

2018

ANNUAL REPORT



Spanish Chamber
of Commerce in
the United Kingdom

With the support of:



2018

ANNUAL REPORT



**More than 130 years of
strengthening commercial
relations between Spain
and the United Kingdom**



With the support of:



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PRESIDENT'S LETTER

MR. EDUARDO BARRACHINA **President of the Spanish** **Chamber of Commerce in** **the United Kingdom**

Dear Members,

The annual report provides the perfect opportunity for us to get closer to our members and patrons, in order to share with them our achievements and experiences from the past year. It also provides us with the opportunity to take stock and to take a moment to reflect.

The report indicates the robustness of our organisational structure, the loyalty of our members and the ability of the Spanish Chamber of Commerce in the UK to adapt. 2018 was a highlight in our Chamber's history as we modernised our legal structure and became a limited partnership: a change which will allow us to work in a more efficient and transparent way, thus guaranteeing the rights of all of our Members.

In 2018 we said goodbye to our dear Javier San Basilio, who was not able to continue in his position as President of the Chamber due to an unsustainable workload. It was an honourable and honest decision which was understood and accepted by us all. We thank him for his services during his chairmanship and are happy that he remains with us as a member of the Board of Directors.

Last year we consolidated our institutional strategy, as not only did we welcome The Rt. Hon. Greg Hands MP to our Annual Reception but also Cabinet Minister The Rt. Hon. David Lidington, who just hours before the famous Chequers meeting was enjoying dinner with us after the 131st Annual General Meeting. Many of us remember his brilliant speech and the eloquence with which he delivered it.

Later in the year we additionally received a special visit from the Spanish Government's Minister of Economy Ms. Nadia Calviño, as well as the Minister of Industry, Trade and Tourism, Ms. Reyes Maroto; providing a fantastic example of the new Chamber's institutional profile. Meanwhile in Madrid during our first talk on Brexit held in Spain, we shared ideas with the Minister of Foreign Affairs Mr. Josep Borrell, and once again with Minister Maroto. Our ever increasing relationship with the Chamber of Commerce of Spain, based in Madrid and led by Ms. Inmaculada Riera, has resulted in more strategic activities and events, a new relationship that is already paying off and will continue to be extremely positive for all of our members.

Separately, the Spanish Financial Forum which belongs to the Chamber and is chaired by Mr Antonio Oporto has now been active for four consecutive years. In 2018 we welcomed excellent British speakers who shared their valuable ideas and reflections with the forum's Spanish participants. In addition, we launched our Human Capital Forum with enormous success, and look forward to continuing with this initiative in 2019. At the other end of the spectrum we have worked harder to maintain a busy and interesting schedule of networking events, workshops, seminars, lectures and other activities for the small and medium sized enterprises which make up an invaluable part of the Chamber's network.

We finally said goodbye to 2018 with a record number of guests and corporate tables at our annual Gala Dinner in November, at which we welcomed Mr. Francisco Riberas, Executive Chairman of Gestamp as our Guest of Honour. The extraordinary evening clearly highlighted the prominence of Spanish companies operating in the UK as well as the unfaltering relationship between both nations.

The Chamber does not cease to develop and implement new initiatives. We remain alert and consistently adapting to the needs of our members. We are doing all of this with your indispensable support and in particular with that of our patrons, whose steadfast commitment allows for the interests of our entire network of members to be considered.

The year ahead will surely come with a fresh set of changes and uncertainties, but it should be remembered that the Chamber will indeed continue to be your company's reliable partner. We have been resolutely dedicated to strengthening Spanish-British relations for over 130 years now and we remain devoted to persevering with this endeavour.

We work very closely with the Spanish Embassy and I am glad that we have an excellent degree of co-operation. We believe that we have set an example of how different institutions may work together efficiently. I thank Ambassador Bastarreche for his continued proactive interest in assisting the Chamber.

On a final note, I take pride in our Board of Directors which is made up of 21 professionals representing a wide variety of sectors and businesses, in a remarkable effort to achieve maximum diversity. We are certain that this arrangement guarantees that the Board represents all of the Chamber's members and their different trade sectors. The Board meets frequently and in our regular meetings we may discuss our strategy for the coming 2-year period, any concerns from the members, our upcoming events, prospective visits to different regions of both Spain and the UK as well as increasing our institutional profile. Our vocation is to serve the members and this Annual Report is a reflection of the work done by the Board of Directors and the Chamber's professional team.

On behalf of the Board of Directors and speaking personally, we remind you that we are here to help each and every one of you.

Mr. Eduardo Barrachina
President of the Spanish Chamber
of Commerce in the United Kingdom



MINISTER'S LETTER

MS. REYES MAROTO
**Minister of Industry, Trade
and Tourism of Spain**

Dear Members of the Chamber,

On behalf of the Ministry of Industry, Tourism and Trade of Spain, I am delighted to participate in the presentation of the Annual Report for 2018 of the Spanish Chamber of Commerce in the United Kingdom.

Chambers of Commerce are an essential tool for the promotion of bilateral relations between countries, not only in economic and commercial aspects but also regarding valuable internationalisation matters. They play a pivotal role in supporting Spanish business and contributing to foreign trade growth.

Therefore, considering the current political status and knowing the close economic and trade ties that Spain and the United Kingdom share, the work of the Chamber has become essential in order to support all of the companies; regardless of their size or sector.

Our main objective continues to be to enable Spanish businesses to benefit from the opportunities provided by the British market. The United Kingdom is and will continue to be a crucial strategic partner for Spain and we will continue working to minimise the impact of Brexit.

In 2019, we will be proceeding with our joint efforts with the Chamber of Commerce to support every Spanish company based in the United Kingdom and every business with interests in the Spanish market to reduce the uncertainty of Brexit and to uncover new opportunities.

Finally, I would like to wish a successful and productive year to the Spanish Chamber of Commerce in the United Kingdom, with all of the activities and events they organise for the benefit of Spanish companies.

