



Spanish Chamber
of Commerce in
the United Kingdom

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Memorandum

2019

Annual General Meeting

7th July 2020

PATRONS

Aena - Banco Bilbao Vizcaya Argentaria, S.A. - Banco Sabadell, S.A. - Banco Santander, S.A. - CAF - CaixaBank, S.A. - Cellnex UK - CLH Pipeline System (CLH-PS) Ltd. - Del DLA Piper UK LLP - Dragados, S.A. - Ferrovial - Gestamp - Goldman Sachs - Green Network Energy - Iberdrola - Iberia Airlines - IESE Business School - Indra Sistemas - JP Morgan Securities PLC - MAPFRE - Marqués de Cáceres - Meliá Hotels International - Menzies LLP - Natura Bissé International Ltd. - OHL Desarrollos - Raventós Codorníu - Sacyr Infrastructure UK - SCA ONTIER - SEAT UK - Telefónica Digital Ltd.

WITH THE SUPPORT OF:



**SPANISH CHAMBER OF COMMERCE
IN THE UNITED KINGDOM**

MEMORANDUM 2019

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1. ADMINISTRATIVE AND ECONOMIC ACTIVITIES

1.1 Finance

INCOME

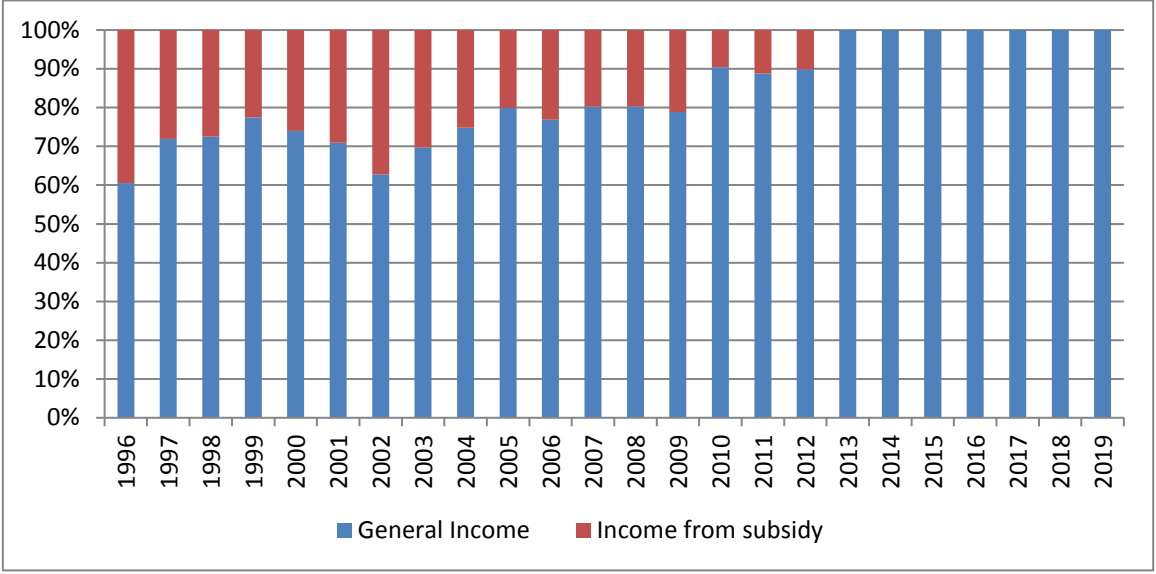
1. General income

- 1.1. Members' fees.
- 1.2. Provision of services and activities
- 1.3. Business Centre

2. Income from subsidies

% General income and subsidies

% Income	1. General income	1.1 Members	1.2 Services and activities	1.3 'Business Centre' service	2. Income from subsidies
1996	60.5	19.3	27.7	13.5	39.5
1997	71.9	20.0	31.4	20.5	28.1
1998	72.5	26.6	35.6	10.3	27.5
1999	77.5	25.7	48.4	3.4	22.5
2000	74.0	33.0	38.0	3.0	26.0
2001	70.9	35.7	35.2	00.0	29.1
2002	62.8	29.9	30.0	2.9	37.2
2003	69.7	28.2	26.3	15.2	30.3
2004	74.8	27.4	27.2	20.2	25.2
2005	79.9	29.7	24.7	25.5	20.1
2006	76.9	28.3	22.7	25.9	23.1
2007	80.3	24.5	27.1	28.7	19.7
2008	80.3	22.0	33.9	24.4	19.7
2009	78.9	25.4	43.2	10.3	21.1
2010	90.4	28.4	46.8	15.2	9.6
2011	88.8	25.5	50.7	12.6	11.2
2012	89.2	44.2	41.6	4.1	10.1
2013	100.0	53.7	42.6	3.7	0.0
2014	100.0	42.2	34.1	23.7	0.0
2015	100.0	49.5	24.4	26.1	0.0
2016	100.0	43.5	35.2	21.3	0.0
2017	100.0	48.2	28.4	23.4	0.0
2018	100.0	47.1	31.1	21.8	0.0
2019	100.0	44.7	29.2	26.1	0.0



