The Financial Times sees Catalonia as the top Southern European Region in its latest report on the most attractive European locations for investments. Barcelona comes first on the continent in FDI strategy and investment attraction policies. 

**Catalonia in figures**
- Area: 32,108 km²
- Population: 7.5 million (2016)
- GDP: €223.6 billion (2016)
- GDP per capita: €29,966/year (2016)
- Exports: €65.1 billion (2016)
- Imports: €77.8 billion (2016)
- Tourists/year: 18 million (2016)

**Business data**
- Companies: 596,196 (2016)
- Industrial companies: 35,698 (2016)
- Innovative companies: 9,449 (2015)
- Regular exporting companies: 16,929 (2016)
- Foreign companies: 7,086 (2016)
- Foreign investment: €4,857 million (2016)
- Catalan companies abroad: 9,256 (2016)

**International business appeal**

Join the 7,086 international companies already settled in Catalonia.
Barcelona

One of the world’s top spots to live & work, a magnet for business & professionals and a global benchmark for mobile & smart cities

Barcelona is the 1st emerging creative city in the world.  
BCD, 2016

Barcelona is the second Smart City in the world after Singapore.  
Juniper Research, 2016

Catalonia is the 3rd Western European destination for foreign direct investment in R&D.  
fDi Markets, 2011-2016

Barcelona is the 4th European city for scientific production.  
BarcelonaTech (UPC)

Barcelona is the 5th European region in terms of startups.  
EU-Startups
A connected ecosystem of FDI opportunities in a wide range of business sectors

INDUSTRIAL SYSTEMS
One can find a wide range of companies offering efficient technological and hardware solutions to clients for product manufacturing or service provision with specific needs.

FOOD INDUSTRIES
This sector, generating almost 20% of the industrial Catalan GDP, features large business groups with local and foreign capital, a long and innovative tradition and well-known brands, as well as national and international leadership.

CHEMICAL, ENERGY AND RESOURCES INDUSTRIES
Catalonia accounts for over 40% of Spain’s chemical turnover and has key activities for the efficient operation of the industry, characterized by skilled management of scarce resources (water, oil) and waste (urban and industrial).

HEALTH AND LIFE SCIENCES INDUSTRIES
Pharma is a traditional driver of the local economy in all fields: pharmaceuticals, biotechnology, fine chemistry, medical technologies, cosmetics and nutraceuticals. Catalonia has a unique and internationally recognized hospital research model with health research institutes located near all major university hospitals.

DESIGN INDUSTRIES
This sector features fashion (textile manufacturing, skins, leather goods, jewellery and costume jewellery) and home furnishings and accessories (furniture, lighting, textiles and other articles for the home), with cutting-edge companies with brand, retail and contract strategies. Catalonia is also home to a large number of renowned design schools, largely based in Barcelona.

CULTURAL AND EXPERIENCE-BASED INDUSTRIES
A first class tourist sector with a privileged location and climate, outstanding cultural and gastronomic diversity. The Barcelona brand is associated with design, fashion, gastronomy, architecture, sport, congresses, trade fairs and international festivals, business and quality of life.

SUSTAINABLE MOBILITY INDUSTRIES
Manufacture of land transport for people and goods with an emphasis on sustainability and connectivity is on the rise, including automobiles, railways, motorcycles and related components. 270 companies operate in the Catalan smart city sector.
Adding more to your business model, with diversified industrial activities backed up by a solid network of suppliers and services.

Connect to the Catalan competitive mix: an industrial, diverse and pro-business economy that can work for you

Competitive Economy

International and Global

From Southern Europe, Catalonia and Barcelona connect you to the world through an open trading economy.

Innovation Culture

Both the public and private sector have made innovation and technology infrastructures a priority in Catalonia.

Talent and Education

With top level universities and prestigious schools, companies can rely on a pool of talented and committed professionals.

Creativity and Entrepreneurship

With the energy and support to turn great ideas into a reality, Barcelona is a dynamic startup ecosystem where new initiatives flourish.

Business Mindset

Through the offices of Catalonia Trade & Investment, a pro-business government creates a supportive business climate.
Connecting you to a competitive economy

- **Business services**
  An established and accessible network of services ranging from legal advisors to IT, HR, media companies, developers, among others.

- **Suppliers**
  A wide and dynamic service base makes it easy to find suppliers for any specific area of business.

- **Mobility for your business and workers**
  A modern and efficient transport system simplifies mobility in Catalonia’s capital as well as connecting it to its surroundings.

- **Productive work force**
  Labour productivity has grown by some 15% over recent years and is higher than the EU-28 average.

- **High value office space**
  An extremely wide range of some of the best value for money office space in Europe.

