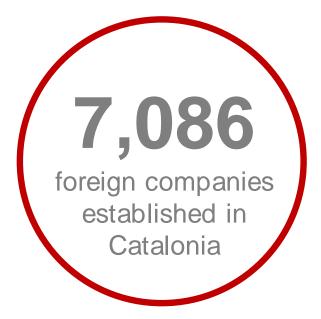
Catalonia Trade & Investment Annual Report 2016



Foreign investment in Catalonia comes from a variety of countries

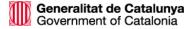


GERMANY	LUXEMBOURG
13.8%	6.5%
FRANCE	SWITZERLAND
12.7%	4.9%
USA	JAPAN
11.5%	2.8%
ITALY	BELGIUM
9.2%	2.4%
NETHERLANDS	PORTUGAL
8.4%	2.0%
UK	DENMARK
7.5%	2.0%

OTHER 16.4%

SOURCE: ACCIO

Catalonia o Trade & Investment



Foreign companies in Catalonia

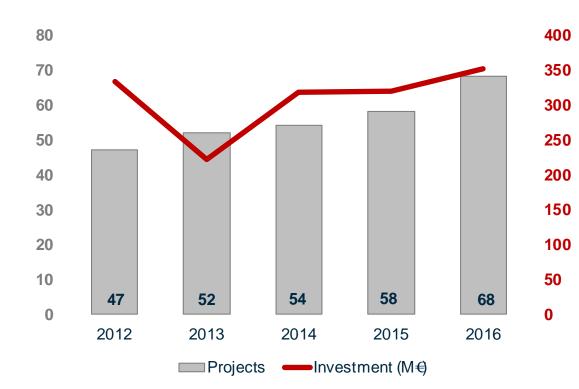




SOURCE: ACCIO

Foreign investment attracted to Catalonia

by Catalonia Trade & Investment



2016

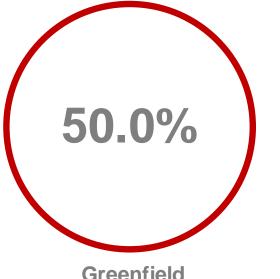
Record of projects attracted for the sixth consecutive year

68 projects
351.8 M€investment
4,067 jobs created and maintained



catalonia com Accio

Investment projects attracted by Catalonia Trade & Investment by type of investment



Greenfield investments by companies without prior presence in Catalonia

New investments, reinvestments and expansion projects by companies already operating in Catalonia

35.3%



Other: joint ventures, M&A, partnerships, maintenance...



Investment projects attracted by Catalonia Trade & Investment by origin



USA 14.7% 10 projects

FRANCE 14.7% 10 projects

GERMANY

13.2% 9 projects

JAPAN

11.8% 8 projects

> **UK** 5.9% 4 projects

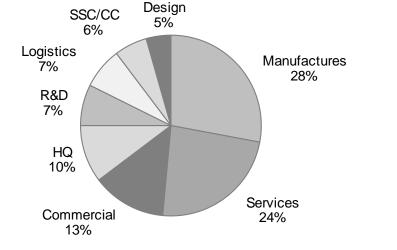
BELGIUM 5.9% 4 projects

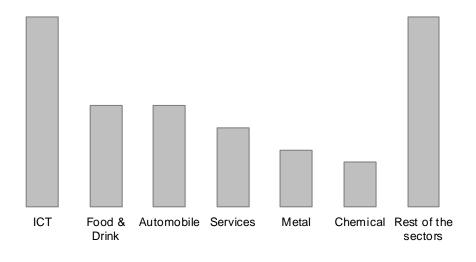
Catalonia o Trade & Investment

Generalitat de Catalunya Government of Catalonia

Investment projects attracted by Catalonia Trade & Investment **by sector**

Manufacturing activities continue to lead the ranking of projects attracted by value chain (%) ICT sector gathers 25% of the projects, followed by Food&Drink and Automotive







Generalitat de Catalunya Government of Catalonia

Expertise of Catalonia Trade & Investment

With a deep knowledge of the Catalan and international companies ecosystems, we are experts in foreign investment.

2015-2016

639

investment projects managed

545

partnering contacts

465

foreign companies in Catalonia advised

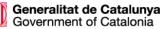
495

services provided (business location, financing advice and strategic partners search)



Track record 32 years turning figures into future





Ratios







Catalonia Trade & Investment Who we are and what we do?

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

We work for international companies planning a first-time investment in Catalonia and for those willing to expand their activities in and from Catalonia.

We offer international companies:

- ✓ full support
- ✓ one-stop-shop
- ✓ tailor-made solutions

- ✓ a multidisciplinary expert team
- ✓ confidentiality
- ✓ free of charge services



Catalonia Trade & Investment

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catalonia.com

Worldwide offices

- \checkmark Accra
- Beijing \checkmark
- <u>Berlin</u> \checkmark
- \checkmark Bogota
- Boston \checkmark \checkmark
- Brussels
- **Buenos Aires** \checkmark
- Casablanca \checkmark Copenhaguen \checkmark
- Dubai \checkmark
- Hong Kong \checkmark
- Istanbul \checkmark
- Johannesburg \checkmark
- \checkmark Lima
- London \checkmark
- Mexico Citv \checkmark
- Miami \checkmark
- Milan \checkmark
- Montreal \checkmark
- Moscow \checkmark \checkmark
 - Mumbai

- ✓ Nairobi
- New York \checkmark
- Panama \checkmark
- Paris \checkmark
- Santiago de Chile \checkmark
- Sao Paulo \checkmark
- Seoul \checkmark
- Shanghai \checkmark
- Silicon Valley \checkmark
- Singapore \checkmark
- \checkmark Stuttgart
- Sydney \checkmark
- Tehran \checkmark
- Tel-Aviv \checkmark
- Tokyo \checkmark
- \checkmark Warsaw
- Washington DC \checkmark
- Zagreb-Belgrade \checkmark