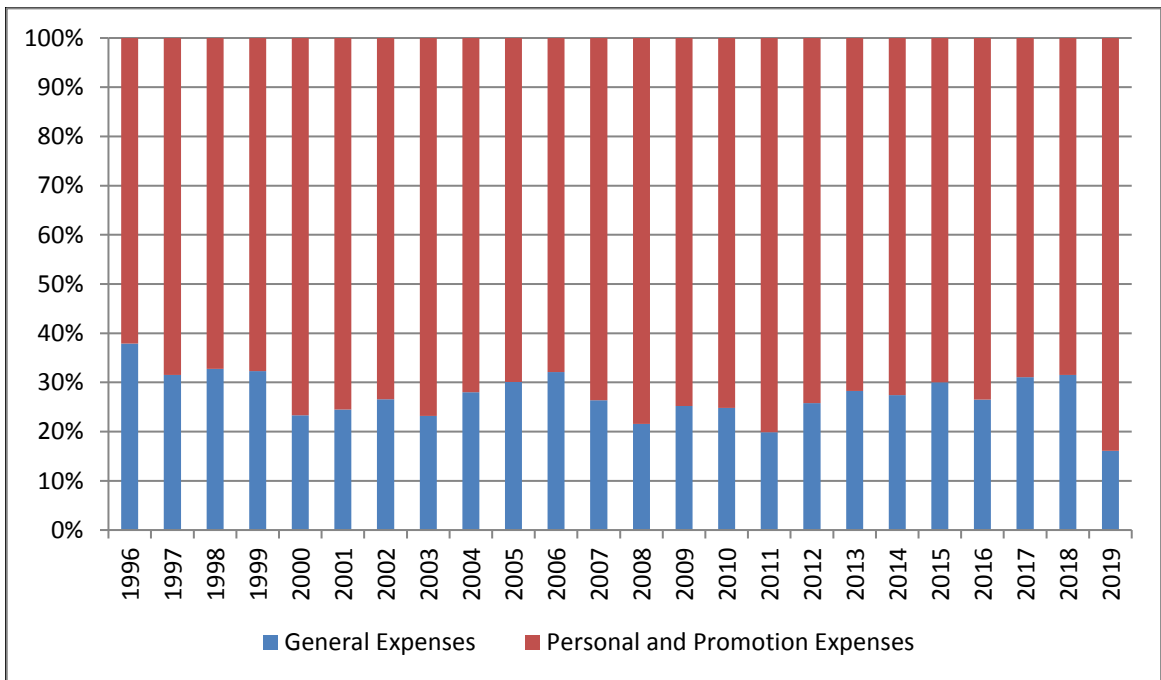
EXPENSES

1. General expenses

2. Promotion and personal expenses

% General and promotional expenses

% Budget	1. General expenses	2. Promotion and personal	2.1 Promotion	2.2 Personal
1996	37.9	62.1	11.8	50.3
1997	31.5	68.5	14.0	54.5
1998	32.8	67.3	13.3	53.9
1999	32.3	67.7	15.4	52.3
2000	23.3	76.7	17.7	59.0
2001	24.5	75.5	21.8	53.7
2002	26.6	73.4	20.7	52.7
2003	23.2	76.8	20.5	56.3
2004	28.0	72.0	18.5	53.5
2005	30.1	69.9	17.5	52.4
2006	32.1	67.9	17.9	50.0
2007	26.4	73.6	18.0	55.6
2008	21.6	78.4	23.5	54.9
2009	25.2	74.8	23.9	50.9
2010	24.8	75.2	21.1	54.1
2011	19.9	80.1	26.2	53.9
2012	25.8	74.2	16.8	57.4
2013	28.3	71.7	15.4	56.3
2014	27.4	72.6	16.8	55.8
2015	30.0	70.0	10.9	59.1
2016	26.5	73.5	17.3	56.2
2017	31.1	68.9	14.9	54.0
2018	31.5	68.5	18.9	49.6
2019	16.6	83.4	26.8	56.6



2. SERVICES: INFORMATION, CONSULTANCY AND COMMERCIAL PROMOTION

2.1 Information services.

- Lists of companies associated with the Chamber by sector.
- Lists of exporters, importers and distributors.
- Information on trade fairs, exhibitions and/or associations.
- Information on establishing a company in Spain and in the United Kingdom.

Sources of information

In order to answer information enquiries, the Chamber uses the following information sources that are periodically updated.

- Databases of the Chamber's associates.
- Directories of importers and/or exporters, either in Spain or the United Kingdom.
- Press guides and various publications.
- Lists of commercial and industrial associations in the United Kingdom.
- Catalogues of official publications.
- Directories of Chambers of Commerce in the United Kingdom and in Spain.
- Catalogues, calendars and publications related to Trade Fairs held in Spain and the United Kingdom.

Operational System

The operational system of the Chamber can answer any question or provide any information required by telephone, fax, e-mail or via its website. Through these channels, the client always receives updated information.

Volume of information

The variety and load of information provided by the Chamber in 2019 is reflected in the following table.

2019	Total enquiries
Membership information / Chamber services	50
Information of members by sector	25
List of companies/Sectorial information	29
Information about trade shows and exhibitions	5
Setting up a company in Spain / UK	32
Looking for a job / internship	61
Miscellaneous	73
TOTAL	275

107 of these enquiries were received from the UK; 139 from Spain and 29 from other locations.

2.2 Consultancy Services

Consultancy and Guidance Services.

- **Guidance on matters pertaining to legal, trade, tax etc.**
- **Advice to Spanish and British companies and individuals in order to facilitate their introduction into the United Kingdom and Spain.**
- ◆ The Chamber answers any enquiries by providing details of the members who are specialised in whichever sector is required, in order to promote the members' services. Furthermore, the Chamber provides lists obtained from external databases of either Spanish or British Companies.
- ◆ In order to give advice to Spanish and British companies about how to establish themselves in the United Kingdom or in Spain and about how to operate in these countries, the Chamber offers the interested companies several kinds of services.

The Chamber provides **general information and refers to official sources** for those companies that contact about setting up of companies in Spain and the United Kingdom.

2.3 Commercial activities and services

TRADE MISSIONS, COMMERCIAL AGENDAS AND PRODUCT PRESENTATIONS:

January 21st – 23rd 2019

COMMERCIAL AGENDA FOR CORTIJO DE SUERTE ALTA

In collaboration with Cámara de Comercio de Madrid, it was agreed to work with the olive oil company Cortijo de Suerte Alta in order to arrange several commercial meetings that could help to expand their presence in the United Kingdom. 2 meetings were arranged.

January 2019

COMMERCIAL PRESENTATION FOR ACF INNOVE

In collaboration with Cámara de Comercio de Huesca, this commercial action was started back in 2018 for which several contacts have been made, in order to present their services among different companies based in the United Kingdom. The final report was presented to the company and follow-up recommendations given in order to conclude the action.

