



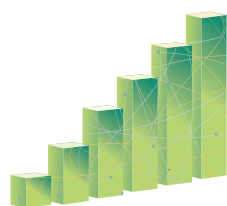
Connect to
ACCIÓ

CONNECT TO ACCIÓ

THE AGENCY FOR BUSINESS COMPETITIVENESS

We advise over 23,300 companies a year

45% of Catalan companies will increase their turnover thanks to innovation



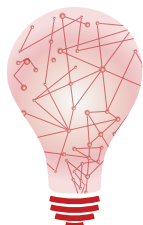
FUNDING

CATALAN COMPANIES



START-UPS

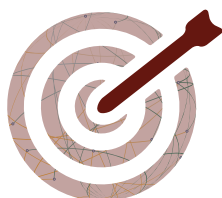
Get to know over 100 alternative finance suppliers within your reach



INNOVATION



INTERNATIONALISATION



CLUSTERS



FOREIGN
INVESTMENT

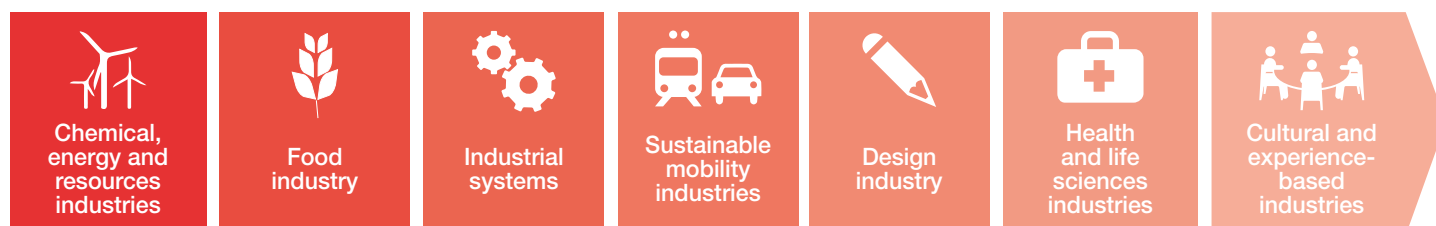
Join over 2,300 companies and other entities coming from 30 clusters, with a combined turnover of over €74,000M

FOREIGN BUSINESSES

Take full advantage of the 40 International Trade and Investment Offices that cover over 100 markets

DO YOU WANT TO BOOST YOUR COMPETITIVENESS?

We connect businesses to the key strategic sectors



ARE YOU AN SME?

- Personalised consulting, training and professionalisation services.
- Financial support and accompaniment programmes.
- Access to financing for internationalisation, innovation and investment project development.
- Support in partner searches, technology incorporation and accessing European programmes.
- Identification of business opportunities.



ARE YOU A STARTUP?

- Support related to startup growth.
- Global sales and internationalisation acceleration programmes.
- Access to financing.
- Exclusive services for technology-based businesses.



ARE YOU AN INVESTOR?

- Identification of investment opportunities.
- Foreign investment attraction.
- Organisation of Investment Forums.

CONNECT TO THE WORLD



BREAK INTO EXPORTS

Are you interested in identifying global business opportunities?

Do you need support from an expert in international business?

Are you interested in carrying out a survey to identify the prime markets for your company?



EXPAND MARKET SHARE

Are you looking for some first-hand advice?

Are you interested in sourcing clients, distributors and business or technology partners?

Are you looking for new supply channels?

Are you up to speed on how to access and participate in international public tenders?



ESTABLISH YOURSELF IN FOREIGN MARKETS

Are you interested in carrying out an implementation feasibility study for your company?

Do you require local support to set up in markets abroad?

Are you looking for premises or staff abroad?

ACCIÓ CONNECTS YOU TO THE WORLD

40 Catalan Government Trade and Investment Offices in over 100 markets



Become part of
over 17,000 regular
exporting companies

EXPORT ENTRY SERVICES

- Business prospecting missions.
- Advice on breaking into exports:
Internationalisation vouchers.
- Start-ups internationalisation.



