March 2024. A snapshot of the industry

The agri-food industry in Catalonia



The agri-food industry in Catalonia

ACCIÓ Government of Catalonia



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Carried out by Strategy and Competitive Intelligence Unit of ACCIÓ PRODECA Knowledge and Strategy Area

Barcelona, March 2024



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Definition of the agri-food industry

Group of companies that are in charge of agriculture, manufacture, distribution and sale of food and beverages for consumption inside or outside the home.



Agricultural production

Agricultural production companies are those that are dedicated to obtaining food or raw materials from plants, animals or fish.



Food processing

Companies that undertake the transformation of products that come from the primary sector and other suppliers of ingredients and additives to products ready for distribution to wholesale companies or directly to retailers.



Auxiliary industry

Auxiliary food processing companies that offer complementary services or products to such as food industry machinery, *packaging*, chemicals, among others.



Distribution

Companies that enable the transport, storage and distribution of products made by food processing companies to the final consumption channel.



Final channel

Foodservice: this

is the set of companies and organizations that are responsible for the preparation, distribution and sale of food and beverages for immediate consumption **outside** the home. Foodretail: This is the set of companies and organizations that are responsible for the preparation, distribution and sale of food and beverages for immediate consumption within the household.

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The agri-food industry in Catalonia

1. The agri-food industry globally



The global agri-food industry

- Global agri-food production was valued at €7.5 billion in 2022. It is expected to exceed €14 billion by 2030.
- China is the leading producer of the global agri-food industry, with 26.7% of the world's production value in 2022, higher than the production value of the next five countries combined.
- The United States, Japan, Germany and Indonesia complete the Top 5 of the main agri-food producers in the world.
- The **United States is the main exporter** of agri-food products in the world (7.7% of the global total in 2022).
- It is followed by Germany, France, Spain and China as the main worldwide exporters of agri-food products.

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Food

Main global agri-food producers by production value in billions of euros (2022)

Source: ACCIÓ, based on Euromonitor, 2023

Beverages

Main agri-food companies worldwide



Source: ACCIÓ-PRODECA, based on Orbis. Code 10: Manufacture of food products, Code 11: Manufacture of beverages. Companies ranked by turnover; 2022-23



FDI in food and beverages reaches €120 billion in the five-year period 2019-2023

The **volume of FDI in the food and beverage industry** totaled €119.5 billion in the five-year period 2019-2023, with a total of 2,978 projects that have employed 447,766 people. Spain is the fourth destination worldwide in receiving this FDI.



Notes: Projects in the "food & beverages" sector between 2019 and 2023 have been considered **Source:** ACCIÓ, based on fDi Markets, 2024

The agri-food industry in Catalonia

2. The industry in Catalonia



Catalonia, the number one destination for agri-food companies



exceeds €15 billion with an increase in value of 3.2% in 2023 compared to the previous year.



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Top level support

- Top level research centers dedicated to technological innovation in food
- More than 2,100 startups have been installed in Catalonia, with 143 startups in the agri-food sector.

Advanced logistics infrastructure

- A logistics network that provides service to 400 million consumers in Europe and Mediterranean/Africa in less than 48 hours.
- The Port of Barcelona and the Port of Tarragona maintain an undisputed leadership in the movement of agri-food products in Europe and the Mediterranean.

Agri-food leaders choose

Catalonia is an attractive and leading location for agri-food FDI in Western Europe, being the 5th-highest region in number of projects.

Main agri-food companies investing in



True attraction pole for talent

- More **cutting-edge creativity** is what has elevated Catalonia and its cuisine to its most prestigious international position.
- 9 university degrees, 6 university masters and 2 FP-DUAL degrees, as well as a wide range of continuing education courses.