January 2019

COMMERCIAL PRESENTATION FOR ORULISA

This commercial action was started back in 2018 for which and, after several attempts in contacting potential customer and distributors, a total of three meetings were arranged. In any case, being a commercial presentation, final report was elaborated and recommendations given to the company representative in order to continue a follow-up plan on their own.

February 4th – 6th 2019

COMMERCIAL AGENDA FOR VENTA LA VEGA WINES

In collaboration with Cámara de Comercio de Madrid, we worked with them in order to arrange several meetings that could help them to increase their presence in the United Kingdom. Finally, a total of five meetings were arranged and recommendations given to the company about how to follow-up after the date of their visit to the United Kingdom.

March 2019

COMMERCIAL AGENDAS FOR CÁMARA DE COMERCIO DE ÁLAVA

Two commercial agendas were agreed by the Cámara de Comercio de Álava in order to help some of their companies in exploring new business opportunities in the United Kingdom. After two months working in their agendas, the companies, both wineries, visited the UK in March 2019. Bodegas Valdelana and Bodegas Medrano Irazu were the ones visiting.

March 2019

COLLABORATION WITH CÁMARA DE COMERCIO DE LA RIOJA

Having Brexit in mind, the Cámara de Comercio de La Rioja contacted us in order to organise a presentation about the possible effects of Brexit for the wine industry of the region. Having said that, we enabled the communication between the mentioned Chamber of Commerce and the Wine and Spirits Trade Associations in order to facilitate the organisation of this conference.

March 19th 2019

COMMERCIAL E-MEETING WITH CAMARA DE COMERCIO DE ZARAGOZA

Having previously been in touch with the team of Cámara de Comercio de Zaragoza, we were invited to participate in a seminar that took place in the mentioned date in order to explain the existing possibilities after Brexit. Having said that, we did take part on a videoconference that allowed us to know a bit more about the main concerns of the companies from the area of Zaragoza.

April 2nd 2019

COMMERCIAL PRESENTATION MELIÁ WHITE HOUSE - SPANISH MARKET

Due to the interest of Melia WhiteHouse to create a meeting space for Spanish gastronomy in London, we were requested to work in collaboration with them in order to get business of the industry in touch with this company and to facilitate the appropriate organisation of this idea. A total of 5 companies shown their interest. The arranged meeting was useful in order to discuss the existing possibilities and the scheduled timing for the future.

April 4th - 5th 2019

TRADE MISSION FOR PROEXCA.

Due to the celebration of an event in Gran Canaria in April 4th-5th related to the industrial and maritime industries, we were requested to invite several UK companies to attend it, so they could explore about new ways of business in the island. In total, we managed to invite 7 companies representing the UK industry related to this sector.

May 13th – 15th 2019.

COMMERCIAL AGENDA FOR EVRO SOLUCIONA

In collaboration with Cámara de Comercio de Madrid, and following the initial agreement to work with this Company for a Commercial Agenda, the Company representatives visited the United Kingdom during the mentioned dates. Having said that, a total of three meetings were arranged.

May – June 2019.

SUPPLIER REGISTRATION WITH INSTITUTO DE COMERCIO DE MURCIA

Following our communications with several Chambers of Commerce in Spain and Business Development Agencies, we were informed by the Instituto de Comercio de Murcia about the possibility of joining their service supplier database, for which all the requested documentation was submitted and our application approved.

April – June 2019.

COMMERCIAL MISSION FOR IPEX – PROMOCIÓN EXTERIOR DE CASTILLA LA MANCHA

Having contacted several local Chambers of Commerce and development agencies from Spain, we did receive some positive responses to our approach. One of those, the received by Instituto Promoción Exterior of Castilla-La Mancha, agreed to celebrate a Trade Mission during the mentioned dates. Finally, 4 companies took part in the Trade Mission.

June 6th – 7th 2019.

COMMERCIAL TRIP TO VALLADOLID

Due to the uncertainty of Brexit, we contacted several local Chambers of Commerce in Spain in order to show our Chamber as the connecting point between businesses in both sides. Therefore, we have been invited to present our services and how we can help companies from the area to expand their business in the United Kingdom. Our visit to the city was included in the 1st FORO IMPULSO INTERNACIONAL PROVINCIA DE VALLADOLID, organised by the local Chamber of Commerce.

July 5th 2019

COLLABORATION AGREEMENT – CHAMBER OF COMMERCE OF BILBAO

Due to the interest of the companies along the area of Bilbao in the UK market, a collaboration agreement was signed between the Spanish Chamber of Commerce in the UK and the above-mentioned organisation, with the purpose of having a closer communication about the existing commercial possibilities and support them in future trade activities in the country.

July 15th – August 9th 2019

COMMERCIAL PRESENTATION FOR APEX CONSULTING

Following the interest of one of APEX Consulting's clients in getting in touch with different companies in the south of Spain related to the swimming pools industry, we arranged a Commercial presentation due for the last 2 weeks of August and managed to reach a goal of 10 meetings with potential collaborators in the area of Andalucía.

July 18th 2019

COLLABORATION AGREEMENT – IBERICA EXPO

After several communications with the organisers of this event, that will take place in London in November 7th-8th, we decided to join them as sponsors and signed a collaboration agreement that involves mutual cooperation in our commercial activities, so we can also have the opportunity to participate directly during the event as well as presenting some of the existing opportunities within the Spanish Chamber of Commerce and the British market to the visiting companies.

August 14th 2019

PRESENTATION – UNIPORT BILBAO - COMUNIDAD PORTUARIA

As part of our interest in getting in touch with different organisations that could be interested in the UK as a market, we arranged a meeting in Bilbao with the representatives of Uniport Bilbao - Comunidad Portuaria, in charge of running everything related to the Port of Bilbao. Having said that, it was an opportunity to know about their needs and potential possibilities to work with them were also mentioned.

August 27th – September 9th

COMMERCIAL PRESENTATION FOR PROEXCA.

Due to the visit of some PROEXCA representatives to London during the week concerning September the 9th, we were requested to arrange several meetings with the top level executives from different organisations related to the Ship and Marine industries. We did manage to reach the goal of 2 meetings out of the 3 requested.

