative and environmentally friendly companies, engaged in manufacturing, advanced services and R&D&i.*

***Aerópolis** (Andalusian Aerospace Technology Park), a centre of excellence engaged exclusively in the aeronautics and aerospace industries*





- **10** public universities
- **9** business schools
- **300** non-university technical training centres
- **241,000** students
- **34,200** graduates
- **2,000** research groups
- More than **18,000** researchers

Training, skills and availability are the three pillars of the Andalusian labour market

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Key sectors in Andalusia



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BIOTECH

1st Spanish Bioregion in terms of biotech creation companies since 2009

Companies: over 100
Employment: 2,800 jobs
Turnover: over €600 million

FOOD PROCESSING

2nd region in Spain in terms of food processing. 1st producer of olive oil and olives in the world and 1st organic producer in the EU

Companies: 5,000
Employment: 52,000 jobs
Turnover: €13,000 million

AEROSPACE

3rd largest European aerospace cluster and 2nd Spanish Aerospace industry

Companies: 120
Employment: 11,300 jobs
Turnover: €1,900 million

ICT

Considered as the Silicon Valley of Europe

Companies: 1,500
Employment: 32,000 jobs
Turnover: €4,200 million



ADVANCED METAL INDUSTRY

Traditional auxiliary industry for other sectors such as renewable energies or aerospace

Companies: 9,000
Employment: 75,000 jobs
Turnover: €9,700 million

CLEANTECH

Leading unique innovative projects in the world

Companies: 364
Employment: 44,980 jobs

LOGISTICS

Area of 1,800 ha, 11 logistics hubs, 37 million m² of specialised facilities

Companies: 526
Employment: 44,000 jobs

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Services to Investors



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Invest in Andalucía is an initiative promoted by the Regional Government to attract foreign investors to the region. It comprises a multidisciplinary team with experience in international investment offering free personalised services to foreign companies with greenfield or expansion projects in the region of Andalusia.

Invest in Andalucía includes both the region's Innovation and Development Agency, IDEA, and Extenda, its External Promotion Agency (trade). Both entities belong to the Regional Ministry of Economy, Innovation, Science and Employment.

AGENCY IDEA is part of Andalusia's Regional Government and is the sole entity responsible for speeding up requests for investment and coordinating incentives related to company creation, expansion or innovation.



**INVEST IN ANDALUCIA:
YOUR SINGLE POINT OF
CONTACT**



- **Dedicated relationship manager**, specialised in your sector
- Objective and accurate **economic, industry, sector and market intelligence**
- **Location, site and premises** selection
- **Coordination of tailored visits** to sites, companies, universities and potential partners
- **Advice** on human resources' availability, recruitment services, labour costs and taxes...
- Introduction to **professional service providers** and **technical contractors**
- Dedicated service to **access potential investment incentives**
- **Search of local companies** for sale/interested in finding investors
- **On-going support services** once you have set up in the region

According to barometer readings on the business climate in Andalusia in 2014 taken by IESE's International Center for Competitiveness (ICC), based on surveys carried out with foreign companies in the region, results show that companies in Andalusia give priority to:

- **Human capital**
- **Market size**
- **Local infrastructure**

The perspectives of foreign companies operating in Andalusia are positive:

- **80% expect to increase or maintain investments**
- **84% expect to increase or maintain the number of employees next year**
- **80% of foreign companies have very favourable views on incomes and expect to increase it**
- **88% expect to maintain or increase their export sales**

In general, the way in which foreign companies value the business environment in Andalusia continues to be very positive and expectations for the near future are good.

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SUCCESS STORIES

invest in
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SPAIN



GE Healthcare

accenture



Agilent Technologies



SITEL



Microsoft



ORACLE



TOSHIBA
Leading Innovation >>>



FUJITSU

FUJITSU TEN

OMRON



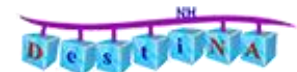
EPCOS

SUNTORY

SAKATA INX...
Visual Communication Technology



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**Thank you for your
time and attention**

Investment Promotion Directorate

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