

INTERNATIONAL INVESTMENT FORUM

REGION OF VALENCIA, SPAIN

WHAT IS THE FORUM ABOUT?

It is a forum aimed to showcase the possibilities the Region of Valencia can offer to potential investors from different countries, among those the key players in the global scenario: Germany, USA, UK, China, Russia and India.

This event is being organized and sponsored by IVACE, which is the Agency of the Regional Government of the Region of Valencia, devoted to both the attraction of foreign investment to the Region of Valencia and their businesses internationalization.

CONTENTS:

- Dates: 10-12/ December, 2014
- Place: Valencia, Spain
- Activities:
 - Workshop about the Region and the main sectors in the region in Valencia
 - Visits to the spots with interest (Harbours, R&D Institutes, Industrial spots, Technological parks, Universities, etc))
 - Tailor-made agendas (on site visits and meetings) adapted to the requirements and interests of the potential investors.
 - IVACE will take care of the attendees' accommodations as well as the trips to Valencia and within the region related to the agendas of the Forum.

WHY THE REGION OF VALENCIA?

- Because the region is **one of the most prosperous in Europe** and a key driver of prosperity and economic growth in Spain. A Mediterranean commercial hub for both Europe and America, and a leader in Spain as far as exports are concerned.
- Because it **has a diversified business fabric**: which includes sectors with a long industrial tradition (Textile, ceramics, fashion, tourism, furniture, footwear, biotechnology, renewable energies, marble, toys), as well as new, emerging ones.
- An innovative, competitive and dynamic Region which, over the past few years, has been experiencing an unprecedented qualitative leap and has growth expectations which make it the most attractive region in Europe and the Mediterranean Arc, especially in the sectors of finance, tourism and investments.
- **Because it is a natural crossroads of worldwide maritime routes**: a main entrance route to the Iberian Peninsula, Europe and other Mediterranean countries and it is part of a vast international network, linked to more than 740 ports around the world. The Port of Valencia is the first one among the

Mediterranean ones as far as containers traffic is concerned, and together with the rest of the 4 ports in the region, make up a maritime transport network with a flow of merchandise reaching 76 million tons per year: representing 16% of the national figure, with sufficient capacity to satisfy any import and export requirements.

- **Because of its location: a great logistics platform in the centre of the Mediterranean corridor**, a key element in the European logistic configuration; it can be considered as the natural transit route for merchandise for southern Europe and Madrid. The Region's excellent infrastructures include interregional multimodal freight stations and logistic parks.

Likewise, besides the production network derived from logistics operations, both the tourism and service sectors are being strengthened and expanded, and ports such as those of Valencia and Alicante have also become important cruise stopovers.

- Because the Government of the Region has been carrying out **projects to develop more than 200 million square feet of land for industrial and logistics activities**. This area will accommodate 1,500 companies with more than 20,000 employees. An investment of more than 290 million euros has been allocated to attain this objective. The Valencian government is undertaking projects in areas where entrepreneurs require land, together with environmental sustainability and communication infrastructures. The objective is to draw up a Plan for the Development of Business Parks in the Region of Valencia, allowing for the planning in time and space of future developments. This Plan will provide the Region with the most modern industrial estates, combining business opportunities, high work quality and respect for the environment. A business park model which shall integrate services for tertiary use as well as new ways of acquiring land for industrial use which fulfil the companies' needs.
- Because the Region of Valencia **is one of the territories which offer the best conditions to trade with industrial land**.
With regards to public industrial land, the Regional Government is offering some new types of trading, such as Leasing ad Aedificandum and Right of Surface, apart from the usual buying and selling transactions.
The leasing *leasing ad Aedificandum* is the most modern concept and allows international and national companies to use public land free of taxes. The entrepreneurs will have to promote the immovable asset where they develop their business activity and they will transfer it to the Generalitat Valenciana at the moment of its construction.
At the same time, they will have the usufruct of it for up to a period of 99 years. Besides, after the 33rd year, they may exercise the right of purchase of the plot of land where the immovable asset has been built.
There are **other possibilities** to promote the industrial establishment of the companies such as the reduction of the price of the ground, the payment in instalments or the purchase of surface rights, type of access to the ground through the payment of a very low fee and with an average period from 35 to 50 years. Thus,
- And because the Region of Valencia is, without any doubt, **a good place to live and invest**. Everyone can find a place; it is a pleasant, welcoming location to live and relax, with a high quality of life and excellent services, or to develop new business projects. It is also the favourite destination for millions of tourists every

year, and a good number of investors have found the perfect place to carry out their business activities in this region, which provides stability and security for all.

- **The Region of Valencia has been awarded as European Entrepreneurial Region (EER) for 2015.** Their strategies to promote entrepreneurship and spread innovation among small and medium enterprises (SMEs), were selected by a jury which included representatives of EU institutions as well as business associations.

The Region has focused on increasing the innovation potential of small enterprises by assisting them through the region's four Business Innovation Centers (BICs), in coordination with the region's universities, scientific parks and technological institutes. In the past years, the BICs have helped more than 800 business creation with innovative content, supported the development of 1.600 companies' business plans and generated 2.000 qualified jobs.

At the same time, the reduction of administrative burden on businesses has been given the highest priority. In particular, the 'Top Ten rules project' identified through a public consultation, those rules that raise barriers in establishing and developing a business and paved the way for their elimination by the Regional Parliament of Valencia. Regarding the spreading of innovation among SMEs, initiatives such as the Patents Bank and the Technology Transfer "Connecting Knowledge" helped the region in promoting the encounter between entrepreneurs, businesses and knowledge centres and in facilitating the transfer of results generated by scientists to productive and service sectors.

The Region of Valencia is also participating in the CLIMATE KIC, one of the Knowledge Innovation Communities (KICs) created by the European Innovation and Technology Institute (EIT). The regional focus is on mitigating and adapting to climate change, especially against carbon emissions. Up to now, it has allowed 30 new and innovative companies from the climate field to implement their business ideas.

EmTech celebrates its annual conference on emerging technologies organized by MIT / Massachusetts Institute of Technology, in Valencia, both in 2013 and 2014.