September 5th 2019

COMMERCIAL TRIP TO EAST LANCASHIRE

With the purpose of getting our trade activity out of the area of London and increasing our portfolio of companies willing to explore new business opportunities in the Spanish market, we attended the conference “Increasing Trade with Europe”, in which Foreign Trade experts from different countries presented the existing market opportunities in their countries. It was a very good opportunity to have face to face meetings with several companies from the region and to understand their needs when trying to do business in Spain.

October 15th 2019

EXPORPYMES 2019 TRADE MISSION- CÁMARA DE COMERCIO DE A CORUÑA

Following the collaboration with this Chamber of Commerce for previous editions of this event, we also worked with them for this edition and were asked to invite a total of 5 companies from the UK to attend this annual event. EXPORPYMES 2019 was attended by around 80 companies from the area of Galicia and delegations from different countries were present.

October 29th 2019

PROEXCA - 2019 FOLLOW UP AND 2020 PLANNING

After having developed several projects for this organisation during 2018 and 2019, its representative for Europe visited us with the idea of coordinating different action plans for 2020, having the Spanish Chamber of Commerce as its main reference in the United Kingdom.

November 7th and 8th 2019

IBERICA EXPO

Due to our agreement with the organisers of this Exhibition related to Spanish food and drink, we had the chance of coordinating and giving two presentations/panel discussions, as well as explaining our services to all the 59 Spanish companies that attended as exhibitors. During the 2 days, we arranged meetings with different companies explaining what the Chamber of Commerce can do for them and, more precisely, how the Foreign Trade department can help to increase their export goals in this market.

October and November 2019

IBERICA EXPO – CÁMARA DE COMERCIO DE A CORUÑA

As part of the internationalisation strategies of the Chamber of Commerce of A Coruña, they did travel to London with a group of companies from Galicia in order to attend IBERICA EXPO. Our action consisted in coordinating the companies visiting, helping them with doubts and making sure that they had everything ready before the beginning of the fair.

October – November 2019

TRADE AGENDA - BORGES

After working with this company previously, and seeing the poor results obtained when looking for potential partners in the UK, we extended our working period with them in order to guarantee a minimum success of this commercial action. Therefore, we obtained a total of 3 meetings and concluded the action for this market.

December 2019

TRADE PRESENTATION – CÁMARAS DE COMERCIO DE VALENCIA

Due to an official visit from Consejo de Cámara de Valencia to London, we were asked to invite companies with interest in this region of Spain to a Business lunch on December 3rd 2019 for which we invited representatives of UK and Spanish businesses.

2.4 Collaborations.

During 2019 we have consolidated our relationship with the Chambers of Commerce and the regional investment organizations in Spain, but also in the UK. These are some of the main prescribers we have for our commercial services.

We have organized several seminars in Spain with the Chambers of Commerce and regional organisations of Valladolid, Coruña, Valencia, Zaragoza, Seville or León but also with others in the UK, having the Chamber of Commerce of East Lancashire as one of the main examples.

In August we signed a collaboration agreement with the Chamber of Commerce of Bilbao in order to prioritise the Spanish Chamber of Commerce as the main contact for the internationalisation strategy of this organisation in the UK, promoting our services among its company members.

Furthermore, in our purpose of diversification for entering the UK market for Spanish companies, we developed an agreement with IBERICA Expo, one of the main leading food and drink Exhibitions in the UK, so we could sponsor the event as well as provide expertise and a better understanding to the attending companies. Some of the previously mentioned activities were organised in relation to this agreement.

In a similar way, as well as to increase the existing income from Commercial Services, we signed an agreement with the Speciality Food Magazine, being one of the leading information specialist of the food and drink industries among the main import companies.

2.5 Promotional and Corporate Activities of the Chamber:

London, 24th January 2019

HUMAN CAPITAL FORUM | PANEL OF SPEAKERS FROM ERNST & YOUNG

First session of the year with topic of: the Impact of Brexit on Human Resources. The guest speakers on this occasion were Jaime Sol Espinosa and Laura Perez Ema, Partner and Senior Manager at EY Spain, and Chisom Jide; Senior Manager from the Brexit Team at EY UK.

Purpose: The Human Capital Forum was formed in 2018 to create a space for listening and debating new ideas in the fields of organisational development, leadership, change management and talent.

Target: Senior HR professionals from member companies

Turnout: 14

London, 30th January 2019

CORPORATE EVENT | NEW YEARS' DRINKS RECEPTION

One of the four principal corporate events that the Spanish Chamber holds each year. Our Guest of Honour on this occasion will be the Lord Speaker and the event took place at the House of Lords.

Purpose: for individuals from member companies to network in a formal setting.

Target: Member and non-member companies, all sectors.

Turnout: 220

London, 7th February 2019

ELEVATOR PITCH | IE BUSINESS SCHOOL

The first Elevator Pitch event of the year was on this occasion held in collaboration with IE Business School, member of the Chamber, at their premises in Kensington, London.

Purpose: To provide a setting for both member and none member companies to successfully make new contacts directly and efficiently.

Target: Member and non-member companies, all sectors.

Turnout: 11

London, 11th February 2019

FINANCIAL FORUM | SPECIAL GUEST RT. HON. HILARY BENN MP

The first Financial Forum event of the year took place at the office of White & Case LLP with special guest the Rt Hon Hilary Benn MP, who, at the time, was the Chair of the Exiting the European Union Select Committee of the House of Commons.

Purpose: The Forum aims to create a place for opinion and debate on economic and financial matters relating to Spain and its companies, with each meeting welcoming a different esteemed Guest of Honour.

Target: The Forum is made up of 30 representatives and includes both businesses and financial institutions, from Spanish and other international contexts.

Turnout: 25

London, 14th February 2019

SEMINAR | NEW RETAIL STRATEGIES

This workshop was held at the Spanish Chamber of Commerce in collaboration with Brandlond, member of the Chamber.

Purpose: to provide an opportunity for member companies to inform fellow members on relevant and practical subject matter that they specialise in.