Ms. Reyes Maroto
Minister of Industry, Trade and Tourism of Spain



PRESIDENT'S LETTER

MR. JOSÉ LUIS BONET
President of the Cámara de Comercio de España

Spain is proud to have such an extensive network of Chambers of Commerce across the world which comprises 37 institutions in 35 countries and is made up of almost 9,000 companies.

The Chambers abroad operate as valuable sources of advice and information for the businesses in their respective countries and offer a wide variety of services to help Spanish companies to gain access to and flourish in that particular market.

The Cámara de España maintains a steadfast link with the network of foreign Chambers and, as the law 4/2014 sets out, collaborates with the network by means of the existing partnership agreements, promoting joint activities, intensifying the network operations, generating increased activity through participation in specific programmes, strengthening its collaboration with national Chambers and raising awareness of its services within the Spanish business community.

The Spanish Chamber of Commerce in the UK provides a fantastic example of this given its highly commendable work in supporting Spanish companies seeking new business opportunities in the United Kingdom.

The whole team of the Spanish Chamber of Commerce in the UK, led by their President, Eduardo Barrachina, are recognised by the country's business community as a reference point and fundamental element for reinforcing the strength of the economic and commercial relations between the two countries; particularly in a time in which Brexit has provided a great deal of uncertainty.

The activities that the Spanish Chamber of Commerce in the UK carried out over the course of 2018 which are recounted in this report truly illustrate the indispensable work of the Chamber, which is all the more critical at this point in time.

Mr. José Luis Bonet
President of the Cámara de Comercio de España

EXECUTIVE COMMITTEE

HONORARY PRESIDENT

Mr. Carlos Bastarreche Sagües (H.E. the Ambassador of Spain)

PRESIDENT

Mr. Eduardo Barrachina (White & Case LLP)

HONORARY VICE-PRESIDENT

Ms. Inmaculada López (Head of Economic and Commercial Office, Spanish Embassy)

VICE-PRESIDENTS

Mr. Juan Botín (Banco Santander)

Mr. Javier Fernández Hidalgo (Hispania)

TREASURER & SECRETARY OF THE FINANCIAL FORUM

Mr. Nacho Morais (Frank Consulting)

SECRETARY GENERAL

Mr. Igor Urra (Spanish Chamber of Commerce in the United Kingdom)

DIRECTORS

Mr. Philip Paddack (BBVA)

Mr. Albert Coll (Banco Sabadell)

Mr. Gonzalo Coello de Portugal (Binom Architects)

Mr. Sergi Periago (Caixabank)

Mr. Ignacio Morillas-Paredes (Colman Coyle LLP)

Mr. Jerónimo Cruz (Dragados)

Mr. Adrián Torres (Ferrovial)

Mr. Jorge Gil de Gómez (H10 London Waterloo Hotel)

Ms. Sensi Álvaro (Iberia)

Mr. Ramón Ramírez (IDOM UK)

Mr. Miguel Janín (London Property Partners)

Mr. Javier San Basilio (MAPFRE RE, London Branch)

Mr. Adam D.L. Munday (Meliá White House)

Ms. Nuria Corominas-Rovira (Román y Asociados PR Consultants)

Mr. Gonzalo Azcárraga (Sener)

Mr. Gonzaga Kutz (Unicaja)

Mr. Juan Carlos Machuca (Uría Menéndez)

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CHANGE OF LEGAL STATUS AND ELECTION OF A NEW PRESIDENT

At the last Annual General Meeting of the Chamber that took place on Thursday 5th July 2018, members approved the incorporation of the Chamber into a private company limited by guarantee.

The previous legal status was obsolete and contrasted with the legal regime of other chambers of commerce in the United Kingdom. Operating as a company limited by guarantee is a legal structure frequently chosen by not-for-profit organisations like the Spanish Chamber, which are made up of members as opposed to shareholders.

The new Chamber is operating in the exact same way as before and as a member you will not notice any difference -it is simply an update of its legal status. The services and support provided by the Chamber to its members will therefore be completely unaffected by the implementation of these changes.

Also in July and following three years as President of the Spanish Chamber, **Mr. Javier San Basilio** handed over the role to **Mr. Eduardo Barrachina**, who until this point had been the Chamber's treasurer. Mr. Barrachina is a Spanish and English qualified lawyer at the leading international law firm White & Case LLP.

We would like to thank Mr. San Basilio profusely for all his hard work and support to the Chamber over the past few years and wish the best of luck to our new President Mr. Barrachina, with whom we are excited to get to work.



The new President of the Spanish Chamber during his inaugural speech at the AGM

EXECUTIVE COMMITTEE'S CHRISTMAS LUNCH

DECEMBER 2018

The Executive Committee of the Chamber meets six times each year to review the activity of the Chamber and to discuss its strategy. To culminate a busy year, last December the Executive Committee met to celebrate its annual Christmas lunch at the H10 London Waterloo Hotel, who are members of the Chamber. Many thanks to Codorníu Raventós and Mahou San Miguel for providing the drinks for the occasion!



Executive Committee's Christmas Lunch

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SERVICES OF THE CHAMBER

VISIBILITY AND PROMOTION

COMMERCIAL SERVICES

LIAISON OFFICE SERVICE

EVENTS

MEMBERSHIP CATEGORIES

MEET THE TEAM



The Spanish Chamber of Commerce in the United Kingdom

was founded in London in December 1886 as an association freely established by Spanish and British merchants, industrialists and professional individuals with the objective of furthering the economic and commercial relations between Spain and the United Kingdom.

The Chamber plays a pivotal role in the commercial and economic relations between the two countries, its main purpose being to assist in the development and promotion of trade and investment between Spain and the United Kingdom.

Under this principle, we provide both member and non-member companies with a wide range of services, including information and support, promotional activities and networking events.

Whether a SME or a branch of large multinational, we work meticulously to offer holistic expertise and advice, striving to find tailor-made solutions for the specific needs each company has upon first approaching us. Our enthusiasm and ability to adjust to different business realities has allowed us to significantly grow as an institution since our first establishment.

