

2022 ANNUAL REPORT



Spanish Chamber
of Commerce in
the United Kingdom
EST. 1886

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LONDON

2022 ANNUAL REPORT

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GUESTS AT THE 135TH ANNIVERSARY GALA DINNER, 2022

GREETINGS
FROM...

THE PRESIDENT



Dear Members and Patrons,

Reflecting on last year – a very significant and exciting one for the Spanish Chamber of Commerce in the UK as we came out of the pandemic straight into our 135th Anniversary – we feel immense pride in our exceptional achievements. 2022 has been an extraordinary year of success for our Chamber.

Our **135th Anniversary Gala Dinner was presided by HM Felipe VI, King of Spain**, and brought together hundreds of people, Spaniards and British, to celebrate a very special occasion. Many of us will remember that evening in the many years to come. It demonstrated our ability to adapt and more importantly, to remain a key institution in British-Spanish trade relations. In 2022, we also welcomed the Business Secretary **Kwasi Kwarteng** and many Ministers from HMG at our **Melia Business Breakfasts**.

Our events are becoming more bespoke and in particular we should all acknowledge **the importance of the IV Edition of the Barometer on the Climate and Outlook for Spanish Investment in the UK** which allowed us all to examine the health of the **British-Spanish Trade relationship**.

It will surprise no one when I praise the excellent relationship we have with the Spanish Embassy in London and the British Embassy in Madrid. I thank Ambassadors **José Pascual Marco and Hugh Elliott** for their dedication and commitment. The level of collaboration and trust is of the highest possible calibre.

We are committed to British-Spanish trade relations and with the many changes that took place in the last years, our role is more important than ever. The pages of this Annual Review are an eloquent testament of our work. Throughout the last year the Chamber has underscored the power of trade, institutional relations and the services we provide as we emerged from the pandemic.

The combination of effective responses to the pandemic, the challenging market conditions and the successful implementation of the Chamber's strategy continues to pay dividends. We are growing in Patrons, Members and events. The Chamber has also refined its strategy and drive with **Spanish local Chambers of Commerce**.

MR. EDUARDO BARRACHINA

President of the Spanish
Chamber of Commerce
in the United Kingdom

We express our profound gratitude for the support and loyalty we have received from our Patrons. We reached 40 Patrons last year which shows that the institutional base of the Spanish Chamber of Commerce in the UK is larger than ever. This growth is testament to the attractiveness of our focus on building trust and delivering results.

We believe business has a responsibility to be a driver for good in society, accountable not only to Members but to all stakeholders. With this in mind, last year, the Board implemented its social strategy by approving our Strategy for Women. Conscious of the need to ensure women's visibility, we have launched various initiatives which aim to ensure the women of the Chamber play a more active role. I myself and the entire Board are fully on board with this. I thank **Raquel Barrera** for her leadership and undeterred enthusiasm.

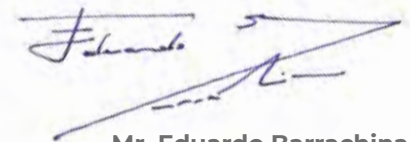
I am confident we are making a difference. We bring our Members and British institutions together, we help many companies to forge business opportunities and we assist newcomers to the British market. To meet these challenges, we must draw on the innovation that digital economy offers, the dedication of our staff, the strength of our partnerships, and the resolve of the Spanish companies investing in the UK.

Our financial performance was strong.

With more profits, we are able to offer more services to our Members. I would like to record my personal thanks to all the **Members of the Board** for sharing their thoughts and ideas and for their commitment to the Chamber.

I also thank Igor's team for the hard work last year, most notably during the Gala Dinner.

As we put the pandemic years firmly behind us, we are braced for tough economic challenges ahead which, as ever, we will face with a renewed sense of purpose and confidence in our vision.



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

SPANISH TRADE MINISTER



MS. XIANA MARGARIDA MÉNDEZ BÉRTOLO

Spanish Trade Minister

Dear Members of the Chamber,

The Spanish Trade Minister is pleased to welcome readers to the 2022 Annual Report, produced by the Spanish Chamber of Commerce in the United Kingdom.

Even though the Chamber has been growing and progressing every year, 2022 has undoubtedly been an unforgettable and particularly significant year. Let us recall **the magnitude of the Gala Dinner presided over by His Majesty Felipe VI, King of Spain**, where some 500 attendees gathered to celebrate the Chamber's prosperous 135 years of existence. That evening, which brought together high-level guests from various sectors of Spanish-British society, is a testament to the **Chamber's ability to facilitate trade and economic relations between the two countries**. A relationship that is not only historically significant, but one that continues to thrive.