Target: Member and non-member companies, all sectors.

Turnout: 8

London, 18th February 2019

INFORMAL EVENT | MAHOU PARTIES – WINTER WARMER

Series of events sponsored by Mahou San Miguel, Benefactor of the Chamber.

On this occasion the event took place at Chamber member Boqueria's restaurant in Battersea.

Purpose: Informal networking between members and non-members and to provide the opportunity for the sponsoring company to promote their products; as well as being the first informal networking event of the year.

Target: Member companies of all sectors

Turnout: 51

London, 26th February 2019

I BAROMETER ON CLIMATE AND OUTLOOK FOR SPANISH INVESTMENT IN THE UK

This event was held at the Spanish Embassy in the United Kingdom.

Purpose: to offer valuable insight and support for business development and investment in the UK. It aimed to demonstrate the value of the contacted companies to the British economy in order that they may continue to contribute to the socioeconomic progress of the UK.

Target: Member and non-member companies, all sectors.

Turnout: 146

London, 4th-6th March 2019

CONFERENCES | INSTITUTO CAÑADA BLANCH

Event organised in collaboration with Instituto Cañada Blanch with the support and participation of several members of the Chamber. A three day event consisting of a series of talks and debates for teenage students, held at the school itself, the Spanish Chamber of Commerce and other Spanish institutions in London.

Purpose: To provide first-hand insight about the Chamber and its members and their activities in the UK.

Turnout: N/A

London, 7th March 2019

SEMINAR | Restructuring your company in the UK

This event was held at the Spanish Chamber of Commerce in collaboration with Quabbala, member of the Chamber.

Purpose: to provide an opportunity for member companies to inform fellow members on relevant and practical subject matter that they specialise in.

Target: Member and non-member companies, all sectors.

Turnout: 7

London, 12th March 2019

SEMINAR | Women in the Workplace in 2019: Challenges and Opportunities

This event was held at the Spanish Chamber of Commerce in collaboration with Diversitas Institute, member of the Chamber.

Purpose: to provide an opportunity for member companies to inform fellow members on relevant and practical subject matter that they specialise in.

Target: Member and non-member companies, all sectors.

Turnout: 7

London, 4th April 2019

CORPORATE EVENT | PATRONS' DINNER

Annual event held at the Spanish Embassy.

Purpose: The exclusive formal dinner for Patrons of the Spanish Chamber was be hosted by H.E. the Ambassador of Spain Mr. Carlos Bastarache Sagües.

Target: Patrons of the Spanish Chamber of Commerce

Turnout: 47 attendees

London, 13th May 2019

INFORMAL EVENT | NEW MEMBERS' DRINKS RECEPTION

The first of a new event initiative which will now take place 3-4 times a year. The informal drinks reception was held at Chamber member Boqueria at their restaurant in Battersea.

Purpose: The event will provide a key opportunity for our most recently joined members to meet the Chamber President, various board members and staff; as well as each other.

Target: Recently joined members of the Spanish Chamber.

Turnout: 21 attendees

London, 15th May 2019

ELEVATOR PITCH | SPANISH CHAMBER OF COMMERCE

Purpose: To provide a setting for both member and non-member companies to successfully make new contacts directly and efficiently.

Target: Member and non-member companies, all sectors.

Turnout: 11 attendees

London, 19TH May 2019

FINANCIAL FORUM | DINNER WITH THE GOVERNOR OF THE BANK OF SPAIN

On this occasion, the members of the Forum gathered at the Travellers' Club for an exclusive dinner with Mr. Pablo Hernández de Cos, Governor of the Bank of Spain since 2018.

Purpose: The Forum aims to create a place for opinion and debate on economic and financial matters relating to Spain and its companies, with each meeting welcoming a different esteemed Guest of Honour.

Target: The Forum is made up of 30 representatives and includes both businesses and financial institutions, from Spanish and other international contexts.

Turnout: 27 attendees

London, 20th May 2019

HUMAN CAPITAL FORUM | MENTAL HEALTH IN THE WORKPLACE: BEST HR PRACTICES

This was the second session of the forum of the year which welcomed Jennifer Tippin, Group Director of People and Productivity at Lloyds Banking Group as its guest speaker.

Purpose: The Human Capital Forum was formed in 2018 to create a space for listening and debating new ideas in the fields of organisational development, leadership, change management and talent.

Target: Senior HR professionals from member companies

Turnout: 9 attendees

London, 5th June 2019

SEMINAR | ENGLISH LAW: UNCOVERED

Seminar held at 23 Essex Street Chambers in collaboration with the BSLA, member of the Chamber.

Purpose: to provide an opportunity for member companies and their associates to inform fellow Chamber members on relevant and practical subject matter that they specialise in.

Target: Members of both the Spanish Chamber and the BSLA as well as non-member companies of all sectors.

Turnout: 33 attendees

London, 5th June 2019

SEMINAR | INFRASTRUCTURE FINANCE FOR A GLOBAL BRITAIN

Seminar held in collaboration with DLA Piper, Patrons of the Chamber, at their offices in the City.

Purpose: to provide an opportunity for member companies and their associates to inform fellow members on relevant and practical subject matter that they specialise in.

Target: Member and non-member companies, all sectors.

Turnout: 37

London, 19th June 2019

CHARITY TENNIS AND PADEL TOURNAMENT: THE AWARDS CEREMONY

An awards ceremony and networking reception held at the Spanish Embassy to celebrate the end of the tennis and padel tournaments held over the course of May/June. During the reception a raffle was drawn, the prizes for which were donated by both member and non-member companies of the Spanish Chamber. All of the proceeds from this event were donated to the Mario Losantos del Campo Foundation.

Purpose: Informal networking between members and non-members and to raise money for charity.

Target: Member and non-member companies, all sectors.

Turnout: 63

London, 25th June 2019

CORPORATE EVENT | 132nd ANNUAL GENERAL MEETING AND DINNER

One of the principal annual corporate events of the Spanish Chamber of Commerce, which on this occasion was presided by H.E. the Ambassador of Spain and welcomed the Economic Secretary to the Treasury and City Minister Mr. John Glen MP as our Guest of Honour.

