Catalonia Connects
Mission to Boston in Medical 3D Printing & Medical Devices

April 16th-19th, 2018
For the second time in a row, the Financial Times sees Catalonia as the best Southern European Region of the Future 2018/2019 in its latest report on the most attractive European locations for future investments. Barcelona also comes first on the continent in FDI strategy and investment attraction policies.

Catalonia

Catalonia in figures
• Area: 32,108 km²
• Population: 7.5 million (2017)
• GDP: €234.7 billion (2017)
• GDP per capita: €30,078/year (2016)
• Exports: €70.8 billion (2016)
• Imports: €84.3 billion (2016)
• Tourists/year: 19 million (2017)

Business data
• Companies: 608,981 (2017)
• Industrial companies: 36,374 (2017)
• Innovative companies: 9,282 (2016)
• Regular exporting companies: 17,091 (2017)
• Foreign companies: 7,086 (2016)
• Foreign investment: €5,138 million (2016)
• Catalan companies abroad: 9,256 (2016)

16 %
OF SPANISH POPULATION

20 %
OF SPANISH GDP

24 %
OF SPANISH INDUSTRY

26 %
OF SPANISH EXPORTS

25 %
OF SPANISH BUSINESS EXPENDITURE IN R&D

34 %
OF REGULAR EXPORTING COMPANIES IN SPAIN

International business appeal
Foreign companies in Catalonia

Strongly industrialized, Catalonia is one of Southern Europe’s main economic powerhouses, as well as a leading logistic hub in the region. It has a global economy, with a pro-business and talented society, in a Mediterranean environment.

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.

1st

Barcelona is the first emerging creative city in the world.

*BCD, 2016*

2nd

Barcelona is the second Smart City in the world after Singapore.

*Juniper Research, 2016*

3rd

Catalonia is the 3rd Western European destination for foreign direct investment in R&D.

*fDi Markets, 2017*

4th

4th European city whose startups have raised more capital.

*Atomico, 2017*

5th

Barcelona is the 5th in Europe in terms of scientific academic production.

*UPC, 2016*
The World's main hub for 3D Printing industrial application

Demand for 3D printing systems and related services increased the market volume of additive manufacturing from $1.5B in 2011 to $4.2B in 2015. An annual growth of 25% is expected until 2020, up to $13 billion.

On the other hand, the traditional manufacturing market volume is expected to reach the $12 trillion in this same year (World Bank, 2016) involving an intensive use of materials throughout the value chain.

Huge opportunity for 3D printing based manufacturing, primarily materials, taking a large portion of the cake from traditional manufacturing technologies.

This technology, along with Fourth Industrial Revolution, or Industry 4.0, will disrupt the global manufacturing sector, creating an opportunity for countries around the world to gain economic value and create jobs.

The importance of 3D printing in industry

- **Mainstreaming**
  This is a technology that can be applied in many industrial sectors, in terms of production or in the manufacture of prototypes and tools.

- **Greater added value**
  This technology can produce complex three-dimensional geometries that cannot be manufactured using other technologies.

- **Customisation**
  It means it can satisfy global trends in the need for greater customisation of products.

- **New business models**
  It will generate new business models, with a significant impact on the entire value chain.

- **Flexibility**
  Both in terms of size of the series and as regards the materials used, and even in the ability to adjust manufacturing orders to cope with design changes.

- **Km 0 manufacturing**
  The possibility of manufacturing short series of highly user adapted products means production locations can be very close to the final market.

- **Speed**
  It means the design, product development and manufacturing process can be streamlined. This makes it extremely interesting for industries that want to continually innovate their products.

**Source:** Strategy & Competitive Intelligence Unit of ACCIÓ.
The 3D printing sector in Catalonia

Catalonia boasts a solid industrial base supported by a diversified industrial ecosystem with manufacturing processes that make use of a wide variety of materials.

- **+100 companies**
- **€226M turnover**
- **+2,000 jobs**

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Catalonia is becoming one of the best-equipped industrial application technology hubs in the world

- **Innovation culture**
  
  Catalonia produces 1% of the world’s scientific output, with 0.11% of the world’s population.

- **Main centers specializing in 3D printing**
  
  Catalonia counts on a vast offer of TECNIO centers dedicated to some field in the 3D printing/additive manufacturing world, such as EURECAT, CIMNE, DIOPMA, among others.

  HP’s global 3D printing business is centralised at its development center in Sant Cugat, where its Multi Jet Fusion 3D printer was designed.

