



# ACCIÓ global pricing policy

## Services

Price: 80 euros/hour.

- **Catalonia**: 100% allowance. Cost: 0 euros/hour per customer.
- **Offices Abroad**: 62.5% allowance + 50% discount. Cost: €15/hour per customer (except for investment services, for which a 100% allowance applies, with a cost of 0 euros/hour per customer).

## Physical space

### Catalonia (PIER01):

- Up to 18 months: 100% allowance.
- Over 18 months: 50% allowance.
- Maximum presence: up to 36 months.



## Grouped actions

**Strategic actions (led by ACCIÓ) and international actions (led by a third party)**

- 62.5% allowance
- 50% discount

Type	Schedule typology	Hours per company and market	Individual price (minimum 6 companies)
Physical/virtual	Grouped	20	€300
Physical/virtual	Mixed (individual and group meetings)	40	€600
Physical/virtual	Individual	60	€900



## Grouped actions

### Reverse actions (led by ACCIÓ)

Typology	Hours per market	Price per participating company
Fixed part	30	180,0 €

Typology	Hours per importer	Individual price per scheduled meeting
Variable part	15	56,25 €

Note: A minimum of 10 markets and 25 participating companies are established. It is also established that on average an importer meets with 4 companies.

### International actions (led by a third party)

Typology	Hours per market	Price per third
Fixed part	30	1.350 €

Typology	Hours per importer	Price per third
Variable part	15	2.700 €

**Total: 4.050€**

Note: A minimum of 3 markets are established. It is also established that on average 12 importers are obtained.



## Cancellation policy:

### **Applies to all the individual services and grouped actions:**

Focused on the number of hours spent. If a company ultimately decides not to continue with the service or doesn't participate in the grouped action, a calculation of the hours spent will be made and they will be invoiced accordingly.

## Discounts applicable

- ✓ Up to **10 hours of free consultation** for advice prior to the drawing up of the work proposal.
- ✓ **50% discount** on the allowance for **special economic situations** (geopolitical risks, Covid-19, etc.).
- ✓ **75% discount** for **companies looking to enter the US**, who are already selling, or who have a subsidiary.
- ✓ **50% discount** on the allowance for the **procurement of grouped actions in additional markets**.
- ✓ They are only applicable to **Catalan companies**.



## Exceptional situation of geopolitical risks

Given the exceptional situation of geopolitical risk, it is decided to temporarily apply the following cases:

- ✓ Catalan companies with commercial relations or established presence in the markets of Russia, Belarus, and Ukraine can contract a **maximum of 240 hours of free consultations with the ACCIÓ Foreign Offices.**
  - It is determined that this may only be applied once every three years per company, although the company may be affected by different situations, and once per company and conflict.
- ✓ Companies affected by the tariffs that are regular exporters to the US will benefit **from up to 120 free hours of services from ACCIÓ's foreign offices**, per company, for their individual projects aimed at analyzing new markets, searching for commercial channels, or establishing themselves.

Markets and timing will be adjusted periodically based on the evolution of geopolitical situations.



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