VISIBILITY AND PROMOTION

The Chamber offers commercial promotion opportunities through a wide range of services, while our events enable companies to develop their professional contact networks. In addition, we are able to provide access to essential information regarding the Spanish and British markets and offer technical and logistical support. Below are some of the principal benefits of becoming a member of the Spanish Chamber of Commerce:

- 1** All members have their contact details published on our website www.spanishchamber.co.uk, in the **Member Directory** section. This is one of the most visited sections of our website, not only by companies but also by individuals.
- 2** Access to our website's **Private Members' Area** where members can both advertise and benefit from discounts and promotions available for other members companies.
- 3** Member companies can promote their own events and activities on the **Members' Events section**, which is accessible to all who visit our website.
- 4** This section is also replicated in our newsletter and is free of charge.
- 5** New members are likewise announced in our **fornightly newsletter**, an electronic publication sent to all member and non-member companies and individuals who subscribe to receive information about our forthcoming events -around 3,000 contacts in total.
- 6** Invitation to the varied, regular **networking events** we organise throughout the year. Most of these are free of charge for our members while others have a small fee. These events provide a great opportunity for companies to expand their contact networks and meet potential new clients and business partners.
- 7** Complimentary promotion opportunities through our **Twitter** and **LinkedIn** accounts to advertise your company's achievements or upcoming events. Our Twitter and LinkedIn pages have well over 4,160 followers and are both updated daily.
- 8** The corporate events that we organise offer frequent **sponsorship opportunities**, providing another path for your company to gain significant exposure. Examples of 2018 events with sponsors include our prestigious Annual Gala Dinner and the international wine tasting event held alongside other London- based foreign chambers of commerce.

COMMERCIAL SERVICES

The Chamber offers a wide variety of services which aim to improve the bilateral trade relations between Spanish and British companies. The principal trade services are:

List of companies

The Chamber can compile lists of companies by filtering the information according to the desired business sector. All lists include the name of the company, postal address, telephone number, fax number, general email address and website.

Commercial presentations

This service aims to provide an overview of the market by presenting the products of the contracting business to potential customers or partners. The aim is to establish an initial contact with potential clients or commercial partners.

Market reports

This service delves into the British market, helping the contracting company to understand the main features of the sector as well as the channels, barriers and even potential customers and competitors. This service serves as a starting point for assessing the suitability of the creation of a trade agenda, or other trade actions.

Commercial agendas

The objective of this service is to establish face to face meetings with relevant businesses whose activity is related to that of the contracting company.

Trade missions

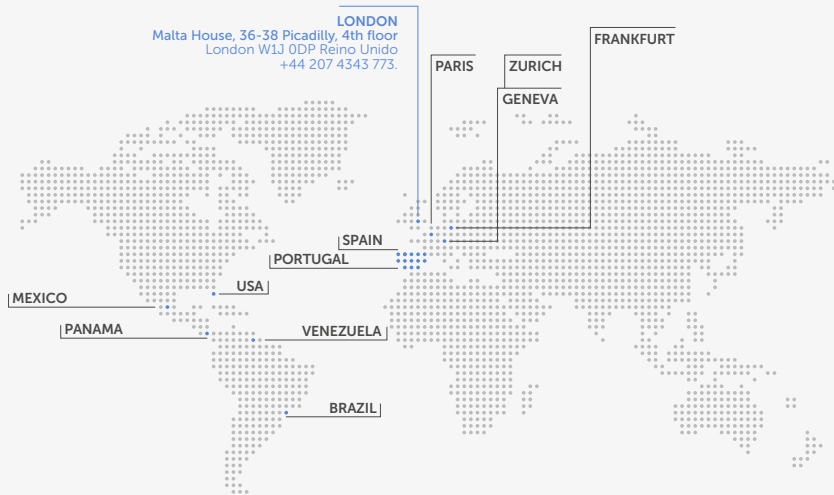
The aim of trade missions is to increase the imports and exports of local products. This consists of organised group visits by institutions such as local chambers of commerce, regional promotion companies, business groups, Denomination of Origin, etc; whose aim is to promote commercial relations for companies by presenting the products and looking for distributors amongst other commercial collaborations.

The Chamber organises two types of mission: Inward and Outward Trade Missions.



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LIASON OFFICE SERVICES

Our Liaison Office Service allows companies that do not have offices in the United Kingdom and would like to work in this country, as well as those that do not possess a UK commercial postal address, to use the Chamber's premises for the following:



POSTAL SERVICES

To receive postal correspondence



MEETINGS

Hire our board room for meetings or small events



OFFICE SPACE

Hire office space: offices with between two and twelve desks are available



CO-WORKING

Desk hire for those looking for a co-working space

EVENTS

The Chamber organises in excess of **40 events** over the course of each year to which all members are invited to attend. These events provide a great networking opportunity and allow companies to make contact with Spanish businesses based in the UK as well as British companies that have a commercial interest in Spain, across a wide variety of sectors.

Our events can be divided in five different categories:

Breakfast Seminars, Workshops and the Elevator Pitch

Organised in collaboration with member companies so they can share their expertise, these events create an exceptional framework to easily build upon current business connections and offer the opportunity to meet potential new clients and collaborators.

Sectorial Forums

Finance, Real Estate and Human Capital. The forums aim to create a space for opinion and debate on different subjects relating to Spain and its companies and for professionals and renowned individuals from the sector to discuss their experiences.

Sectorial Events

These events provide a great opportunity to receive further information on current opportunities in different industries as well as an overview on certain sectors in the UK.

Informal Parties

Offering our members a chance to relax and expand their contact networks over an after work drink.

Corporate Events

Attended by leading representatives from member companies, these events provide an opportunity to network in a formal environment. These events are: the Annual Gala Dinner, New Year's Drinks Reception, Annual General Meeting and Annual Golden Award.



Annual Golden Award



Mahou party

Events in...