This year, despite the relatively pessimistic outlook arising from inflationary pressures and the outbreak of war between Russia and Ukraine, **the UK remains the number one destination for Spanish investment abroad in the long term**. Indeed, this turbulence has not seemed to deter Spanish investment in the country. In trade, the exceptional trade relations between the UK and Spain have been particularly **strong and diversified in the services sector**.

The Chamber has continued to keep its Members **informed about the climate for trade and investment in the UK**, especially through the publication and presentation of the IV Barometer. Providing the Spanish business community with

such valuable information is **all the more important given the current economic and geopolitical challenges**.

The Spanish Chamber of Commerce in the UK will continue to enjoy the **ongoing support of the Minister for Trade in its activities and efforts**. Our strong relationship is illustrative of our ability to drive the digital transformation of Spanish industry through the joint efforts of the public and private sectors. A relationship marked by an immense sense of pride and determination.

For all these reasons, I wish the Chamber every success in the coming year, and I have no doubt that 2023 will be an equally outstanding year for this brilliant institution.

Kind regards,

Xiana Margarida Méndez Bértolo
Spanish Trade Minister

H.E. THE AMBASSADOR OF SPAIN IN THE UNITED KINGDOM



H.E. JOSÉ PASCUAL MARCO

Ambassador of Spain and Honorary President
of the Spanish Chamber of Commerce
in the United Kingdom

My second year as Honorary President of the Spanish Chamber of Commerce in the United Kingdom has been a particularly memorable one. During this short time, I have seen the Chamber achieve a number of remarkable milestones. Most notably, **the historically significant 135th Anniversary Gala Dinner that was presided by His Majesty Felipe VI, King of Spain.**

Throughout the year, I have been given the honour of hosting and frequenting a number of events. It was a pleasure to welcome **Trade Ministers Ms. Xiana Méndez and the Rt Hon Greg Hands MP to the IV Edition of the Barometer on the Climate and Outlook for Spanish Investment in the UK** for the second year in a row. As well as having the privilege of recognising **Navantia's commitment to sustainable and green growth and defence cooperation in the UK at the Annual Golden Award.** I have also enjoyed attending the Meliá Business Breakfasts amongst other bilateral events and activities.

Recent years have undoubtedly been marked by turbulence and uncertainty. Nonetheless, this has not stopped the Chamber's ability to grow and become an ever more efficient institution. The accomplishment of **reaching 40 Patron Members this year proves its continued success in facilitating and promoting economic and commercial ties between Spain and the UK.** As well as the growing presence of Spanish companies, from the largest multinational corporations to Small to Medium-sized Enterprises.

I would like to take the opportunity to congratulate the President of the Chamber, Eduardo Barrachina, on his hands-on leadership and initiative. There

could not be a more appropriate example of his dedication than the 135th Anniversary Gala Dinner, **an event that constituted the largest British-Spanish business gathering in decades.** This event united hundreds of people, institutions, and companies with the Patrons and Members of the Spanish Chamber of Commerce.

I would also like to extend my thanks to the team of the Chamber, led by the Secretary General, Igor Urra, as well as to all of the Members of the Chamber, both new and old, that continue to support the institution each year.

The Spanish Chamber of Commerce is a longstanding and crucial partner of the Embassy due to the institution's unwavering commitment to facilitating business opportunities and bridging the gap between Spanish companies that form part of their network and key British organisations.

I am confident that the Chamber will continue to triumph throughout 2023, but all the same, wish it every success in each endeavour that the coming year brings. I look back on 2022 with immense pride, and subsequently, a genuine enthusiasm towards the future.

A handwritten signature in black ink, appearing to be 'JP Marco', written in a cursive style.

H.E. José Pascual Marco

Ambassador of Spain and Honorary President
of the Spanish Chamber of Commerce
in the United Kingdom

PRESIDENT OF CÁMARA DE ESPAÑA



MR. JOSÉ LUIS BONET

President of
Cámara de España

The year 2022 was a particularly turbulent one following the rise of inflation, the cost-of-living crisis, and the growing geopolitical uncertainty onset by Russia's invasion of Ukraine. As a result, the social, political, and economic fabric of our societies has been altered significantly. For this reason, the work of Chambers of Commerce in **promoting economic and commercial relations through connecting businesses around the globe is particularly salient.** With all of this in mind, it gives me great pleasure to congratulate the Spanish Chamber of Commerce for succeeding to promote the interests of and offer support to many Spanish companies in the United Kingdom in the face of such adversity.