**Catalonia has a diverse and dynamic industrial base**

For incoming companies this diversification is both a hub of high added value industries and a dynamic pool of services and suppliers in all business areas, as well as a market for products.

**Industry Total GDP (2016): €42,672 M**

- Food: 13.32%
- Chemicals: 10.28%
- Motor vehicles: 9.73%
- Energy: 9.37%
- Metal (except machinery): 8.97%
- Pharma: 7.49%
- Water Supply & Waste: 5.73%
- Paper: 5.09%
- Machinery: 4.71%
- Plastic: 4.51%
- Textile & Fashion: 4.23%
- Electric & Electronics: 3.54%
- Furniture & Others: 2.43%
- Repair: 2.36%
- Beverage & Tobacco: 2.35%
- Other non metal: 2.00%
- Metallurgy: 1.75%
- Extractive & Fuel: 1.20%
- Wood: 0.73%

**Shared Services Centres & Contact Centres**

Due to its competitive advantages, Catalonia is the ideal base for Shared Services Centres, Contact Centres or BPOs.

**CLUSTERS REPRESENTING 2,200 COMPANIES AND AGENTS**

**OF CATALAN GDP = INDUSTRY & RELATED SERVICES**

- Energy: 21%
- Food: 50%
- Industry: 30%
Be as global as you want in an open trading economy, specialised in international trade and with the infrastructures to make it happen

An efficient mix of far-reaching infrastructures

Barcelona is one of Southern Europe’s few cities with full-modal transport (port, airport, motorways and railway) within a 12-km radius, each with global connectivity.

Barcelona airport
Best Southern European Airport 2016
Handling around than 44 million passengers yearly, it is the best airport for connecting to the rest of Europe. Its role as a cargo transport centre is also growing yearly, especially in markets outside the EU.

Barcelona Port
Europe’s leading cruise port
A major Mediterranean port with the largest offer of logistics and transport services in Spain and Southern Europe, and leader in vehicle traffic, it has 30 specialized terminals and 100 regular lines connecting to 200 ports in 5 continents.

Tarragona Port
Leading chemical hub
Southern Europe’s largest chemical products hub with excellent facilities for chemical companies.

The gateway to Europe, North Africa and Latin America
Barcelona connects to 400 million consumers in Europe and North Africa in under 48 hours, cutting distribution costs by 10 to 15%, compared to northern Europe, and is also an ideal access point into Latin America.

A globally effective logistics sector
Reaching the whole world, specialised supply chain solutions are available for chemical, automotive and food & drink sectors.

High speed railway and extensive road network
Catalonia is efficiently connected by road and rail to its surroundings. Barcelona has a high speed rail service leading directly to the rest of Europe. A modern road network also seamlessly connects the area to both internal and external markets.

Exporting is part of everyday business in Catalonia
Thanks to its economic activity, with 16,929 regular exporting companies (2016), a strategic location and efficient transport infrastructures, Catalonia is Spain’s highest exporting region.

Connecting you to the world

Total Catalan Exports

<table>
<thead>
<tr>
<th>Year</th>
<th>EUR Million</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>48,866.3</td>
</tr>
<tr>
<td>2011</td>
<td>54,954.9</td>
</tr>
<tr>
<td>2012</td>
<td>58,853.2</td>
</tr>
<tr>
<td>2013</td>
<td>58,957.2</td>
</tr>
<tr>
<td>2014</td>
<td>60,291.2</td>
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<tr>
<td>2015</td>
<td>63,838.9</td>
</tr>
<tr>
<td>2016</td>
<td>65,142.0</td>
</tr>
</tbody>
</table>
The TECNIO certification created by the Government of Catalonia identifies differential applied technology providers and facilitators.

ACCIÓ, the Catalan Agency for Business Competitiveness, certifies the most qualified agents involved in technology transfer processes, and allows companies to discover and access advanced R&D, to find the most suitable technology partners & suppliers, and to raise their competitiveness and technological innovation capacities.

Industry 4.0

Catalonia actively participates in the 4th Industrial Revolution

Process engineering has always been an important part of Catalan industry, while the region has also been able to both attract and create ICT businesses. These two factors mean Catalonia is well-placed to face the computerization of industrial processes together with product individualisation, wide-spread integration of customers and business partners in business, and the production of high-quality services. Now, in Catalonia, more and more industries are applying different 4.0 solutions, hand in hand with local technological suppliers.
Leading scientific and technological infrastructures

Barcelona Synchrotron Park. This is a 3rd generation Synchrotron Light facility located just outside Barcelona. This large scientific infrastructure serves more than 1,000 researchers every year.

Institute for Food and Agricultural Research and Technology (IRTA). The main Catalan agency for food investigation and technology development.

Biomedical Research Park (PRBB). Southern Europe’s leader in Biomedical investigation.

