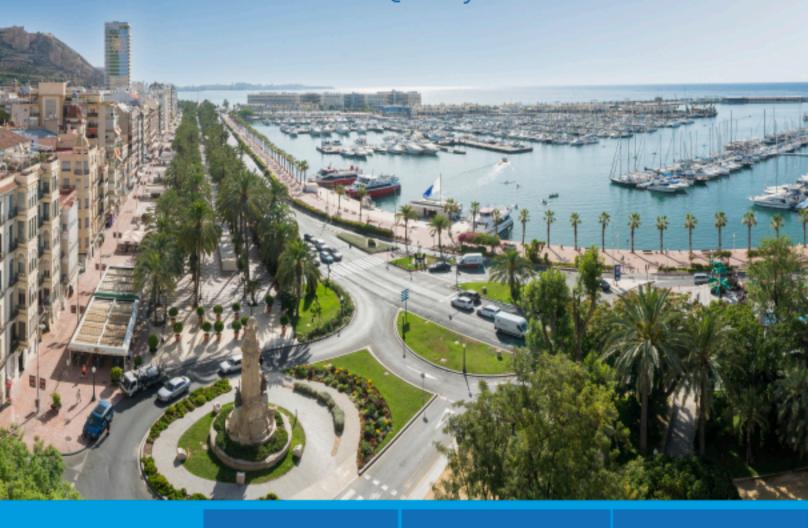




ALICANTE OPEN FOR BUSINESS

With a Dream Quality of Life



AN EXCEPTIONAL INTERNATIONAL BUSINESS ENVIRONMENT

GATEWAY TO EUROPE AND AFRICA. CAPITAL OF THE MEDITERRANEAN ARC A LAND OF LIGHT, SEA, WARMTH AND LIFE

ALICANTE IS A WORLD CLASS CITY WITH THE GREATEST CONCENTRATION OF RESOURCES FOR YOUR COMPANY TO GROW

Your business will grow if you locate it in an area with resources, facilities and amenities, wide open to the world. Alicante is the perfect internationalisation platform: capital of the Mediterranean Arc, with a strong logistics base and export infrastructure, with a well-established business and industrial foundation and a stable administration with a forward-looking approach.

Alicante is the ideal city for doing successful business in the following sectors:

TOURISM · HEALTH AND WELLBEING · DIGITAL TECHNOLOGY · STREET LIFE · LOGISTICS

ALICANTE IS FUTURE

+ info In www.investinalicante.com info@investinalicante.com



ECONOMIC GROWTH, QUALIFIED STAFF,
INFRASTRUCTURE, LOGISTICS HUB, CONNECTED TO THE WORLD
RESEARCH AND TECHNOLOGY, LEGAL SECURITY,
LOW COSTS AND QUALITY OF LIFE



Chief Executive

Carlos Castillo Márquez.

Local Economic and Social Development Agency

The city of Alicante is firmly investing in becoming one of the most dynamic business areas along the Mediterranean basin. Its strategic location, where services with a high added value converge with a top-rate international airport, well-connected with main motorways and rail lines in southern Europe, a port offering direct access to North Africa, its great hotel capacity and a science park whose expansion is in full swing make it an interesting area for any company considering establishing itself in a location that contributes to its expansion.

In addition to the aforementioned, Alicante is the capital of a province that brings a vast network of industrial hubs together, all from different sectors (digital, mechanical, plastic, chemical, electronic, footwear, raw construction materials, etc.), where almost any supplier necessary can be found. Over 15 public and private universities in the region and the thriving vocational training platform provide a human resource profile that brings specialised knowledge to the more than 11,000 companies that have settled in our city.

At the Local Development Agency, we are convinced that a competitive territory can only be such insofar as public services contribute to quick company establishment. Our desire is to provide investors with an optimum location, providing industrial land, as well as more information on the most streamlined procedures so their activity can start up as soon as possible.

This document sets forth a few of the many advantages our region has, placing it at the cutting edge in attracting companies. The Local Development Agency remains at your disposal to collaborate in starting up your activity, helping to identify industrial land and to seek out any and all resources you may need.

ALICANTE OPEN FOR BUSINESS

With a Dream Quality of Life

01 YOUR COMPANY AT THE CENTRE OF THE WORLD

AN ENVIRONMENT WHERE MORE THAN 11,000 BUSINESSES ARE GROWING page 24

BENEFITS FOR YOUR INCOME STATEMENT

SPEEDY ADMINISTRATION + EASY PAPERWORK **BUSINESS GAINS** page 38

SECURITY AND STABILITY page 42

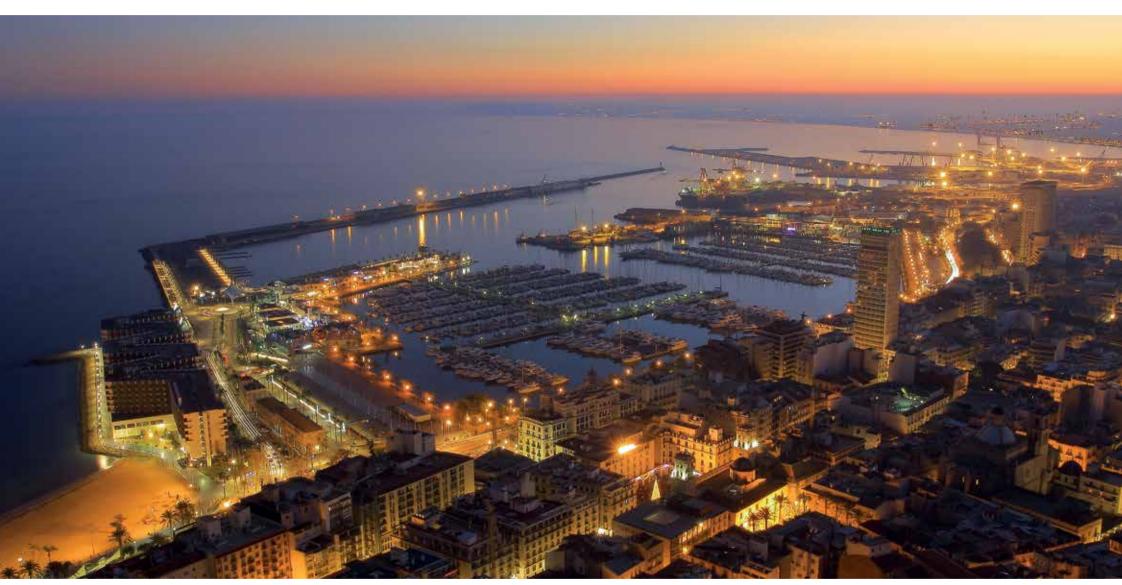
KNOWLEDGE LEADS TO PROGRESS

ALICANTE, SMART CITY

08 WORK WELL; LIVE BETTER page 56

YOUR COMPANY AT THE CENTRE OF THE WORLD





Alicante, open to the sea, the heart of the Mediterranean rim. / Photo: Tourist Board · Alicante City Council.

Alicante is at the heart of one of the areas with the biggest business opportunities in the world, with an exceptional geostrategic location at the centre of the Mediterranean Arc and with the highest concentration of services and resources for companies wanting to grow in the international market.

Alicante is one of Spain's biggest and best equipped cities in terms of infrastructure, and its location, connecting Europe, North Africa and the Middle East, and enabling communication between Asia, Europe and America, gives it superb competitive advantages for investors.

The city is open to contact with other regions and is supported by a global intermodal system that includes the sea port and the international airport, the High-Speed train and freight rail link, plus a comprehensive network of highways and motorways. This makes it the main logistics hub for south-eastern Spain, the centre of the Mediterranean Arc and a gateway to the rest of the world.



NETWORK OF ROADS, HIGHWAYS AND MOTORWAYS

Alicante has road links with every location in Spain and with the rest of Europe. It has a comprehensive network of highways and motorways, plus ring roads, making it easy to move around the province of Alicante.

The AP7 and A7, which share stretches of road, both link France with Algeciras and Gibraltar. They are part of European Route E15, which reaches as far as Inverness in the United Kingdom. The A31 also runs from Alicante all the way to Madrid.

ALICANTE, INTERMODAL CITY

Few cities in Europe have a better transport infrastructure network, guaranteeing **the fast and effective mobility of people and goods.** The city has its own international airport and sea port, rail freight links and a public transport network that includes a light rail system.



Alicante has one of the best intermodal transport systems in Europe. / Photo: Archive

INTERNATIONAL AIRPORT

In 2017, more than 13.7 million passengers passed through this airport on their way to or from more than seventy cities across the world. That same year, more than 95,000 flights arrived or departed Alicante airport, moving more than three million kilos of freight.

The airport is only ten minutes away from the city centre via a two-lane highway. Destinations have increased by more than 40% since 2014.