2018

+850

Guest welcomed to our corporate events

+175

Participants in our breakfast seminars

+50

Companies that took part in our series of Elevator Pitch Events

+250

Guests at our informal events



Annual Golden Award



Patrons' Dinner



Elevator Pitch



Financial Forum



Informal Events



Corporate Events

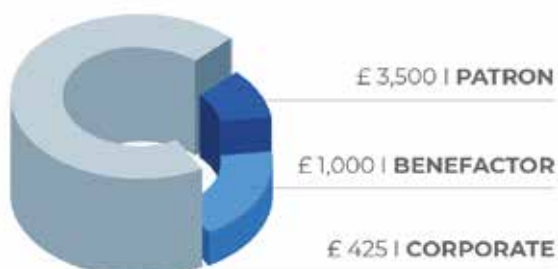
MEMBERS' CATEGORIES

The Spanish Chamber offers three different membership categories to suit different companies' needs, from SMEs to large multinational corporations. Joining the Spanish Chamber of Commerce in the United Kingdom is the best way to establish professional links with like-minded businesses and explore potential partnerships with them.

The basic option is the **Corporate Ordinary membership** and a list of the benefits it entails follows below:

- 1** **Company profile** with contact details and **logo** listed in the public Members' Directory section of our website
- 2** Complimentary updated members' contact list upon fulfilling membership status
- 3** Dedicated online Members' Events and Member to Member sections of our website for the promotion and advertisement of activities and special offers
- 4** Opportunity to **publish promotions, job offers and events** on our LinkedIn page and our Twitter account
- 5** Opportunity to **publish articles** in our blog (at a cost of £75 per post)
- 6** Complimentary invitation to our networking events (up to two per company, subject to event format)
- 7** **New member announcement** in our fortnightly electronic newsletter (received by almost 3,000 contacts), LinkedIn page and Twitter feed
- 8** Discounts for all of our services and online **advertising** packages.
- 9** **Discounts** for our communications services

MEMBERSHIP FEES



BENEFACTORS

The **Benefactor membership** is perfect for larger SMEs and companies who want to take their membership one step further and sample our exclusive advantages for Patrons. This intermediate level of membership is open to both existing corporate members of the Spanish Chamber of Commerce in the United Kingdom and new companies interested in joining us.

In addition to entitlement to all of the benefits included under the Corporate Ordinary membership, Benefactors also receive the following:

- 1 Up to **five complimentary tickets** for networking events (subject to event format and capacity)
- 2 Special **announcement in our electronic newsletter, blog, Twitter and LinkedIn** pages to inform our network that a company has become a Benefactor member
- 3 Possibility to appear under **two different sectors** (relevant to the company's line of business and subject to final approval by the SCC) in the search menu of the Members' Directory List on the Chamber's website
- 4 Possibility to publish up to **two entries/articles** per year in our blog free of charge
- 5 **One free advertising** space in our electronic newsletter per year (within the membership period)
- 6 **Dedicated section on our website** which lists companies within this category (Benefactors' List) and gives their contact information, located under the 'Members' menu
- 7 Priority to host **sector events and activities**
- 8 **Complimentary room hire** of our meeting room for up five hours per year



PATRONS

A **Patron** is a member with a special connection to our institution and whose generous contribution is vital for the support and development of the Chamber's activities. Patrons are entitled to the following:

- 1 Up to **ten complimentary** tickets for networking events (subject to event format and capacity)
- 2 Special **announcement in our electronic newsletter, blog, Twitter and LinkedIn** pages to inform our network that a company has become a patron member
- 3 **Exclusive mailing** to all member companies to announce the company becoming a new Patron
- 4 Possibility to appear under **two different sectors** (relevant to the company's line of business and subject to final approval by the SCC) in the search menu of the Members' Directory List on the Chamber's website
- 5 Possibility to publish up to **two entries/articles** per year in our blog free of charge
- 6 **One free advertising** space in our electronic newsletter per year (within the membership period)
- 7 Priority to host **sector events and activities**
- 8 **Complimentary room hire** of our meeting room up to ten hours per year
- 9 **Dedicated section of our website** to list companies within this category (Patrons' List) in addition to their full profile being published under the Member Directory
- 10 Company **logo displayed on the landing page of our website** with link to company's own website
- 11 Company **logo included in our fortnightly e-newsletter**
- 12 Company name included in all of our **corporate communications** (e-mail signature, stationary, menus at corporate dinners)
- 13 Silver **placard displayed** in the entrance hall to the Spanish Chamber of Commerce with the company's name
- 14 Where available, **logo visibility at our main corporate events** (New Year's Drinks Reception, Annual Golden Award, Annual General Meeting and Gala Dinner)
- 15 Attendance to **Patrons' Club events**, including an Annual Patrons' Dinner at the Spanish Embassy
- 16 Priority in receiving invitations for **exclusive events** organised in collaboration with other institutions and chambers of commerce

PATRON MEMBERS 2018

We would like to thank our Patron members for their consistent support over the course of 2018.





MEET THE TEAM



Igor Urra
Secretary General
igor.urra@spanishchamber.co.uk

The Secretary General is responsible for coordinating the day-to-day operations at the Chamber- you could say that he is the glue that holds all of the pieces together. Igor was appointed in 2012 and never thought he would last this long at the Chamber. He is always looking forward to meeting existing and potential members, developing new avenues of collaboration with them and working on new projects for the Chamber. Curious fact: He's a die-hard Real Sociedad supporter.



Thomas Newman
Head of Accounts & Member Relations
t.newman@spanishchamber.co.uk

Tom, with a number of years of experience, is the familiar face of accounts and makes sure the admin wheel of the Chamber keeps turning. A key role being the longest serving member of staff at the Chamber combined with a passion and enthusiasm for all things Spanish and especially the food!



Hannah Sanders
Events & Communications Manager
hannah.sanders@spanishchamber.co.uk

Hannah heads up the area of Corporate Relations for the Chamber. She is responsible for making sure that a calendar brimming with exciting and varied events is always maintained, be that a golf tournament out in Oxfordshire, a drinks reception in the House of Lords or a tapas tour through London! Alongside this she ensures that the Chamber's diverse communication channels maintain a steady stream of content, with the aim that you never miss a beat on what's in store.