Purpose: to raise funds and for individuals from member companies to network in a formal setting

Target: Member and non-member companies, all sectors.

Turnout: 212

Manchester, 4th July 2019

REGIONAL EVENT | SPAIN-MANCHESTER BUSINESS FORUM

First of a new event series with the objective of expanding the outreach of the Chamber to key UK cities outside of London. This event was carried out in collaboration the Greater Manchester Chamber of Commerce, ICEX and Santander Bank; and was sponsored by Chamber Patrons Ibérica Restaurants and Raventós Cordornú.

Purpose: To reinforce bilateral dialogue and mutually beneficial partnerships between Spanish and British firms with a presence in the north west of England and discuss business opportunities.

Target: Member and non-member companies of all sectors with operations or commercial interests in the North West.

Turnout: 70

London, 8th July 2019

INFORMAL EVENT | MAHOU PARTIES – SUMMER PARTY

Series of events sponsored by Mahou San Miguel, Benefactor of the Chamber.

On this occasion the event took place at La Terraza, which is part of Chamber Patron Ibérica's Canary Wharf restaurant.

Purpose: Informal networking between members and non-members and to provide the opportunity for the sponsoring company to promote their products; as well as being the last event before the summer break.

Target: Member companies of all sectors

Turnout: 64

London, 25th July 2019

PATRONS' EVENT | DRINKS RECEPTION WITH HUGH ELLIOTT

Purpose: A formal afternoon drinks and canapé reception held at the Traveller's Club, held in order that those in attendance could have the opportunity to become acquainted with Mr. Hugh Elliott, the new British Ambassador to Spain and Andorra.

Target: Patron members and members of the Executive Board.

Turnout: 31

London, 17th September 2019

INFORMAL EVENT | EAT SPAIN, DRINK SPAIN

As a part of Chamber Patron Ibérica's 10 year anniversary celebrations, this event welcomed members of the Chamber to their Marylebone restaurant to expand their contact networks while sampling the best drinks and tapas from across Spain.

Purpose: To provide an informal networking opportunity for Chamber members and for Patron's Ibérica to promote their Marylebone restaurant.

Target: Member companies of all sectors

Turnout: 72

London, 24th September 2019

MELIÁ BUSINESS BREAKFAST | SPECIAL GUEST: H.E. THE AMBASSADOR OF SPAIN, MR. CARLOS BASTARRECHE

The first of a new formal event initiative which would thereafter take place on a monthly basis, held in collaboration with Chamber Patrons Meliá White House at their newly renovated hotel. During the event the Ambassador gave a briefing on the latest Brexit developments.

Purpose: The event provided a more intimate setting for members to participate in an open discussion and to ask any questions to the special guest. The discourse will be preceded by a networking breakfast.

Target: Member and non-member companies, all sectors.

Turnout: 38

London, 26th September 2019

SEMINAR | SETTING UP YOUR BUSINESS IN THE UK

Seminar held in collaboration with Strain Keville, members of the Chamber, held at the Chamber's offices.

Purpose: to provide an opportunity for member companies and their associates to inform fellow Chamber members on relevant and practical subject matter that they specialise in.

Target: Member and non-member companies, all sectors.

Turnout: 17

London, 30th September 2019

INFORMAL EVENT | FALL INTO AUTUMN MAHOU PARTY

Series of events sponsored by Mahou San Miguel, Benefactor of the Chamber.

On this occasion the event took place at Chamber member Hispania's restaurant in the City of London.

Purpose: Informal networking between member and non-member companies and to provide the opportunity for the sponsoring company to promote their products.

Target: Member companies of all sectors

Turnout: 80

London, 3rd October 2019

INFORMAL EVENT | INTERNATIONAL WINE, BEER AND SPIRITS TASTING

Annual informal networking event which on this occasion was held at Stamford Bridge football stadium in collaboration with 17 other international Chambers of Commerce in the UK.

Purpose: To facilitate informal networking between member companies of all of the participating international Chambers of Commerce and for a beverages company which is a member of the Chamber to promote their products.

Target: Member and non-member companies, all sectors.

Turnout: 21

London, 8th October 2019

PA EVENT | TASTE OF SPAIN

Event held in collaboration with Chamber Patron Ibérica at their restaurant in Marylebone, with the aim of bringing together PAs, Events and Office Manager Professionals of member companies.

Purpose: For those in the relevant roles to have the opportunity to expand their contact networks and for Ibérica to showcase their Christmas menu and new range of interactive drinks workshops.

Target: PAs, Events and Office Manager Professionals of companies which are members of the Spanish Chamber.

Turnout: 44

London, 14th October 2019

CORPORATE EVENT | ANNUAL GOLDEN AWARD

A formal drinks and canapé reception held at the Embassy of Spain, which brought together representatives of member companies to celebrate the award which on this occasion was presented to Grupo Antolín.

Purpose: To acknowledge the performance of a Spanish company whose achievements in the UK market during the previous year were outstanding or greatly significant; as well as to provide the opportunity for Chamber members to network in a formal setting.

Target: Member companies of all sectors

Turnout: 171

London, 16th October 2019

HUMAN CAPITAL FORUM | PERFORMANCE MANAGEMENT IN THE WORKPLACE

Third session of the year which welcomed [Birthe Mester](#), Global Head for Performance, Engagement and Culture at Deutsche Bank as its guest speaker. On this occasion the forum was held at the H10 Waterloo hotel (members of the Chamber).

Purpose: The Human Capital Forum was formed in 2018 to create a space for listening and debating new ideas in the fields of organisational development, leadership, change management and talent.

Target: Senior HR professionals from member companies

Turnout: 22

London, 29th October 2019

ELEVATOR PITCH | MIMO FOOD

Purpose: To provide a setting for both member and non-member companies to successfully make new contacts directly and efficiently. On this occasion the event was held at Mimo Food at their cookery school in Borough Market.

Target: Member and non-member companies, all sectors.