  HP is supporting, along with other players such as RENISHAW, CONIEX and LEITAT Technological Center, the IAM3DHUB, a world class competence center.

  RICOH with the support of CENTER CIM has set up its Support Center for additive manufacturing.

- **3D printing applied to the Clinical environment**
  
  Catalonia has companies such as AVINENT, bioprinting research centers such as IBEC, and most of the major hospitals like HOSPITAL CLINIC and healthcare centers and health services operators like FUNDACIÓ ALTHAIA that are regularly developing and promoting clinical applications.

  Furthermore, Catalonia is home to startups such as TRACTIVUS, coinciding with the emergence of medical and 3D printing technologies and also companies dedicated to the provision of services like MASTERTEC.

- **A global & smart technology base**
  
  The city of Barcelona is one of the world’s most attractive locations for manufacturing in the framework of the Fab Lab network.

  Barcelona is also home to the Fab Academy, a global campus of local labs and a meeting point for students, colleagues and mentors.

  In addition, the city hosts the trade fair and congresses related to 3D printing IN3DUSTRY, organised by FIRA BARCELONA.
The medical devices sector in Catalonia

**MEDICAL TECHNOLOGIES IN CATALONIA**

- **89 companies**
- **11,408 jobs**
- 4th European country in medtech companies

**NUMBER OF COMPANIES IN EUROPE**

Despite being among the 5 smallest countries, Catalonia stands in the top 5 in numbers of companies in **pharma**, **biotech** and **medtech**.

**DIVERSITY OF THE INDUSTRY IN LIFE SCIENCES**

A hot spot for business & innovation

**EMPLOYEES & RESEARCHERS IN LIFE SCIENCES**

Employees in R&D have increased 50% and researchers 60% in 10 years.

**MAIN MEDTECH COMPANIES IN CATALONIA**

**Source:** ACCIÓ based on Biocat.
CataloniaBio & HealthTech was created in 2017 with institutional support from ACCIÓ, the Catalan government agency that promotes clusters, and legal guidance from RCD. It is the association of companies in the biomedicine and health arena in Catalonia. Its mission is to promote research, development and innovation (R&D&i) to help the business ecosystem generate new products and services in biopharmaceuticals, medical technology and digital health to improve people’s wellbeing.

The cluster represents more than 150 companies, as well as collaborating stakeholders such as hospitals, research centres and universities that are leaders in R&D in biomedicine. The headquarters is located at the Barcelona Science Park. The profile of member companies ranges from microenterprises to SMEs and large corporations developing products (drugs medical devices, diagnostic tests, etc.), scientific services, non-scientific services and knowledge generators.

In Catalonia two main sectors of innovation are being consolidated: ICT and health. Thanks to this integration, the new association will represent the sector in a more transversal way, promoting the convergence of biopharma, medical technology (MedTech) and digital health, which were previously seen as parallel paths, encouraging synergies and collaborations, and building a significant critical mass to future challenges.

The core values on which Cataloniabio & Healthtech bases its activity:

- **Dialogue & Support**
  Acting as a platform at the service of companies, bringing together ideas, opinions, initiatives and knowledge.

- **Proximity & trust**
  Listening and collecting the sector's needs to incorporate them into our area of action and contribute to the on-going progress of biomedical companies.

- **Collaboration**
  Facilitating relations among companies and professionals nationally and internationally and provide meeting points for them to share their experiences.

- **Innovation**
  Making sure the sector and our companies achieve the best international recognition for their innovation and research of excellence.

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Source: www.cataloniabio.org/en
Catalan companies attending Mission to Boston in Medical 3D Printing & Medical Devices

- ALTHAIA
- AVINENT
- DIOPMA
- FIRA BARCELONA
- IBEC
- HOSPITAL CLÍNIC DE BARCELONA
- MASTERTEC
- NEOS SURGERY
- SERVOCAD MICROTRONICS
- TRACTIVUS
- VECMEDICAL SPAIN
- VENTURA MEDICAL
ALTHAIA is a non-profit foundation that provides a comprehensive service to people in the health and social field. Our mission is to offer these services with quality and efficiency in the framework of an organization aimed at satisfying the needs of people and enhancing the technical and human excellence of their professionals. The Althaia foundation is governed by a board of trustees in which three institutions come together: the city council of Manresa, the Hospital Order of San Juan de Dios and The Mutua Manresana.

Sector for the mission

3D Printing.

Description of services/products/technologies

- We are applying 3D printing technology, such as learning (simulation), design of surgical guides, implantables and instrumental.
- We are doing a very practical master’s degree in 3D printing and Bioimpression.
- We are working on what the authorizations and regulations should be.
- We are opening a 3D specific line of applied research.