Affectionately regarded as being the 'recycling police' of the office, outside of work she can usually be found running along the Thames, experimenting with an innovative recipe or exploring a new corner of London!



Alberto Oliva Macias
Foreign Trade Manager
alberto.oliva@spanishchamber.co.uk

As the Chamber's dedicated Foreign Trade Manager, Alberto acts as an important mediator between Spanish and British companies who are looking for new business opportunities abroad, providing consistent support and advising them on the best ways for them to reach their export goals.

If not at the office he can most probably be found travelling or planning his next trip, eager to discover new cities and countries.



Elena Mariñán
Events & Communications Assistant
elena.marinan@spanishchamber.co.uk

Elena is the newest addition to the Chamber's team and among other things she makes sure that members are kept informed about the Chamber's announcements, events and activities by developing the newsletter and keeping the website and social media up to date. During our events you might have seen her glued to her phone as she tweets every detail!

When not at work, Elena spends more time than she'd like to admit to watching new Netflix shows and touring London, on a quest to seek out the capital's best nachos!



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ANNUAL REPORT

EVENTS

COMMUNICATION TOOLS

COMMERCIAL ACTIVITIES



Annual Report 2018

One of our main objectives is to promote the commercial partnerships between Spanish and British companies.

For that reason, we offer a wide range of events and services which provides both member and non-member companies with the opportunity to develop and expand their contact networks in both countries.

2018 was a unique year for the Chamber, full of events which have helped us to raise our profile and which have provided consistent networking opportunities for our members. We are now more committed than ever to increasing our efforts to add value to our members' businesses.

EVENTS

CORPORATE EVENTS

The Chamber organises four corporate events per year, all of which provide a great opportunity for our members to expand their contact networks in a more formal environment. They are each attended by a relevant Guest of Honour and it is predominantly the leading representatives from member companies that are present at these events.

NEW YEAR'S DRINKS RECEPTION

The Chamber's first corporate event of the year, **the New Year's Drinks Reception**, was held in January at the beautiful Skinner's Hall where the president of the Chamber, **Javier San Basilio**, had the opportunity to offer all member companies his best wishes for the New Year; as well as to present a summary of the Chamber's achievements in 2017. We were honoured to welcome **Rt. Hon. Greg Hands MP**, Minister of State in the Department for International Trade, as our Guest of Honour on this special occasion who spoke about the prosperous commercial relationship between Spain and the UK.



Annual New Year's Drink Reception at Skinner's Hall



Rt Hon Greg Hands MP's speech



Our patron Codorníu Raventós provided the cava

ANNUAL GOLDEN AWARD

In April, the Chamber celebrated its **Annual Golden Award** at the Spanish Embassy in London, an evening in which the Chamber acknowledges the significant commercial activity of a Spanish company in the UK over the course of the previous year. This year the award was given to **CAF, Construcciones y Auxiliar de Ferrocarriles**, a leader in the railway industry. The award was received by **Mr. Andrés Arizkorreta**, President of CAF, on behalf of the company. Following the drinks reception a welcome was given by **H.E. Mr. Carlos Bastarreche Sagües**, Ambassador of Spain in the United Kingdom, followed by a speech by the former President of the Chamber **Mr. Javier San Basilio**; who introduced the awarded company and spoke about their achievements in the UK.



Mr. Andrés Arizkorreta, President of CAF, receives the Golden Award from H.E. the Ambassador Mr. Bastarreche and Mr. San Basilio



Networking at the Annual Golden Award



2018's Golden Award

131st ANNUAL GENERAL MEETING

In July we organised the **131st Annual General Meeting and Dinner**, which took place at **One Great George Street** in Westminster. During the AGM the Executive Committee of the Chamber presented the financial statements of 2017 along with a memorandum of the activities and events that the Chamber had organised that year. The meeting was presided by the Ambassador of Spain in the United Kingdom **H.E. Mr. Carlos Basterreche Sagües**, the Honorary Vice Presidents, **Mr. José Riera Siquier** and **Mrs. Inmaculada López**, the newly appointed President of the Chamber, **Mr. Eduardo Barrachina** and the Secretary General of the Chamber, **Mr. Igor Urra**.

Once the meeting itself had concluded, a drinks reception followed by a seated dinner took place. On this occasion we were honoured to welcome the **Rt Hon David Lidington** CBE MP, Minister for the Cabinet Office and Chancellor of the Duchy of Lancaster, as our Guest of Honour. Before the three-course dinner, Mr. Lidington gave an insightful speech about Brexit and how the historical relationship between the UK and Spain should not be disrupted by any future changes.



The 131st Annual General Meeting took place at One Great George Street in Westminster



Mr. Barrachina's speech before the dinner



Rt. Hon David Lidington MP was our Guest of Honour

IX ANNUAL GALA DINNER

On the evening of the 8th of November the Spanish Chamber of Commerce celebrated its **IX Annual Gala Dinner** at Banking Hall in the City of London.

Almost 250 guests attended the dinner which was presided by **H.E. the Ambassador of Spain Mr. Carlos Bastarreche** and welcomed **Mr. Francisco Riberas**, chairman of Gestamp, as the Guest of Honour for the evening.

Following the drinks reception, guests took their seats and the Ambassador led a toast to both the King of Spain and the Queen of England in turn, whilst both of the respective national anthems were played.

We were delighted that so many of our members and their guests were able to join us on this remarkable occasion which marked the end of another year of successful Chamber activities.



The IX Gala Dinner took place at Banking Hall



Our Guest of Honour Mr. Francisco Riberas with the Ambassador and the President of the Chamber



Mr. Barrachina's speech

SPONSOR COMPANIES

We would like to express our gratitude to the companies that kindly sponsored our corporate events in 2018:



PATRONS' EVENTS

ANNUAL PATRONS' DINNER

In March we organised our **Annual Patrons' Dinner**. The event was held at the Spanish Embassy and **H.E. the Ambassador of Spain, Mr. Carlos Basterreche Sagües**, was our exceptional host for the evening. Over a drinks reception and a dinner, guests had the opportunity to greet each other and become acquainted with the other representatives in attendance.