Turnout: 10

London, 30th October 2019

MELIÁ BUSINESS BREAKFAST | SPECIAL GUEST: NICKY MORGAN MP

The second of a new formal event initiative which is held in collaboration with Chamber Patrons Meliá White House at their newly renovated hotel. On this occasion the event welcomed Nicky Morgan MP, Conservative Party politician for Loughborough and Secretary of State for Digital, Culture, Media and Sport, as its Guest of Honour.

Purpose: The event provided a more intimate setting for members to participate in an open discussion and to ask any questions to the special guest. The discourse was preceded by a networking breakfast.

Target: Member and non-member companies, all sectors.

Turnout: 41

London, 5th November 2019

INFORMAL EVENT | NETWORKING RECEPTION WITH THE KCCC

Networking reception held in collaboration with the Kensington & Chelsea and Wandsworth Chambers of Commerce, at a central London hotel which is a member of the former's network.

Purpose: For Chamber members to expand their contact networks.

Target: Member companies of all sectors

Turnout: 30

London, 14th November 2019

CORPORATE EVENT | X GALA DINNER

One of the four principal corporate events that the Spanish Chamber holds each year, presided by H.E. the Ambassador of Spain. Our Guest of Honour on this occasion was Mr. José Antonio Álvarez, CEO of Santander Group, and the event was held at Plaisterers' Hall in the City of London.

Purpose: to raise funds and for individuals from member companies to network in a formal setting

Target: Member and non-member companies, all sectors.

Turnout: 290

London, 18th November 2019

INFORMAL EVENT | NEW MEMBERS' DRINKS RECEPTION

This informal drinks reception was held at Chamber Patron Meliá Hotel International's newly renovated hotel in Kensington.

Purpose: The evening will provide a key opportunity for our most recently joined members to meet the Chamber President and various board members and staff; as well as each other.

Target: Recently joined members of the Spanish Chamber.

Turnout: 22

London, 21st November 2019

REAL ESTATE FORUM

The first of our new forum series which was chaired by Gonzalo Coello of Binom Architects (member of the Chamber) and which welcomed Ms. Helena Beunza, Secretary General of Housing of the Ministry of Infrastructure of the Spanish Government as its guest speaker. The event was held at the offices of Chamber member White & Case and was attended by representatives from both member and non-member companies

Purpose: The Real Estate Forum was formed in 2019 to create a space for sharing insight and debating new ideas for professionals working in the fields of real estate, property management and architecture.

Target: Senior professionals of member companies working in the aforementioned relevant sectors.

Turnout: 40

London, 2nd December 2019

INFORMAL EVENT | CHRISTMAS PARTY WITH RAVENTÓS CODORNÍU

First of a new series of informal events sponsored by Chamber Patrons Raventós Codorníu, which consisted of an evening of informal networking exclusively for members of the Chamber; held at member Boqueria's restaurant in Brixton.

Purpose: Informal networking between members to provide the opportunity for the sponsoring company to promote their products, as well as being the last event of the year.

Target: Member companies of all sectors

2.6 Publications

E-mail Newsletter

The newsletter is the way to communicate the activities that the Spanish Chamber carries out. It is sent to nearly 3,000 contact people. Throughout 2019, 24 editions were published, following the schedule established by the end of 2017 of sending it every 2 weeks.

Event invitations

Throughout 2019, 58 invitations were sent to promote our events and activities amongst our members and all the data base.

Annual Report 2019

The annual report contains detailed information about our achievements, activities and future projects, as well as interviews with members and a full member directory. It is published electronically and also in print, with copies being sent to all of our members as well as distributed at our events, meetings and at our central

London office. On 2019, 700 copies were printed. More than 300 copies were sent to both Spanish and British company members and institutions. The rest were shared at our events and meetings with companies. The 2019's edition had 10 adverts from both members and non-members of the Chamber.

It has been viewed online via our website or social media channels 903 times.

Online Commercial Opportunities

During the year 2019, commercial opportunities for Spanish and British companies were published on our web site www.spanishchamber.co.uk. Offers and demands of products or services from the United Kingdom and Spain were reflected on this web site, as well as those social networks where the Spanish Chamber of Commerce in the United Kingdom has an account. This service is aimed at boosting the commercial relations between both countries.

3. ENTREPRENEURSHIP AND CERTIFICATIONS

3.1 Business Spanish Qualifications

- **Business Spanish Certificate**
- **Business Spanish Diploma**

Collaborators

European Business School (E.B.S.) at Regent's University London.

In 1999, the Spanish Chamber and E.B.S. entered into an agreement to declare that the Business School would be in charge of the running of and the examinations for the Certificate and Diploma and the Spanish Chamber would deal with the promotion of the qualifications and also the preparation of the certificates.

Candidates in 2019 that obtained the certificates:

Total: 8

4. CORPORATE ACTIVITIES

4.1 Collaborations and agreements

- **European Business School**

The Chamber and E.B.S. currently have agreement with regard to the aforementioned Business Spanish qualifications.

- **Partnership with the Department for International Trade**

The Chamber maintains close contact with the Investment Services of the department in order to exchange information about Spanish companies recently established or in the process of setting up a business in the UK. The Chamber has continued a free trial membership for said companies under agreed conditions between the two parties.

- **Cámara de España**

Contact with Cámara de España directly at the top level. In 2019 the relationship and meetings both in London and in Madrid have been constant and regular.

- **Relationship with the Ministry of Industry, Trade and Tourism**

Contact with the Ministry is made via the Economic and Commercial Office of the Spanish Embassy in London by keeping regular contact with the Head Counsellor. The Chamber coordinates some activities with the Economic and Commercial Office, especially in particular sectors in which the Commercial Office works through ICEX. The Minister for Trade participated in the presentation event of the I BAROMETER ON CLIMATE AND OUTLOOK FOR SPANISH INVESTMENT IN THE UK at the Spanish Embassy.

The Head of the Economic and Commercial Office is Honorary Vice-president of the Chamber and takes part in the board meetings.