Throughout the year **the Chamber has successfully provided its Members with reliable sources of information,** both in the form of publications and events that welcomed a variety of expert speakers in their respective fields. As a result, ensuring that its network maintained frequently updated on contemporary global and domestic issues and how they impact the Spanish-British business world.

I would like to congratulate the team at the Spanish Chamber of Commerce, led by the President, Eduardo Barrachina, on their commitment to strengthening the ties between Britain and Spain. **The year has been filled with many notable achievements for the institution,** such as the significant milestone of reaching 40 Patron Members, as well as the organisation of the 135th

Anniversary Gala Dinner that brought together many prominent businessmen and women and institutional guests from Spain and the UK.

The scope of the institution's progress and ability to promote the economic and commercial relationship between our two nations, in spite of such challenging conditions, should certainly be commended.

At the Cámara de España, we would like to take this opportunity to reaffirm our commitment to the Spanish Chamber of Commerce in the UK and very much look forward to continuing to work hand in hand to facilitate the expansion of Spanish companies into the United Kingdom.

A handwritten signature in blue ink, appearing to read 'José Luis Bonet', written over a horizontal line.

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

BOARD OF DIRECTORS

HONORARY ROLES

HONORARY PRESIDENT

H. E. José Pascual Marco
Ambassador of Spain
to the United Kingdom



HONORARY VICE-PRESIDENT

Mr. Álvaro Nadal
Head of Economic and Commercial
Office, Spanish Embassy



EXECUTIVE COMMITTEE

PRESIDENT

Mr. Eduardo Barrachina
Managing Associate
Linklaters LLP



VICE-PRESIDENT

Ms. Mónica Fernández- Mejuto
Rodríguez, UK Country Manager
Sabadell UK



TREASURER

Ms. Gabriela Martínez de Aragón
Country Manager UK
CaixaBank UK Branch



SECRETARY GENERAL

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



BOARD OF DIRECTORS

COMMITTEE MEMBERS

Mr. Anselmo Andrade
UK Country Manager
BBVA, S.A.



Mr. Juan Carlos Machuca
Head of the London Office
URÍA MENÉNDEZ



Mr. Alfonso Álvarez
Managing Director UK
CELLNEX



Mr. Ignacio Morillas-Paredes
Partner
COLMAN COYLE LTD.



Ms. Raquel Barrera
Founder
DIVERSITAS INSTITUTE



Mr. Javier Teulón Ramírez
Managing Director, UK & Ireland
DRAGADOS



Mr. Juan Pablo Pérez Royo
Airports & Civils Director
FERROVIAL CONSTRUCTION



Mr. Nacho Morais
Director
FRANK CONSULTING LTD.



Mr. Javier Fernández Hidalgo
General Manager
HISPANIA



COMMITTEE MEMBERS (CONT.)

Ms. Sensi Álvaro
Business Development Manager
IBERIA



Mr. Keegan Pierce
Managing Director UK & Ireland
LALIGA



Mr. Miguel Janín
Director
LONDON PROPERTY PARTNERS



Mr. Greg Harris
General Manager UK
MAPFRE RE



Ms. Carla Vargas
Director
ROMAN RM



Mr. Daniel Feliu
Head of Customer,
Marketing & Strategy
BANCO SANTANDER



Mr. Gonzaga Kutz
Manager
UNICAJA



Ms. Cristina Ginés
Director Europe
SENER



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MEET THE TEAM



IGOR URRIA | SECRETARY GENERAL
igor.urria@spanishchamber.co.uk

Igor has been the Secretary General of the Chamber since 2012, and is responsible for coordinating the day-to-day operations at the Chamber. Over the years he has provided stability to the Chamber throughout many difficult situations. He is very passionate about the great work that Spanish businesses are doing in the UK in many different sectors. Igor is always up for meeting existing and potential Members, listening to their concerns and devising new ways to help them. He gives a lot of thought to any new proposal for improving the Chamber as is very keen on finding new routes for innovation.

Curious fact: After more than 20 years living in the UK he's now officially Scottish.



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 - especially the food!