Before a three-course dinner the President of the Spanish Chamber opened the event with a speech expressing his gratitude for the support that our patrons provide to this institution and warmly thanked the Ambassador for kindly welcoming all in attendance. He also mentioned the new patrons that the Chamber had gained since the previous year's dinner which were: **DLA Piper, Ibérica Restaurants** and **Sacyr**.



Networking during the Patrons' Dinner



President Mr. San Basilio



The Annual Patrons' Dinner was held at the Spanish Embassy

PARLIAMENT RECEPTION

Members of the Financial Forum were invited to the Parliament in June by H.E. the Ambassador of Spain in the United Kingdom and the **Rt. Hon. Mr. Chris Bryant MP** (Chair of the All Party Parliamentary Group of Spain).



The Ambassador briefing held at the SCC

BREAKFAST AT THE NATIONAL GALLERY

Our patrons and benefactors were invited by the National Gallery to an exclusive early morning viewing of the new Mantegna and Bellini exhibition.

AMBASSADOR'S BRIEFINGS

In the summer, H.E. the Ambassador of Spain visited the Chamber for a meeting with our patrons in which the latest updates regarding Brexit were discussed.

At the end of the year, following the approval of the Withdrawal Agreement by the European Council on the 25th November, a further informal meeting was held with H.E. the Ambassador of Spain to discuss the further developments.

FINANCIAL FORUM

Our four sessions of the financial forum took place in June, July, November and December, welcoming Spanish executives working in London's financial centre. The forum's main objective is to create a space which promotes a dialogue and the exchange of ideas between peers surrounding the current financial climate. It is made up of 30 representatives and includes both businesses and financial institutions from Spain, the UK and further afield.

On these occasions, the forum sessions were presided by four exceptional guests: **Rt. Hon. Nicky Morgan MP**, Chair of the Treasury Select Committee, **Mr. Andrea Enria**, president of the European Banking Authority, **Mr. Stephen Jones**, CEO of UK Finance and **Mr. Miles Celic**, CEO for TheCityUK.



The Financial Forum dinner held in July



Financial Forum at Banco Sabadell's headquarters

HUMAN CAPITAL FORUM

2018 saw the launch of a brand new event series: the **Human Capital Forum**. Following the format of the Financial Forum, senior human resources professionals from member companies of the Chamber were brought together to discuss and debate ideas surrounding leadership, talent management and organisational development.

The first meeting of the series explored how we can find happiness at work and the benefits of having a satisfied workforce, whereas the second focused on the changing face of recruitment owed to digitalisation. The third meeting analysed the impact of the recent #MeToo movement on HR. Feedback from the forum participants shows that they have found the seminars to be both thought provoking and of high relevance to their work.



Our last forum of the year held at the Spanish Chamber



Mr. Isaac Cantalejo Fuentes and Ms. Sunaya Sahans from IBM's Talent and Engagement Practice

MAHOU INFORMAL PARTIES

Our informal parties provided the perfect opportunity to network in a relaxed atmosphere after work. In 2018 the Spanish Chamber of Commerce had the pleasure of organising three parties in collaboration with our Benefactor **Mahou San Miguel**.

Each party hosted an average of 90 attendees from up to 50 different companies, offering all of them the chance to relax and expand their contact networks in a less formal environment. Our summer party took place in July at **Ibérica Restaurants**, who hosted the event at their stylish outdoor terraza located in the heart of Canary Wharf, followed by our Back to School party in September at **Hispania** at their gorgeous flagship restaurant in the City. To draw the year to a close, our Christmahou Party took place in the **Dry Martini bar** (part of the **Meliá White House**). Each occasion provided a perfect opportunity for our guests to catch up with other members while enjoying one of Spain's most renowned beers and a selection of delicious Spanish tapas.



The Summer Party was hosted by Ibérica



Guests had the chance to catch up, establish new contacts and enjoy chilled Mahou beers

WORKSHOPS AND SEMINARS

The Chamber's aim is to promote commercial exchanges, acting as a link between companies and providing new business opportunities. Our seminars and workshops allow companies to develop and expand their networks while gaining a great deal of guidance on how to expand their personal and professional skillsets.

The first half of 2018 played host to an array of interesting seminars. In true New Year's fashion, we kicked off in January with a seminar that focused on "Accomplishing your 2018 New Year's resolutions" led by member company **The Client Academy**, who inspired us as to how we could achieve meaningful goals in the year to come.

In February, our next seminar faced a topical issue that affected a huge number of companies worldwide in 2018. "Are you ready for GDPR?", led by **SCA Ontier**, and **Technorizon UK**. They explored important points surrounding the new regulations including how data should be stored and tips for how to proceed in the future.

One month later, we tackled another current issue that has made headlines this year; the gender pay gap, in our seminar "The importance of knowing your organisation's gender pay gap" led by our member **Diversitas Institute**. We explored the root causes of this problem such as part-time work and gender discrimination, as well as ways in which we can raise awareness and work towards a fairer society.

In spring we organised two more seminars that dealt with technical issues that allowed us to examine ways in which we should be "Staying Safe Online" and how we can be "Using Social Media Data for Business Growth". **Technorizon UK** highlighted common risks such as using public wifi hotspots and not regularly changing our passwords while **Audiense** shared with us how social media data, when analysed correctly, can contribute to business growth and development.

After the summer, we organised our very first **webinar** in collaboration with Chamber member **AFEX**. During the session we learnt about different strategies regarding risk management within the context of Brexit.

In October we held the seminar, "How to optimise business outcomes through innovation with data" alongside our member **Elastacloud** and in November we hosted the final workshop of the year with our benefactor **Stevens & Bolton**, which focused on the latest updates in relation to Brexit and its impact on EEA nationals living in the UK.

All of our seminars were great eye-openers to topical issues and were well received by all; prompting a great deal of discussion and debate. Attendees left feeling more knowledgeable and motivated both professionally and personally.

ELEVATOR PITCH

The Chamber's four Elevator Pitches proved to be, yet again, one of our most popular events of the year. Last year we had the pleasure of organising them in collaboration with our member companies **Ibérica Restaurants**, **H10 London Waterloo** and **The London School of English**.