- **FEDECOM**

In March 2019 the Chamber was elected President of the Federation for the next two years. FEDECOM now includes 21 Official Chambers of Commerce in Europe, Asia, Africa and Oceania. The Chamber is an active member of this Federation and has taken part in projects organised by it.

- **Partnership with London & Partners**

The Chamber maintains close contact with L&P and has developed a free trial membership for companies that are settling in London under agreed conditions between the two parties.

5. MEMBERS' FIGURES

5.1 Final Numbers of Members and Patrons in 2019

Total:

Patrons	30
Residents in United Kingdom	205
Residents in Spain	47
Residents in other countries	1
Total Members and Patrons	253

Registrations of Members and Patrons in 2019:

Registrations United Kingdom	20
Registrations Spain	7
Registration from other countries	0
Total Registrations	27

Withdrawals of Members and Patrons in 2019:

Withdrawals United Kingdom	34
Withdrawals Spain	10
Withdrawals from other countries	0
Total Withdrawals	44

5.2. Registrations in 2019:

COMPANY	MEMBERSHIP	COUNTRY	JOIN DATE
Quality Spanish Translations	Ordinary	UK	16/01/2019
The Language Plan	Ordinary	UK	18/01/2019
We Collect	Ordinary	Spain	01/02/2019
Spanish Theatre Company	Honourary Member	UK	04/02/2019
Grant Thornton Asesores S.L.P.	Ordinary	Spain	04/02/2019
Meliá Hotels International	Patron	UK	06/02/2019
Fastracktofocus Coaching	Ordinary	Spain	07/02/2019
Vamos Language Teaching	Ordinary	UK	07/02/2019
Eastnets	Ordinary	UK	25/02/2019
Netquest de Investigación SLU	Ordinary	Spain	07/03/2019
Natura Bisse International Ltd	Patron	UK	29/03/2019
Moneycorp	Ordinary	UK	28/03/2019
Green Network Energy	Patron	UK	26/04/2019
ZELA London Ltd	Ordinary	UK	08/05/2019
NU Currencies Limited	Ordinary	UK	09/05/2019
Mímo	Ordinary	UK	30/05/2019
Ribe Salat Broker	Ordinary	Spain	20/06/2019
D&F Clinic	Ordinary	UK	16/07/2019
VEN Language Services	Ordinary	UK	02/08/2019
Iberica Expo	Ordinary	UK	06/08/2019

Evro Solucion S.L	Ordinary	Spain	05/09/2019
Rational Foreign Exchange	Benefactor	UK	05/09/2019
DLF Group (Mobility Services)	Ordinary	Spain	07/10/2019
Sagardi	Ordinary	UK	04/11/2019
CGT Digital Media Ltd	Ordinary	UK	14/11/2019
Spanish Legal Translations	Ordinary	UK	03/12/2019
Finalbion S.L	Ordinary	Spain	03/12/2019

5.3. Withdrawals in 2019:

COMPANY	Date of Withdrawal	Membership	Voluntary or compulsory	Country
Lleida.net	06/02/2019	Member	Voluntary	Spain
Lleida.net UK	06/02/2019	Member	Voluntary	UK
Suez Advanced Solutions Holding UK	06/02/2019	Patron	Voluntary	UK
Freixenet UK LTD	06/02/2019	Member	Voluntary	UK
Pinsent Masons	06/02/2019	Member	Voluntary	UK
Hello Ltd	06/02/2019	Member	Voluntary	UK
Cecebank	06/02/2019	Patron	Voluntary	UK
Tecnologias Plexus S.L	06/02/2019	Member	Voluntary	Spain
Primaflor S.A	06/02/2019	Member	Voluntary	UK
Muñoz Arribas Abogados S.L.P	06/02/2019	Member	Voluntary	Spain
Aeorum UK Ltd	01/03/2019	Member	Compulsary	UK
Cerveces Moritz	01/03/2019	Member	Voluntary	Spain
Esmadrid	01/03/2019	Member	Voluntary	UK
Freeths	01/03/2019	Member	Compulsary	UK
Konecta	01/03/2019	Member	Compulsary	UK
Synergym	01/03/2019	Member	Voluntary	Spain
Sapphire Private	01/03/2019	Member	Voluntary	UK
Nicolas Van Patrick	01/03/2019	Member	Voluntary	UK
Javier's Bar	12/03/2019	Member	Compulsary	UK
Global Reach Partners	17/04/2019	Member	Compulsary	UK
Minerva Global	17/04/2019	Member	Voluntary	UK
Uran Servicios Integrales	17/04/2019	Member	Compulsary	Spain
Sociedad Anonima Damm	07/06/2019	Member	Voluntary	Spain
Cubism Ltd	09/07/2019	Member	Voluntary	UK
Banque Transatlantique	09/07/2019	Member	Voluntary	UK
Abertis Infraestructuras S.A	09/07/2019	Patron	Voluntary	Spain
Eatapas Ltd	06/08/2019	Member	Compulsary	UK
The Translation and Legislation Company	06/08/2019	Member	Voluntary	UK
The Mandeville Hotel	06/08/2019	Member	Voluntary	UK
Jose Luis Sanchez Izquierdo	30/08/2019	Life Member	Compulsary	UK
Masa International SAU	30/08/2019	Member	Compulsary	UK
Dachser Ltd	30/08/2019	Member	Voluntary	UK
Lloyds Bank	30/08/2019	Patron	Voluntary	UK
Global FDI Ltd	02/10/2019	Member	Compulsary	UK
Jobandtalent UK	02/10/2019	Member	Compulsary	UK
Copuno UK Ltd	02/10/2019	Member	Voluntary	UK

KMPG LLP	31/10/2019	Member	Voluntary	UK
Altair Management Consultants, S.L	31/10/2019	Member	Voluntary	Spain
LSE Enterprise Ltd	22/11/2019	Member	Voluntary	UK
Barclays Wealth	22/11/2019	Member	Voluntary	UK
Travelperk S.L	22/11/2019	Member	Compulsary	Spain
Jack McGregor	22/11/2019	Member	Voluntary	UK
WOBI-World of Business Ideas	22/11/2019	Member	Voluntary	UK