Catalan exports totalling more
than €440M are as a result of
projects managed by ACCIÓ

MARKET EXPANSION SERVICE

- Advice from the market experts at the Catalan Government Trade and Investment Offices.
- Research distribution and supply channels worldwide.
- Partner and client searches.
- Geographic and sectoral actions: Pla Àfrica, Catalan Wines USA, Weine aus Katalonien, Catalan Gourmet USA...
- Foster international business cooperation.
- International public procurement support.
- International innovation programme.

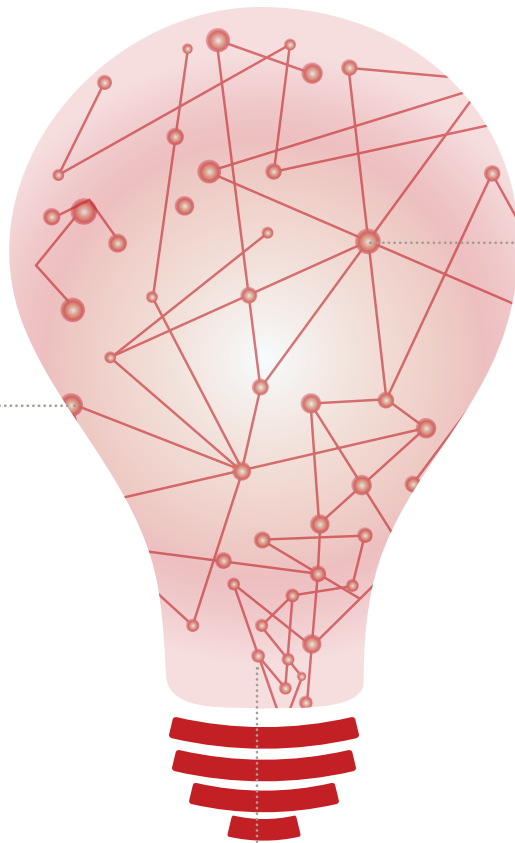


Join the more than
3,000 companies with a
subsidiary abroad

FOREIGN SET-UP SERVICES

- Soft landing (within the destination country).
- Financial advice service for your internationalisation project.
- Viability study.
- Premises search.
- Staff recruitment.
- Integrated support related to commercial or productive implementation.
- Partner searches and advice on joint ventures.

CONNECT TO INNOVATION



HORIZONTAL INNOVATION

Do you want to put new ideas into practice?

Have you spotted business opportunities your competitors have missed?

Are you interested in innovating to grow?

Do you need strategic collaborations to innovate?

Do you want to raise your market profile?



INNOVATE WITH TECHNOLOGY

Do you want to accelerate the growth of your business?

Are you interested in accessing new technologies?

Do you want to participate and collaborate in R&D and innovation projects?

Do you know where to source technological partners?



INNOVATE GLOBALLY

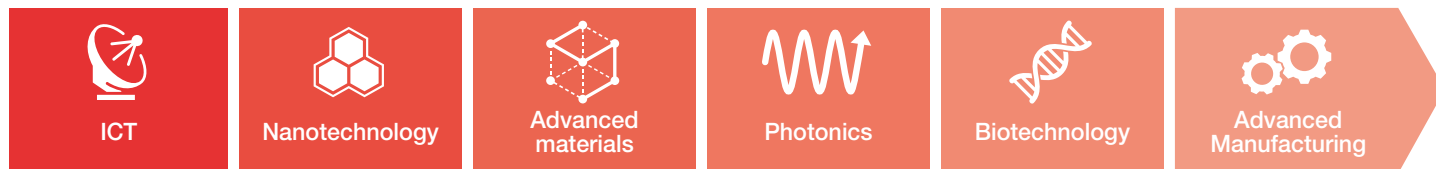
Do you want to innovate with international partners?

Are you interested in accessing European grant programmes?

Are you looking for technology-based business opportunities around the world?