Destinations are: Alborg, Aalesund, Aberdeen,
Amberes, Amsterdam, Algiers, Asturias, Barcelona,
Basel-Mulhouse, Belfast, Bergen, Berlin, Bilbao, Billund,
Birmingham, Bodo, Bologna, Bournemouth, Bratislava,
Bremen, Bristol, Brussels, Bucharest, Budapest,
Burgundy, Cardiff, Cluj, Cologne, Copenhagen, Cork,
Krakow, Doncaster, Dublin, Dusseldorf, Niederrhein,

Nottingham, Edinburgh, Eindhoven, Vasteras, Stockholm, Exeter, Frankfurt, Gdansk, Geneva, Glasgow, Gothenburg, Gran Canaria, Hamburg, Hannover, Hardstad-Narvik, Haugesund, Helsinki, Ibiza, Ivano-Frankovsk, Karlsruhe/Baden-Baden, Catowice, Kaunas, Reykjavik, Kerry County, Kiev, Knock, Kristiansand, Leeds, Liege, Lisbon, Liverpool, London, Luxemburg, Lyon, Maastricht, Madrid, Malaga, Manchester, Marseille, Memmingen, Menorca, Milan, Moscow, Munich, Nantes, Newcastle, Newquay, Norwich, Nuremberg, Ostende, Oran, Oslo, Palma de Mallorca, Pardubice, Paris, Poznan, Rome, Rotterdam, Santiago de Compostela, Shannon, Sofia, Southampton, Southend, St Petersburg, Stavanger, Stuttgart, Tenerife, Tlemcen, Toulouse, Tromso, Trondheim, Warsaw, Vaxjo, Venice, Wroclaw, Zurich.

+ info in www.aeropuertoalicante-elche.com www.aena.es

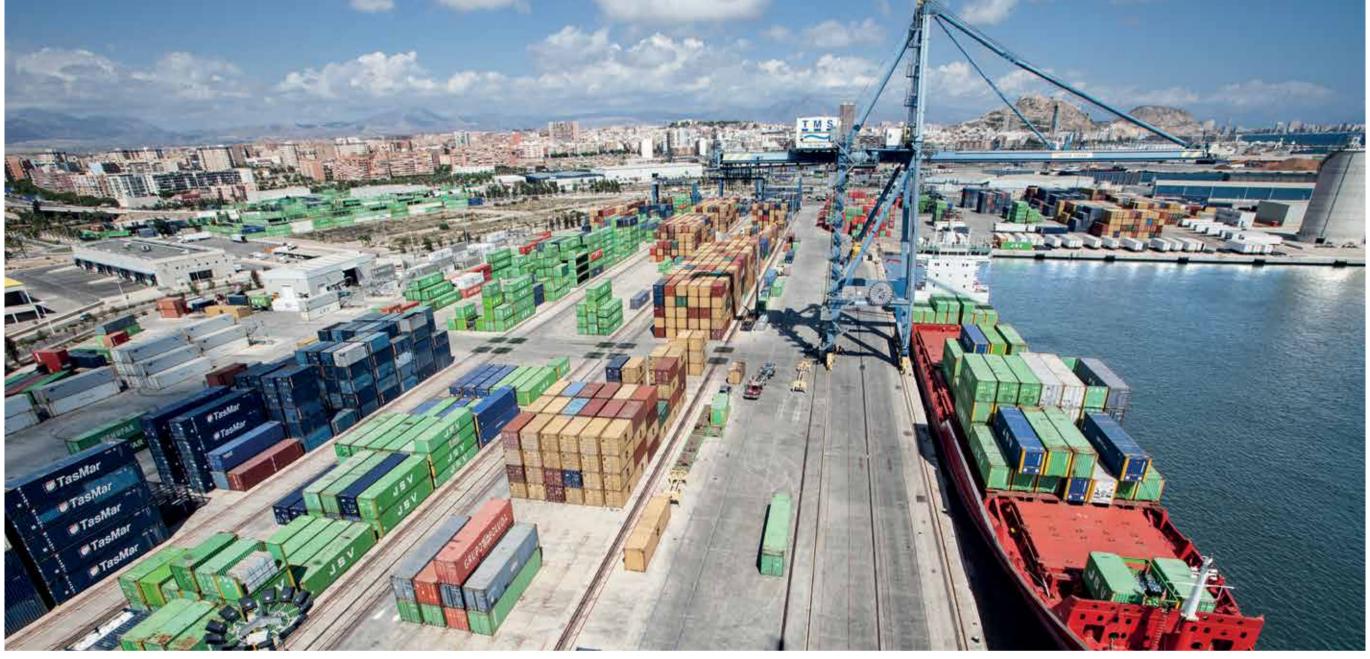


From Alicante there are direct flights to 70 destinations. / Photos: AENA Alicante



International Airport Data: Source AENA www.investinalicante.com 13





Its location, activity and facilities make Alicante Port one of the most competitive in the Mediterranean Arc. / Photo: Alicante Port Authority

O1 YOUR COMPANY AT THE CENTRE OF THE WORLD

PORT OF ALICANTE

Flags of vessels sailing in and out of Alicante in 2016: Germany, Antigua and Barbuda, Algeria, Bahamas, Bahrein, Belize, Cyprus, Congo, Denmark, Spain, Philippines, France, Gibraltar, Greece, Hong-Kong, Cook Islands, Cocos Island, Marshall Islands, Italy, Liberia, Malta, Moldavia, Norway, The Netherlands, Panama, Portugal, United Kingdom, Saint Kitts and Nevis, St Vincent, Sierra Leone, Singapore, Switzerland, Togo, Turkey, Tuvalu and Vanuatu.

+ info in www.puertoalicante.com

Alicante is the natural overseas departure point for industry, with links to Europe, America and

North Africa. The results achieved in 2016 place the port in an extremely strong position to tackle new challenges, including updating the facilities and services provided, or the possibility of making prices more competitive, whilst also reviewing strategy and making a commitment to the environment and sustainability in order to contribute greater value to society.

In 2016, operations were carried out to handle almost three and a half million tonnes of goods. In terms of passenger transport, during that same year, the port was visited by 54 tourist ships carrying more than 150,000 passengers. Plus, Alicante Port has been a Cruise Home Port since 2016 and the cruise terminal license holder is Mediterraneum Events.

It is perfectly connected with the main land transport networks:

- By road, it has its own exclusive entrance via the A-31 and the A-7, AP-7.
- By rail, the lines running to Madrid, Murcia and Granada all meet in the port.

Port of Alicante Data: Source Port Authority "Annual Report".



Alicante is part of the Spanish and European high-speed train network. / Photo: Agencia Colpisa - Alberto Ferreras

O1 YOUR COMPANY AT THE CENTRE OF THE WORLD

HIGH-SPEED TRAIN

Spain is the top country in Europe and second in the world in terms of the number of high-speed rail link kilometres in operation, ahead of countries with a long-standing tradition of this method of transport like Japan and France.

The Alicante high-speed railway line started operating in 2013 and the Alicante-Madrid AVE currently carried more than two million passengers a year, with 7,000 users per day. The train can travel the distance between the two cities **in less than two hours,** reaching a speed of 3,110 kilometres per hour, connecting Alicante with the more than 3,200 kilometres of high-speed railway networks all over Spain, Portugal and the rest of Europe.

+ info in www.avexperience.es

MEDITERRANEAN CORRIDOR

The Mediterranean Corridor is an infrastructure project due to be completed in a few years' time and expected to improve connections between the Spanish east coast and the south of France:

- Greater flow of goods into Europe.
- Connection with all the major cities in the Mediterranean Arc.
- Reduction in transport time for both people and goods.

More than 40% of the Spanish population lives along the railway connection between Murcia and Barcelona. This is also where 40% of the country's exports are generated and where 70% of sea port traffic comes from.

THE ALICANTE - MADRID LINE HAS A TOTAL OF 22 TRAINS, 11 IN EACH DIRECTION.

A DAILY AVERAGE OF OVER 7,100 SEATS

THE WORLD'S MOST ADVANCED RAILWAY

IN TERMS OF TECHNOLOGY

The AVE project aims to reproduce the circular road network with railway lines that do the same job. The government has announced that, during 2015, a further 1,000 kilometres are to be added to the High-Speed link operating around the country, with extra destinations like Vigo, Palencia, León, Burgos, Zamora, Cáceres, Mérida, Badajoz, Cádiz, Granada, Murcia and Castellón.





 $AVE\ High-Speed\ Train\ Data: Source\ www. avex perience. es/ADIF-Renfe-Department\ of\ Infrastructure-Ministry\ of\ Development$



AN ENVIRONMENT WHERE MORE THAN 11,000 BUSINESSES **ARE GROWING**





Alicante is a world leader in a wide range of activities such as footwear and toy manufacturing. / Photo: Alicante Port Authority

En Alicante, concentrates more than 25,000 establishments working successfully in a wide range of sectors such as retail, cruises, tourism, catering, sports events, conferences, technology, e-commerce and apps, nanotechnology, graphene production, advanced tertiary services, food, pharmaceuticals, leisure health services, construction, logistics, engineering, plastics, metallurgy, chemistry, textiles, finance, insurance and real estate.

The diversity and good health of industry in Alicante province has enabled it to become a world leader in some sectors like tourism, footwear, toys, marbles and other noble materials, agriculture, textiles and social healthcare.

Our city has a state-funded university with more than 25,000 students, with a further twelve within a radius of no more than two hours away by road. These institutions are an inexhaustible supply of human capital with business studies, talent and intuition. They have produced outstanding figures in business, science and the arts. Their in-depth knowledge of the market, their ability to adapt to new media, technology and innovation has brought them international success.