REBECCA WALL | HEAD OF CORPORATE RELATIONS & EVENTS
rebecca.wall@spanishchamber.co.uk

Rebecca is the main point of contact at the Chamber for relevant institutions and government departments, and is responsible for making sure that a calendar brimming with exciting and varied Chamber events is always maintained, be that online or offline, in Spain or across the UK, a sector specific forum meeting, an exclusive dinner or a reception for hundreds of guests in a beautiful London venue.

As a British-Brazilian dual national, Rebecca loves all things Latin American. Her favourite thing to do on a weekend is search for the best Hispanic restaurants in London!



MIGUEL FLAVIÁN | HEAD OF FOREIGN TRADE
miguel.flavian@spanishchamber.co.uk

Miguel has lived in London for almost 15 years, and has a large experience working for private companies, public bodies and associations. His professional interest surrounds the food industry and helping small companies to prosper, making him a great fit for the role of Head of Foreign Trade at the Spanish Chamber of Commerce in the United Kingdom. His hobbies are reading and enjoying the outdoors with family, especially strolling around his favourite area of Barcelona, Poble Nou, the place where he lived for 10 years and where he returns to whenever he can.



PILAR PEÑALVER | EVENTS AND COMMUNICATIONS MANAGER
pilar.penalver@spanishchamber.co.uk

Pilar takes care of the digital strategy for the Chamber, making sure all the communication channels maintain a steady stream of content, with the aim that you never miss a beat on what's in store and also enabling every event to run smoothly. When she is not working, you can find Pilar practicing yoga or experimenting with new smoothie recipes.



KATHRYN WALTON | EVENTS AND COMMUNICATIONS CO-ORDINATOR
kathryn.walton@spanishchamber.co.uk

Having lived and studied in Madrid for a number of years, Kate has settled into her role as Events and Communications Co-ordinator at the Chamber quickly and comfortably. She helps to develop the digital strategy for the Chamber, curates engaging content for the Chamber's social channels, and ensures that Members make the most of the communication tools available to them to gain brand exposure. Kate also coordinates the Chamber's Annual Report, and helps to ensure that the Chamber's events run smoothly.





HM FELIPE VI, KING OF SPAIN WITH EDUARDO BARRACHINA, PRESIDENT OF THE CHAMBER, IN THE PRESENCE OF JOSÉ LUIS BONET FROM CÁMARA DE ESPAÑA AT THE 135TH ANNIVERSARY GALA DINNER, 2022



H.E THE AMBASSADOR OF SPAIN, MR. JOSÉ PASCUAL MARCO AND EDUARDO BARRACHINA, PRESIDENT OF THE CHAMBER AT THE ANNUAL GOLDEN AWARD, 2022

SERVICES OF THE CHAMBER

WHAT IS THE SPANISH CHAMBER OF COMMERCE?

In 1886, the Spanish Chamber of Commerce in the United Kingdom was founded with the objective of promoting the economic and commercial relationships between Spain and the United Kingdom.

Today, we aim to:

1. PROMOTE TRADE AND INVESTMENT

Develop and **promote trade and investment** between Spain and the United Kingdom, **furthering the commercial and economic relations** between the two countries.

2. FACILITATE BUSINESS OPPORTUNITIES

Provide an optimal platform to **facilitate business opportunities** within the **British-Spanish business network**.

3. PROVIDE SUPPORT AND ADVICE

Provide support and advice to our Members, offering **tailor-made solutions** for the particular requirements of each company that we work with.

4. OFFER ADVOCACY

Act as a bridge between our Members and British institutions, particularly following the introduction of the new **UK-EU Trade and Cooperation Agreement**.

5. HELP SMES

Connect SMEs with potential clients and providers, offering visibility and **ensuring they land smoothly in the British market**.



WHAT CAN THE CHAMBER DO FOR YOU?

As a Member of the Spanish Chamber of Commerce in the UK you will be able to:

EXPAND YOUR NETWORK

Meet new clients and business partners through our **informative networking events**. We can also organise meetings and provide contact lists of potential clients and partners.



GAIN FURTHER BRAND EXPOSURE

Sponsor one of our corporate events; New Years' Drinks Reception, Annual Golden Award, AGM and Gala Dinner.



INCREASE YOUR BRAND VISIBILITY

Your company's information will be featured in the Members' Directory on our website and in the Annual Report magazine. **Gain exposure through our online publications on Twitter and LinkedIn, fortnightly e-newsletter and website blog**. Promote your business with dedicated banners displayed on our online channels.