Experience in the sector

We are collaborating with the administration, companies of the sector, universities, hospitals and the employers' association.

Main goals for this mission

- To know how to use 3D print and bioprinting technologies in the world of health, especially in the training and personalization of services to know if hospitals are using in-house printing services or otherwise they collaborate with external laboratories.
- To know what materials are used when requesting authorities and what are the procedures and protocols they use to 3D printing and bioprinting.
- To know what requirements the US healthcare system requires hospitals and companies to print 3D and bioprinting for medical uses.

Participant in the mission

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AVINENT is at the forefront of custom digital solutions, thanks to its commitment to scientific and technological innovation, the two pillars that have supported it during more than 40 years of business experience. Today the research company owes its expensive experience in the medical sector to the development of new systems for guided surgery based on specialized virtual planning software and next-generation scanners. Avinent has become a supplier of tailor-made prosthetic solutions, within-depth knowledge of CAD/CAM technology and of the production of custom 3D printed products.

Sector for the mission

3D printing for medical field, dental, oral and maxillofacial surgery, neurosurgery, orthopedic and traumatology surgery.

Description of services/products/technologies

AVINENT has various 3D printing systems that use certified materials for dental and CMF works. Our experience as a leader in 3D printing techniques means that we can produce a wide variety of customized products:

- Easily accessible patient information via a single digital file (online).
- Virtual reconstruction of bone defects.
- Total control of the production process and logistics.
- A wide range of biocompatible materials.
- Complete documentation of each step of the virtual planning process.
- One integrated and innovative solution that allows complete restoration in reconstructive surgeries, joining prosthesis and dental implants for functional reconstruction.
- Personal attention always available from a team of dedicated professionals and technicians.

Experience in the sector

Our company has a proven experience in the medical sector. We are a well-established brand mark who sells its dental products to more than 30 countries in the world. Some of the main international markets are USA, Canada, Holland, Croatia, Taiwan, etc.

Main goals for this mission

- To get a real approach to the most vanguard 3D printing technologies and learning possible implementation/improvement for our production process.
- Search for new business opportunities.

Participant in the mission

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DIOPMA is a scientific research center at the University of Barcelona, formed at the Department of Materials Science and Physical Chemistry. DIOPMA is a consolidated group by the Generatitat de Catalunya, and TECNIO group.

Sector for the mission

- 3D-Printing/Additive Manufacturing.
- Formulation of ceramic, metallic and polymeric inks.
- Technology: DLP, Robocasting, others. Hybridization of AM technologies.
- Multimaterial printing.

Description of services/products/technologies


Experience in the sector

We have been working in the field of additive manufacturing since 2016, focusing our research in the development of materials for robocasting and digital light processing. The main goal is the multimaterial printing, in this sense we are working in different materials such as ceramics, metals and composite materials. Our know-how is based on the formulation of the suspensions for the two mentioned technologies, as well as on the thermal treatments after the printing process. As a material science group, we have availability for a wide range of characterization techniques that allow the characterization of the raw material and the final printed part.

Main goals for this mission

The main goal is to know the emergent trends and roadmap in the field of 3D printing in health. As we focus on research, we are deeply interested in learning more from a material requirements and applications point of view.

Participant in the mission

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The purpose and function of FIRA BARCELONA is, in the broadest sense, to promote, support and develop commerce and industry by organizing trade fairs or hosting and supporting the organization of trade fairs on its premises.

Sector for the mission

Sectorial professional association/organization, local companies/importers, related with the sectors of the events organized by the business unit.

Experience in the sector

One of the most important vertical sector covered at IN(3D)USTRY is healthcare due to its fast adoption of AM strategies and technology in the preoperative, operatory and recovery processes.

Description of services/products/technologies

IN(3D)USTRY From Needs to Solutions is a Global Hub Event. A 3-day premium event connecting top users with prominent manufacturers and service providers to share success stories and realise technological needs. Featuring the world's top additive and Advanced Manufacturing companies along with leading companies.

Main goals for this mission

The main goal is to contact key players within the target sectors of this mission, additive manufacturing and healthcare, in order to establish a form of collaboration and to organize trade missions for visitors from Boston and the rest of the US to the events organized by the Business Unit.

Participant in the mission

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IBEC

IBEC is a research center whose purpose is to carry out an interdisciplinary research at the highest international quality level which, by creating knowledge, helps to improve health and quality of life and generate wealth.