SUCCESSFUL **EXPERIENCES IN ALICANTE**

















CHRISTIAN ARCHAMBEAU

"Alicante is an ideal place for working and enjoying a pleasant climate all year round. It combines a mountainous inland area with an amazing coastline, which means you can do all sorts of activities at any time of year. What's more, the airport means it's perfectly connected with the rest of Europe and the world."

MANUEL CAZORLA

"Nearly 30 years later, we still have our facilities in Alicante. It's a strategic location, an international communications hub that connects with the whole of Europe in around two hours of journey time. The city's universities have a wide range of Technology linked teaching provision and Innovation makes it a great environment for our sector."

CARMEN CÁRCELES

"Twenty years ago, I decided to opt for Alicante. Experience has shown me that in this city you can be unbelievably successful. It has great trade potential. We have many international customers. Big events create the ideal environment for business sales."

ANDRÉS TORRUBIA

"Alicante provides excellent qualified staff through its universities, which, alongside very competitive costs and excellent infrastructure, makes it a fantastic for setting up a research and development centre or a company with talented and perfectly trained staff".

/EUIPO

The European Union Intellectual Property Office is an EU agency for registering trademarks and designs; it was set up in 1994. Close to 2000 people work there and they process more than 200,000 applications a year from all over the world. In 2012 it took on the function as European Observatory on Infringements of Intellectual Property Rights.

/SISTEL

Sistel is the technology partner of the world's leading software companies. It has implemented more than 15,000 digital transformation projects, promoting their business and their scalability across a range of international markets. Its main value resides in its human team, engineers and certified business analysts with a long career and a great deal of expertise.

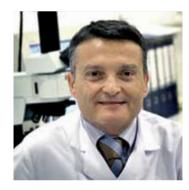
/MAXMARA

This prestigious Italian fashion house has one of its main worldwide stores in Alicante. Although it is a franchise, its large volume of sales has led to the brand being chosen as one of the best of their more than 2,500. The Alicante store has been as successful as the Dubai one.

/FIXR

Fixr.com is a web site that provides information about costs and estimates for consumers in the United States of America. It includes more than 100 guides on construction and renovation projects as well as interactive maps giving information on living costs, which are used by governmental organisations.

SUCCESSFUL EXPERIENCES IN ALICANTE

















RAFAEL BERNABEU

"Alicante is a city without borders. The excellent connections and especially having a major international airport mean we can be accessible. The Mediterranean atmosphere and the climate are added benefits that contribute to the well-being of the people whose medical needs we look after".

/IB · INSTITUTO BERNABEU

The institute works in specialist Reproductive Medicine, treating patients from more than sixty nationalities. It is internationally famous for its commitment to quality and applied research. It is the only private centre certified by ESHRE and EBCOG to provide official and approved training.

ÁNGEL PINEDA

"Orizon provides a service for companies in Europe and in Latin America. The main reason we settled in Alicante was the quantity of digital economy options that exist here, which makes resource acquisition very easy. Also the travel connections with the high speed train and the airport, as well as 3 universities nearby to supply us with the talent we need."

/ORIZON

Works with Banking, Insurance and Retail organisations, with more than 15 million customers undergoing indepth digital transformation. It uses Big Data to extract vital information and feed its unique Artificial AIOps intelligence system to make applications up to 90% faster, reducing IT costs and improving digital business delivery.

Mª JOSÉ SAN ROMÁN

"I've come back to my roots to explore natural, healthy foods. The menus pay tribute to the Mediterranean, which provides abundant local ingredients, including extra virgin olive oil, rice, shellfish and saffron, along with vegetables grown in our own allotment and artisan breads created in our own bakery".

/GRUPO GOURMET

Grupo Gourmet Alicante has six restaurants and an artisan bakery workshop. "Monastrell" restaurant, "La Taberna del Gourmet", "La Vaquería" grill house and Tribeca burger restaurant, plus the "San Román" bread shop. A gastronomy project set up in 1975 and that continues to grow, carving out a successful career for itself in the Alicante restaurant and catering sector.

JUAN CARLOS VALERO

"Alicante was where we started and it has witnessed our development. It has been a privilege and a responsibility to have contributed to the city's growth. We have kept the beating heart of Blinker in Alicante as it has excellent connections, especially via the international airport and the road network".

/BLINKER

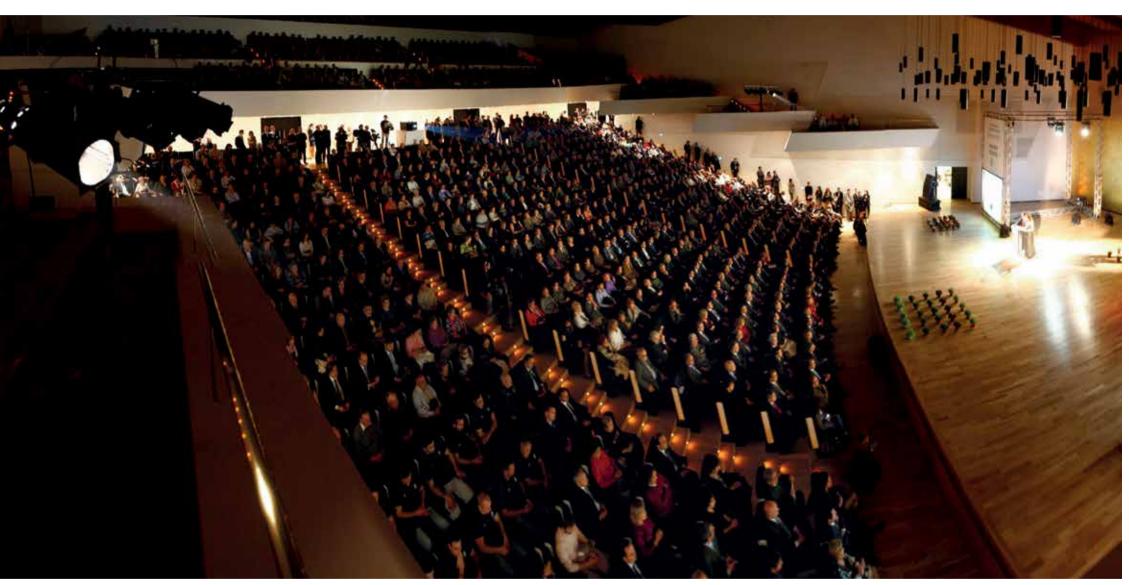
Since it was founded in 1992, Blinker has been developing the best solutions for professionals working in the automotive, industrial vehicles, construction, metal, wood and nautical industries, plus maintenance and installation professionals. The company is present in more than 20 countries on 4 continents.



03

BENEFITS FOR YOUR INCOME STATEMENT





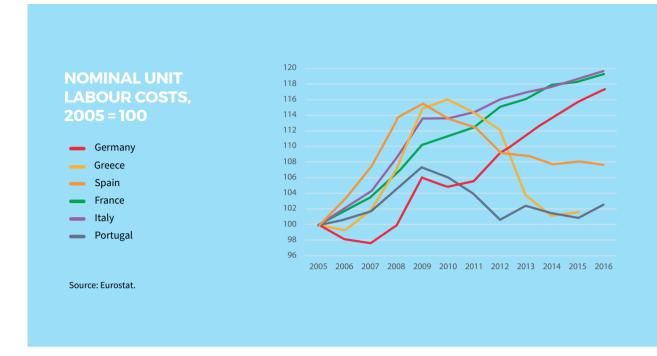
Low costs and simplified management make Alicante the perfect base for their business. / Photo: Tourism Department · Alicante City Council

Alicante has made the most of the crisis and has known how to turn weaknesses into strengths. Nowadays, it is one of the most profitable cities in the world for investors, if we compare the costs of setting up a business and the advantages gained.

- The administration has simplified and improved the criteria and requirements for setting up a business.
- Business owners have a comprehensive system of grants, subsidies and funding programmes available to them, all managed by public and private bodies.
- Compared to the majority of European cities, everyday running costs are low in Alicante, and services are accessible, good quality and affordable.
- In addition to this, employment costs in the Region of Valencia are below the Spanish average.

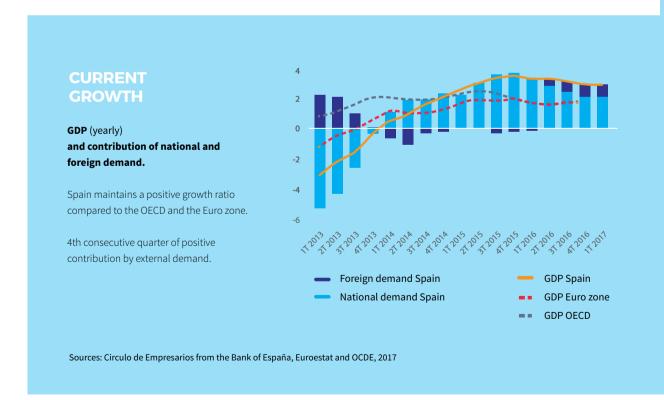
Alicante offers companies many factors that will improve their income and their profitability.