Barcelona Super Computing Centre (BSC-CNS). This advanced computing centre hosts Mare Nostrum, one of Southern Europe’s most powerful supercomputers.

Institute of Chemical Research of Catalonia (ICIQ). A European centre of reference in chemistry.

The Institute of Photonic Sciences (ICFO). One of the finest research institutions in the world, leading Europe with its track record in physics and engineering scientific output.

Scientific Park of Barcelona. A quality environment blending research, technology, innovation and business.

Biocat. This organisation coordinates and promotes the health and life sciences sector in Catalonia.

APPLUS+IDIADA. A leading facility specialized in providing design, engineering, testing and homologation services to the automotive industry worldwide.

The Centre for Genomic Regulation (CRG). Also hosting the National Centre for Genomic Analysis, this is an international biomedical research institute of excellence.

Catalonia is the 3rd Western European destination for foreign investment projects in R&D (2011-2016) and accounts for 54% of R&D foreign capital investment within Spain (fDI Markets, FT).

Catalonia, with 0.1% of the world’s population, accounts for 1% of global scientific production and 3.7% of EU-28 scientific production (Biocat).

Catalonia is the region within Spain that has received more EU Horizon 2020 programme grants, with 28% of Spanish funding and 2.5% of total European funding.

The Eurecat Technology Centre, the result of the integration of advanced technological centres in Catalonia, promotes business competitiveness, and acts as a bridge between R&D public system (knowledge generation) and companies (value generation).
Education is one of the government’s strategic priorities and considered essential to the region’s economic and social development. The Times Higher Education has ranked the Catalan university system the 3rd best in Europe.

Great education means great research
Catalonia represents 3% of the European Research Area and concentrates 67% of the financial aid given by the European Research Council (ERC) to Spain (2015). It is the 4th EU region in terms of the number of ERC grants per million inhabitants. Clinical research in human health is an area of special expertise, with six hospitals among the most efficient in Spain in terms of scientific production. The 18 Catalan university hospitals have over 5,000 researchers devoted to life sciences research. The CERCA research centres of Catalonia have reached levels of scientific excellence in various areas, with research groups run by internationally recognised post-doctoral researchers.

Barcelona is Europe’s only city with two business schools, ESADE and IESE, among the top European MBA
Both schools have been recognized with the Triple Crown accreditation
MBA Today, 2017

Barcelona is the 8th European city and 23rd in the world in terms of Best Student Cities
QS Best Cities, 2017

Catalonia has 3 universities among the world’s top 50 universities under 50 years’ old
QS World University Rankings, 2017
Catalonia’s entrepreneurial spirit transforms talent into business, as Barcelona’s thriving startup culture showcases

Main startup sectors in Barcelona
Barcelona & Catalonia Startup Hub

- Software
- E-commerce
- Travel
- Big Data
- Health

Pier 01 building, the largest space for startups & entrepreneurs in Europe

In the Barcelona harbour, a short walk away from Barceloneta beach, the Pier 01 building is the meeting point for the Barcelona Startup & entrepreneurial ecosystem and the largest of its kind in Europe. This historic building, the Palau del Mar, houses 70 startups, 1,000 workers, incubators, accelerators and the Barcelona Tech City, the city’s association of companies and startups working in digital, tech business and ecommerce.

A global mobile and smart technology base

Technology is very much at home in Catalonia and Barcelona, thanks to its Mobile World Capital status, the ongoing organisation of the yearly Mobile World Congress and the yearly Smart City Expo. Barcelona is the 3rd city in the world in international congresses (ICAA, 2016). These events create an international and flourishing tech environment.

Talent attracts talent

Barcelona’s entrepreneurship ecosystem is recognized as one of the best. With more than 1,200 startups, Barcelona is the 5th European region in terms of startups according to several renowned international sources and it is ranked by the CITIE 2015 report as the 4th Best City for digital entrepreneurship.

Barcelona is also among the main cities for foreign investors and venture capital. Catalonia attracts 56 % of the total investment volume in Spain (ASCRI, 2015) and accounts for 71% of all international VC investment in Spain.
The Government’s business focused policies support private sector initiatives

Promoting an entrepreneurship culture

1. Facilitating incubators & accelerators to support new start-ups.

2. A wide range of funding opportunities, from business angels, equity crowdfunding and pledge funds, to participatory loans and venture capital.

3. A Government promoted public platform affording programmes, services and activities provided by public and private institutions.