DEVELOP NEW INSTITUTIONAL CONNECTIONS

The Spanish Chamber of Commerce has been promoting bilateral commercial relationships between the two countries for 135 years. **As a Member, you can benefit from our wider institutional network or affiliate organisations and government departments.**

GROW YOUR BUSINESS

Organise a seminar, webinar or workshop in collaboration with the Chamber. This will enable you to showcase your company's expertise, promote your services and generate new business leads.



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45
years
1978-2023

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45 years adding value to our clients.

45 years with the same dedication and commitment as the first day.

45 years leaving our mark in the community.

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SEVILLE • VALENCIA**

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WE ARE AN INDEPENDENT MEMBER OF
THE GLOBAL ADVISORY
AND ACCOUNTING NETWORK



THE CHAMBER'S INSTITUTIONAL NETWORK

The Spanish Chamber of Commerce has been promoting bilateral commercial relationships between the two countries for 135 years. **As a Member, you can benefit from our wider institutional network or affiliate organisations and government departments.**

UK

SPAIN

INTERNATIONAL

CULTURAL



EVENTS OF THE CHAMBER

The Spanish Chamber of Commerce in the UK organises up to 100 events each year. In 2022, the Chamber organised a total of 47 events and webinars. Each event provides a profitable networking opportunity for representatives from companies of all industries and sizes.

CORPORATE EVENTS

These events bring together between **250-300 senior representatives from an expansive variety of Spanish, British and other international companies**, as well as government representatives and other influential figures from both countries.



MELIÁ BUSINESS BREAKFASTS

In this monthly event series a notable guest speaker from the business or political sphere gives a **briefing on a relevant topic** which is followed by an open discussion with participants.

PATRONS' CLUB

Our Patron Member companies benefit from **exclusive events** such as an annual dinner held at the Spanish Embassy and private drinks receptions with prominent institutional figures, including those from both the Spanish and British Governments.

SECTOR-SPECIFIC FORUMS, SEMINARS AND THE ELEVATOR PITCH

These popular events cover a variety of topics and allow companies to engage in a dialogue and share insight into their sectors, as well as providing valuable networking opportunities.

REGIONAL EVENTS

These events are held in major cities both across the UK and in Spain with the objective of exposing and **promoting the opportunities for trade and investment** for both Spanish and British companies in that region (often specific to a particular sector).

INFORMAL NETWORKING EVENTS AND THE NEW MEMBERS' DRINKS RECEPTION

These more relaxed events allow for informal networking and introductions to the Chamber's team and membership network.

SPORTS TOURNAMENTS

Normally, each summer the Chamber organises a **charity sports tournament**. This event always provides a great opportunity for participants to meet and connect with fellow Members and the other companies represented while having fun.

EVENTS WITH OTHER CHAMBERS OF COMMERCE

Each year we additionally offer our Members the opportunity **to meet with Members from other International Chambers of Commerce** based in the UK as well as with regional British Chambers of Commerce.

BILATERAL TRADE

Following the **end of the Brexit transition period**, conducting bilateral trade with the United Kingdom presented new challenges. **Relying on the Spanish Chamber of Commerce in the UK will continue to be essential** for many companies.

We are here to help. Both Member and non-Member companies can benefit from the variety of services which are provided with the aim of **improving bilateral trade relations** between the two countries.

FIND A COMMERCIAL CONTACT

The Chamber can compile **lists of company contacts** by filtering the information according to the desired business sector, enabling you to discover potential new clients.

ACCESS TO NEW MARKETS

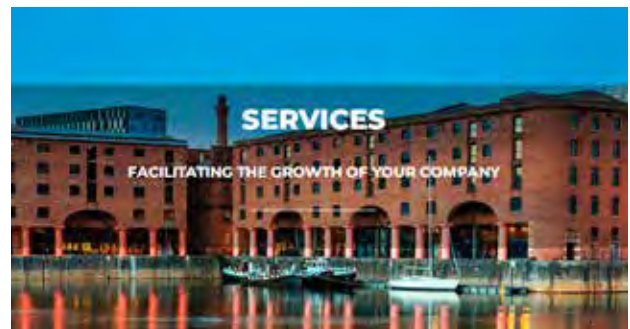
Commercial presentations aim to provide a market overview by presenting the products of the contracting business to potential new customers or partners, facilitating the establishment and integration of the company into the target market.

DEFINE YOUR MARKET

Our team can offer comprehensive market reports which provide a detailed explanation and analysis of the British market.