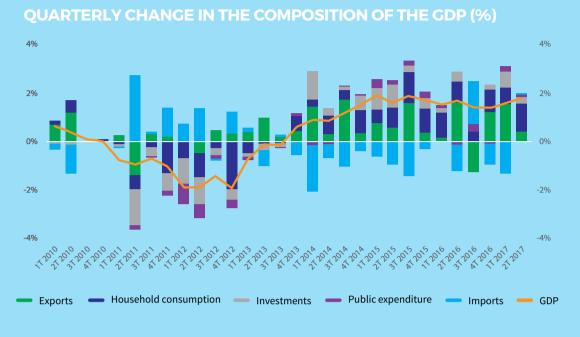
Source: "Valencian Region. The best bet" - Generalitat Valenciana · IVACE internacional.



A GROWING ECONOMY

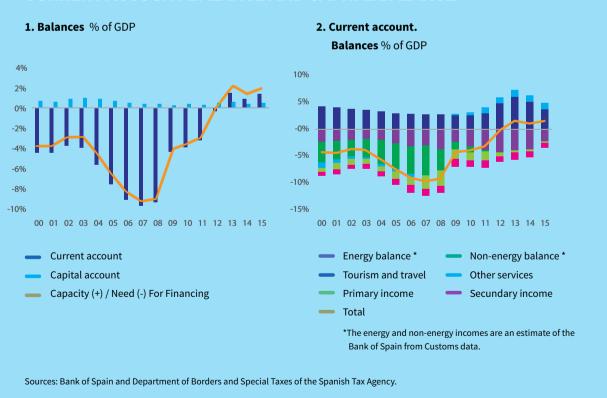
ALICANTE, 5TH PROVINCE BY GDP IN SPAIN





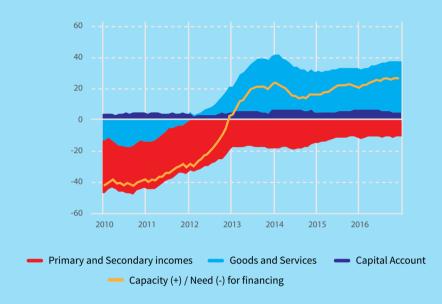
Source: extracted from the National Statistics Institute (deflated data corrected for season and date)

CURRENT ACCOUNT BALANCE AND CAPITAL BALANCE



CAPACITY (+) / NEED (-) FOR FINANCING OF THE NATION

Accumulated numbers of the last 12 months / thousands of millions of €



Sources: Bank of Spain and Department of Borders and Special Taxes of the Spanish Tax Agency.

UNEMPLOYMENT RATE

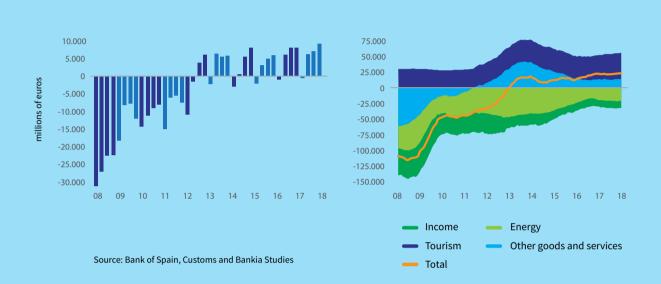


Source: Own elaboration. INE and EPA data

CURRENT ACCOUNT BALANCE

Quarterly

12 months accumulated data



EMPLOYMENT - ANNUAL CHANGE



Source: Own elaboration. INE and EPA data

03 BENEFITS FOR YOUR INCOME STATEMENT

ALICANTE, A POSITIVE BALANCE

AUXILIARY INDUSTRY

Alicante offers investors support for their business by providing a strong business fabric that is expanding across the province of which it is the capital. The Alicante business network is extremely well established and a world leader in sectors such as footwear and leather goods, toys, textiles and yarns, marbles and gravel, plastics and chemical industries.

FINANCING. INCENTIVES AND SUBSIDIES

Administration bodies offer an interesting package of incentives and financing for overseas companies setting up in the Alicante municipal area. Institutions such as the Ministries of Industry, Trade and Tourism, and Inland Revenue plus organisations like Invest in Spain all offer funding for advertising, competitiveness plans, stimulus for investment and reindustrialisation, as well as funds for R&D+i.

The Valencian Institute of Business Competitiveness · IVACE

The international department of IVACE has a series of grants adapted to suit the needs of foreign businesses. The Institute awards loans for foreign-owned small and medium-sized businesses setting up in our region, to help them become more competitive and position their products in the market. The following also offer financing and investment incentives (in fixed assets and R&D+i for recruitment, internships and training, as well as in energy and the environment:

• Business Support Funding Line

Intended to fund investment projects, growth plans and international expansion (ICO / ENISA).

• Access to the Alternative Equity Market (MAB) Funding Line

For funding the costs associated with getting companies ready to access the Alternative Equity Market.

• Innovative Companies Growth Funding Line

Intended to provide financial support for innovative companies that have high potential for creating value and wealth for Alicante in their processes of growth and internationalisation, and that take part in the Valencian Global Growth Growth Program acceleration programme.

ICO FUNDING LINES

The ICO offers a catalogue of mediation lines available for financing both investment projects and the cash flow needs of self-employed people and companies alike. To distribute these products, the ICO acts in conjunction with credit organisations linked to each of the lines. The ICO supplies the funding and the organisations are responsible for processing, studying and approving operations according to the terms and conditions set out for each funding line. The funding lines and credit offered by the ICO in 2018 can be split into two major blocks: Enterprise and Entrepreneurs and Internationalisation, with the aim of covering the funding needs of self-employed people and companies at any stage in their business development.

ENISA FUNDING LINES

Aimed at entrepreneurs wanting to set up businesses with a clear competitive edge and with the intention of providing financial support for SMEs set up by entrepreneurs in the early stages of their existence.

LABOUR COSTS

Average labour costs in the Community of Valencia / in euros x hours

Industry 16,88	Construction 14,62	Services 16,68	Total 16,60	

National Statistics Institute. First quarter 2017

Rates of Social Security contributions / in euros x days						
		Business owner	Worker	Total		
Shared contingencies		23,60	4,70	28,30		
Unemployment	General	5,50	1,55	7,05		
	Temporary contracts	6,70	1,60	8,30		
	Temp. contracts, part-time	6,70	1,60	8,30		
Professional training		0,60	0,10	0,70		
Social guarantee fund		0,20	_	0,20		
Total contribution	General	29,90	6,35	36,25		
	Temporary contracts	31,10	6,40	37,50		
	Temp. contracts, part-time	31,10	6,40	37,50		

Source: Ministry of Employment and Social Security 2018

SERVICES

Alicante has the latest service infrastructure. The investor will find that their company has access to all they need at reduced costs to carry out their activities.

Electricity € 0,1284 / kWh	Water € 1,57 / m3	Natural Gas 7,0736€ / Gigajoule	Petrol € cents 118,8/litre	Fibre Optics from30,00 € / month
Source: Eurostat				

AVAILABLE SPACE

The outskirts of the Alicante urban area have a number of industrial estates with land available for new businesses. The largest plots of land are concentrated in Agua Amarga, Las Atalayas and Pla de la Vallonga. The Local Development Agency will provide all the information you need to find space for your business, whether you plan to rent or buy. A digitized geographical information system shows the plots on an interactive map.

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Industrial Estate	Unbuilt unused plots	Approximate area of unoccupied plots (m2)
1. Las Atalayas	8	37.000
2.Pla de la Vallonga	1	4.000
3.Aguamarga	14	92.000
4.1.Mercalicante	1	3.000
4.2. Sub zona 8	3	27.000
4.3 APD/21	19	226.000
5.Unidades Actuación 4/7	26	201.000
6.Florida	34	99.000
7.Llano del Espartal	26	149.000
8.Babel	4	3.000
9. Puerto de Alicante Industrial area	-	80.000
10.University of Alicante Science Park	-	105.000
11.1.Rabasa	6	14.000
11.2.Trento	11	119.000
12.Garrachico. UA/31	1	1.000
TOTAL	154	1.162.000

Source: Studies for the modernisation and promotion of the industrial areas of Alicante. Wolf Project 2017.

03 BENEFITS FOR YOUR INCOME STATEMENT

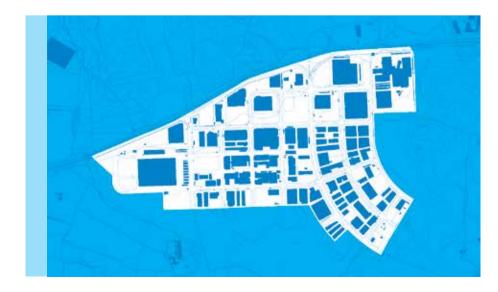
INDUSTRIAL AREAS



- **1.** ATALAYAS
- **2.** PLA DE LA VALLONGA
- **3.** AGUAMARGA
- **4.** MERCALICANTE · SUBZONA 8 · APD/21
- 5. FLORID
- **6.** LLANO DEL ESPARTAL
- 7. UNIDADES 4/7
- BABEL

- **9.** PUERTO DE ALICANTE
- **10.** PARQUE CIENTÍFICO UA
- **11.** RABASA · TRENTO
- **12.** GARRACHICO

1. ATALAYAS



www.atalayas.com



1 Min.



11 Min.



1 / IVIIII.