Agri-food industry value chain



Note: The categories shaded in gray have been considered in the mapping of the agri-food value chain. Source: ACCIÓ



Number one sector of Catalan industry

Total of the Catalan agri-food sector¹ → €48.23 billion in turnover in 2021 (11.9% vs. 2019) – 19.7% of Catalonia's GDP

rimary sector ² Food and beverage industry ³			rage industry ³	Auxiliary industry ⁴		
€6.04 bil	lion in turnover	1	€31	.73 billion in turnover		€10.46 billion in turnover
54,972 a	gricultural/fisheries	ſ	5,01	7 companies	<u>Í</u>	872 companies
55,022 e	mployees	ĥ	92,8	388 employees	ເດົ້າ	27,690 employees
tional informa	tion: sales and distri	bution channels ⁵				
	ition: sales and distri	bution channels⁵ <i>Horeca</i> for food and beverages		Retailers of food and beverages	Wholesa	lers of food everages
		Horeca for food and		Retailers of food	Wholesa and be	
	Turnover	<i>Horeca</i> for food and beverages		Retailers of food and beverages	Wholesa and b €21.3	everages

Note 1: The sum of the primary sector corresponds to the food and beverage industry and the auxiliary industry Source:ACCIÓ, based on: ² Idescat, *Survey on the structure of agricultural holdings* (2022 turnover, 2020 holdings and 2019 workers) sea fishing data (2020); ³ INE, *Structural statistics of companies* (2021): industrial sector; ⁴ own work based on data from Orbis, i ⁵ INE, *Government of Catalonia*

Agri-food industry value chain (I)



Note: partial representation with the aim of illustrating the suppliers of the value chain of the foodservice sector in Catalonia, although there may be other companies that have not been included in the study. Note: each company has been assigned to a main category of the value chain. Source: ACCIÓ



Agri-food industry value chain (II)

Food and beverage industry







Note: partial representation with the aim of illustrating the suppliers of the value chain of the foodservice sector in Catalonia, although there may be other companies that have not been included in the study. Note: each company has been assigned to a main category of the value chain. Source: ACCIÓ



The food and beverage industry in Catalonia continues to grow and has had a 14% increase in turnover in the last five years



Evolution of the main variables of the food and beverage industry in Catalonia

- The Catalan food and beverage industry has increased its turnover by **13.6%** in the last 5 years. Likewise, in the same period, it has increased the number of companies by **33.6%** and the number of workers by **5.5%**.
- In 2021, the Catalan food and beverage industry represented 22.3% of the turnover of the entire food and beverage industry in Spain, 16.4% of the number of companies and 19.4% of the number of workers, being the top region in Spain by turnover and number of agri-food workers.
- Also, in 2021 the Catalan food and beverage industry was responsible for **20.4% of the total turnover of the Catalan manufacturing industry**, 12.3% of the number of companies and 18.7% of the number of workers.
- The main segments of the Catalan industry are meat (with 32% of the 2021 turnover); the products for animal feed (17%); sugars, chocolate, coffee and confectionery (8%) and oils (7%).

Source: ACCIÓ, based on Statista



Catalonia stands out for the diversity of its agri-food products

Main segments of the food industry in 2021, by turnover in %:





The foodservice channel in Catalonia

The *foodservice* channel in Catalonia is a benchmark ecosystem that brings together companies from the entire food and beverage value chain, with large groups and globally recognized restaurant chains.



Restaurant and catering for public facilities



Foodservice Cluster Catalonia

The Foodservice Cluster is a cluster organization whose main objective is to promote and strengthen the segment's competitiveness.

It promotes initiatives aimed at promoting the foodservice sector in Catalonia and stimulating and exploiting synergies between the members of the value chain in order to promote the development of transformative projects.



Source: ACCIÓ based on the Report entitled "The Foodservice sector in Catalonia" by ACCIÓ.



The foodretail industry in Catalonia

It is of great economic and social importance, as it generates employment, innovation and added value. Final channel companies are those that sell, either physically or online, directly to the end customer to consume the food at home (hypermarkets, supermarkets etc.).



Source: ACCIÓ based on the Report "The Foodretail sector in Catalonia" by ACCIÓ.

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Catalan wines, recognized for their quality and excellence

The culture, tradition and landscape of wine are part of Catalonia's history to the point of becoming a symbol of our country. The varieties, the vines, the cellars and the wines are present in our history.



Catalan Winemaking

The Catalan Wine Cluster was born in 2009 with the mission of consolidating the wine region of Catalonia as a benchmark in terms of innovation and global quality. **INNOVI's main objective is to promote the competitiveness of companies in the entire value chain of the Catalan wine sector,** through collaboration and innovation.