Sector for the mission

- 3D Bioprinting in Health.
- Regenerative Medicine.
- Microfluidics in lab-on-Chip.
- Point of care diagnostic.

Description of services/products/technologies

- 3D Bioprinting in health (soft-lithography techniques, DLP 3D printing technology, bio-inks, tissue-like structures and 3D biocompatible scaffolds).
- Regenerative medicine, from IPSC’s to biomaterials.
- Point of care diagnostic and microfluidics.
- Lab-in-chip and organ-on-chip.
- Drug delivery strategies.
- Nano bio-devices, biosensors and biomimetic systems.

Experience in the sector

IBEC is a well known research center of excellence in the bioengineering field. The company carries out multidisciplinary research in the international landscape of bioengineering. IBEC establishes contract research, assessment, service fees and license agreements, fully tailored to the nature of the project and the interests of the industrial partner.

Main goals for this mission

To identify partners and establish collaborations with private and public organizations in the fields of:
- 3D Bioprinting in Health.
- Regenerative Medicine.
- Microfluidics in lab-on-Chip.
- Point of care diagnostic.

Participant in the mission

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We are a university hospital founded in 1906 that belongs to the Catalan Public Hospital Network (XHUP). We include almost all medical and surgical specialties and are active in the areas of Patient Care, Research and Education, either directly or through related companies. The hospital has a long-standing tradition of research and is recognised as an institution of reference, both domestically and internationally.

**Sector for the mission**

Healthcare.

**Description of services/products/technologies**

- Provision of public health services.
- Innovation and applied research in Biomedical engineering.
- Public procurement of medical devices.
- Facilities management and clinical engineering.

**Experience in the sector**

We have maintained some initial contacts with some companies and local technological centers with experience in 3D printing for medical purposes and bioimpression, identifying different potential niche solutions to be developed. We are currently in a proof phase for the first prototypes in order to validate these clinical ideas.

**Main goals for this mission**

To explore the offer of solutions and technology related to 3D printing (Bio and conventional) and novice/innovative medical devices. Also looking for opportunities to establish future collaboration agreements with companies and/or research institutions this way learning from success stories in the hospital sector in the Boston area, ensuring a continuous effort in research and innovation and enhancing the national leadership of our hospital in this area.

**Participant in the mission**

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MASTERTEC is a company that distributes Develop, a leading manufacturer of products, services and business solutions related to digital imaging. The company offers its channel a series of resources so that they can be more effective as multi-brand software for device management. Currently, MASTERTEC is focused on maintaining their presence in the traditional channel of reprography distributors in order to consolidate their position as a third supplier of graphic arts equipment.

In short we will distribute 3D Systems' software in the Spanish market and will start providing services in 3D printing to public hospital networks.

Sector for the mission

- Surgery simulations.
- 3D Biomedical.

Description of services/products/technologies

Software & Services to convert a Dicom file into a STL file or to print it.

Experience in the sector

Asorcad Engineering, member of our group Co, is an expert on 3D projects and supports us.

Main goals for this mission

To explore and identify the available technology.

Participant in the mission

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NEOS SURGERY

NEOS Surgery is an innovative technological company based in Barcelona, dedicated to the development, manufacture and commercialization of medical devices in the field of neuro, spinal and other surgical fields. Another major key activity of NEOS Surgery is the continuous participation in sustainable R&D projects in collaboration with third parties. NEOS Surgery’s continuous mission is to capture the demands of the surgical market to develop innovative products aimed to redefine the gold standard of quality care. Their philosophy is "think out of the box".

Sector for the mission

NEOS Surgery is specialized in medical devices for neurosurgery. The company covers all the steps in the product chain: conceptualization of the ideas, development, transfer to production, manufacturing and commercialization.

Description of services/products/technologies

The main product of the company is the Cranial Loop, the first cranial fixation device made of PEEK in the market. This device is instrument free and easy to use and gives a better mechanical fixation when compared to other devices in the market.

Experience in the sector

NEOS Surgery is working in several R&D projects to bring to the market innovative devices potentially able to solve unmet clinical needs and improve the patient quality of life. NEOS Surgery has a deep knowledge on smart and high tech materials.

Main goals for this mission

In order to continue developing innovative products for the medical field, the use of 3D printing technologies will be a must, and it is important for us to keep updated on new trends in 3D printing. The use of 3D printing for implantable devices is specially interesting for NEOS Surgery.

Participant in the mission

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SERVOCAD MICROTRONICS is a high precision R&D technology center that has developed several patents focused on minimally invasive surgery combining micro machining, electronics and software.