ACCIÓ CONNECTS YOU TO INNOVATION AND TECHNOLOGY

Technologies driving business innovation



45% of Catalan companies will increase their turnover thanks to innovation

HORIZONTAL INNOVATION

- Guidance and advice towards innovation.
- Collaborative projects of sectoral significance: RIS3CAT Communities.
- Innovation route map towards growth.
- Creation and growth of innovative start-ups.
- Identification of Innovative Public Procurement opportunities.
- Tax deductions for R&D and innovation projects.
- Grants towards subcontracting innovative services: Innovation Vouchers.
- Strategic advice regarding Industry 4.0, mobile business, circular economy, smart cities and 3D printing.



Over 40% of companies have collaborated with other players

TECHNOLOGY INTEGRATION SERVICES

- Access to differential technologies through the TECNIO agents.
- Innovate via start-ups.
- Technology partner searches: Enterprise Europe Network (EEN).
- Technology business opportunities.
- Technology transfer training.



Over half of innovative companies export

GLOBAL INNOVATION SERVICES

- Innovate in Europe: Horizon 2020 / SME Instrument
- International collaboration project grants: Technology innovation hubs.
- International opportunity map.
- Business mission and international trade fair participation.



Catalan technology centres and research groups have transferred technology to over 4,000 companies

INNOVATION INFRASTRUCTURES

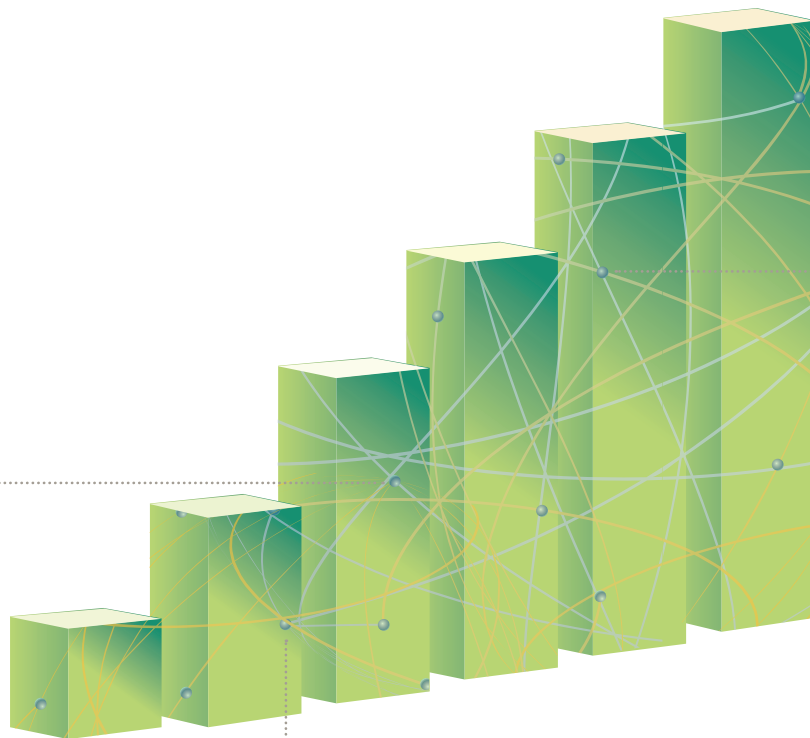
TECNIO

The TECNIO certification created by the Government of Catalonia identifies differential applied technology suppliers and facilitators, and allows companies to discover and access advanced R&D.

EURECAT

Eurecat is Catalonia's main Technology Centre, formed out of the integration of a number of advanced technology centres. It offers applied technology services aimed at Catalan SMEs.

CONNECT TO FUNDING



OBTAIN A FINANCIAL OVERVIEW OF YOUR BUSINESS

Do you want to know the financial status of your business?

Are you looking for support when preparing to seek financing?

Are you aware of the financial instruments available to you?



IDENTIFY FINANCING TO GROW YOUR BUSINESS

Do you require financing to innovate?

Are you looking for resources to implement your internationalisation plan?

Do you want information on the banks in your destination country markets?



APPLY FOR THE FINANCING THAT WORKS BEST FOR YOU

Are you looking for personalised financial instruments?

Do you need expert advice to guide you through the funding application process?

Are you interested in up-to-date information on alternative financing channels?

ACCIÓ CONNECTS YOU TO FUNDING

100 financing tools available to you



Join the more than 1,800 companies that ACCIÓ advises on financing issues

FINANCIAL ADVICE SERVICE

- Initial analysis of your business.
- Guidance from expert advisers.
- Support and monitoring of financing application procedures and visits.



Get to know over 100 alternative financing suppliers within your reach

TOOLS TO IDENTIFY COMPLEMENTARY BANK FINANCING OPTIONS

- Alternative finance online catalogue.
- Accreditation of alternative financing bodies.
- Advice for SMEs and start-ups throughout the Catalan region.

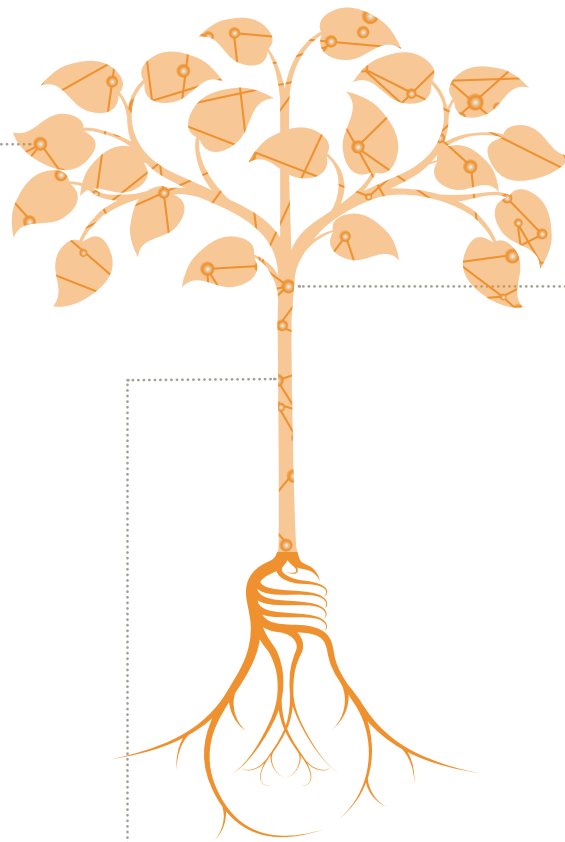


Companies participating in the previous nine Investment Forums have raised over €260M

A SPACE FOR FINDING INVESTORS

- Organisation of an annual Investment Forum.
- Organisation of Financing Breakfasts and other sessions and workshops on funding to share experiences of entrepreneurs and investors in both Barcelona and Catalonia as a whole (over 1,800 attendees in 2018).

CONNECT YOUR START-UP TO THE MARKET



LAUNCH YOUR START-UP INTO THE MARKETPLACE

Do you want to validate
your business idea?

Do you need to reaffirm
your business strategy?

Do you want to accelerate
your initial sales?



IDENTIFY FINANCING OPTIONS FOR GROWTH

Are seeking guidance on
financing your start-up?

Do you need support to
search for personalised
financing options?

Are you looking for
investors and alternatives
to bank financing?



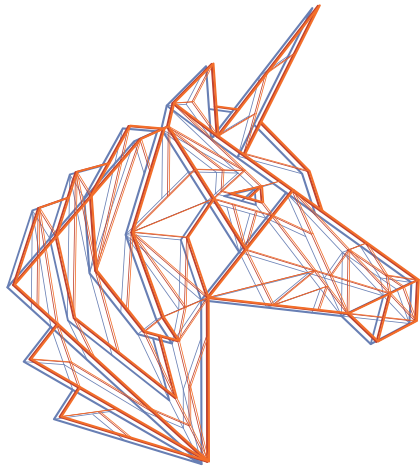
INTERNATIONALISE YOUR START-UP

Are you interested in
identifying the prime
markets for your start-up?

Do you need to gear
your start-up towards
international sales?

ACCIÓ CONNECTS YOUR STARTUP TO THE MARKET

StartUp Catalonia: your partner for growth. Which plan should you choose?



Be Connected. Join the Hub

Barcelona & Catalonia Startup Hub

startups.catalonia.com



Over 1,300 startups
classified in the Barcelona &
Catalonia Startup Hub

SERVICES TO LAUNCH YOUR START-UP INTO THE MARKETPLACE

- Guidance with regard to team consolidation and accelerating your initial sales.
- Advice on validating your business idea (in collaboration with the ESADE business school).
- Support in team development, business plan and financing model (agreement with the ESADE business school).
- Assistance in the development of a strategic plan (in collaboration with the IESE business school).
- Advice and promotion in relation to the creation of technology-based start-ups: Startup Capital.



Companies participating
in the previous nine
Investment Forums have
raised over €260M

SERVICES TO IDENTIFY FINANCING OPTIONS FOR GROWTH

- Financial Advice Service.
- Access to over 100 financing suppliers.
- Organisation of an annual Investment Forum.
- Organisation of Financing Breakfasts as an experience interchange for entrepreneurs and investors.

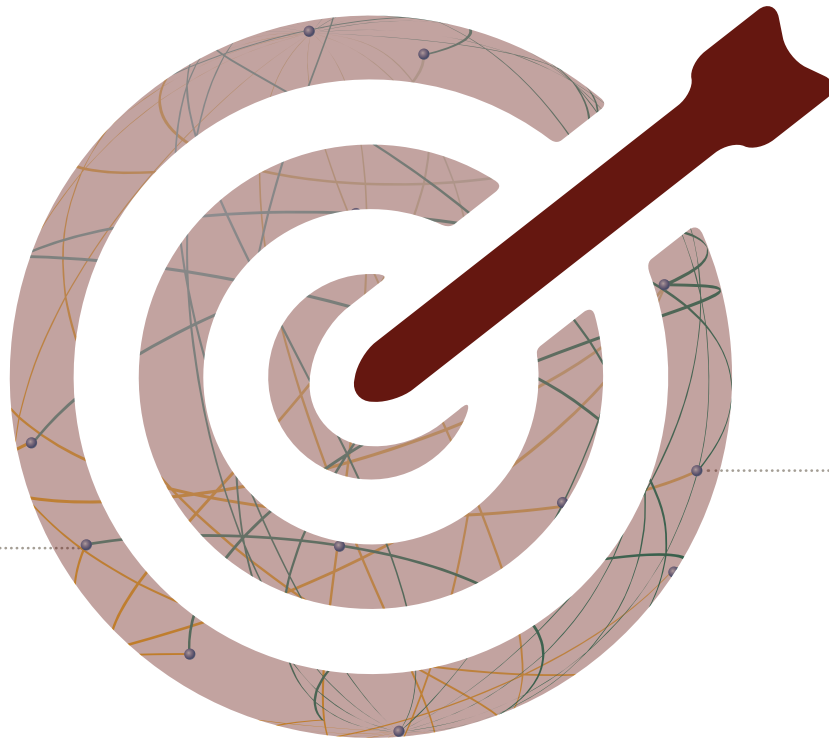


Participation in 12
internationally prestigious
trade fairs or technology
conferences

SERVICES TO INTERNATIONALISE YOUR START-UP

- Assistance with selling in European and US markets.
 - Advice from the experts based at the 40 Foreign Trade and Investment Offices, with a presence in over 100 markets.
-

CONNECT TO THE CLUSTERS



MARKET INTELLIGENCE INTEGRATION

Do you want to identify the key challenges and trends relevant to your business?

Do you need strategic guidance?

Are you looking for advice on which cluster to opt for?