Source: ACCIÓ

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A well-established and diversified Catalan meat industry

The meat industry is the main agri-food subsector in Catalonia, oriented more and more towards vertical integration to ensure traceability from the farm to the point of sale.





Catalan cluster of meat and alternative protein

It is a business association that aims to strengthen competitiveness of companies through the innovation and the cooperation.

This is made up of companies in the sector (farms, slaughterhouses, slaughterhouses and processed meat companies) and auxiliary services (feed, genetics, machinery, logistics, additives, waste and byproducts, sanitary, etc.).



Source: ACCIÓ from INE 2021, INNOVAC cluster and Prodeca.

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COSTA FOOD

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COLLELL

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Catalonia promotes alternative protein



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Some of the main producers in the sector in Catalonia have presented new lines that include vegan products, hybrid vegetables or others with combinations of vegetable foods that imitate the taste of meat. In addition, they are making an important technological bet for laboratory meat.





Source: ACCIÓ based on the Report "The alternative protein sector in Catalonia" by ACCIÓ and Prodeca.



The oils of Catalonia, among the most valued in the world

The Catalan territory has a very wide variety of excellent olive oils, highlighted by their wide range of flavors, aromas, colors and characteristics specific to each territory which give rise to a unique personality of each Catalan olive oil.



Source: ACCIÓ, based on the Department of Climate Action, Food and Rural Agenda of the Generalitat of Catalonia





Note: Partial representation with the aim of illustrating the ecosystem of the foodservice sector in Catalonia. Source: ACCIÓ

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The agri-food industry ecosystem in Catalonia

Clusters accredited by ACCIÓ

Foodretail Catalonia Cluster



The Food Retail Cluster of Catalonia works to improve the competitiveness and development of the associated companies through constant adaptation to the market and the consumer, the development of innovation, as well as training, promotion and joint participation in major international food fairs.

Catalan winemaking cluster

INN@VI

The Catalan Wine Cluster was born in 2009 with the mission of consolidating the wine region of Catalonia as a benchmark in terms of innovation and global quality. INNOVI's main objective is to promote the competitiveness of companies in the entire value chain of the Catalan wine sector, through collaboration and innovation.

Food service cluster



GRAC

Catalan cluster of meat and alternative protein

It is a business association that aims to strengthen competitiveness of companies through the innovation and the cooperation.

This is made up of companies in the sector (farms, slaughterhouses, slaughterhouses and processed meat companies) and auxiliary services (feed, genetics, machinery, logistics, additives, waste and by-products, sanitary, etc.).

Agricultural Production Machinery and Means Cluster

The Agricultural Production Machinery and Means Cluster of Catalonia takes on the challenge of contributing to global and more sustainable agriculture, creating a more competitive environment and future for the companies and institutions of the cluster, through innovation, internationalization and cooperation.

whose main objective is to promote and

strengthen the segment's competitiveness.

It promotes initiatives aimed at promoting the

foodservice sector in Catalonia and stimulating

and **exploiting synergies** between the members

of the value chain in order to promote the

development of transformative projects.

Packaging cluster

INNOVACC

The mission of the packaging cluster is to promote the continuous advancement of the different processes that are part of packaging and wrapping. They seek to form a collaborative network between the different agents involved to move forward cohesively, and in better conditions, towards the transformation of the sector. A technological and sustainable transition in the packaging sector.

Source: ACCIÓ

The main hub of European Union startups

More than 2,100 startups are located in Catalonia

Barcelona is the **secondfavorite** hub in the EU for founders wanting to create a startup Startup Heatmap Europe, 2023 Second-largest startup hub with the highest number of founders from local universities in the EU Global Startup Ecosystem Index from StartupBlink 2023 143 startups in the agri-food sector (agritech and foodtech) 2023, 19% more than in 2021.



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Startups related to the agri-food industry



Source: ACCIÓ, based on the Barcelona & Catalonia Startup Hub 2023



The agri-food sector breaks its export record with an increase of 3.22% compared to the previous year

• The sector continues along its path from volume to value in terms of exports and exceeds €15 billion with an increase in value of 3.2% in 2023 compared to the previous year. In the last 10 years, they have grown by 90.0% in value and 16.2% in volume.

- 94.7% of the value exported relates to regular exporters.
- Catalonia has remained for the **fourth consecutive year** as the **Spanish autonomous community** that **exports the most** food and beverages.



€15.33 billion

Agri-food exports (2023)



Catalonia is the **number one** agri-food exporting region in Spain, ahead of Andalusia.



out of the total of agri-food exporting companies in Spain.

Some of the most important regular exporters



Source: ACCIÓ-PRODECA, based on summary of Catalan agri-food exports 2023 with AEAT data

Catalonia is a major agri-food exporter

Catalan agri-food exports, breakdown by subgroups (2023)

Agricultural exports represented 15.2% of the total of Catalan exports in 2023.

Meat products are the most exported subgroup for the Catalan food industry, representing 34.9% of agri-food exports in 2023.

Multi-product food – fine food, fruits and vegetables, and vegetable oils are the next most exported subgroups, as well as the wine and cava subsector in beverages.



Source: ACCIÓ-PRODECA based on the summary of Catalan agri-food exports 2023 with AEAT data

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FRUIT AND VEGETABLES

International business opportunities in the chemical and plastics industry

ACCIÓ detects 44 international business opportunities for Catalan companies in the agri-food sector.

Regional distribution of opportunities



Recommender of international business opportunities.

Source: ACCIÓ from the 2024 Global Map of International Business Opportunities.



Catalonia records more than €700 million of FDI in food and beverages between 2019 and 2023 29

In the five-year period 2019-2023, **Catalonia received almost 41 FDI projects** related to the food and beverage sector, with Germany as the main investing country.

44	▲57.7% (2014-2018)	2 Fr
41 projects	30.15% of the total in Spain	3 Be
		📒 3 Ur
€697.6 million in	▲4.73% (2014-2018)	5 Sv
investment	23.87% of the total in Spain	The 20 top
		Lint
2,234 jobs	▼2.95% (2014-2018)	GRUPO
2,204 j003	24.16% of the total in Spain	GORIL

Countries of origin by projects, 2019-2023*



The 20 top investing companies in the period 2019-2023



Notes: Projects in the "food & beverages" sector between 2019 and 2023 have been considered **Source:** ACCIÓ, based on fDi Markets, 2024



Catalonia is the 5th-ranked region in the EU in terms of the number of FDI projects in food and beverages

In the five-year period 2019-2023, Catalonia occupied a noteworthy position in the European Union for FDI in food and beverages. It is the **fifth-ranked region as regards the number of projects**, the **eighth-ranked for invested capital** and the **fifth-ranked for jobs created**.



5th region in number of projects (▲2, 2014-2018)4.7% of the EU total

8th region in invested capital (▲2, 2014-2018)3.3% of the EU total

5th region in jobs created (▲2, 2014-2018) **3.1%** of the EU total

Notes: Projects in the "food & beverages" sector between 2019 and 2023 have been considered *Source:* ACCIÓ, based on fDi Markets, 2024

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Chemical industry leaders choose Catalonia (2019-2023)

Elian Barcelona – Production	Nestlé – Production activities	Carrefour – Logistics, distribution and transport activities
October 2023 €19.72 million* 64* jobs Elian Barcelona, an agro-industrial company belonging to Viserion International and dedicated to the supply of soybean meal for the animal feed sector and oil for food consumption, will expand its manufacturing activities in Barcelona.	September 2022 €89.91 million 183* jobs The Swiss food and beverage company Nestlé has invested €89.91 million to strengthen the manufacture of single-dose capsules and the production and packaging of instant coffee at its plant in Girona, which will increase its production capacity and create new jobs until 2025. Catalonia o Trade Cinvestment	April 2022 €33.17 million* 112* jobs Carrefour, an international food retailer based in France, will open a new warehouse of 14,000 square meters (150,000 sq ft) in Castellbisbal. This new logistics infrastructure is aimed at supplying the local market.
Freixenet Group – Production	Florette – Production activities	Puratos Iberia – Activities linked to the headquarters
December 2021 €31.31 million 64* jobs The Freixenet Group, Cava manufacturer and subsidiary of the German firm Geschwister Oetker, has announced that it will expand its facilities in Sant Sadurní d'Anoia. It will expand its capacity by 35%, with the forecast that the new production line will be able to serve 15,000 bottles every hour.	March 2020 €13.01 million 70 jobs Florette, manufacturer of ready-to-eat salads and vegetables and subsidiary of the French company Agrial, announces the opening of its new salad packaging plant of 64,000m ² in Tortosa The company has invested €13.01 million and created 70 jobs. Catalonia & Trade Investment	January 2020 €19.99 million 15 jobs Puratos Iberia, a subsidiary of the Belgian bakery and pastry supplier Puratos, will expand manufacturing operations at its headquarters in Sils. It plans to add a new line for margarine production and expand its masterbatch operations. Catalonia & Investment

Notes: Asterisks indicate that the volume of capital invested or jobs created has been estimated **Source:** ACCIÓ, based on fDi Markets, 2023

A world-renowned gastronomy that attracts talent from all over the world

Talent attraction to Barcelona

One of the best places in the world to live and work. A magnet for young professionals and researchers from all over Europe Barcelona gets 1st position at European level in its FDI strategy. *FDI Strategy Awards*, 2023

Number 1 city in Spain in terms of the most Michelin stars. *Michelin Guide, 2024*

Barcelona came 1st as the best city in southern Europe to live and work in *City Talent Index, 2023*

2nd best gastronomic destination in the world. *Titan Travel, 2024*

4th best city in Europe. Resonance Consulting, 2023

5th favorite city in the world to work. Boston Consulting Group, 2019

Catalonia has two wineries that are part of the 100 best wineries in the world Wine & Spirits, 2023

Catalonia is gastronomy

The most avant-garde creativity is what has raised **Catalonia and its cuisine in the most prestigious international position**, attracting visitors from the four corners of the world just to taste the best Catalan cuisine.

This universal recognition has been achieved thanks to the imagination found throughout Catalonia, **led by famous chefs awarded with Michelin stars** and other prestigious guide awards, which are, without a doubt, the greatest exponents of contemporary Catalan cuisine.





Ferran Adrià



The Roca brothers



Jordi Cruz

Source: ACCIÓ, based on the report "Catalonia is gastronomy" by the Catalan Tourism Agency

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Catalonia, star region in the Michelin Guide



Catalonia will once again be, in 2024, the region in Spain with the most Michelin stars distributed in its territory. The establishment Disfrutar, which has received its third star, is also positioned as the second best restaurant in the world according to The World's 50 Best Restaurants. It is only surpassed by the restaurant Central, in Lima (Peru).

Dis fru tar **5** restaurants LASARTE with three Michelin COCIN HERMANOS TORRES stars in 2024 ABac EL CELLER DE CAN ROCA CINC SENTITS 6 restaurants Imento with two Michelin PACO PÉREZ stars in 2024 MIRAMAR Sample of some of the establishments **47 restaurants** A N G L E Aleia **CAN BOSCH** な with a Michelin star in 2024 dos palillos LESMOLES

Source: ACCIÓ, based on Bon Viveur, 2023.



The international recognition of Catalan expertise in the wine sector





Josep Roca – Sommelier and co-owner of El Celler de Can Roca

The World's 50 Best Restaurants awards Josep Roca with the title of Best Sommelier in the World (Beronia World's Best Sommelier Award).

The renowned Michelin Guide for the first time (2023) presents the award for Best Sommelier which once again goes to Josep Roca, adding this to the list of awards that recognize the prestige of El Celler de Can Roca.

Meritxell Falgueras – Sommelier, prestigious academic and publicist

Member of the Catalan Academy of Gastronomy, international jury at the best competitions in the world and teacher of the official sommelier courses, she has written four books and actively participates in the dissemination of oenology through social networks and the media.

- Prize for the best wine education book at the Gourmand World Awards 2021
- Special prize for the best wine blog at the Gourmand World Awards 2019
- Award for the best video about DO Catalonia 2019
- Best Drinks Book at the Gourmand World CookBook Awards 2018

Source: El Mundo; Blog Wines and the City (Celler de Gelida)





Wide range of university studies and professional training specialized in agri-food...



Catalonia has an extensive global university education ecosystem:

12 universities 534 degrees

645 university masters

University degrees related to the agri-food sector:

- Food Science and Technology × UAB
- Oenology 💯
- Human Nutrition and Dietetics and the second second
- Culinary and Gastronomic Sciences 🗱 🌐
- Agricultural and Food Engineering *¹/_{*}*
- Food Engineering Universitat
 de Girona
- Agronomic Sciences Engineering ())
- Innovation and Food Safety Universitat
 de Girona
- Food Engineering ())

University masters related to the agri-food sector:

- Environmental Agrobiology –
- Aquaculture 🐺 🌐 UMB
- Fermented Beverages 🗱
- Food Development and Innovation –
- Agronomical Engineering 🙏 🌐 Microsom 💯
- Management and Innovation in the Food Industry * 1/1*
- Innovation in Wine Tourism –
- Nutrition and health ^{Voc}

FP-DUAL degrees in the agri-food sector:

- Agricultural production
- Organic food production

Training centers specializing in food:

- CIB Culinary Institute of Barcelona CIB
- Barcelona Culinary Hub

Source: ACCIÓ, based on "Canal Universitats", "The Dual Professional Training in Catalonia" and the "Professional Training" statistics of the Department of Education of the Generalitat de Catalunya





The agri-food industry in Catalonia

3. Trends and technologies related to the agri-food industry



Consumer trends

Consumer of experiences and innovation



The laboratory kitchen with the launch of new Premium products, the search for novelty, constant innovation, design, packaging, store location and in-store experience is a marked consumer trend. Convenience consumption



Due to the economic slowdown and rising inflation, consumers are looking for good deals and reduced prices, together with a major interest in private labels and distribution. In addition, there is a trend towards convenience consumption in local and nearby establishments and the consumption of prepared food. Healthy and conscious consumer



The search continues for well-being without sacrificing quality or taste. Consumption of food supplements such as vitamin C, Omega-3 and zinc increases among older age groups. Gourmet consumer



Search for new premium products, constant innovation, design, location of points of sale and (omnichannel) experience.

Responsible consumption



Sustainability is already a central part of the agrifood business strategy. Consumers' perception of a brand's sustainability efforts is an increasingly important factor in the purchase decision process.

Source: ACCIÓ

Market trends

Sustainability and adaptation to climate change

- **Organic foodstuffs:** natural products without insecticides, herbicides, fertilizers, chemicals.
- Alternative protein: expand the supply of these new foods, with an enriched nutritional profile and good organoleptic properties.
- Reduction of plastic and packaging.
- Local food from km 0: return to proximity to reduce the impact of transport costs and obtain fresher and quality food.
- **Optimized crops:** crops that save resources, such as hydroponic crops or vertical crops and crops adapted to climate change.

Healthy food



- Products without sugar, salt or additives.
- Healthy/functional products, natural or with added components (probiotics, prebiotics, proteins, fiber, etc.).
- Offer of gluten-free meals in fast food restaurants.
- **Products aimed at the elderly** to live longer and better.
- Clean label: the consumer wants to know the ingredients included in the product clearly.

Restaurant and catering 4.0



- **Generative AI:** application throughout the value chain.
- Data quality: data collection and analysis for traceability.
- Robotics and automation: robots in the living room and kitchen and the use of platforms and software that automate management tasks.
- **Digital restaurants:** digitization of menus or other aspects of the restaurant and catering offering.
- Internet of things / Sensorization: Sensors to improve efficiency and quality.

Source: ACCIÓ

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Technologies involved in the agri-food sector

DIGITAL SOCIETY

- IoT and sensors
- Connectivity
- Big Data + Al
- Photonics/Quantum

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- DLT/Blockchain New Space
- Cybersecurity E-commerce

HEALTH

- Functional food
- Ohmics

GREEN TRANSFORMATION

- Agritech
- Blue Economy
- Nature-Based Solutions
- Water cycle technologies

Bio Economy

Foodtech

 Recycling and recovery

INDUSTRIAL RESILIENCE

- Robots/Cobots
- Chemical recycling •
- Additive manufacturing
- Simulation
- Automation
- Drones

- Sustainable
- materials Frontier
 - materials

Source: ACCIÓ



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Thank you!

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