Sector for the mission

Medical devices for minimally invasive surgery.

Description of services/products/technologies

We have developed a full set of instruments that acting together provide a full solution for minimally invasive surgery. Also, we have added our innovations to the traditional surgical instrumentation, this way providing more versatility, flexibility, multi-functionally in order to substantially reduce the recovery time of each patient.

Experience in the sector

Almost seven years of patent developments on medical devices, building our high precision tech centre, collaborating with the most prestigious universities in Spain and R&D centers.

Main goals for this mission

Finding a partner with whom to make a collaboration agreement on launching our products into the market, distribution, R&D joint collaboration.

Participant in the mission

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TRACTIVUS designs and develops the next generation of personalized implantable medical devices with bioactive properties. The developments are based on patented technology developed in collaboration with IQS and IDIBELL R&D groups. Tractivus provides antibacterial properties for implantable devices to avoid colonisation and increase the life-time of the device. Additionally, we has developed fabrication protocols to obtain anatomical adapted medical devices using 3D printing technology.

Sector for the mission

Medical devices and 3D printing.

Description of services/products/technologies

The first developed product is a tracheal stent with an antibacterial coating that avoids bacterial colonization and with a 3D personalized design that reduce migration and granulation tissue. These improvements increase life quality of patients and reduce post implantation associated costs. The second product (in development) is a urinary catheter that avoids bacterial colonization and tissue inflammation increasing the life-time of the device.

Experience in the sector

Developing 3D printing medical devices. First silicone prototypes of anatomical tracheal stents. Also design of implanted 3D printed bronchial splints.

Main goals for this mission

To find partners for medical devices and 3D printing in the US and the EU, regulations of 3D printing technologies and widening our knowledge in order to be implemented into our developments and projects.

Participant in the mission

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Medical Devices manufacturer with product portfolio in respiratory, O.R. suction devices and thoracic drainage, also producing for third companies in different areas such as Bioregeneration and Cellular Therapy.

We are working together with Hospitals to develop new solutions in the medical devices and In Vitro Diagnostics fields.

Sector for the mission

Medical devices and 3D printing.

Description of services/products/technologies

Medical devices manufacturer with product portfolio in Respiratory, O.R. suction devices and thoracic drainage, also production for third companies in different areas such as bioregeneration and cellular therapy, cryopreservation.

We are working together with hospitals to develop new solutions in the medical devices and In Vitro Diagnostics fields.

Experience in the sector

Some contacts with MASSMEDIC.

Main goals for this mission

Finding a partner with whom to make a collaboration agreement on launching our products to the market.

Participant in the mission

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VENTURA MEDICAL TECHNOLOGIES

Ventura Medical is a family business that has a know-how and a business strategy focused on developing innovative medical technology and with a resolute policy of internationalization. The medical, engineering and industrial knowledge of the organization results in added value for developing new Medical Devices, enable its participation in all the stages of the technology transfer process.

Sector for the mission

Medical Devices

Description of services/products/technologies

Development and commercialization medical devices

Experience in the sector

We have experience since 2010.

Main goals for the mission

- Get to know the US regulatory system (FDA) to register our implant.
- To discuss with a regulatory agent the work initiated by Ventura (model 510K) with a US company.
- To find out if there are advantages with a Ventura company already in the US at the time of registering the product.
- To learn about the advantages of having a Ventura company in the USA to reach agreements with distributors.
- To meet companies in the Boston Cluster that manufacture medical devices similar to ours (implantable or surgical medical devices) in order to look for distributors and getting to know relevant points to take into account in the commercial relationship with them.
- To contact a distributor to find out how distributors work in the US.
- Legal issues to contemplate in the commercialization of an implant.
- Type of insurance that an implant manufacturer should have in case of commercialization through a distributor; or through a sublicense of distribution.
- To contact a thoracic or paediatric surgeon to treat the Pectus Excavatum (search prior to Ventura).

Participant in the mission

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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 5,000 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 the needs of 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 establishing business operations in Catalonia.

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

**Business location**
Get full, relevant information on industrial buildings, land, office space and logistics centres throughout Catalonia.

**Innovation, tech & business partners**
We 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.

**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.

**Supplier search**
We help foreign companies source local suppliers, manufacturing partners, technology providers or developers to fulfil specific requirements.
Connect to 40 worldwide offices in over 110 markets

The 40 Catalan Government Trade & Investment Offices assess and support international companies interested in investing in Catalonia and Barcelona. They also offer personalised assistance to Catalan companies wishing to open in new markets and to find global business opportunities.

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With the collaboration of: