

# *If you have...*



**Interest in positioning your company in the european and/or latinoamerican market**



**Interest in launching your business idea or boost your startup**



**Interest in investing in innovative and booming technologies**

## *The Region of Madrid is your best ally, ...*

# ... a dynamic and growing ecosystem



## Where supply and demand converge

- The Madrid Region ranks 6th among the 78 most important tech hubs in Europe.
- 3rd European Region by number of multinationals.
- 33% of the tech companies with a presence in Spain are in the Madrid Region, where 70% of the business volume is concentrated.
- More than 1,000 startups in Madrid in 2017 (40% more than in 2016). 31.5% of the total of Spain.
- € 191.8 million of investment in startups located in Madrid in 2016. 47.6% of the investment in Spain.
- Consolidation of financing rounds of more than 10 million and an increase in the number of Exits in recent years.



## Where investors try and repeat

## Where talent is cared for and empowered



- 3 of the 20 best business schools in Europe are in Madrid. Between 20 and 25% of its graduates choose the technology sector to work.
- 4th Region of Europe by number of developers and 1st of Spain, with 50% of the total.
- Amazon, with its Tech Hub, and Google, with its campus, have recently bet on the talent of Madrid.
- 32% of the Spanish innovative ecosystem is located in the Madrid region
- Pioneers, together with France and the UK, in the development of the 5G network and in the application of patent box.
- Spain is a strategic point for different submarine communication nodes (Marea, EllaLink and Orval).



## Where the future is built



# Welcome to the Region of Madrid, your new home

*Big Data / Data Analytics*





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## Where supply and demand converge

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## Where talent is cared for and empowered



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2. Quarry of talent that bets on the sector.
3. Mature labor market with available resources.
4. Most competitive labor cost in the European advanced regions



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3. Success stories.
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## Where investors try and repeat



## Where the future is built

# Business network: Where supply and demand converge

1. Main magnitudes of the ICT sector.
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4. Last investments received.



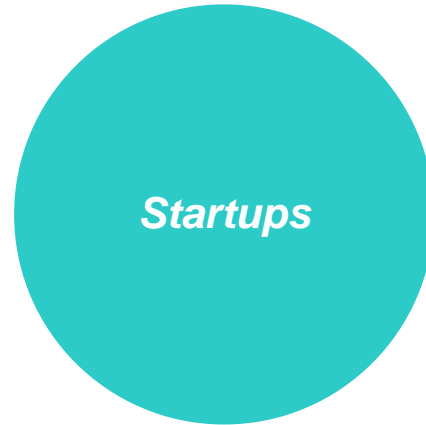
# The Madrid Region is one of the main Tech Hubs in Europe

**3rd region of Europe**, after London and Moscow and 1st of Spain by number of multinationals (**Recently: Amazon and Ryanair**)

**More than 1,000 startups in Madrid** in 2017 (40% more than in 2016). 31.5% of the total of Spain

**€ 191.8 million of investment in startups** located in Madrid in 2016. 47.6% of the investment in Spain

**6th place** among the **78 most important tech hubs in Europe**



**69.3% of the ICT business volume** in Spain

**33% of ICT companies located in Spain** (44% of large companies and 34% of medium companies)

**The average value of financing rounds in Spain** (€ 3.64 million) **has doubled between 2016 and 2017**

In the Madrid Region, **450 new technology companies** are created every year

**4th Region of Europe by number of developers** and 1st of Spain (50% of Spain)

Source: 1. Observatorio Nacional de las Telecomunicaciones y de la Sociedad de la Información (ONTSI). 2. Digital Startup Ecosystem Overview Mobile World Capital Barcelona. 3. The State of European Tech. Atomico and Slush. ASCRI

# The Region of Madrid forms a highly internationalized ecosystem, in which startups find a highly collaborative environment

## MAIN COMPANIES BY BILLING VOLUME



**€ 68,428M**  
of turnover in 2015

## MAIN MULTINATIONALS IMPLANTED



**1st by number of multinationals**  
in Spain

## MAIN SPANISH STARTUPS



**23 operational data centers**  
in **405.600** square feet

Source: 1. Observatorio Nacional de las Telecomunicaciones y de la Sociedad de la Información (ONTSI). 2. Informe de Actividad de Venture Capital y Private Equity (ASCRI).

# In the Madrid Region, the largest offer of data centers in Spain is concentrated

**23**

Operational data centers in Madrid

**€441M**

Big Data turnover in 2014

**+10.000**

People in the Big Data industry in Spain

**+30%**

Big Data market grows YtY. Seven times more than the traditional technological investment.



*“The data center is, nowadays, the fundamental piece of the digital transformation in Spain. Emerging technologies (Internet of things, cloud computing, Big Data, Smart Cities and Industry 4.0) are the architects of the beginning of a new era in which hybridization, open innovation and the development of new business models must become phenomena essentials ICT and the Internet are the engines of the digital economy and will undergo a huge transformation in the coming years”.*

José Luis Friebel

DatacenterDynamics Managing Director











Source: Eurocloud Spain













Business network: Thoughtful local demand

# Seven of the tractor sectors of the economy of the Region of Madrid make intensive use of big data and act as tractors of the sector

*Madrid has a unique business and industrial network for the development and commercialization of services and solutions*

National and multinational companies of reference	GOVERNMENT, HEALTH and EDUCATION	CONSTRUCTION AND REAL ESTATE	COMMERCE	PROFESSION SERVICES	TELECO	BANKING AND FINANCES	TOURISM	LOGISTICS	MEDIA	ENERGETIC
										
% s / GDP of Madrid	16,04%	14,40%	13,29%	12,83%	11,09%	6,51%	6,07%	5,69%	2,99%	2,39%
% s / Employment of Madrid	20,23%	5,99%	15,64%	18,80%	6,33%	3,76%	7,40%	5,02%	2,21%	0,76%

*The main ICT subsectors and the business and industrial tissue of Madrid make up a collaborative ecosystem*

Big Data / Data Analytics										
										

Caption: Hybridization level



High



Medium

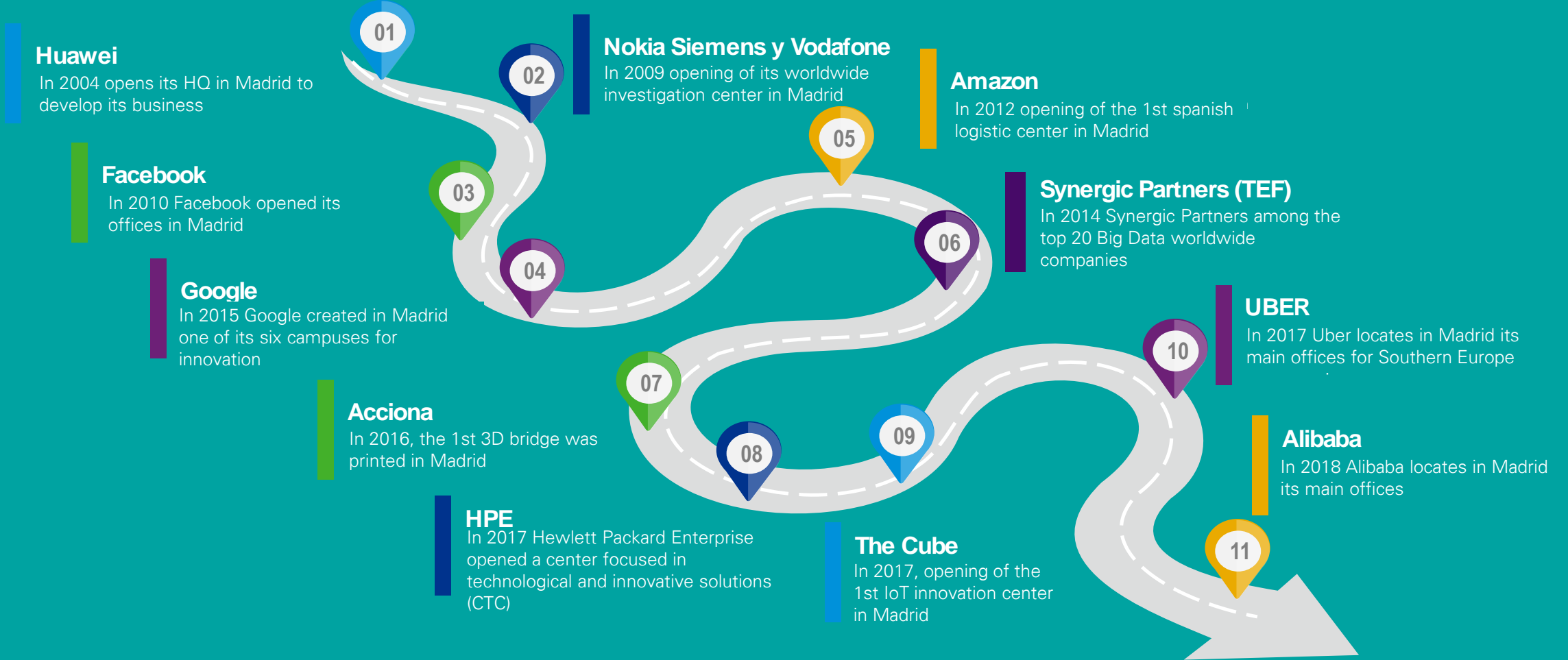


Low

Source: 1.Elaboración propia con datos del Instituto Nacional de Estadística (INE)

Business network: Last investments received

# Each year new technology companies rely on the Region of Madrid and those that already have a presence increase their investment



Source 1. Elaboración KPMG a partir de webs corporativas y notas de prensa.

Business network: Amazon already relies on the Madrid Region

# In July 2016, Amazon opens its software development center in the Region of Madrid for the design of new services and tools

## Amazon's Tech Hub

Amazon is working to turn the Hub into a center of international **innovation**.



*"Over the last few years we have proven that Spain is an ideal place to innovate. Here we have found professionals with incredible talent. We will increase our investments in Spain and create new jobs"*

*Terry Hanold, Vice President of Technology at Amazon EU*



In Spain, Amazon has also opted to increase investments in its logistics centers such as San Fernando de Henares (Madrid). In addition, they have made a transfer of their corporate offices in Madrid to a space with more than 12 thousand meters available, with a view to duplicating their current staff in the Region of Madrid.



# Talent and competitiveness: Where talent is cared for and empowered



1. Tailor-made teaching and research infrastructures.
2. Quarry of talent that bets on the sector.
3. Mature labor market with available resources.
4. Most competitive labor cost in the European advanced regions.





# Madrid has teaching and research infrastructures that boost talent in the most demanded niches in the sector

**The first level training in the academic field ...**

**16**

University centers with more than 12,000 students of key subjects for the sector

**3**

Business Schools in the world's top 10

**20%-25%**

of graduates from IESE and IE Business School bet on the ICT sector

**and the commitment to research and development ...**

**6**

public excellence campus

**1<sup>a</sup>**

Spanish region for R & D expenditure: € 3,480M

**+20**

technology centers

**they make the Madrid Region a leader**

**4<sup>a</sup>**

region in the EU-28 with more technological employment

**4<sup>a</sup>**

European city by number of professional developers: 104,102

**6<sup>o</sup>**

most active center in blockchain development (109 projects)

**3<sup>o</sup> hub**

of AI talent in Europe

Source: 1. Ministry of Education, Culture and Sports; 2. Ministry of Energy, Tourism and Digital Agenda; 3. The State of European Tech. Atomic and SlushM; 4. Business Schools Global Ranking of Financial Times; 5. Invest in Madrid.

# Specialized education in Big Data and Data Analytics

Education in Big Data	
Datahack	Programa intensivo en tecnologías Big Data y Analytics
Escuela de Organización Industrial (EOI)	Programa ejecutivo en Big Data & Business Analytics
Universidad Complutense de Madrid	Máster en Big Data y Business Analytics
UNED	Máster en Big Data y Business Analytics
IMF Business School	Máster en Big Data y Business Analytics
Universidad Complutense de Madrid	Máster de Turismo, Big Data y Marketing Digital
Kschool	Escuela de Big Data
Centro Universitario U-Tad	Programas de Big Data y Data Science
Instituto de Empresa (IE)	Master in Business Analytics and Big Data
Madrid School of Marketing	Máster Executive en Big Data y Analytics
AFI Escuela de Finanzas:	Máster en Data Science y Big Data en Finanzas
Universidad Europea de Madrid	Máster en Big Data Analytics
CICE	Máster de Big Data y Business Intelligence
Universidad Complutense de Madrid	Máster en Minería de Datos e Inteligencia de Negocio
Universidad Carlos III de Madrid	Máster en Métodos Analíticos para Datos Masivos y Big Data
Cámara de Comercio de Madrid	Curso superior en Big Data
ITMadrid	Programa en Business Intelligence & Big Data
Big Data International Campus	Máster Telefónica en Big Data
Universidad Autónoma de Madrid	Máster en Big Data y Data Science

Source: Programas y Masters (<https://josejuliolopezsantos.wordpress.com/2014/06/14/los-recursos-mas-destacados-para-la-formacion-en-big-data-en-espana-y-online/> )

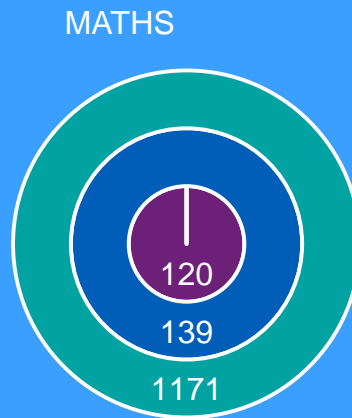
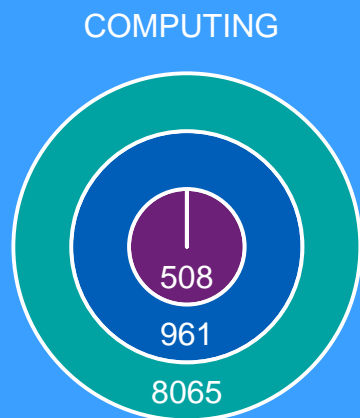
Talent and competitiveness: Quarry of talent that bets on the sector

# Each year more than 1,200 graduates graduate from the Madrid Region and MBA graduates opt for the technology sector

## 16 Universities:

8 private, 6 public and 2 remote

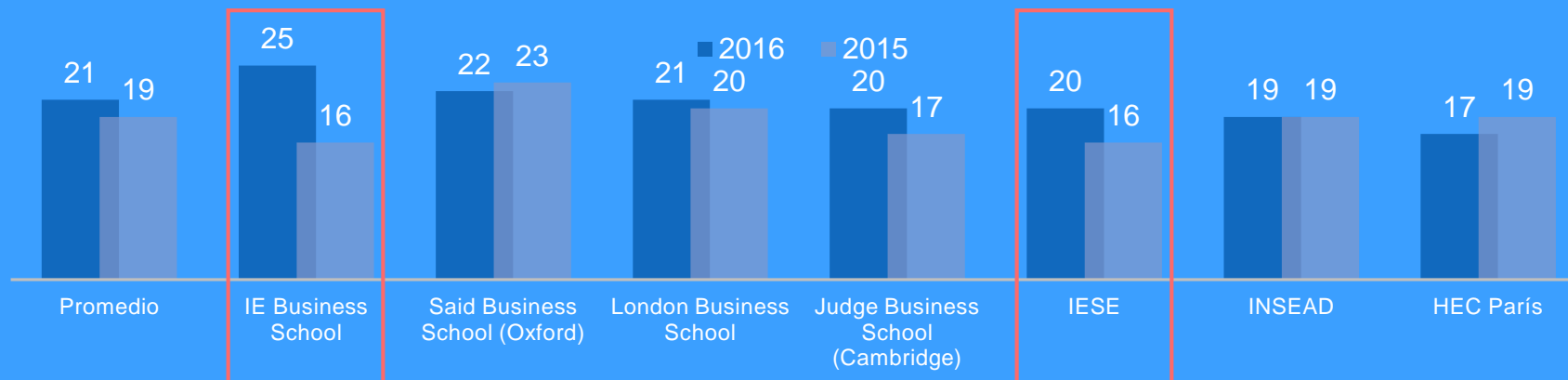
### Number of students 2016-2017



## 3 of the 10 best Business Schools in the world:

IE Business School (3rd), IESE (7th) and ESADE (8th)

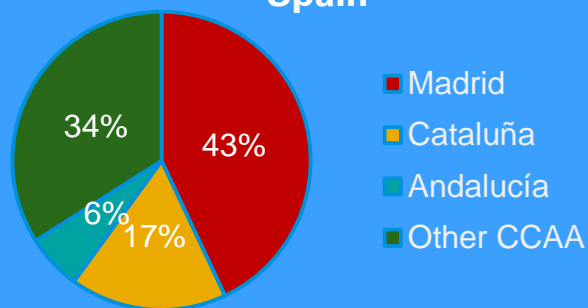
### % GRADUATES MBA THAT IS INCORPORATED TO THE SECTOR



Source: 1. Ministry of Education, Culture and Sports. 2. Business Schools Global Ranking prepared by Financial Times. 3. Business School MBA graduate Employment Report.

# Spain is the 4th region of the EU-28 with the most technological jobs and one of the most attractive for attracting talent

## The Madrid Region accounts for 43% of technological employment in Spain



## The Community of Madrid has the IMDEA network for identifying and attracting talent to the Region

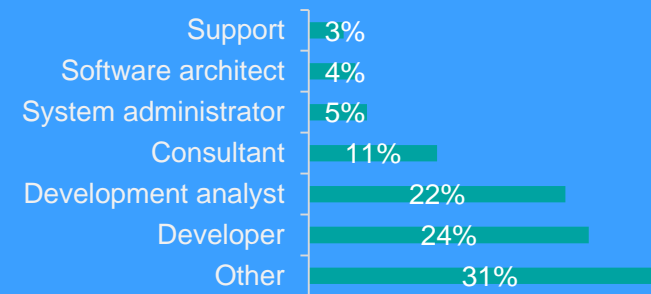


European city for technological emigrants from the EU

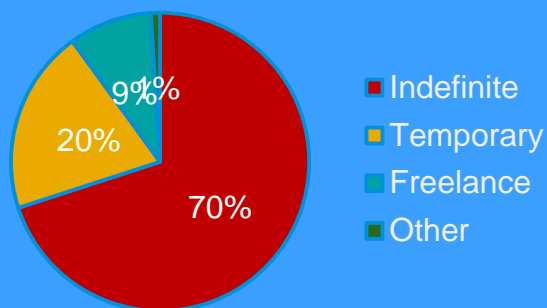


European city for non-EU technological emigrants

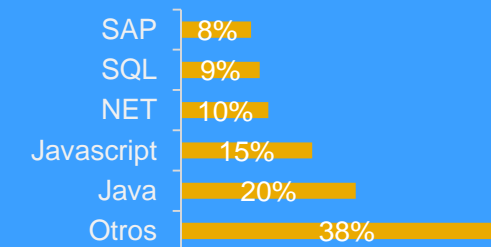
## Most demanded profiles by position



## 70% of the contracts are of indefinite duration



## Profiles most demanded by technology



Source: 1. ticjob.es. 2.Adecco. 3. Ministry of Education, Culture and Sports.



Talent and competitiveness: Mature labor market with available resources

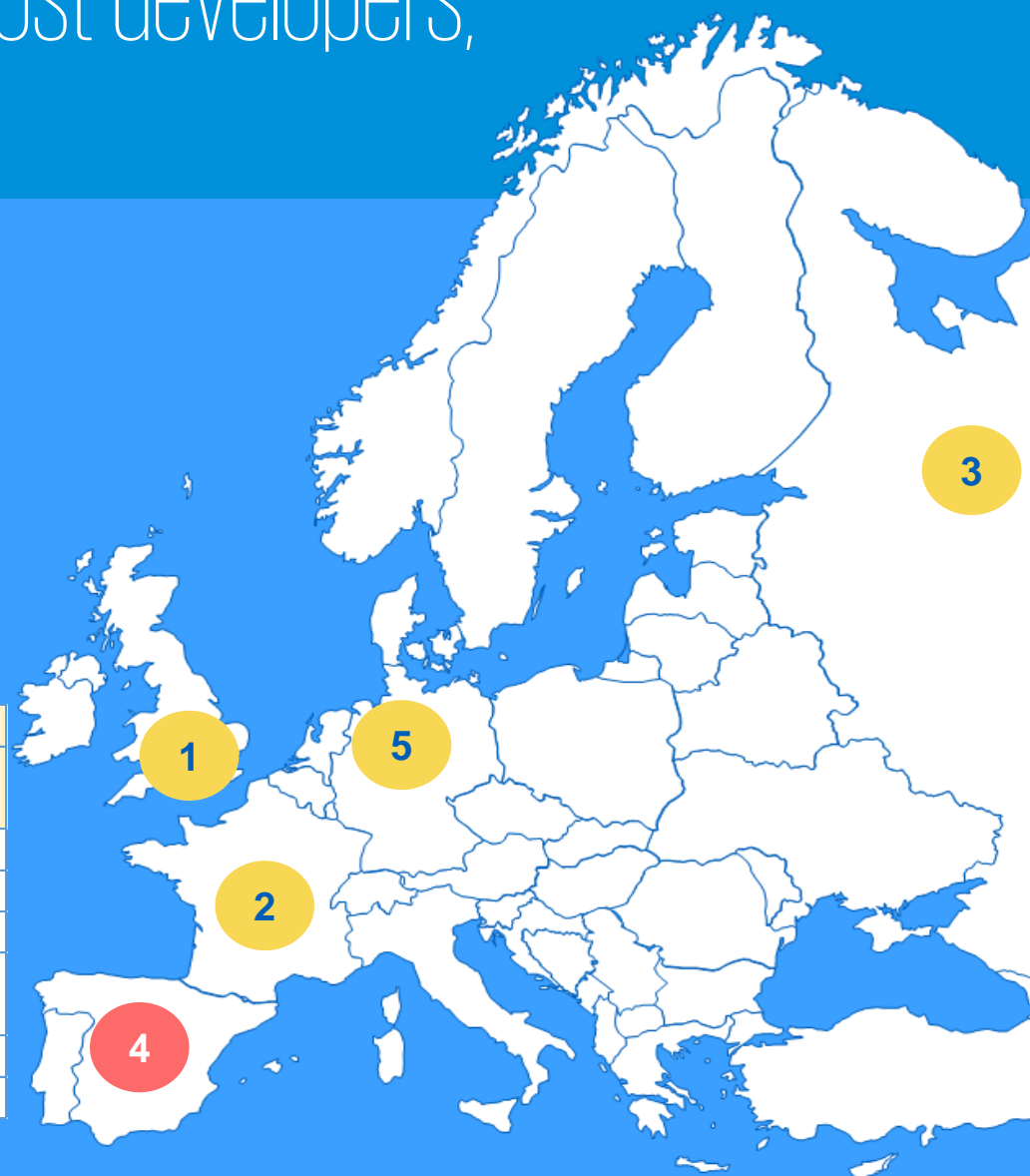
# Madrid is the 4th European Region with the most developers, profile most in demand today

01	London	303,594
02	Paris	181,659
03	Moscow	144,488
04	Madrid	104,102
05	Berlin	93,517
06	Amsterdam	90,058
07	Munich	82,877
08	Warsaw	77,318
09	Stockholm	62,594
10	Frankfurt	62,004
11	Dublin	61,260
12	Zurich	60,046
13	Budapest	57,944
14	Barcelona	57,607
15	Vienna	56,776
16	Bucharest	53,758
17	Milan	52,004
18	Copenhagen	51,420
19	Rome	47,051
20	Hamburg	46,582

## ROTATION OF WORKERS

51% of companies in the sector have less than 4% staff turnover, 31% are between 4 and 10% and 18.2% above 10%

Salarios de desarrolladores (€)	Madrid		Barcelona	
	Banda baja	Banda alta	Banda baja	Banda alta
Arquitecto software	36.000	63.500	40.000	63.500
Java Developer, J2EE	21.500	36.000	21.500	36.000
Developer.net	21.000	36.000	21.000	36.000
Desarrollador otros (C, C+, COBOL, PL/SQL)	22.500	40.000	22.500	40.000
Front Developer	24.000	36.000	24.000	36.000
Desarrollador de apps	24.000	36.000	28.000	40.000

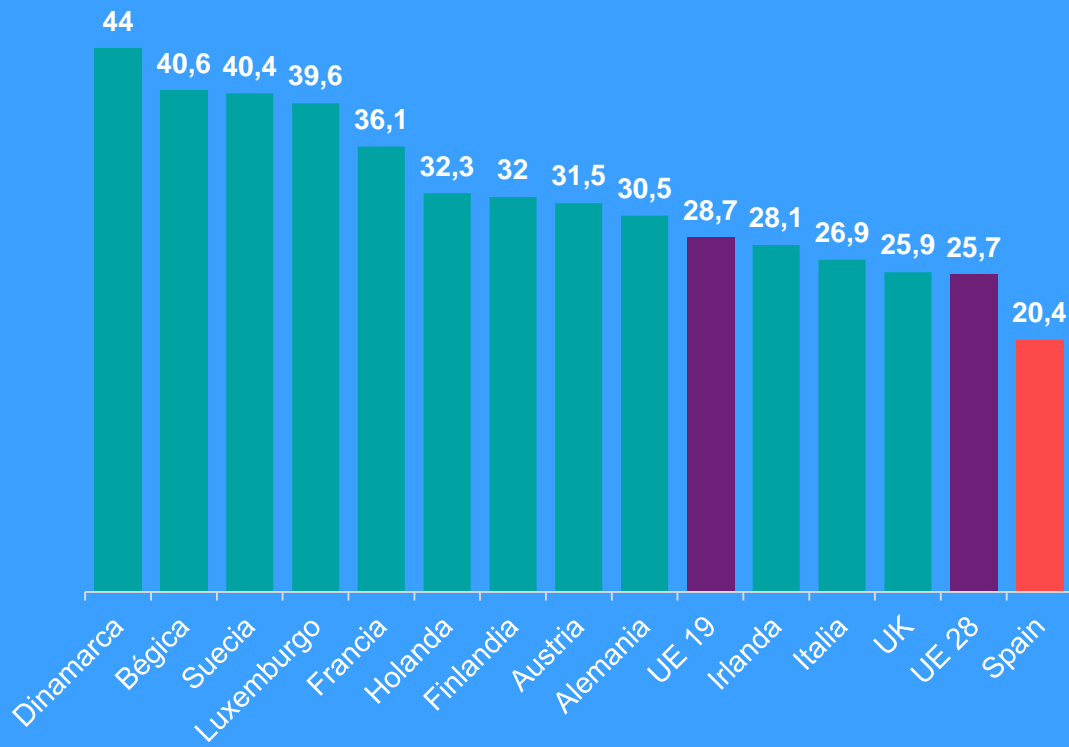


Source: 1. The State of European Tech. Atomic and Slush. 2. Randstad Research 2018 Salary Trends Report

Talent and competitiveness: The most competitive labor cost in the European advanced regions

# Labor costs in the Madrid Region are the most competitive of the main European technological hubs

Labor cost in the service sector (€ / hour)

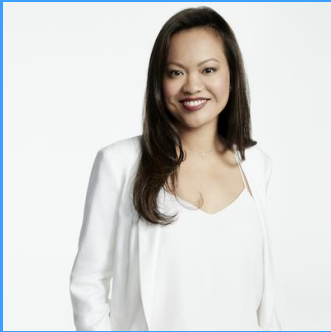


International salary survey, 2018  
(Thousands of €)

	Spain	France	UK	Germany
CIO	60-150k	90-140k	84-168k	130-230k
Big Data architect	55-70k	45-70k	45-70k	50-99k
PMO	50-70k	50-70k	56-125k	45-96k
Software engineer	26 -33k	60 -100k	68-91k	55-70k
Security IT	40-50k	80-85k	51-80k	55-75k
ERP consultant	35-45k	50-60k	32-70k	45-67k
Web designer	23 -27k	28-35k	23-33k	25-43k
Development manager	45-60k	70-120k	68-114k	58-110k

Source: 1. Destatis 2016. 2. Robert Walters 2018. 3. Payscale.

# Google has opted for the Region for the opening of its fourth Google Campus, first Spanish-speaking, turning Madrid into a Global Entrepreneurship Hub



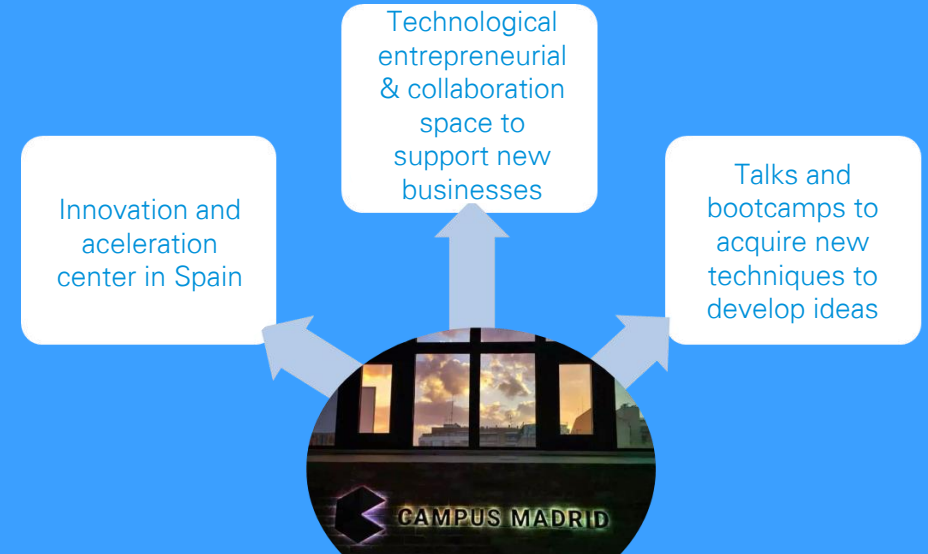
*"The company believes in the innovative movement that is taking place in this country, and above all because there is a large community of innovators in Europe who love Madrid for its climate, the work of its people and its environment."*

*Mary Groove, director of Google for Entrepreneur.*



*"There are already more than 1800 people registered, of which 25% are women and more than 100 mentors have signed up. This new space will organize events such as the Campus Exchange -with startups from around the world-, Talks @ Campus "*

*Sofía Benjumea, Director of Google Campus Madrid*



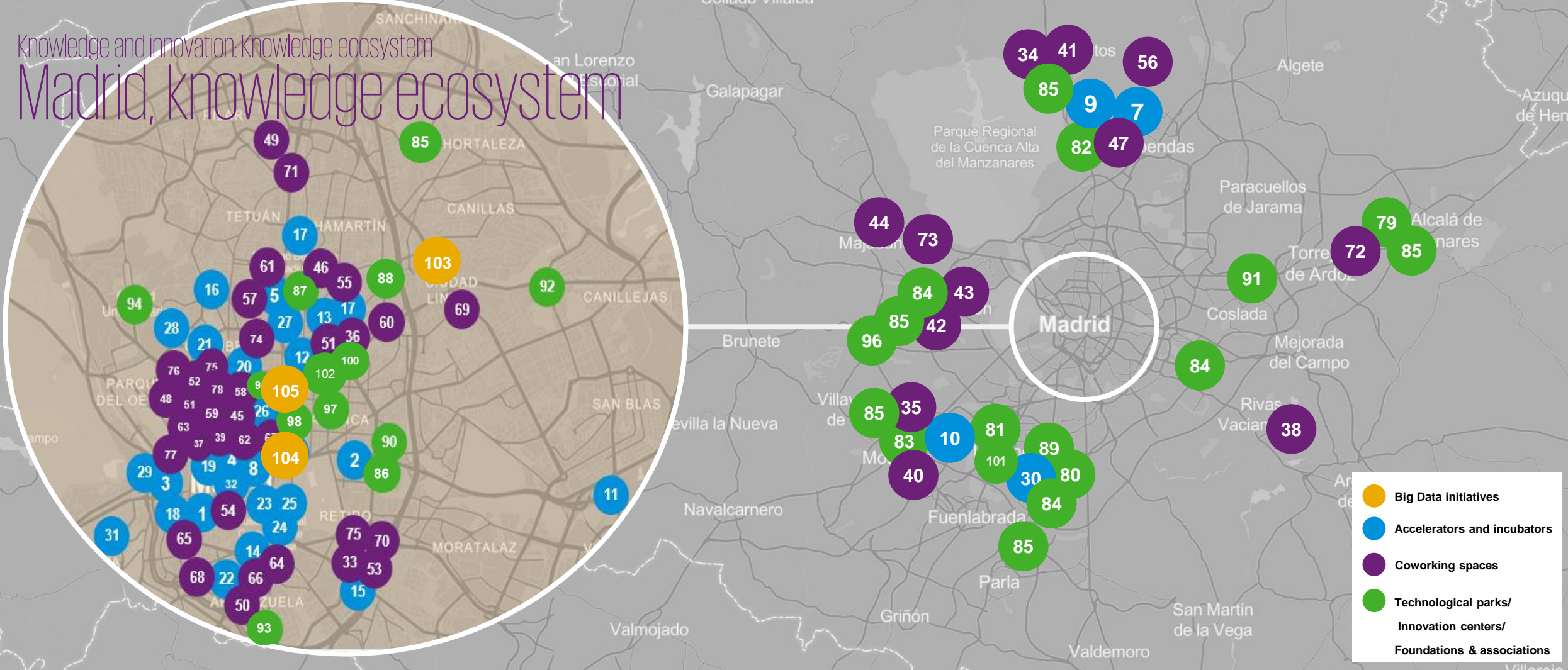
# Knowledge and innovation: Where the future is built



1. Knowledge ecosystem.
2. Infrastructures at the forefront of the world.
3. Enabling environment for new technologies.
4. Global networking center.



# Madrid, knowledge ecosystem



- Big Data initiatives
- Accelerators and incubators
- Coworking spaces
- Technological parks/  
Innovation centers/  
Foundations & associations

1. Madrid International Lab	9.HUB Emprende	17. Cink Emprende	25. Madrid Startup House	33. B2Work	42. Cowork Pozuelo	51. Espacio Mood(2)	59. Kleison	67. L'Espace Almirante 5	76. Work & Wifi	84. Park Universidad Politécnica de Madrid (3)	90. Global Sport Innovation Center	100. AMETIC
2. Digital Asset Deployment	10. IMEPE	18. Tetuán Valley	26. UnLtd Spain	34. Bereloft	43. Coworking Vacaorey	52. Espiritu 23	60. Kunlabori	68. Pasillo Verde	77. Workcase	85. IMDEA (7)	91. Innsite	101. HispaRob
3. Campus Madrid/Seedrocket/ Techstars	11.AVIE	19. Wayra	27. WeWork	35. Be Work	44. Cowup	53. Freeland Innovation Center	61. La Cow	69. SeAceptanIdeas	78. Worklab	86. Centro de ciberseguridad industrial	92. The Cube / MIOTI	102. DEV
4. Go Madrid	12. Youth Business Spain	20. Conector Startup Accelerator	28. Madritech	36. Busining City	45. Dcollab	54. Gabinete de Historia Natural	62. La Industrial	70. The Country Cloud	79. Tecnoalcalá	87. EY AI Innovation center	93. La Nave	103. Fundación Big Data
5. Top Seeds Lab	13. Finnovista	21. Chamberí Valley	29. Tech HUB (Campus Madrid)	37. Colabora Coworking	46. Ecoworking	55. Gar-aje	63. La Manual	71. The Garden	80. Tecnogetafe	88. Fujitsu	95. madrid+d	104. Espacio Telefónica
6. innoSmart (madr+d)	14.OARSIS	22. Demium Games	30. Explore UC3M	38. Conecta Lab	47. Eidos Coworking	56. Help4U	64. Lanau	72. TRD Space	81. Leganés Tecnológico	89. Airbus	96. ESA BIC	105. BBVA Open Space
7.Startup Alcobendas	15. Fundación Repsol	23. GSG Business Hub	31. StartUp University	39. Cool Inquieto	48. El Patio	57. Izada Coworking	65. La Quinta del Sordo	73. Tutandem	82. Parque Científico Madrid	89. AI.innovation Space	97. Fundación Cotec	105. BBVA Open Space
8.Prisa Inn	16. Sonar Ventures	24. Impact HUB	32. CK Bank	40. Coworking Mostoles	49. Espacio Geranios	58. Instituto Europeo de Emprendimiento	66. La Terminal	74. Union Coworking	83. Móstoles tecnológico	98. FIFED	99. Asociación Fintech	21



# Madrid is in the top 30 worldwide for technological infrastructure



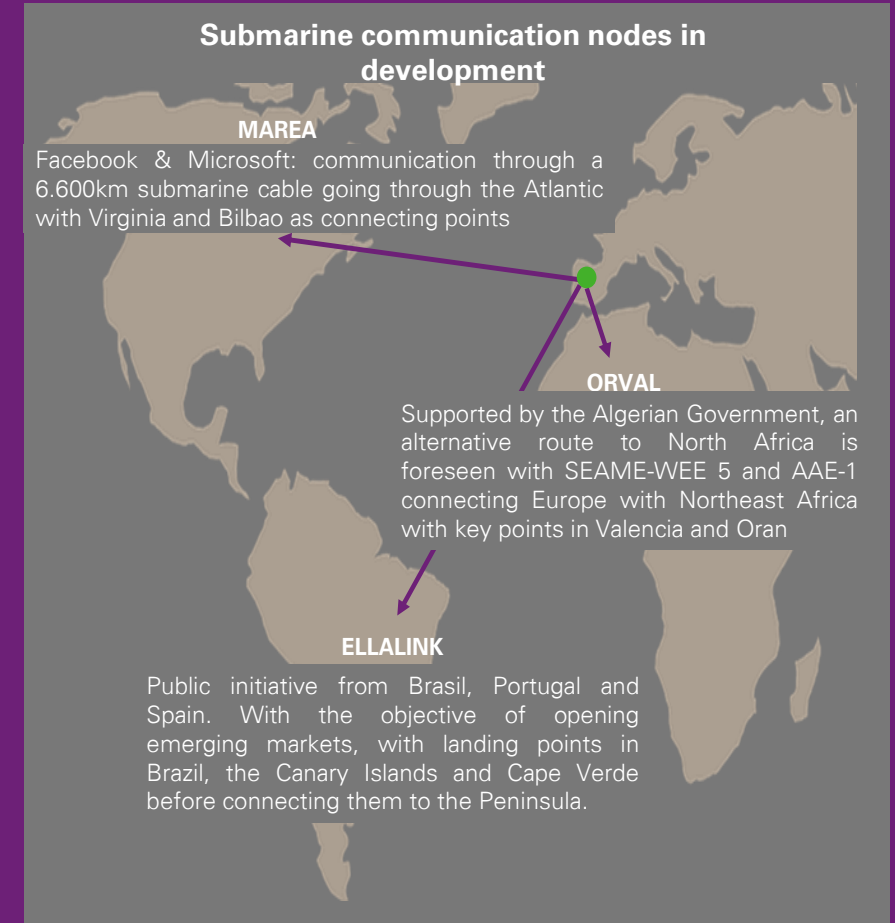
Source: Digital Economy and Society Index (EU). The Global Competitiveness Report (World Economic Forum). National Observatory of Telecommunications and the Information Society (ONTSI). Data centers Spain. World Competitiveness Center. Ministry of Energy, Tourism and Digital Agenda.

Knowledge and innovation: Infrastructures at the forefront of the world

# Spain will be a bridge between continents through its submarine communication nodes and is already the national leader by data centers

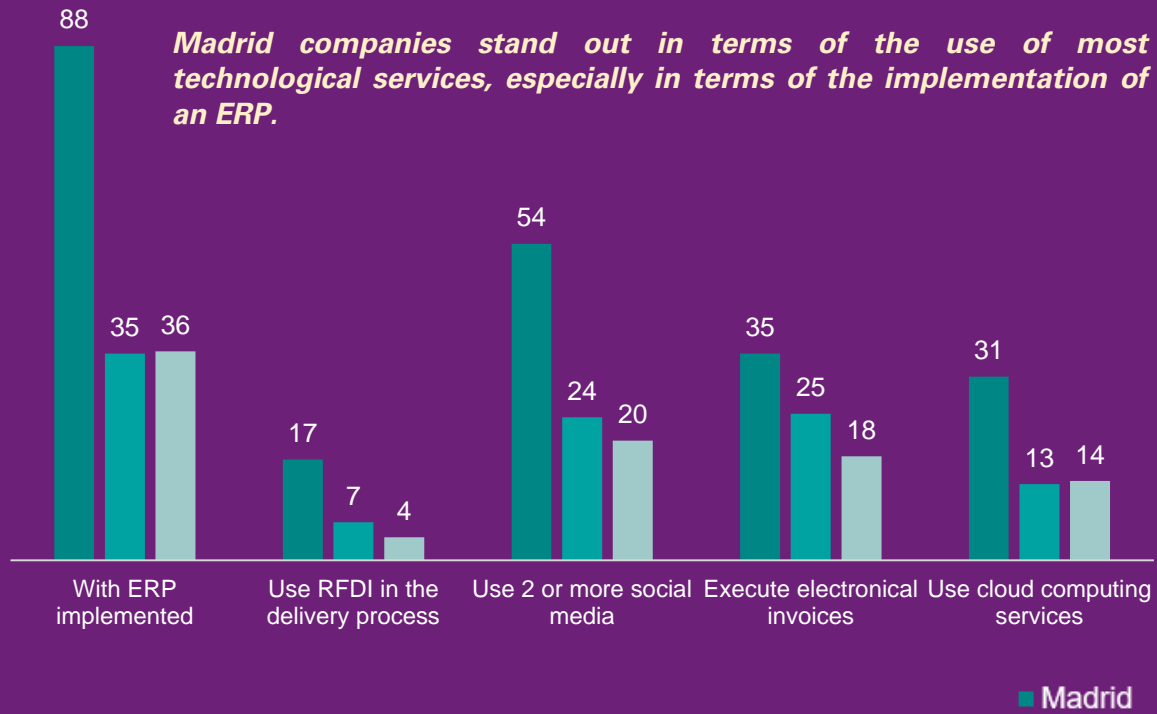


Source: DCD Media.

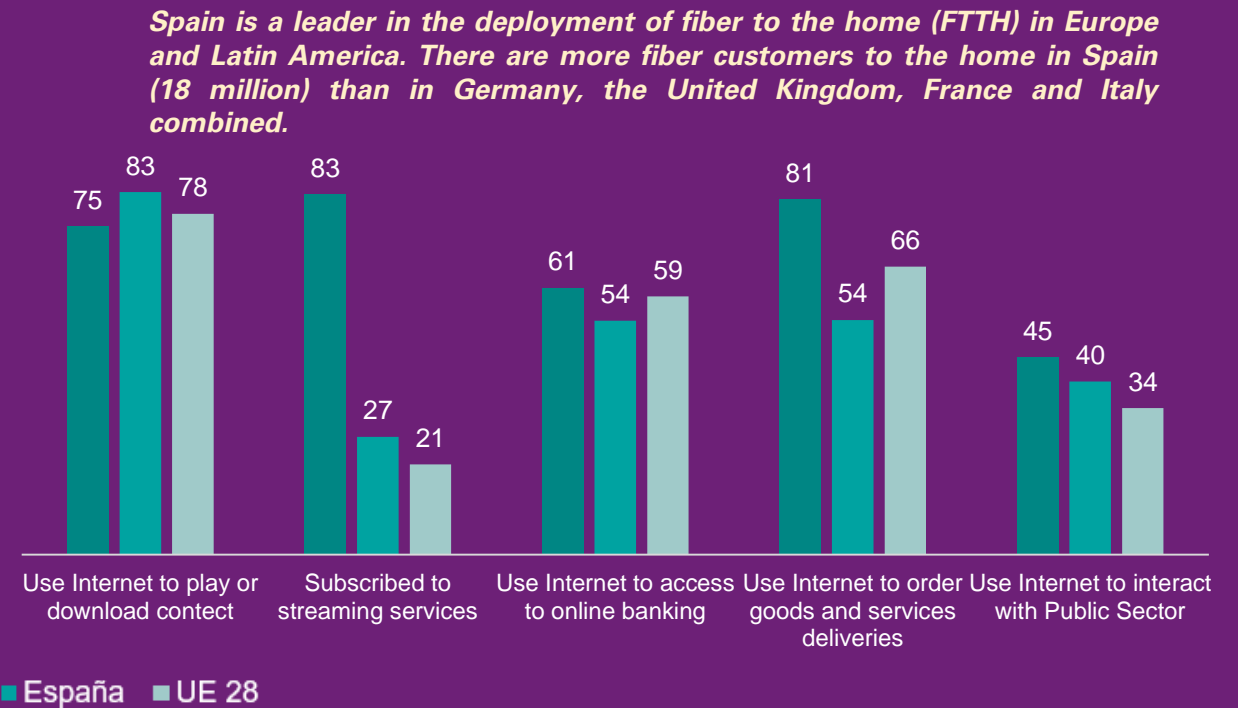


# Companies and homes in Madrid are a reference for the early adoption of technology, well above the European average

% of companies that use technological solutions



% of citizens who use technological solutions

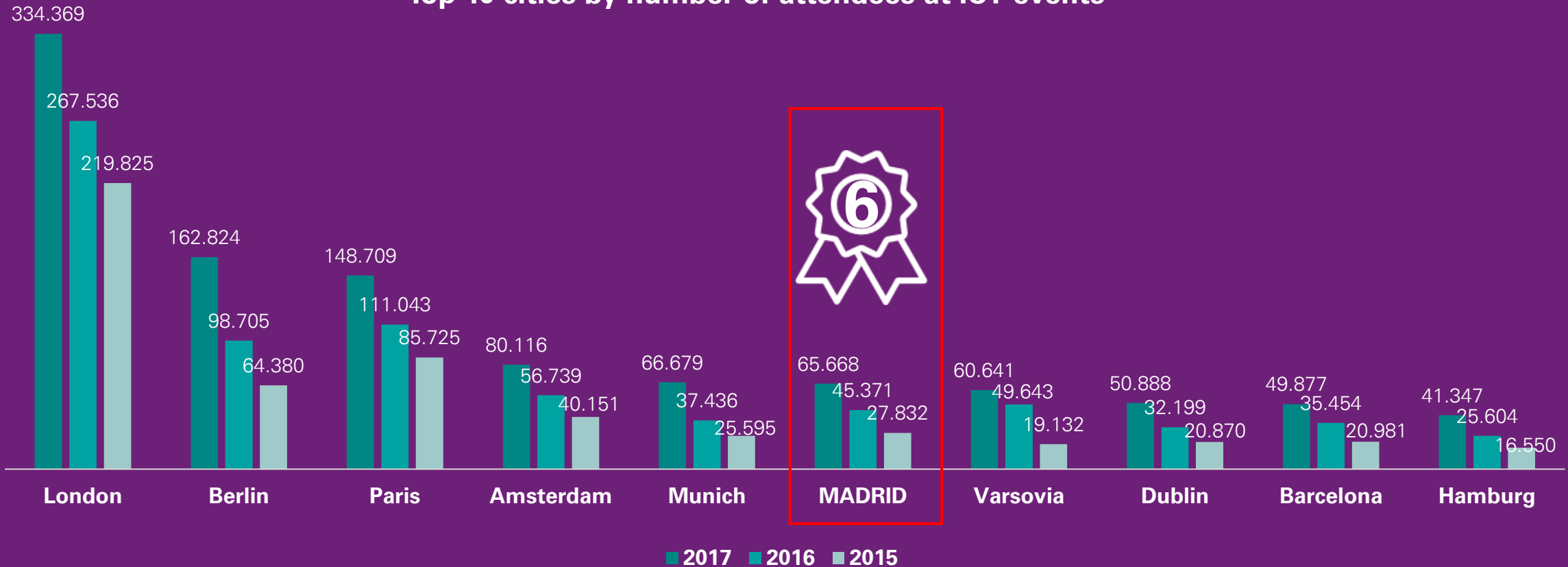


Source: 1. Digital Economy and Society Index (UE). 2. Observatorio Nacional de las Telecomunicaciones y de la Sociedad de la Información (ONTSI). 3. INE. 4. Sociedad Digital en España 2017. Fundación telefónica. OCDE. Broadband Statistics.



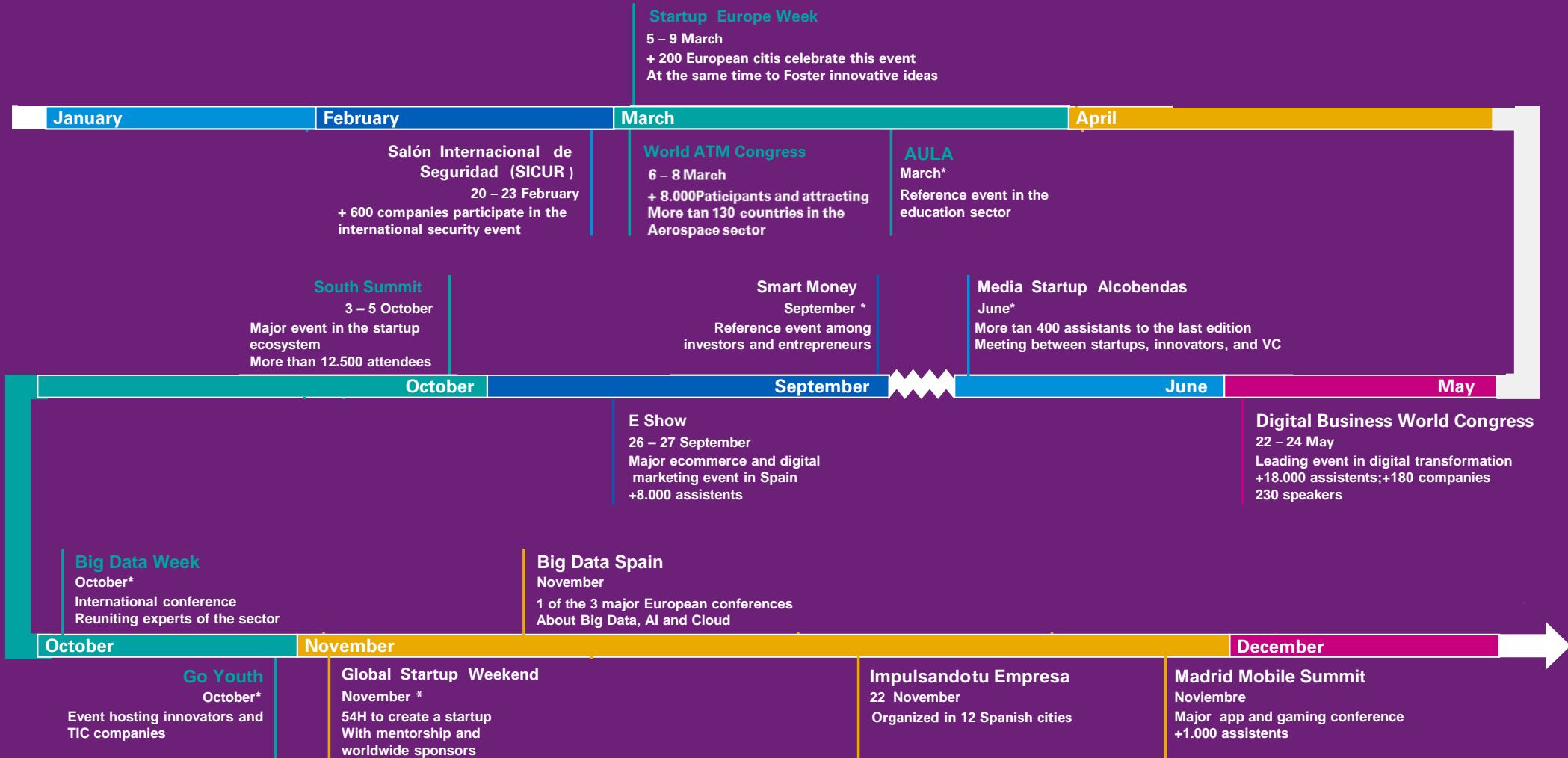
# Madrid added more than 65,500 attendees to ICT events organized by Meetup, ranking as the 6th European Region with more attendees

### Top 10 cities by number of attendees at ICT events



Source: The State of European Tech. Atomico and Slush.

# The Region of Madrid hosts important events



\*Indicative dates based on previous dates

# Smart Capital: Where investors test and repeat



1. A source of financing for every need.
2. Talent financing.
3. Success stories.
4. Tax system.
5. Tax support for innovation.
6. Key contacts.



# In the Region of Madrid there is an important credit offer, investor appetite and a strong public support available to the investor

## FINANCIAL INSTITUTIONS



In Spain, there are 62 national banks, 2 savings banks and 22 foreign banks.

## CROWDFUNDING



48 platforms in Spain.  
Spain is among the 6 countries with the highest fundraising in Europe. 2016: 113,6M € (+116,09% regarding 2015).

## PUBLIC FUNDS



42% of national investments were made by public funds. € 41M invested in startups.  
Available in all phases through the ICO.

## BUSINESS ANGELS



More than 10 networks. 1 out of 3 invests in technology.  
National (68%) and international (32%).

## PRIVATE EQUITY & VENTURE CAPITAL



More than 390 funded startups.  
Madrid main receiver of PE with 33%.  
1st round VC investments in 230 startups for € 309MM  
In 2016, more than € 2,270M (+ 48.5%) were raised  
Corporate investment in 2016 of € 256,3m.

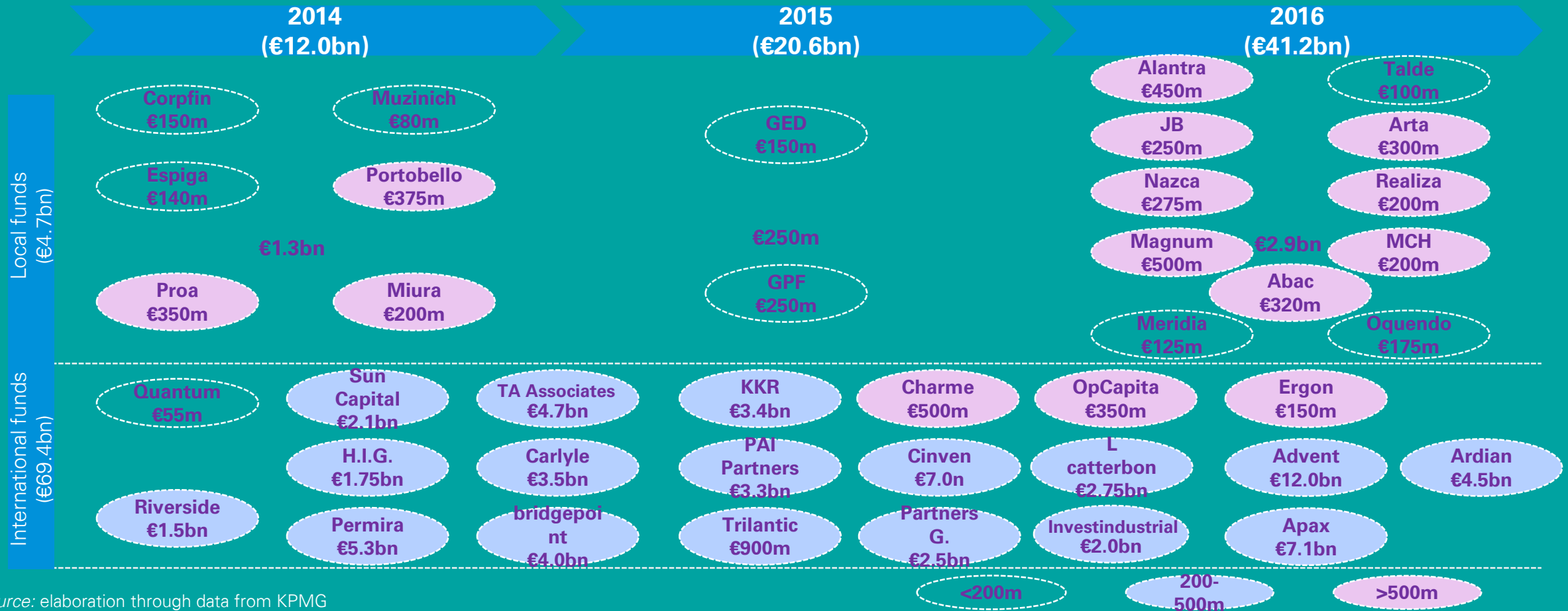
## SOVEREIGN FUNDS



More than 90 funds with investments over \$7bn in Spain in different sectors.  
€28,3 million invested in Spanish assets from different sectors.

Source: Informe de actividad de Venture Capital y Private Equity (ASCRI). Informe Fondos soberanos España 2015 (KPMG). AEBAN. Inversión en Startups en España 2106 (CaixaBank y ASCRI). Financiación participativa (Crowdfunding) en España (Informe Anual 2016).

# In 2016 the funds available to invest increased their investments to 41%, reaching €4.150 millions



Source: elaboration through data from KPMG



# 10+ Mid-Cap active PE in Spain

Funds with more capital and more opportunities

Players increase in the “mid-market” (€100-500M) with big amounts of capital non deployed:

- PE mid-cap goals: 1operation / year
- Growing national teams as well as increased interest of international funds in the Spanish market

Mature market, especially in the small-cap segment:

- This growth is observed due to the professionalization of the sector

**Market activity 2013-2017 YTD**  
(for operations won or considered "top bidder")

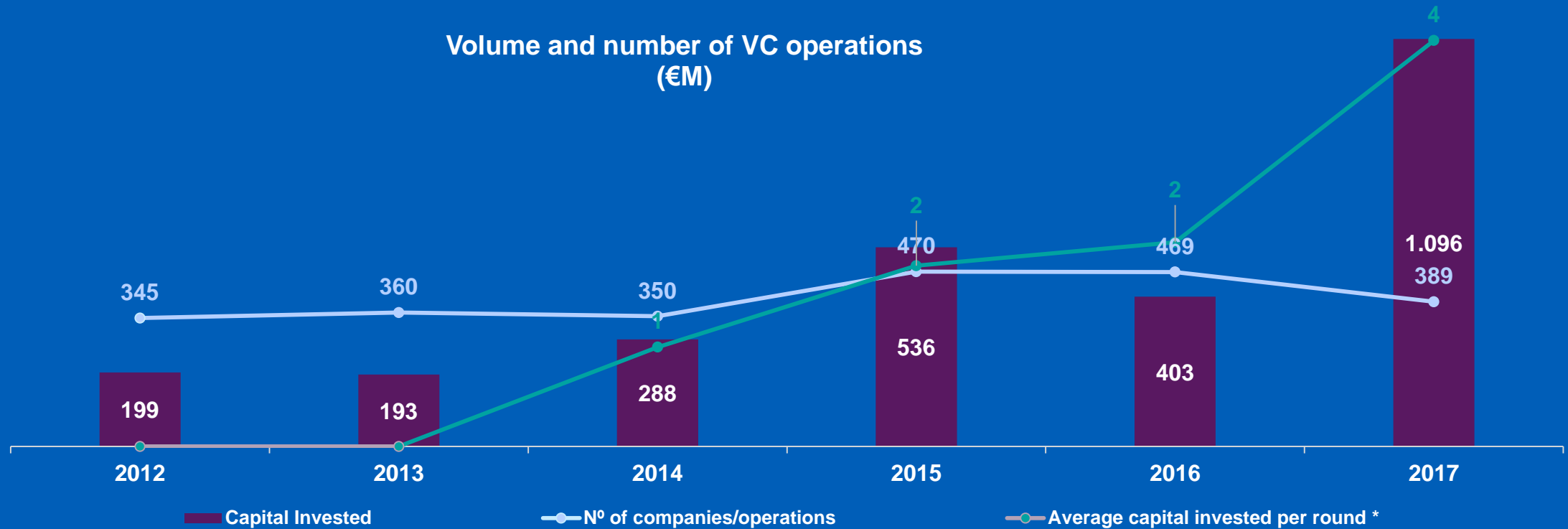
Size of the most recurrent operations (EV)



- The Spanish market is increasing its interest in mid-cap investors
- With new entrants and more smart capital seeking for opportunities, the market will continue to grow and become more professional

Source: elaboration through data from KPMG

National and international funds have grown by volume and number of operations in 2016 and Spain has been consolidated as one of the most attractive markets for the Venture Capital

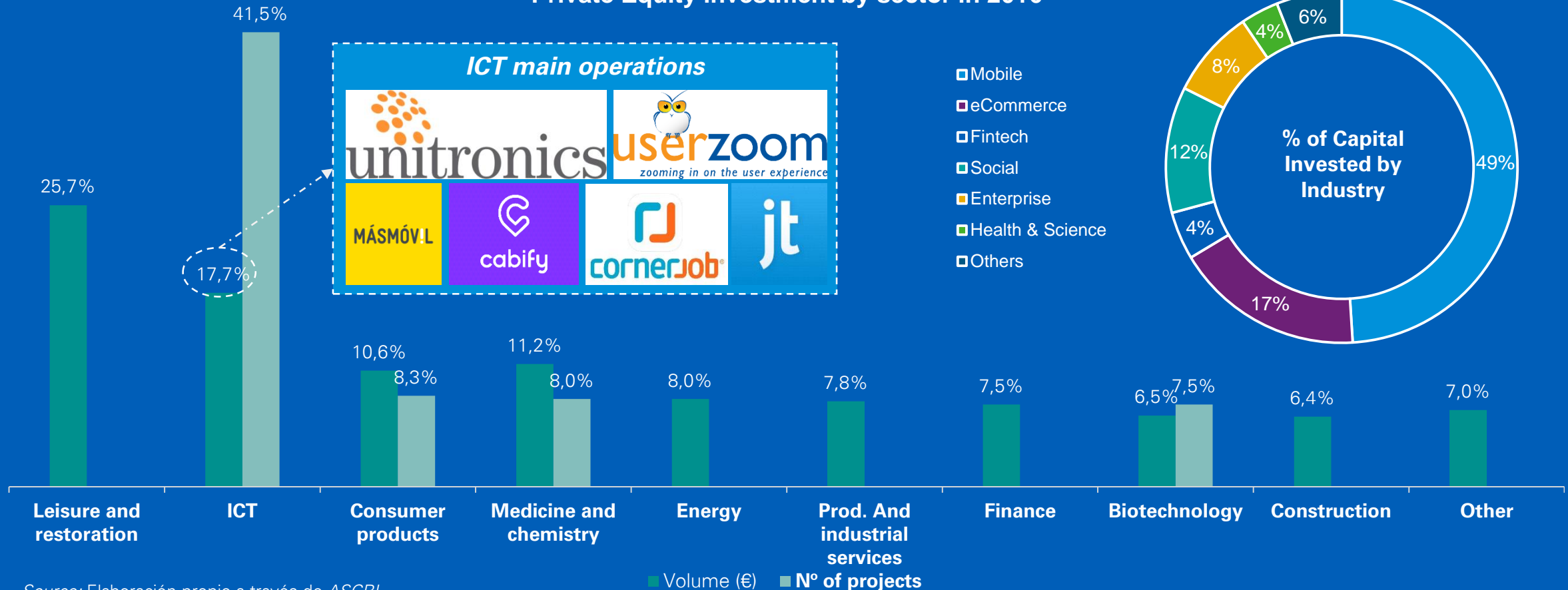


Source: StartupExplore, CrunchBase, Dealroom, Pitchbook K-Fund, Atomico. El Referente. Ascri

2012 -2013 non available\*

The companies of the Region of Madrid, 32.9% of Spain, are those that receive the highest volume of investment

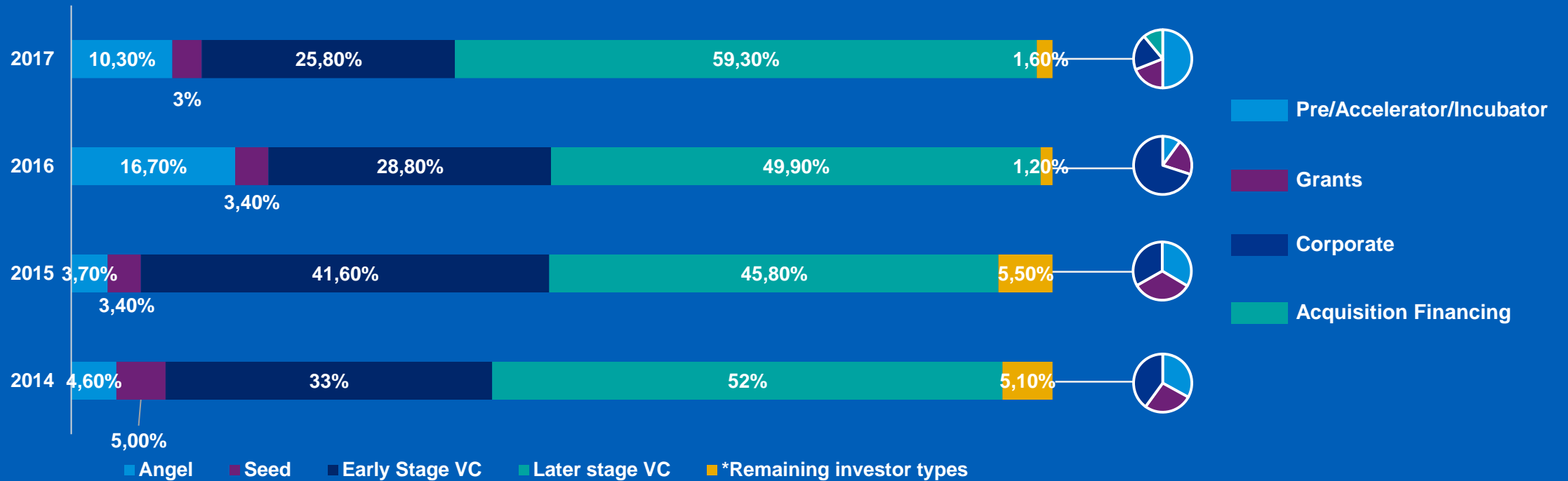
Private Equity investment by sector in 2016



Source: Elaboración propio a través de ASCRI

Besides the increase of investment by volume and number of operations, new types of investors are appearing

### % Invested capital according to the type of investor



Source: StartupExplore, EReferente, CrunchBase, Dealroom, Pitchbook K-Fund, Atomico.

# The volume increase is due to the maturity and solvency that is acquiring the Spanish market

## Financing rounds exceeding 10 million Euros



Source: Elaboración propia con datos de StartupExplore, ElReferente, CrunchBase, Dealroom, Pitchbook K-Fund, Atómico.



# The exits, each year of greater volume, are a good example of the talent bet done by the Region of Madrid

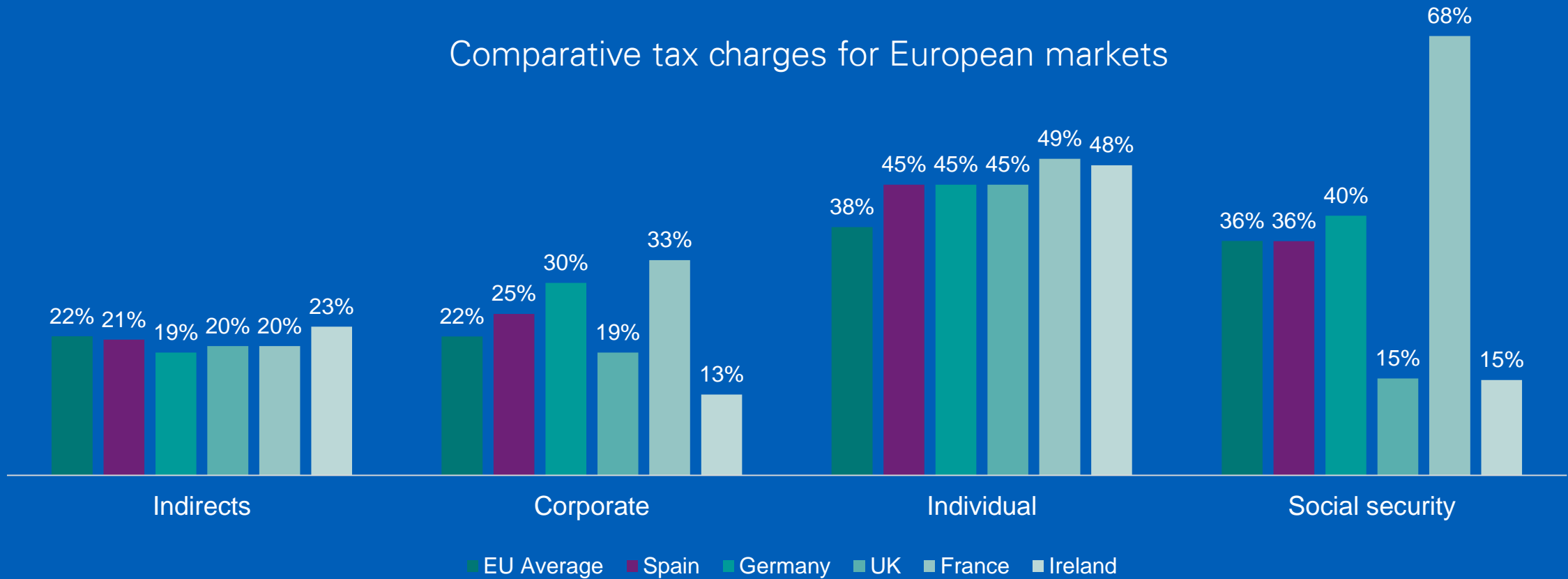
## Main Exits



Source: Elaboración propia con datos de StartupExplore, ElReferente, CrunchBase, Dealroom, Pitchbook K-Fund, Atómico.

# The Region of Madrid fiscal system is very competitive compared to other advanced regions

Comparative tax charges for European markets



Source: KPMG Tax Rates Online.

## Taxes on capital

### Direct taxes to non-resident companies:

- Capital gains from the sale of shares in resident companies: 19% (exempt if derived from EU residents and countries with which a double taxation agreement has been signed)
- Capital gains from the sale of real estate: 19%

### Direct taxes to resident companies:

- Yes, as part of the benefit

## Taxes for expatriates

### Individual residents:

- Residence: based on a 183-day test
- Taxable income: worldwide
- Tax rates:
  - General income: progressive: 45% when above € 60,000
  - General income: progressive: 23% when above € 50,000
- Social security:
  - Employer: general risks: 23,6%; unemployment insurance: 5.5%; wage guarantee fund: 0.2%; professional education: 0.6%
  - Employee: general risks: 4,7%; unemployment insurance: 1,55%; professional education: 0,1%
  - Self-employed worker: 29,8%

## Taxes for non-residents

### Non Individual residents:

- Tax rates: business and employment income: 24%; 19% for EEE residents (as well as Iceland and Norway)
- Capital gains from the sale of shares in resident companies: 19%
- Capital gains from the sale of real estate : 19%
- Tax withholding rates:
  - Income by employment: 24%
  - Dividends: 19%
  - Interest: 19%, 0% if paid to EU residents
  - Royalties: 24% (19% in 2016 for residents of the EEE)
  - Fees (technical): 24% (19% in 2016 for residents of the EEE)
  - Fees (directors): 24% (19% in 2016 for residents of the EEE)

Source: IBFD Tax Research Platform. Hacienda Doble Imposición

# IRPF in Spain and in the Region of Madrid

The **Personal Income Tax (I.R.P.F.)** is a **state tax** that taxes the **income obtained** by natural persons who **during the calendar year** had, in general, their habitual **residence in Spain**, taking into account their **personal and family circumstances**. The management, liquidation, inspection, collection and review of acts in the process of management of the I.R.P.F. corresponds to the State. However, the **Region of Madrid** may assume regulatory powers over:

a) *The amount of the personal and family minimum applicable for the calculation of the regional tax.*

b) *The regional scale applicable to the general payable base.*

c) *Deductions for:*

- *Personal and family circumstances*
- *Non-business investments*
- *Rental application*

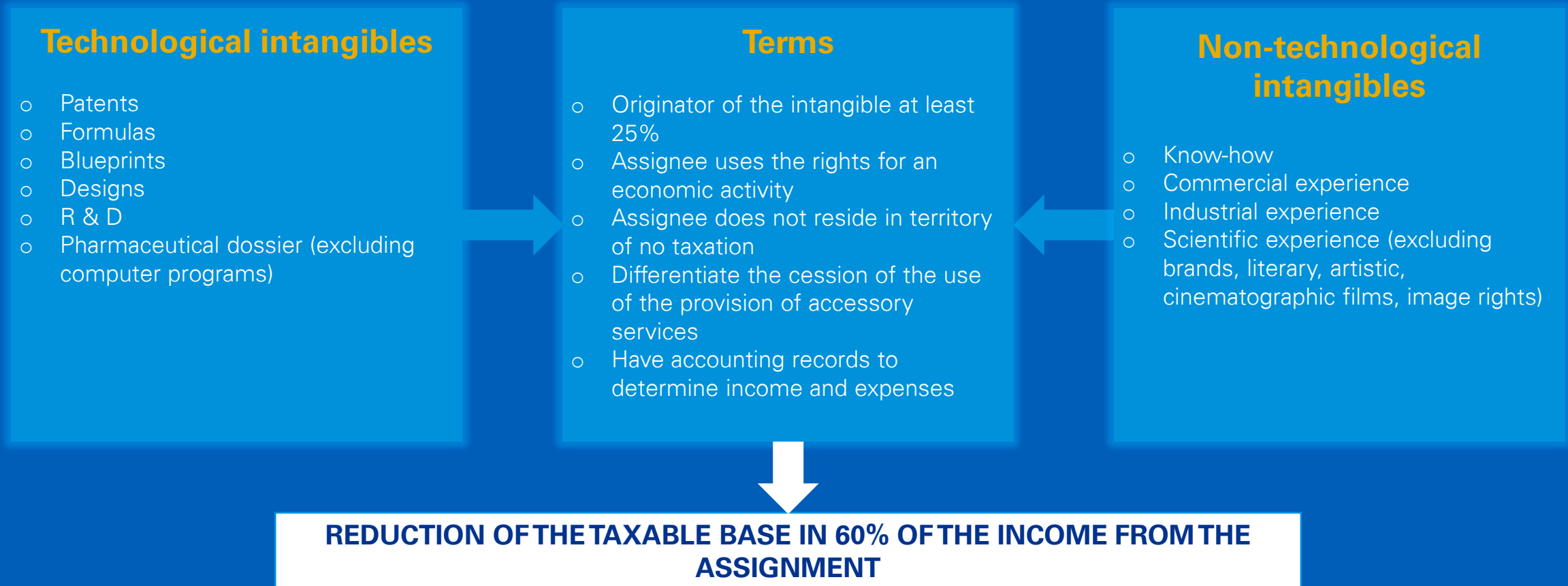
*Provided that they do not entail a reduction of the effective encumbrance of some income categories.*

- *Subsidies and public subsidies not exempt that are received from the CCCA, with the exception of those that affect the development of the economic activities or the incomes that are integrated into the savings base.*

d) *Increases or decreases in the percentages of deduction for investment in habitual residence.*

Source: [http://www.madrid.org/cs/Satellite?cid=1142345247551&language=es&pagename=Contribuyente%2FPage%2FCONT\\_Impuesto](http://www.madrid.org/cs/Satellite?cid=1142345247551&language=es&pagename=Contribuyente%2FPage%2FCONT_Impuesto)

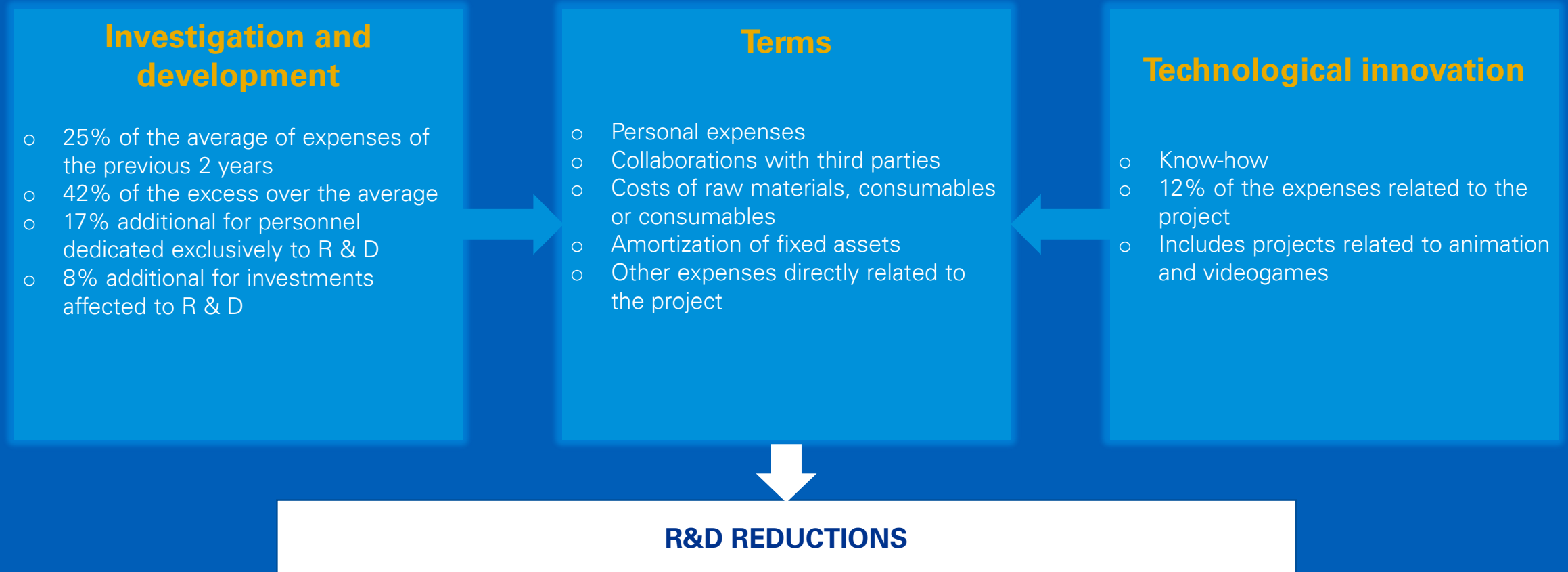
# Spain is a pioneer in the application of a "patent box"



Source: Artículo 23 de la LIS 27/2014



# Spain occupies the 15th position worldwide by investment in R & D & I



Source: Artículo 23 de la LIS 27/2014. <https://www.f-iniciativas.es/incentivos-fiscales-la-idi-en-europa>. R&D Magazine.

# Madrid has a wide range of financing alternatives

## Public Funds

### CDTI

National aid for SMEs and large companies, programs and funds focused on the ICT sector, such as Innvierte

[www.cdti.es](http://www.cdti.es)

### ENISA

National help for innovators

[www.enisa.es](http://www.enisa.es)

### RED.ES

Momentum and digital transformation programs

[www.red.es](http://www.red.es)

### COFIDES

Investment programs in the ICT sector

[www.cofides.es](http://www.cofides.es)

### ICEX

Funding programs for internationalization

[www.icex.es](http://www.icex.es)

### AVALMADRID

Financing lines for entrepreneurship and technology

[www.avalmadrid.es](http://www.avalmadrid.es)

### AYUNTAMIENTO DE MADRID

Aid to improve Madrid business network

[www.madrid.es](http://www.madrid.es)

### MINISTERIO DE HACIENDA Y ADMINISTRACIONES PÚBLICAS

Fiscal deductions and ICT funding programs

[www.minhafp.gob.es](http://www.minhafp.gob.es)

## Private Equity / Venture Capital

### ASCRI (Asociación Española de Capital, Crecimiento e Inversión)

Non-profit organization that represents the private capital industry (PE & VC) in Spain.

[www.ascricapital.org](http://www.ascricapital.org)

## Business Angels

### PAEBAN (Asociación de redes de Business Angels de España)

Association dedicated to promote the activity of the Business Angels in the Spanish territory.

At present, PAEBAN groups 38 Business Angels networks distributed in 11 Autonomous Communities. These networks have nearly 2,000 investors who in the last year mobilized resources worth 40 million €.

[www.aeban.es](http://www.aeban.es)

# The Region of Madrid: Where the days are longer



Region of Madrid: Where days are longer

# In Madrid, more than 2.760 hours of sun per year

# 1<sup>st</sup>



### By its cultural offer

There are more than 100 museums, among them Reina Sofia, Thyssen and Prado Museums



### By its commerce

The second favorite city to go shopping



### By its gastronomy

Madrid Fusión positions Madrid as the capital of gastronomy



### By its healthcare

There are 86 public and private hospitals that confirm the quality of the health service



### By its location

Madrid city center is 150KM away from the mountains (Sierra de Guadarrama)



### By its diversity

In the Region of Madrid there are more than 100 different cultures

# Express Visa available to investors

## Who has facilities to settle in Spain?

- Investors
- Entrepreneurs
- Highly qualified professionals
- Scientists and researchers
- Employees of multinationals

### General requirements

- ✓ Not be in an illegal situation
- ✓ > 18 years old
- ✓ No record
- ✓ Have health insurance
- ✓ Have economic resources

Source: ICEX

## How is the process?



There is only one permit to reside and work in Spain



The family of the interested person has the possibility to apply for the visa at the same time





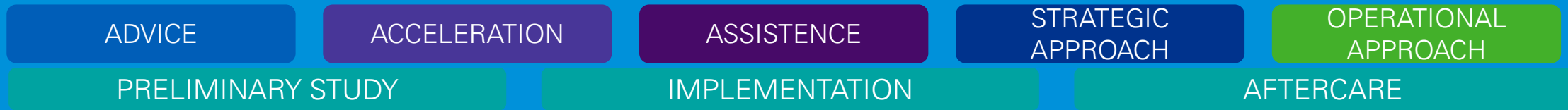


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# Invest in Madrid: Where everything is possible

## To serve investors



### New investors



#### Strategic approach

- Identification and access to information for the business
- Advice on applicable incentives and grants
- Location advice for the establishment
- Legal and intellectual property advice
- Information on administrative processes



#### Project settlement

- Search of offices and industrial spaces
- Establishment of a business in Madrid and Spain
- Guidance and advice on aspects such as visa, housing, contracting services and taxation



#### Assistance w/ Public Admin

- Connection with industrial, regulatory, planning and financing institutions with AAPP
- Advice on tax and real estate solutions
- Accompaniment and guidance regarding the private sector

### Established investors

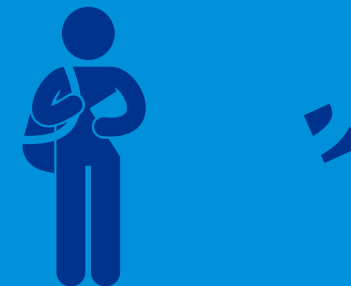
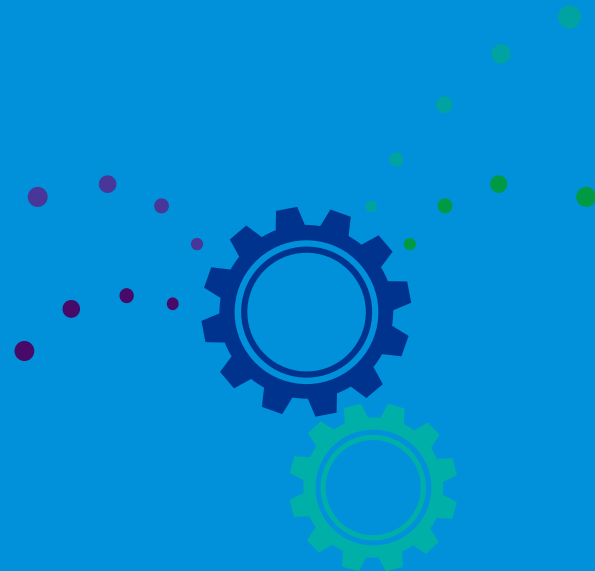
#### Strategic approach

- Contact with Government about policies
- Information and advice on the regulatory framework and legislative changes
- Network of contacts to take advantage of business opportunities

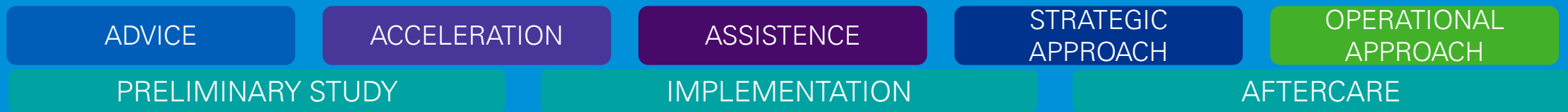


#### Operational approach

- Support in the dialogue with the AAPP
- Access to the best available resources (human capital, infrastructure, etc.)
- Information on incentives and grants
- Periodic correspondence



Invest in Madrid: Where everything is possible  
**To serve investors**



Investor search (co-investment and / or secondary operations)  
 Advice in consulting services companies

Provides necessary information for the business: economy, financing networks, business network, events, taxation and regulation



Agreement according to investment strategy  
 Goal pre-selection to guarantee viability and business potential

Stakeholders contact  
 Meeting spaces at Invest in Madrid offices

Advice and support in the implementation of the business  
 Help in operational terms, infrastructure and labor

Invest in your new home