The Chamber can arrange face-to-face or virtual **meetings with potential clients** for those companies willing to increase their export numbers towards any of the markets covered.



Moreover, the Foreign Trade department of the Chamber organises **trade missions** with the objective of increasing the exports of local products. These aim to promote commercial relations for companies by presenting their products and looking for distributors.

Aiming to promote the existing possibilities for both Spanish and British companies in both markets, we organise a series of **introductory sessions in which we present business opportunities in Spain and the UK** and explain the differences in approaching both markets as well as the ways in which the Chamber can provide support.

In addition, being aware of the existing difficulties, risks and other unknown elements to be considered when trading with other countries including Spain, the Spanish Chamber of Commerce publishes monthly **Trade Tips**, which are short videos that explain a different, pertinent topic in order to increase your knowledge of the market.

COMMUNICATION TOOLS

The Spanish Chamber of Commerce in the UK offers a variety of tools to help you **increase your brand or product visibility**. We can provide the perfect advertising package for your products and services.

We encourage you to have a browse through our communications tools:

WEBSITE AND BLOG

In 2022, our website received over **86,000** page views.

Our blog receives in excess of **2500 visits per year** and provides **a source of information about our recent developments, past and upcoming events**. Our Patrons and Benefactor Members can publish up to two entries per year on our blog free of charge.

NEWSLETTER

Our newsletter publication is a fortnightly electronic bulletin providing **key information** about the Chamber's news and upcoming events, new Members' announcements, notices about our Members' events and Member to Member offers. It reaches over **3,000** contacts from a wide range of business sectors, both in the UK and Spain.

Our Patrons and Benefactor Members can publish an advert each year in our newsletter free of charge.

SOCIAL MEDIA

The Chamber actively runs Twitter and LinkedIn accounts with **more than 9,000 combined followers**. We publish relevant news as well as promotions and events from our Members.

YOUTUBE CHANNEL

All the recordings of our **webinars and recap videos** of events can be found on our YouTube channel. Each year, our videos receive more than **2,000** views!

ANNUAL REPORT

Our 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 in print, with copies being sent to all of our Members as well as distributed at all of our events, meetings and at our central London office.




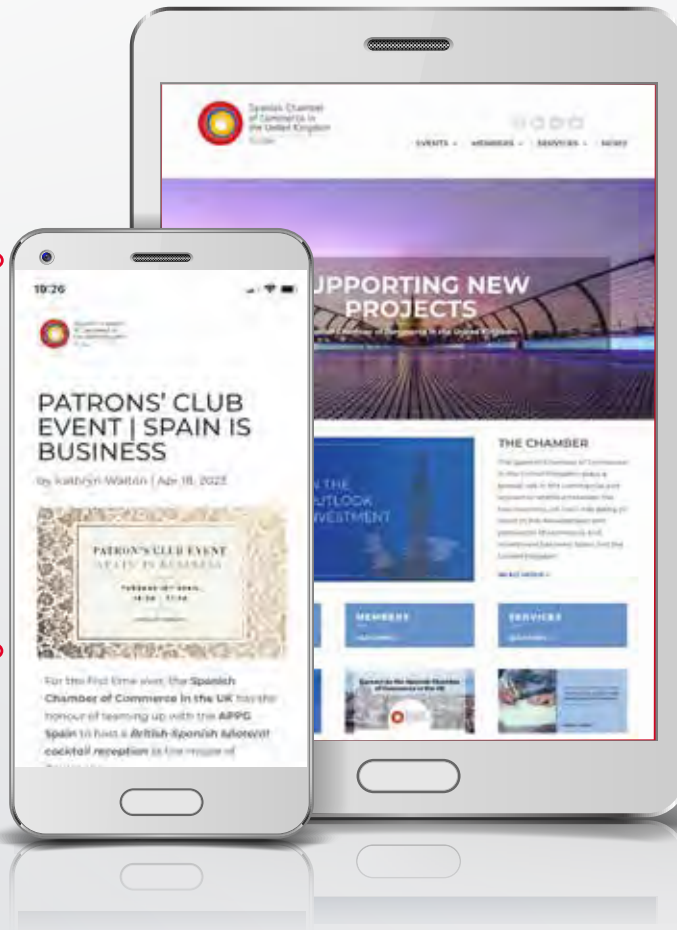
CUSTOMISED EVENTS


Many of the events we organise every year are held **in collaboration with Member companies** who take the opportunity to give prominence to their expertise, venue, services and products.