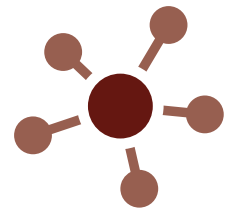


ACTIVATE YOUR NETWORK

Are you seeking partners to share synergies and activities to improve your competitiveness?

Do you know the businesses and agents in your value chain?

Do you want to improve local and international visibility?



PROJECT PARTICIPATION

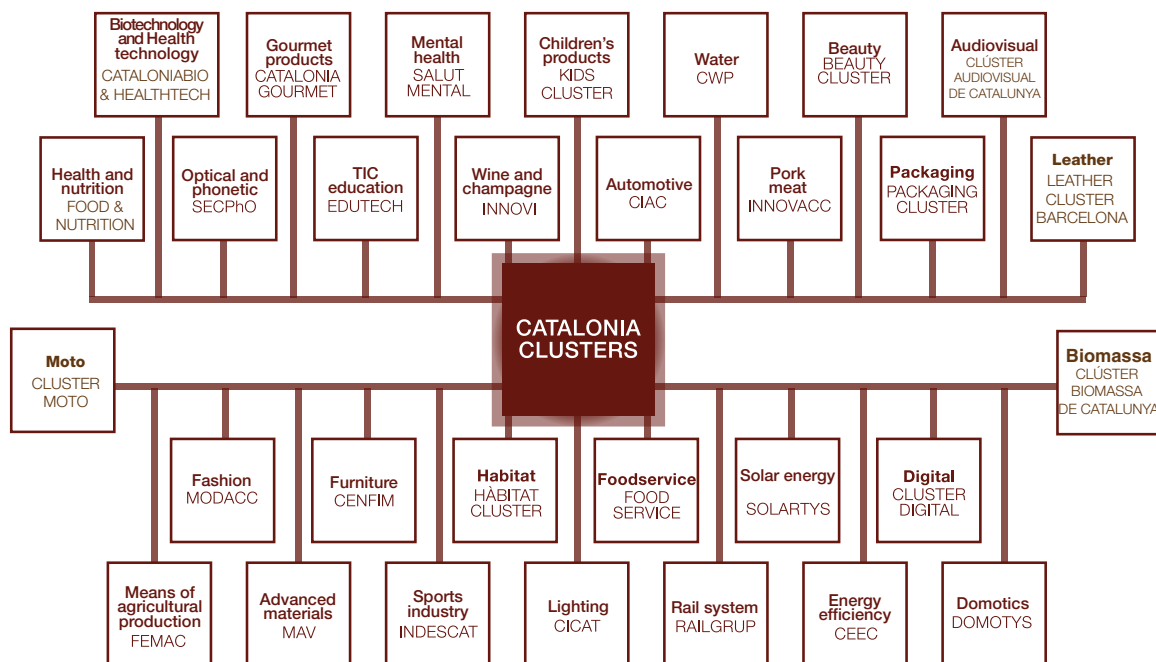
Do you want to increase your capacity to participate in transformative projects?

Are you interested in developing new products, services and strategic partnerships?

Do you want to boost your business by connecting with other sectors?

ACCIÓ CONNECTS YOU TO YOUR CLUSTER

Cluster Ecosystem



Clusters innovatively connect a business ecosystem of one sector to promote activity to increase its competitive advantage

MARKET INTELLIGENCE INTEGRATION SERVICES

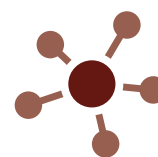
- Strategic direction on key market challenges and trends.
- Support from the cluster dynamisation team.
- Knowledge of winning strategies.



Join over 2,300 companies and other entities coming from 30 clusters, with a combined turnover of over €74,000M

NETWORK ACTIVATION SERVICES

- Guidance on identifying your cluster.
- Creation of a space for collaborative debate and reflection.
- Access to businesses and agents (universities, technology centres...) related to your business value chain.
- Advice on how to collaborate to improve the competitive environment.