At these events participation is limited to one representative per company and a maximum of 16 companies can attend, with no more than two companies from the same sector taking part. Each participant has two minutes to give a concise presentation summarising their company's activities to the other attendees. Following this, everyone has the opportunity to ask any questions and learn more about each company followed by a late breakfast during which participants can network more informally.

We were delighted to welcome almost 50 different companies from a wide variety of sectors to our Elevator Pitches in 2018 and we consider it a fantastic way to help companies to efficiently expand their business networks in a short amount of time.



Participants at October's Elevator's Pitch at the H10 London Waterloo.



This edition at Ibérica saw 11 companies from a variety of sectors taking part

ELEVATOR PITCH RULES



16
Companies



2
Minutes



Q&A Time



Business
Contacts

We would like to thank all of our member companies that either hosted or collaborated on workshops and seminars with us in 2018, as well as all of those who took part.

SECTORIAL EVENTS

In February we were delighted to hold our first event outside of London: “**Infrastructure + Procurement Opportunities in the West**” held in collaboration with member **Freeths LLP**, with the event taking place at their head office in Manchester.

The event saw a great turnout of 30 guests from approximately 25 companies from sectors ranging from construction to engineering, with many having travelled from cities such as London, Birmingham and Darlington to take part. Representatives from the participating companies spoke about various topics such as growth strategies for town centres in the north, revolutionising the construction industry via digitalisation, UK energy and, above all, reasons to invest in the West Midlands.

This marked the beginning of our efforts to carry out more sectorial events in different parts of the United Kingdom, which we look forward to expanding on the years to come.



Freeths LLP collaborated on the organisation of our first event outside of London

GOLF TOURNAMENT

On an exceptionally hot and sunny day in July, we held our first **Copa del Rey de Golf Tournament**. With the attendance of H.E. the Ambassador of Spain, Mr. Carlos Bastarreche, this highly-anticipated event welcomed players from various member and non-member companies of all levels. Taking place at **Studley Wood Golf Club** in beautiful rural Oxfordshire, around 50 participants enjoyed an action-packed day of golf. There was also a clinic session for the golf novices, a generous buffet lunch, a prize giving ceremony and a charity raffle. All proceeds went to two wonderful charities; **Cris Cáncer** and **Centro Social de Mayores**.

The event certainly proved to be a great opportunity for participants to meet and connect with both fellow members of the Spanish Chamber and other companies represented, not to mention practising their swings, enjoying some fresh air, exercise and great company!

We would like to thank our sponsors DLF Group Mobility Services, Iberia, Iberia Express, Paella Fella, Moonz, Cinco Jotas, Zela, Ibérica, Mahou-San Miguel, London Property Partners and Cordoniu Raventós for providing some fantastic prizes and the food and drinks for the day.



The prizes included a mini break for two to Portugal



Our very first Copa del Rey de Golf tournament took place at Studley Wood Golf Club

OTHER EVENTS

Amongst the activities that we develop in collaboration with the Council of Foreign Chambers, the most renowned is the **Annual International Tasting: Wine, Spirits and Beer** event. In 2018 it took place on the 25th September at the impressive Stamford Bridge, the home ground for Chelsea Football Club, which provided a memorable setting for almost 400 guests.

On this occasion, Argentina, Australia, Austria, Belgium & Luxembourg, Canada, Colombia, The Czech Republic, Denmark, France, Finland, Italy, Japan, Mexico, Portugal, Russia, Spain and Switzerland were the participating countries; each with their own attractively decorated stand showcasing some of their finest wines, beers and spirits. At the Spanish stall, our member **Codorníu Raventós** provided a generous selection of four different wines including two cavas, with vintages varying from 2011 - 2015 and grape varieties including 100% Pinot Noir and 100% Tempranillo. With such an international range of beverages and backgrounds, the event did not fail to impress. Guests had a unique opportunity to broaden their international business networks with peers from other chambers of commerce. They were additionally able to exchange opinions about the excellent selection of drinks and make recommendations to each other in the relaxed environment, resulting in a positive and lively atmosphere.



Guests had a unique opportunity to broaden their international business networks

In October we furthermore organised an exclusive event for **Office Managers and PAs** from our member companies at Ibérica's flagship restaurant in Marylebone. This was a delightful evening in which members were able to learn more about Spanish wines and network with each other while sampling Ibérica's decadent Christmas menu.



PA's event held at Ibérica's flagship restaurant in Marylebone.

In addition, this year we participated in the organisation of the **II Annual Conference on Entrepreneurial Talent Education** run by the Vicente Cañada Blanch Spanish School in London. As a part of this programme, representatives from our member companies along with our Secretary General visited the school to discuss entrepreneurship. Students additionally came to the Chamber during which our staff explained the function of our organisation and answered their questions about our daily tasks.

Finally, for the fourth consecutive year, we took part in the **"Two weeks" programme** run by the Universitat Politècnica de València that was celebrated in June. The main objective of the programme is to give students a glimpse into the world of work and business. Several students visited the Chamber where they were able to learn first-hand about the important work that we do.

SPANISH MINISTERS' VISIT TO THE UK

Towards the end of 2018, in cooperation with the Spanish Chamber of Commerce we organised two conferences with **Ms. Nadia Calviño, Minister of State for Economy and Finance** and **Ms. Reyes Maroto, Minister of State for Industry, Trade and Tourism**; in which trade relations between Spain and the UK were discussed as well as the future prospects.

The first, titled 'Spain - UK: Building Strong Economic Ties' provided an ideal space for analysis of the economic relations between Spain and the UK at such a crucial point in time, during which Ms. Calviño concluded that Spain will maintain its strong ties with the nation following Brexit.

'The future of UK-Spanish Trade Relations' was the second conference during which Ms. Maroto discussed the importance of working collaboratively alongside the Chambers of Commerce to support companies during the transition period.