 +3,200 followers
+8,500 tweets

25 newsletters
Released in 2022
+2,137
Newsletter subscribers

 +565 posts
On our blog



 +155 videos
On our YouTube channel
+2,445 views in 2022

 +6,534 followers
1,384 more than 2021
+245 entries



MEMBERS' BLOG POSTS

We offer our Members the possibility to feature in the Chamber's blog, to gain as much visibility as possible.



BREXIT EXPORTACIÓN DE BIENES ESPAÑA – REINO UNIDO BY **SCORNIK GERSTEIN LLP**



EMPLOYMENT TIP BREXIT – CAN SPANISH CITIZENS WORK IN THE UK AFTER BREXIT BY **THE SPANISH CHAMBER OF COMMERCE**



DOCUMENT AUTOMATION REDUCES PAPER USE FOR A CLEANER PLANET BY **BIGLE LEGAL**



BREXIT'S ECONOMIC AND LEGAL PERSPECTIVES IN 2022 AT THE MADRID LAW SOCIETY BY **SCORNIK GERSTEIN LLP**



BREXIT - EL IVA EN EL COMERCIO ELECTRÓNICO (ESPAÑA- REINO UNIDO) BY **SCORNIK GERSTEIN LLP**



PENSION SCHEMES – THE TAX GIVEAWAY BY **ST JAMES' PLACE WEALTH MANAGEMENT**



THE SURINDER SINGH ROUTE REUNITING EU FAMILY MEMBERS IN THE UK BY 29 MARCH 2022 BY **GIAMBRONE & PARTNERS LLP**



CROSS-BORDER WILLS, PROBATE, TRUSTS AND TAX: VITAL CONSIDERATIONS FOR BRITISH CITIZENS LIVING IN ITALY, SPAIN AND PORTUGAL BY **GIAMBRONE & PARTNERS LLP**



CROSS-BORDER DISPUTES REQUIRE COMPREHENSIVE CROSS-BORDER LEGAL EXPERTISE AS WELL AS CULTURAL KNOWLEDGE TO READ THE SIGNS IN NEGOTIATION BY **GIAMBRONE & PARTNERS LLP**



AS ONE VISA ROUTE CLOSES OTHERS OPEN – THE NEW RANGE OF UK VISAS BY **GIAMBRONE & PARTNERS LLP**



MOBILISE SME MOBILITY EXCHANGE PROGRAMME BY **THE SPANISH CHAMBER OF COMMERCE IN BELGIUM AND LUXEMBOURG**



TÉRMINOS DE COMERCIO INTERNACIONAL (INCOTERMS) BY **SCORNIK GERSTEIN LLP**



WOMEN IN STEM - CHALLENGES AND OPPORTUNITIES BY **DIVERSITAS INSTITUTE**



REFLECTIONS ON INTERNATIONAL WOMEN'S DAY – THE ROLE OF FEMALE LEADERS POST-PANDEMIC BY **HAUSFELD**



AVOID LEGAL CONTINGENCIES IN YOUR COMPANY THANKS TO CLM BY **BIGLE LEGAL**



NEW POWERS FOR COMPANIES HOUSE SWEEPING IN TO OVERSEE BRITISH AND OVERSEAS BUSINESS ENTITIES BY **GIAMBRONE & PARTNERS LLP**



GUIDANCE ON PUBLIC TENDERS IN SPAIN BY **GIAMBRONE & PARTNERS LLP**



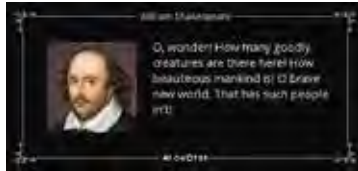
REINO UNIDO PRESENTA UN PROYECTO DE LEY PARA MODIFICAR UNILATERALMENTE EL PROTOCOLO DE IRLANDA DEL NORTE BY **SCORNIK GERSTEIN LLP**



NEW IMMIGRATION RULES FOR SKILLED WORKER VISAS BY **QUALITY LANGUAGES LTD**



WORLD TOURISM DAY BY **TOUR SPAIN**



ENGLISH LANGUAGE & SPANISH LANGUAGE DAY – 23RD APRIL 2022 BY **QUALITY SPANISH TRANSLATIONS**



THE CORPORATE GOVERNANCE STRUCTURE OF COMPANIES INCORPORATED IN SPAIN BY **SCORNIK GERSTEIN LLP**



HAVE YOU HAD AN ACCIDENT ABROAD DUE TO AN UNSAFE BUILDING? YOU MAY NEED A LOCAL STANDARDS REPORT BY **GIAMBRONE & PARTNERS LLP**