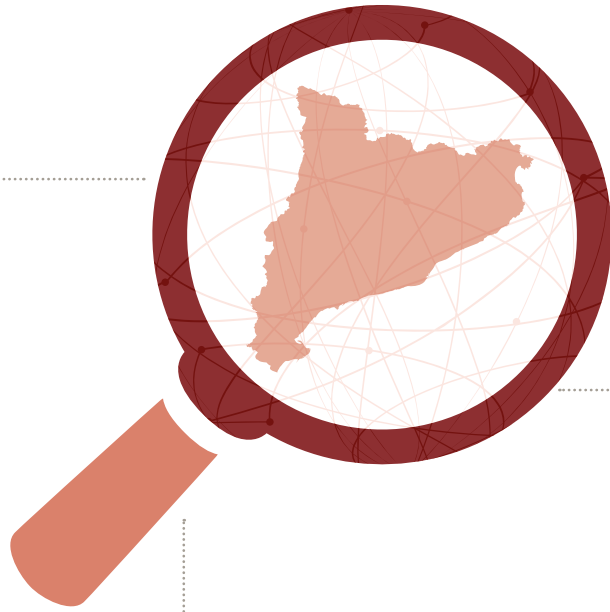


In 2018, 82 competitive improvement projects were promoted and 62 assessment activities were performed in clusters to promote internationalisation

PROJECT PARTICIPATION SERVICES

- Promotion of strategic change.
- Collective project participation.
- Development of new business models.

CONNECT TO CATALONIA



GROW AND REINVEST IN CATALONIA

Are you a foreign parent company and...

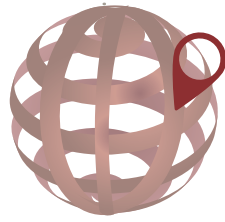
Do you see growth potential in Catalonia?

Do you have a reinvestment project?

Are you looking to move new group activities here?

Have you considered conducting R&D in Catalonia?

Do you know how Catalonia is competing to attract investment?



ATTRACT YOUR INTERNATIONAL STRATEGIC CATALONIA PARTNERS

Are you a Catalonia-based company and...

Have you identified a gap in your value or supply chain?

Would you like your suppliers or clients to set up here?

Do you need to present them with a value proposition?



CONNECT TO THE CATALAN ECOSYSTEM AND ACTIVATE THE NETWORK

Are you a foreign capital company and...

Are you looking for strategic local suppliers?

Do you know the collaboration opportunities within the Catalan research and innovation system?

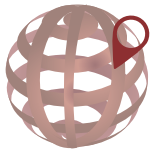
Are you looking for technology partners?

Are you interested in technology start-ups?

CATALONIA TRADE & INVESTMENT SERVICES

Catalonia is the most attractive region in Southern Europe with regard to foreign investment

Connect and tap into the competitive advantages Catalonia provides



SERVICES RELATED TO GROWTH, REINVESTMENT AND ATTRACTION OF INTERNATIONAL STRATEGIC PARTNERS TO CATALONIA

During the investment decision phase:

- Investor information. Practical and updated data on how to invest and operate in Catalonia, information on sectors, the legal context and comparative analysis in relation to other locations.
- A value proposition tailored to the project. Our teams based at the 40 Catalan Government Trade and Investment Offices offer potential for actions in the country of origin.
- Meetings with local companies and agents that are relevant or strategic to the project.
- Technical or institutional hosting of group executives.



On securing investment:

- Appointment of a project manager for each project.
- Mediation, dialogue and support related to all administration agents involved.
- Business location service. Information, advice and visits to industrial or logistics warehouses, land and offices.
- Network of partners and service suppliers.
- Incentive and financing advisory service.
- Support with executive mobility procedures and fast track visas.



SERVICES RELATED TO CONNECTING TO THE CATALAN ECOSYSTEM AND NETWORK ACTIVATION

- Local supplier search.
- Connecting to business, institutional, technology and innovation agents.
- Support for internationalisation from Catalonia.



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