Minister Calviño during her speech at Ironmongers' Hall



Minister Maroto at 'The future of UK-Spanish Trade Relations' event



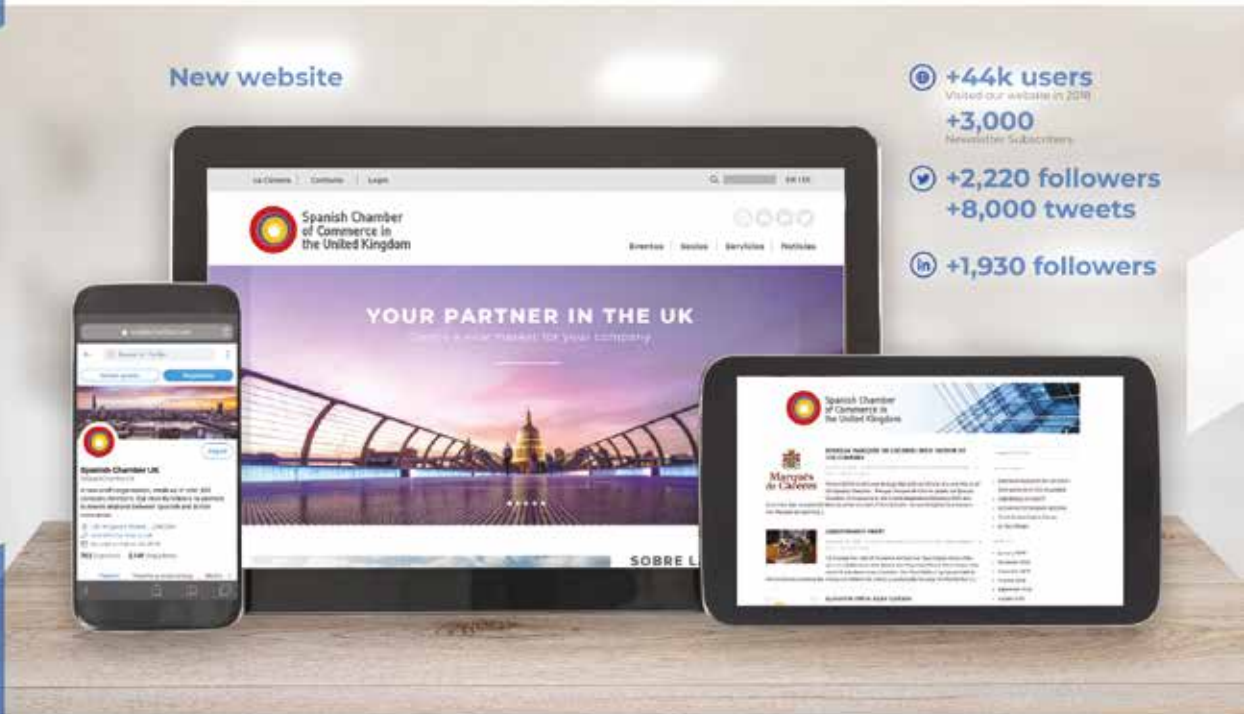
Minister Borrell during his speech

JORNADA 'BREXIT: BALANCE, OPCIONES Y PERSPECTIVAS'

In November, alongside the Cámara de España we hosted an event titled "Brexit: Balance, opciones y perspectivas" in Madrid.

We welcomed the **Minister of Foreign Affairs, European Union and Cooperation, Mr. Josep Borrell** and the **Minister of Industry, Trade and Tourism, Ms. Reyes Maroto** to speak at this high profile event. The discussion was focused on the economic, political and legal aspects of Brexit and further speakers included Mr. Antonio Oporto, President of the Spanish Financial Forum in London; Mr. Albert Coll, Country Head of Banco Sabadell in the UK and the President of the Spanish Chamber of Commerce in the UK; Mr. Eduardo Barrachina.

COMMUNICATION TOOLS OF THE CHAMBER



COMMERCIAL ACTIVITIES 2018

Over the course of 2018, the Spanish Chamber of Commerce in the United Kingdom carried out a total of 24 commercial ventures sharing the common objective of promoting the activities, products and services of Spanish companies operating in the British market and vice versa.

The distribution of these commercial activities was: six inward trade missions, five outward trade missions, four commercial agendas, two commercial presentations and seven sectorial sessions. Amongst these, the main sectors were food & drinks, information and communication technology (ICT) and construction.

A key section of our foreign trade activities were carried out in collaboration with various regional Chambers of Commerce in Spain, as well as “foreign promotion institutions” and private companies whose activities are primarily focused on assisting Spanish companies in the process of internationalisation.

As one of the **most successful examples** of 2018, we would like to highlight the trade mission that was organised in October in collaboration with the Chamber of Commerce of Cantabria and the regional business development organisation, SODERCAN.

This mission, in which almost 20 Spanish companies were interested, ended up welcoming representatives from 11 companies with very high interest in the UK, having organised personalised agendas in each case. More precisely, this mission took place from the 8th-11th October, both in London and across the UK, with a total of 25 meetings having been arranged for the visiting companies.

The 11 companies had the chance to discuss their business opportunities in the UK, as well to introduce their products to a wide range of potential new clients. To sum up, the arranged meetings facilitated introductions that we hope will evolve into long-standing commercial relationships between both sides.

TRADE AGENDA

What is a Trade Agenda?

1



Do you want to introduce your product or service in the UK?

2



The Chamber can help you to identify business opportunities to both improve the visibility of your company and create new contacts.

3



The Chamber will set a meeting agenda with all the companies from the UK that have shown any interest in your products or services.

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Saturday – Wednesday – Sunday

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COMMERCIAL AGENDAS

Apart from the agendas included within the aforementioned trade missions, the Chamber has worked with other organisations and companies in order to provide individual commercial agendas over the course of 2018. The local chambers of commerce from different regions of Spain have been our main collaborators, having established partnership agreements in some cases. Brexit continued to be a worrying factor for some of the companies we worked with, given that the purpose of our commercial services, and more precisely, of the agendas is to develop new ties that help to overcome potential barriers facilitating a better understanding of both the British and Spanish markets.



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