10 Min



7 Mir

2. PLA DE LA VALLONGA



3. AGUAMARGA



4. MERCALICANTE (1) **- SUBZONA 8** (2) **- APD21** (3)



BENEFITS FOR YOUR INCOME STATEMENT

INDUSTRIAL AREAS

5. FLORIDA 6. LLANO DEL ESPARTAL 7. UNIDADES 4/7 8. BABEL





3 Min.



13 Min.



12 Min.

10. UNIVERSITY OF ALICANTE SCIENCE PARK



https://pca.ua.es/

* 7 Min.

1 Min.



14 Min.



17 Min.



0 Min.

11. RABASA (1) - **TRENTO** (2)





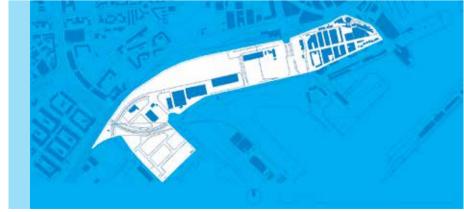
2 Min.

14 Min.

15 Min.

15 Min.

9. PORT OF ALICANTE











14 Min.



12. GARRACHICO





2 Min.









16 Min.

15 Min.

O4 STREAMLINED **ADMINISTRATION + EASY PROCESS**



In under 48 hours, a company can be registered and begin its activity. / Photo: Volvo Ocean Race.

COMPANIES WIN

AID WITH PROCEDURES

In Alicante everything is ready to welcome you and your company. The city is naturally advantaged by privileged weather and its natural environment, which will make you feel great as soon as you arrive. This same advantageous environment is what you will find when you establish your business and make it grow.

This is why a series of tools was created to streamline the administrative procedures necessary to install new companies. Through the Punto de Atención al Emprendedor (Entrepreneur Service Point) within the Agencia de Desarrollo Local (Local Development Agency), you will be able to:

- Get your company up and running within 48 hours.
- Receive assistance from a specialist technician at all times, if you wish.
- Obtain information on new market opportunities.
- Find financing, company housing and subsidies.



TAX ADVANTAGES FOR NEW COMPANIES ESTABLISHED IN THE MUNICIPALITY OF ALICANTE

IMPUESTO DE ACTIVIDADES ECONÓMICAS (IAE) [Tax on Business Activities]:

Up to 50% in tax exemptions and rebates for companies beginning their activity and paying minimum quota taxes, for new companies establishing themselves and declared of municipal interest by the plenary, and for companies that increase staff size with indefinite contracts.

IMPUESTO DE BIENES INMUEBLES (IBI)

[Property Tax]:

5% general reduction on the tax quota.

Up to 95% in tax rebates for newly-established companies, those declared of municipal interest and companies that install systems that use thermal or solar power.

IMPUESTO DE CONSTRUCCIONES, INSTALACIONES Y OBRAS (ICIO)

[Tax on Construction, Installations and Works]:

Up to 95% in tax rebates on works conducted to install new companies declared of special interest or of municipal use, and for installation and works that use solar electric or thermal power.

IMPUESTO SOBRE VEHÍCULOS DE TRACCIÓN MECÁNICA (IVTM) [Tax on Motor Vehicles]:

Up to 75% in tax rebates on the first year for electric vehicles with low consumption and/or low pollution emissions.

5% discount on the rate for lorries and trailers.

+ info in www.impulsalicante.es



Alicante City Council provides new businesses with ready equipped spaces. / Photo: Archive

STREAMLINED ADMINISTRATION + EASY PROCESS

WHERE YOU CAN **START TO GROW**

Companies are able to make use of enterprise hatcheries that can help them access teverything they need to set up and develop, from floor space to furniture. Alicante has 6,710,000m2 of industrial space and the surrounding area is home to industrial spaces and the technology parks belonging to the universities of Alicante and Miguel Hernández, as well as other sites destined for business growth.

Príncipe Felipe Industrial Hatchery

Covering a surface area of 20,000m2, and offering accommodation in 12 industrial units of differing sizes (between 556m2 and 278m2) with a ground floor and inner courtyard. Situated in Avda. Elche, in the Agua Amarga industrial estate, connected with the Airport and the Autovía del Mediterráneo motorway and 7 km from the city centre.

ALICANTE Emprende Enterprise Hatchery (Mercalicante)

With more than 500m2 of facilities designed to hold 4 newly-established businesses. From when it was set up in October 2007, more than 30 companies have moved in here to work in the New Technology, Design and Consultancy sectors. Based in the business environment formed by the Mercalicante industrial area (ctra. Madrid, Km 4), 5 kilometres from the city centre and with directly access to the A-7 (Autovía del Mediterráneo) and the A-31 (Autovía Madrid) motorways.

La Capçalera de Impulsalacant

Intended to provide the city with its own infrastructure for developing businesses in the technology and digital sectors, covering a surface area of more than 52,000 square metres. It aims to help incubate new entrepreneurial ideas, especially in four areas: 4.0 industry, robotics, information technology and digital marketing. Connected with Alicante-Elche airport, the EUIPO European Office, the former Ciudad de la Luz facilities, the Port of Alicante, the Alicante Trade Fair Institution (IFA) and motorways running towards Madrid, Valencia and Murcia.

+ info in www.alicante.es/censoemp/



Photo: University of Alicante.

TECHNOLOGY RESOURCES

Alicante Science Park is a space of excellence and innovation to encourage business-university relations and drive the transfer of technology and competitiveness of the economic system. Our Science Park puts research at the service of investors, so they can develop innovation and technology in their businesses. The space has a technologically advanced Research Technical Service and an International Projects Office (OGPI). In 2016, 722 partnership contracts were signed with different organisations both in Spain and abroad.

Based next door to one of Europe's best university campuses, tthe Science Park is very well connected to the airport and the sea port by public transport and motorways.

+ info in http://uaparc.ua.es/

Your company can choose how to operate in Alicante

	FORMA JURÍDICA				
REQUIREMENTS	Sole Trader	Partnership or Civil Company	Limited Company	Limited Company New	Public Company
Legal personality	Business owner	None	Specific	Specific	Specific
Social contribution	Capital and work of the owner	Assets, capital and work	Min. capital €3,005	Min. capital €3,012	Min. capital €60,101
Foundational outlay	No limit	No limit	Total capital contributed	and max. €12,000	Min. capital payment in the
				Total capital contributed	constitution
Number of members	1	Min. 2	Min. 1	Max. 5	Min.1
Social rights	Exclusive control by the owner	Participation in proportion	Participation in the management	Participation in proportion to	Participation in proportion
		to the contribution	of the company and in gains	the contribution	to the capital contributed.
			and losses in proportion to the		Right to preferential
			contribution		subscription
	No limit	No limit	Limited to social contribution	Limited to social contribution	Limited to social wealth

Source: Marca España "La Comunidad Valenciana en cifras 2012 - 2013" [The Community of Valencia in Figures].

O5 STABILITY AND SECURITY



The legal framework guarantees the security of business activity. / Photo: Tourism Department · Alicante City Council

CONFIDENCE

In 2017, the Spanish economy grew by 3.1% compared to the previous year. Plus, this was the fourth consecutive year in which national GDP rose and the third in which there was more than 3% growth.

Investors have full legal guarantees for protecting your business interests: real estate assets, brands, financial operations, capital and goods transactions, etc.

Our legal framework, both national and European, guarantees the security of companies in a free market environment. The ordinary legal system has an alternative in arbitrage and mediation, the function of which is to resolve conflict in any business operation, with no special formalities, and is binding and executive in nature.

Our country has been a member of the European Union since 1986 and was a cofounder of the European Economic and Monetary Union in 1999. Composed of 50 provinces, Alicante is the capital of one of them and bears the same name. It lies in the east of Spain, right in the centre of the Mediterranean Arc.

+ info in www.administraciondejusticia.gob.es www.camaralicante.com www.asemed.org



Alicante is in the south of the Region of Valencia, coloured blue on this map.

CONSULATES BASED IN THE PROVINCE OF ALICANTE

GERMANY

Plaza Calvo Sotelo. 1 Alicante 03001 Tel. 965 217 060 Fax 965 215 234

ALGERIA

Calle Pintor Velázquez, 32 Alicante 03004 Tel. 965 227 605

BELGIUM

Explanada de España, 1 Alicante 03002 Tel. 965 929 147 Fax 965 141 754

BRAZIL

Calle Reyes Católicos, 31 Alicante 03003 Tel. 659 520 458

DENMARK

Plaza Calvo Sotelo, 3 Alicante 03001 Tel. 965 207 938

ECUADOR

Avenida Óscar Esplá, 4 Alicante 03003 Tel. 965 135 205

FINLAND

Calle Mayor, 23 Pilar de la Horadada 03190 Tel. 966 766 412 Fax 966 767 204

FRANCE

Rambla Méndez Núñez, 44 Alicante 03002 Tel. 865 680 042 Fax 965 125 822

GREAT BRITAIN

Rambla Méndez Núñez 28-32 Alicante 03002 Tel. 965 216 022

GUATEMALA

Calle Los Álamos, 26 San Juan de Alicante 03550 Tel. 965 655 594

IRELAND

Ctra. de Madrid Km4 - Mercalicante Alicante 03007 Tel. 965 107 485 Fax 965 113 519

ICELAND

Calle Gambo, 3. Edif. La Palma Benidorm 03503 Tel. 966 800 387 Fax 965 867 325

ITALY

Avenida Benito Pérez Galdós, 9 - 11 Alicante 03004 Tel. 965 141 133 Fax 965 141 143

LUXEMBOURG

Calle Juan Bautista Lafora, 3 Alicante 03002 Tel. 965 205 333 Fax 965 217 563

MOROCCO

Calle Duque Zaragoza, 4 Alicante 03002 Tel. 965 213 533

NORWAY

Calle Pal, 1 Benidorm 03500 Tel. 965 852 107 Fax 966 802 700

CZECH REPUBLIC

Calle Ibiza. Apartamentos triomar, 15 Benidorm 03503 Tel. 965 853 824 Fax 965 866 447

DOMINICAN REPUBLIC

Calle Virgen del Socorro, 50 Alicante 03001 Tel. 965 151 897 Fax 965 151 165

REPUBLIC OF KAZAKHSTAN

Calle San Fernando. 19 Alicante 03001

SWEDEN

Calle Ramón Gallud, 39 - 2 Torrevieja 03181 Tel. 965 705 646 Fax 965 705 853

OFFICIAL INTERNATIONAL ORGANISATIONS BASED IN ALICANTE



EUIPO

European Union Intellectual Property Office

Avenida de Europa, 4 Alicante 03008 Tel. (+34) 965 139 100

+ info in www.euipo.europa.eu



Ministry of Foreign Affairs and Cooperation **Government of Spain**

CASA DEL MEDITERRÁNEO

Antigua Estación de Benalúa Plaza del arquitecto Miguel Lopéz, s/n Alicante 03008 Tel. (+34) 965 986 464 Fax (+34) 965 986 412

+ info in www.casa-mediterraneo.es

INTERNATIONAL BANKS

Foreign companies wishing to grow in our region access the Spanish finance system in identical conditions to national companies. Alicante has branches of leading financial institutions, all of which are members of the International Bank Association, and international consultancy firms.

Banco Pichincha Abanca Banca March Banco Popular Banco Andalucía Banco Sabadell Banco Banif Banesto Banco de España Bankinter Banco Valencia Barclays Banco Guipuzcoano BBVA

Banco Santander Central Hispano Banco Mediolanum

Banco Pastor CaixaBank Cajamar Deutsche Bank EVO Banco Liberbank

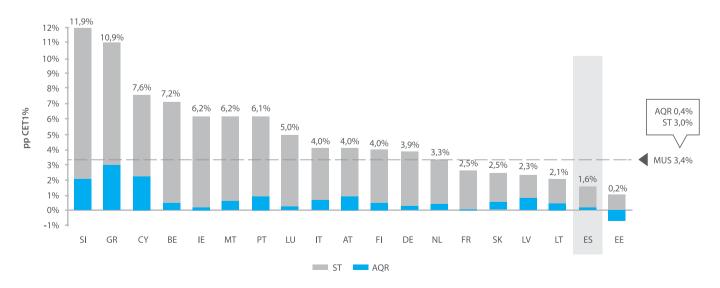
Popular, Banca Privada Swedbank, S.A

+ info in www.guiaval.com

Source: Guiaval · Banks and financial branches in Alicante.

RESULTS OF THE BCE STRESS TEST

NET IMPACT OF THE ADVERSE SCENARIO IN CET1% BY COUNTRY



Source: BdE, Financial Stability Report, October 2014.

06

KNOWLEDGE LEADS TO PROGRESS



Universities are an endless source of highly qualified human capital. / Photo: University of Alicante.

ALICANTE UNIVERSITIES, EDUCATING TALENT

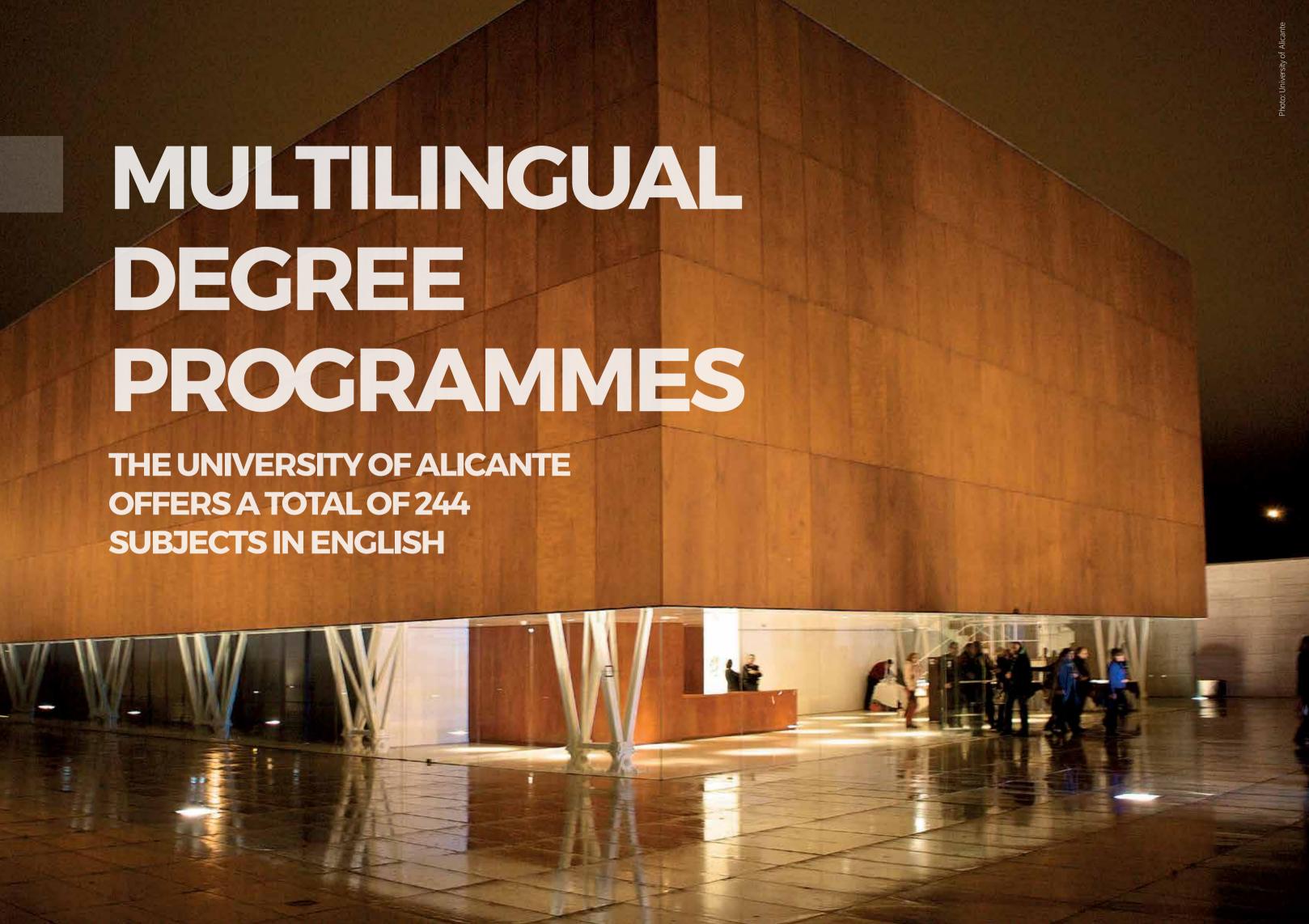
Local state-funded universities are one of the main sources of highly qualified and skilled human capital, contributing to the development of the production system in Alicante. They are able to generate and provide businesses with important assets in terms of knowledge, innovation and training, as well as supply well qualified staff with the ability to tackle major challenges.

Students not only receive professional training, they also learn foreign languages, as **tboth the University of Alicante and Miguel Hernández University have an international outlook and include multilingual qualifications in their study programmes,** as well as teaching subjects in English on many of their degree courses.

With an overall offer of 47 degree qualifications, four of which are dual degree courses, the University of Alicante offers the chance to study around a thousand subjects, at both undergraduate and post-graduate level, in English, French, Valencian and German.

Miguel Hernández University offers graduate and masters degree and doctorate programmes entirely in English, in the various subject areas of Engineering, Business Studies, Health Sciences, Journalism and Law.

Plus, both institutions have technology parks serving local companies and the local community.