4. Fostering clusters to help like-minded companies work together and benefit from common synergies.

Regulatory issues benefiting international investment in Catalonia:

- A lower Corporate Tax than in most neighbouring countries (25%).
- One of the most attractive tax deduction schemes for R&D&I activities in Europe. (Patent box, up to 59% on R+D, 12% on innovation).
- An attractive Holding Tax Regime and the largest Tax Treaty network with EU & LATAM & EMEA countries.
- Employment incentives programmes result in deductions in social security contributions and grants for job creation.
- Expats coming to work in Catalonia are taxed at a flat rate of 24% up to €600,000 (applicable in the tax period of change of residence and for the following five ones).
- Visas and residence permits can be obtained via fast-track processes (10 and 20 working days).
Catalonia
Trade & Investment

We are the Catalan Government agency for foreign investment and business competitiveness

Full support
Smooth, fast and successful set-up of operations in Catalonia from start to finish.

Track record
With over 5,500 investment projects behind us, we know how to maximise the return on investment.

Expertise
Over 30 years’ experience guarantee the results of our free of charge services.

Catering to the needs of all international investors

Are you considering a new investment?
All the information you need to know to make entering a new market as seamless as possible.

Do you need us to accelerate your investment in Catalonia?
Our project management services give personalised support to your investment right from the start.

Do you want to grow, reinvest & expand your investment in Catalonia?
Aftercare, expansion and reinvestments are one of our priority activities.

Specialised one-stop-shop services

Investor information
We provide full, practical, up-to-date information on investing and establishing business operations in Catalonia, covering sectorial data, legal issues and competitive analyses.

Business location
Get full and relevant information on industrial buildings, land, office space and logistics centres throughout Catalonia, bearing in mind the specific needs of your business.

International mobility for executives
We offer a fast-track service for work and residence permits for your top employees as well as valuable information on mobility procedures.

Innovation, tech & business partners
We are your ideal partners when doing business with Catalan companies and can connect you to the best technological and innovation resources in Catalonia.

Business and institutional network
We connect international companies to key institutional partners and business services providers to help them set up and grow in Catalonia.

Financing & incentives
Increase the viability of your project with expert, in-depth information and support on financing possibilities adjusted to your project.

Supplier search
We help foreign companies source suppliers, manufacturing partners, technology providers or developers as well as any other local company to fulfil specific requirements.
Connect to 40 worldwide offices in more than 100 markets

The Trade & Investment Offices advise and support international companies considering investing in Catalonia and Barcelona, introducing them to the Catalan industrial and economic ecosystem to help them grow, expand and optimise their projects

- Promotion and positioning of Catalonia as the best business location for foreign investment.
- Insight and advice on Catalan economy, sectorial structure and business ecosystem.
- Qualified assistance on how to get started in Catalonia.
- Ongoing support throughout all phases of each project.
- Strategic business alliances between international and Catalan companies.
- Identification and location of Catalan suppliers and technology partners for joint innovation projects.

The 40 Catalan Government Trade & Investment Offices offer personalised assistance to Catalan companies wishing to enter new markets and find business opportunities in countries around the world

- Detection of business, technology and innovation opportunities.
- Drawing up of personalised strategic plans for companies.
- Expert consultancy in internationalisation and market studies.
- Organisation of trade missions.
- Assistance in accessing international calls for tenders.
- Identification of technology partners for R+D projects.
- Location of supply channels, partners, distributors and end-clients.
- Soft landing services.
- Staff recruitment in destination countries.
- Support in legal issues when setting up companies.

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ACCIÓ, the Agency for Business Competitiveness

Where everything connects to build a powerful economy

**Internationalisation**
We connect Catalan companies to the world, offering resources and tools to help them export, enter new markets or set up abroad. We promote international innovation and technology transfer, as well as attracting foreign investment to Catalonia.

50% of innovative companies export. 80% of innovative companies expect to increase turnover.

**Innovation**
We successfully connect companies and projects to the market. We accompany companies in their process of competitive differentiation and constant search for new business opportunities through systematic innovation, technology incorporation and internationalisation.

**Are you a startup?**
- Support for start-up growth.
- Accelerator sales and internationalisation programmes.
- Access to public, private and alternative funding.
- Exclusive services for technology based firms.

**Are you an SME?**
- Access to funding to develop internationalisation, innovation and investment projects.
- Economic and mentoring support programmes.
- Tailor-made consultancy, training and professionalization services.
- Support in partner search, technology incorporation and access to European programmes.
- Detection of business opportunities.

**Are you an investor?**
- Detection of investment opportunities.
- Raising of foreign investment.
- Organisation of investment forums.

We assist 24,000 companies yearly

Financing  
Start-ups  
Clusters  
Innovation  
Technology transfer  
Foreign trade  
Investment attraction
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Santiago de Chile / São Paulo / Seoul / Shanghai / Silicon Valley / Singapore / Stuttgart / Sydney / Tehran / Tel Aviv / Tokyo / Warsaw /
Washington DC / Zagreb-Belgrade