ALICANTE SCIENCE PARK - UNIVERSITY OF ALICANTE

High-value services supplied by the Science Park to the University of Alicante:

- Support for enterprise business development.
- Support for seeking both public and private funding.
- Access to advanced scientific instrumentation.
- Advice on industrial and intellectual property matters.
- Technology monitoring and competitive intelligence tools.
- Business training and networking actions.
- Searching for technology, commercial and financial partners.
- Cooperation in R&D+i issues with the University of Alicante
- Business internationalisation
- + info in https://uaparc.ua.es/





 $Universities\ provide\ their\ knowledge, research\ and\ development\ expertise\ to\ ensure\ industry\ progress\ and\ innovation.\ /\ Photo:\ University\ of\ Alicante.$

QUORUM FOUNDATION - UMH SCIENCE AND BUSINESS PARK

The Quorum Foundation Science and Business Park in the UMH coordinates the activities of the company and the university in matters of science and innovation. Effective and self-sufficient permanent structures enable interaction between the University and its research groups, industry and enterprise.

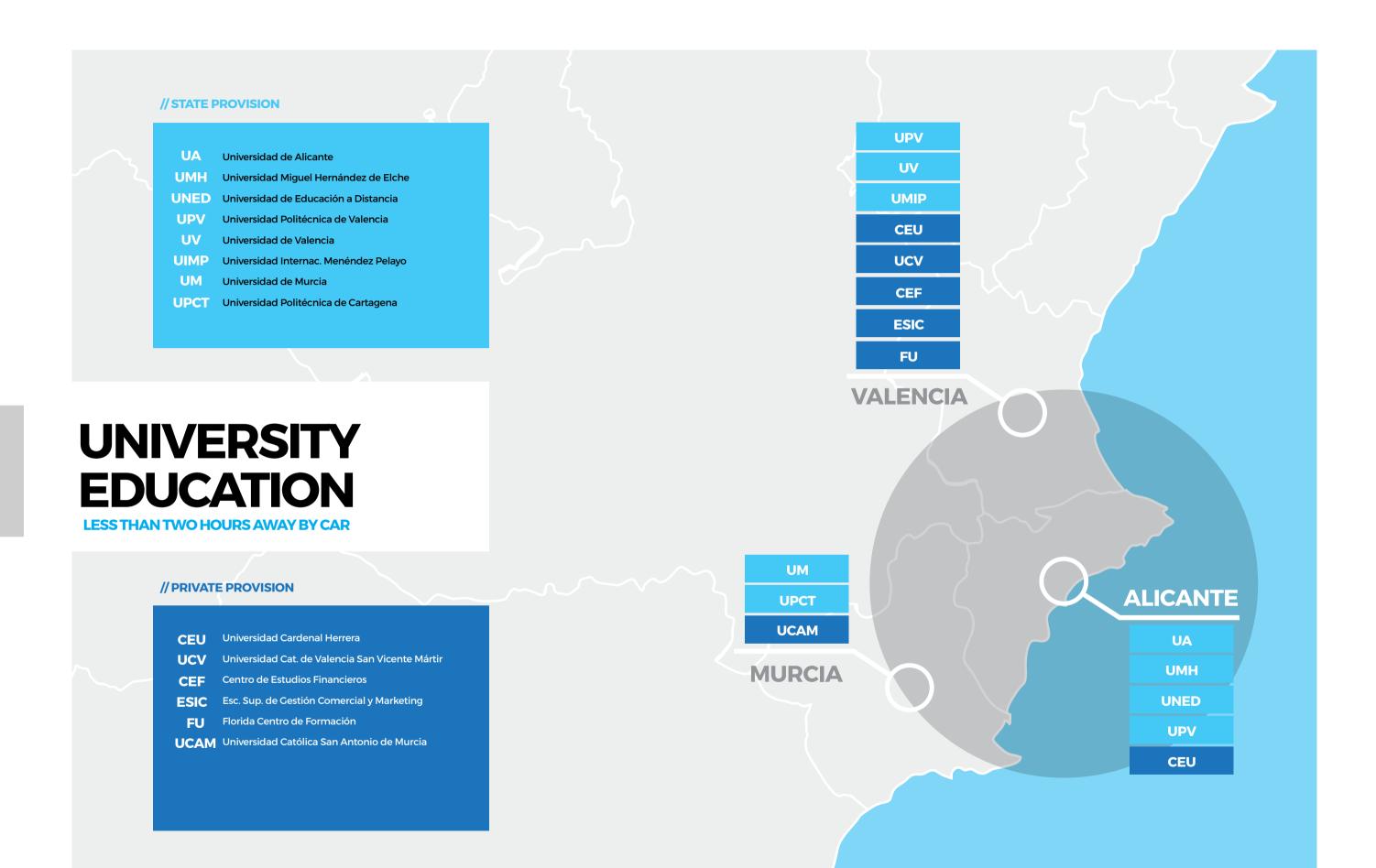
+ info in http://www.parquecientificoumh.es/

TECHNOLOGY INSTITUTES IN THE REGION OF VALENCIA

The province has a network of technology institutes that provide a service to productive industry. The network responds to the R&D+i needs of the main production sectors and in technology and knowledge areas that can be applied across multiple sectors. REDIT has 11 centres with more than 12,000 customers, more than 5,000 associates and nearly 800 R&D+i projects.

+ info in www.redit.es





07

ALICANTE, SMART CITY



Alicante has begun its transformation into a smart city with sustainable technology initiatives to make life easier for its citizens. / Photo: David Frutos and archive.

Alicante is determined to become a model smart city, with the clear aim of improving quality of life for its citizens, who are the main receivers of the services provided, and, by extension achieve excellence in all areas (homes, companies, mobility, tourism and care).

The process of achieving Alicante's transformation into a smart city uses the support of a speedy, accessible and participatory administration; information technology; energy efficiency and sustainability.

SMART THINKING FOR CITIZENS

Alicante is moving forward by setting up a large number of actions aimed at turning it into a cutting-edge city in terms of smart technology, increasing efficiency, savings and environmental sustainability and offering better services to citizens, including the following:

- Introducing procedures for managing payments via the City Council's online office.
- Providing information about the city, traffic, commercial establishments and beaches via the web site and on mobile devices. Producing themed videos and 360° virtual tours.
- An integrated business system or resources bank for entrepreneurs.
- Creating a sustainable urban mobility plan.
- Putting in place electronic enrolment for Alicante Cultura courses.
- Digitising the paperwork process for processing financial, technical and professional services provided by the Social Action department.
- Producing a web app for managing green area and parks maintenance.
- Devising an energy saving plan for street lighting and adapting outside lighting to energy efficiency regulations.

08

WORK WELL LIVE BETTER



Alicante enjoys a yearly average temperature of 20°C. Photos: Tourism Department · Alicante City Council

Alicante Gastronómica

From this year, Alicante Provincial Council holds a well-known annual event that neither sector professionals and the general public can afford to miss. The event is called Alicante Gastronómica and is described as the Top Mediterranean Lifestyle Meeting attended by leading chefs with a total of 16 Michelin stars between them.

The Mediterranean Diet is not only part of our valuable cultural heritage that is rich and healthy and so much more than a set of nutritional guidelines. It is a balanced lifestyle that includes recipes, ways of cooking, celebrations, customs, typical products and a range of activities.

HEALTHY CITY

Since it was founded, **Alicante**, capital of the Mediterranean Arc, has always been open to the sea and its benign breezes. Its exceptional geographic location gives it an annual average temperature of around 20°C and more hours of natural light than any other Spanish city, with some 3,000 hours of sunshine per year. It is one of the four Spanish cities with the best air for breathing, according to the Siemens report "25 Sustainable Spanish Cities".

Sea or mountain? No need to choose...

The city has some beautiful natural contrasts in the surrounding area: it is caressed by the Mediterranean Sea, giving it 15 kilometres of beach, and framed by incredibly lovely mountains and forested landscapes, such as Cabeçó d'Or, Serra Grossa and Benacantil.

The island of Tabarca is one of the most valuable natural locations

It lies about 22 kilometres from the city. Its enormous environmental value and biodiversity led it to being declared a marine reserve in 1986. Plus, the island is also home to a major historic heritage site.







In Alicante, citizens can move around the city using all kinds of transport. / Photos: EIGE

IT'S VERY EASY TO LIVE IN ALICANTE

Alicante is a compact metropolis covering about 200 square kilometres spread over various neighbourhoods but with a large centre near the sea and integrated with the port.

Getting around the city is really easy as everything is within a few minutes walk, which is actually very pleasant. Alicante has an excellent range of public transport, including taxis, buses, tram and light railway, all of which enables fast, affordable travel between the capital and other coastal towns like Benidorm, which is barely one hour away.



The city of Alicante has special bicycle lanes separated from vehicle traffic and/or well marked. Anyone choosing to travel by private transport can use public car parks and park & rail, and parking is permitted in most streets.





In addition to benefits for businesses, Alicante offers exceptional quality of life for the local community. / Photos: Tourism Department · Alicante City Council

ENJOY EVERY DAY

Its good climate makes it very pleasant to stroll round Alicante at any time of year or explore any of its shopping areas. The many and varied shops range from the most traditional and picturesque through to stores selling leading international brands. Similarly, both in the city centre and on the outskirts, you will find several modern, convenient and practical shopping centres, selling all kinds of items, including food, clothing, accessories and services, as well as leisure and catering.

From the era of the Phoneticians, Romans and Muslims the city has been enriching the art of gastronomy with rice, sea food and a wide variety of spices and meats. Marked by the Mediterranean influence and tradition, Alicante cuisine is something everyone can enjoy and learn from its flavours. All this is accompanied by a rich wine growing culture that produces a huge variety of grapes and world-famous wines.



Alicante is one of the cheapest places to live in Europe but also with the best quality of life. / Photo: Tourism Department · Alicante City Council.

WIDE RANGE OF REAL ESTATE

A wide range of good quality accommodation is available, with the highest guarantees and at very affordable prices. Generally speaking, most accommodation options are close to medical centres, schools and shopping centres.

Foreign investors choosing either to settle in the city or send their work teams, will have no trouble finding many opportunities of accommodation for rent or sale, and backed by public institutions. The Commission for Promoting Abroad the Sale and Rental of Accommodation in the Region of Valencia has some effective tools for selecting and arranging the purchase of a home in the city. One of the most effective and accessible is the web site www.buypropertyinspain.org.

ALICANTE IS ONE OF THE MOST AFFORDABLE CITIES IN EUROPE

ESTIMATED COST OF LIVINGAverage € per month

- Rental (shared accommodation) €225 300
- Rental (single occupancy) €400 700
- Food, market (per person) €200 250
- Transport (tram, bus) (with/without season ticket) €0.87/€1.45
- Basic services (telephone, water, gas) €210 280

Totals (estimated costs) €725 - 925

Source: fundesem.es





Alicante has a range of bilingual schools for all ages. / Photo: Archive

A COSMOPOLITAN EDUCATION

Something fundamental that any family needs to know about before deciding whether to move to another place of residence is the range of schools on offer for their children. In the case of families from abroad, schools must fulfil certain requirements, such as bilingualism.

Alicante has always been a cosmopolitan city that has welcomed many different nationalities. To ensure children can integrate naturally, **the city has schools providing education in different languages.**

BILINGUAL SCHOOLS IN THE ALICANTE AREA

BRITISH SCHOOL OF ALICANTE · Spanish / English Glorieta del Reino Unido, 5 Alicante 03008 Tel. (+34) 965 106 351

COSTA BLANCA · Spanish / English Avenida de las Naciones, 9 Alicante 03540

EL VALLE · Spanish / English Avenida de la Condomina, 65

Tel. (+34) 965 919 750

Alicante 03540 Tel. (+34) 965 155 619 **ESCUELA EUROPEA** · Spanish / English / French / German Avenida Locutor Vicente Hipólito, s/n Alicante 03540 Tel. (+34) 965 269 595

LICEO FRANCÉS · Spanish / English / French / German Camino de Marco, 21 El Campello 03560 Tel. (+34) 965 262 508

NEWTON COLLEGE · Spanish / English Camino viejo de Elche Km 3 Elche 03295 Tel. (+34) 965 451 428



The biggest event in the Alicante calendar is the San Juan Bonfire Festival. / Photo: Tourism Department · Alicante City Council

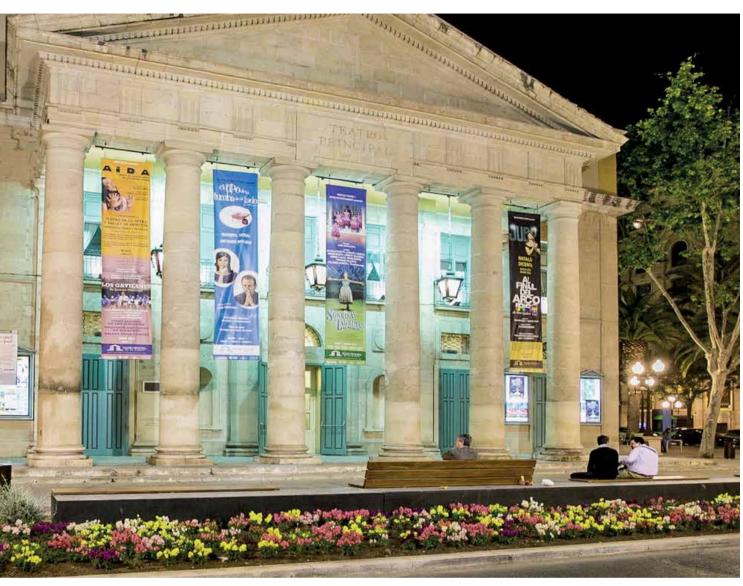
ALICANTE, TRADITION AND CULTURE

The big annual event is the Bonfire Festival, which celebrates its 90th anniversary in 2018. The festival culminates on San Juan day, coinciding with the summer solstice, when hundreds of monuments made from cardboard, paper, wood and other flammable materials, are burnt down at midnight as a symbol of renovation and renewal.

In addition to other religious festivals, like Easter and the Santa Faz Romeria, which pays tribute to one of the most revered relics for Catholics, Veronica's Handkerchief, Alicante also holds a Moors and Christians festival every year. The event commemorates the power struggles between the Moorish and Christian civilisations on Spanish soil during the Middle Ages.







Leisure and culture play a leading role in the citys life. / Photo: Tourism Department · Alicante City Council

+ info in www.mapaculturaldealicante.es

Auditorio Sabadell CAM

Calle Isabel la Católica, 7

Tel. (+34) 965 906 491

Alicante 03007

Alicante also has a network of public theatres and private venues offering an ongoing programme of different performing arts. You will also find a more traditional form of cultural provision in a continuous programme featuring all kinds of activities throughout the year, organised by the City Council and other public bodies, all of which are accessible to the local community.

THEATRES AND PERFORMANCE VENUES

Teatro Principal

Plaza de Ruperto Chapí, s/n Alicante 03001 Tel. (+34) 965 203 100 www.teatroprincipaldealicante.com

ADDA · Auditorio de la Diputación de Alicante

Paseo de Campoamor, 4 Alicante 03010 Tel. (+34) 965 919 100 www.diputacionalicante.es/es/adda

Las Cigarreras - Centro cultural

Calle San Carlos, 78 Alicante 03013 Tel. (+34) 965 206 674 www.cigarreras.es/

Teatro Arniches

Avenida de Aguilera, 1 Alicante 03007 Tel. (+34) 965 936 838 http://teatres.gva.es/teatros-publicos

HERITAGE

Castillo de Santa Bárbara

Calle Castillo de Santa Bárbara Tel. 965 147 160

www.castillosantabarbara.com

Castillo de San Fernando

Monte Tossal, 03005 Alicante Tel. 965 149 219

Lucemtum

Calle de Zeus. La Albufereta, Alicante 965 149 006

https://www.alicanteturismo.com/yacimiento-arqueo-logico-lucentum/

Ciudad descubierta

Calle Jorge Juan, 3 03002 Alicante Tel. 965 145 222

http://www.alicante.es/es/equipamientos/ciudad-descubierta

La Británica

Av. de Villajoyosa, 45-61 03016 Alicante

MUSEUMS

MARQ, Museo Arqueológico de Alicante

Plaza del Doctor Gómez Ulla, S/N, 03013 Alicante Tel. 965 149 000

www.marqalicante.com

MACA, Museo de Arte Contemporaneo de Alicante

Plaza Santa María, 3, 03002 Alicante Tel. 965 213 156

www.maca-alicante.es

MUBAG. Centro de Bellas Artes Gravina

Carrer Gravina, 13, 03002 Alicante Tel. 965 146 780 www.mubag.org/

MUSA, Museo de la Ciudad de Alicante

Castillo de Santa Bárbara Tel. 965 927 715 www.alicante.es/cultura/museos-musa.html

Museo de Hogueras

Calle Teniente Álvarez Soto s/n 03002 Alicante Tel. 965 146 828

http://www.hogueras.es/les-fogueres/museo-de-fogueres/

MUA. Museo de la Universidad de Alicante

Campus de la Universidad de Alicante San Vicente del Raspeig. Alicante. Tel. 965 903 725

www.veu.ua.es

Museo de la Volvo Ocean Race

Puerto de Alicante, Muelle, 10 de Levante Tel. 966 011 100

www.museovolvooceanrace.esatur.com

Museo de Nueva Tabarca

Paseo Miguel Angel Blanco, s/n. Edificio de Servicios. 03138 Isla de Nueva Tabarca (Alicante). www.alicante.es/medioambiente/rmtabarca_museo.html

Museo de Aguas de Alicante

Facebook Museo del Agua Plaza Arquitecto Miguel López, s/n 03001 Alicante Tel. 965 143 787 www.museoaguasdealicante.es

Museo de Belenes

Calle San Agustín, 3 03002 Alicante Tel. 965 202 232

http://www.alicante.es/es/equipamientos/museo-belenes

Some of the museums are listed in www.museosdealicante.com

EXHIBITION VENUE

Lonja de Pescado

Paseo Almirante Julio Guillén Tato 03001 Alicante Tel. 965 922 018 / 965 922 306 / 965 922 307 http://www.alicante.es/es/equipamientos/sala-exposiciones-lonja-del-pescado

Casa del Mediterráneo

Antigua Estación de Benalúa 03008 Alicante Tel. 965 986 464 www.casa-mediterraneo.es

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www.impulsalicante.es

Alicante, 2018

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