CLIMATRADE JOINS CHAMBER OF COMMERCE TO SUPPORT THE DECARBONISATION OF SPANISH COMPANIES OPERATING IN THE UK BY **CLIMATE TRADE**



SCORNIK GERSTEIN LLP HAS OPENED A NEW OFFICE IN SOTOGRANDE BY **SCORNIK GERSTEIN LLP**



BREXIT & BUSINESS INTERNATIONAL DATA TRANSFER BY **SCORNIK GERSTEIN LLP**



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Spanish Chamber
of Commerce in
the United Kingdom



XIANA MÉNDEZ, SPANISH TRADE MINISTER,
AT THE PRESENTATION OF THE IV BAROMETER, 2022

BECOME A MEMBER

We offer **three categories** of membership which are suited to different companies' requirements. Association with the Chamber provides a series of general benefits for all Members while there are **exclusive advantages** for each of the superior membership categories.

The categories of membership with the Spanish Chamber of Commerce in the UK are as follows:

CORPORATE

This category is suitable for companies that:

- Are interested in expanding their contact network.
- Wish to enhance their visibility in the British-Spanish business community.

BENEFACTOR

This category is ideal for companies that:

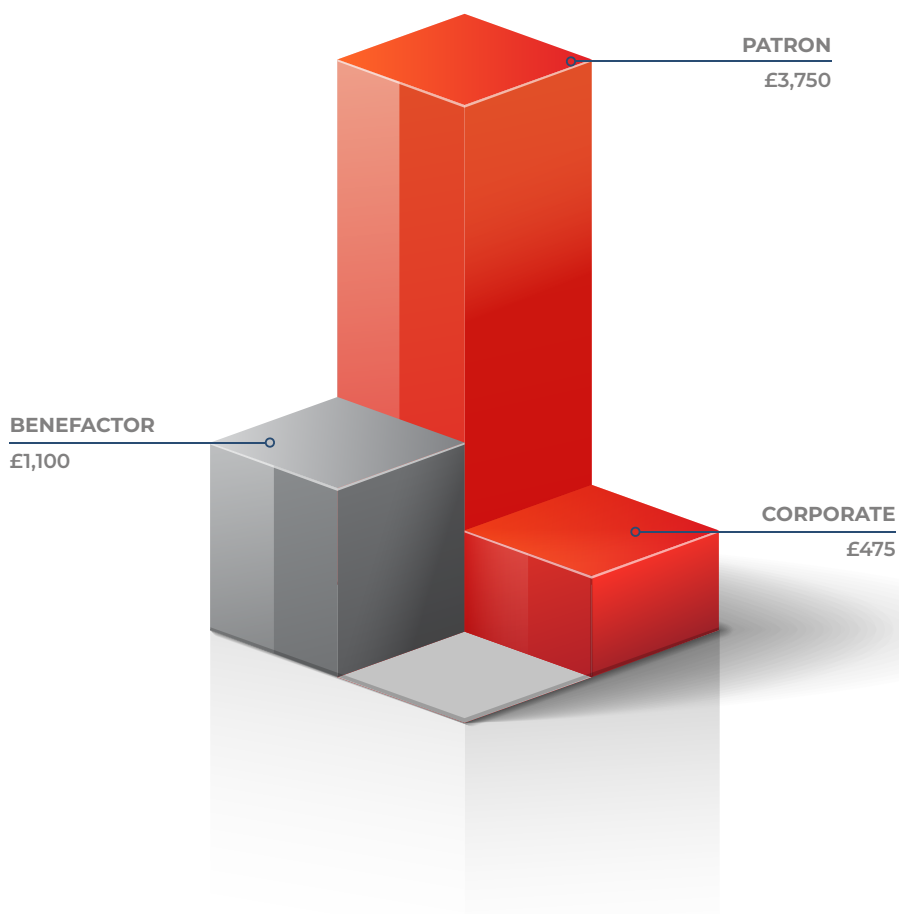
- Are larger SMEs.
- Wish to upgrade their membership and sample some of the benefits enjoyed by our Patron Members.

PATRON

This category is appropriate for companies that:

- Are large or multinational companies.
- Wish to use their membership to benefit from greater institutional visibility.

2023 MEMBERSHIP FEES

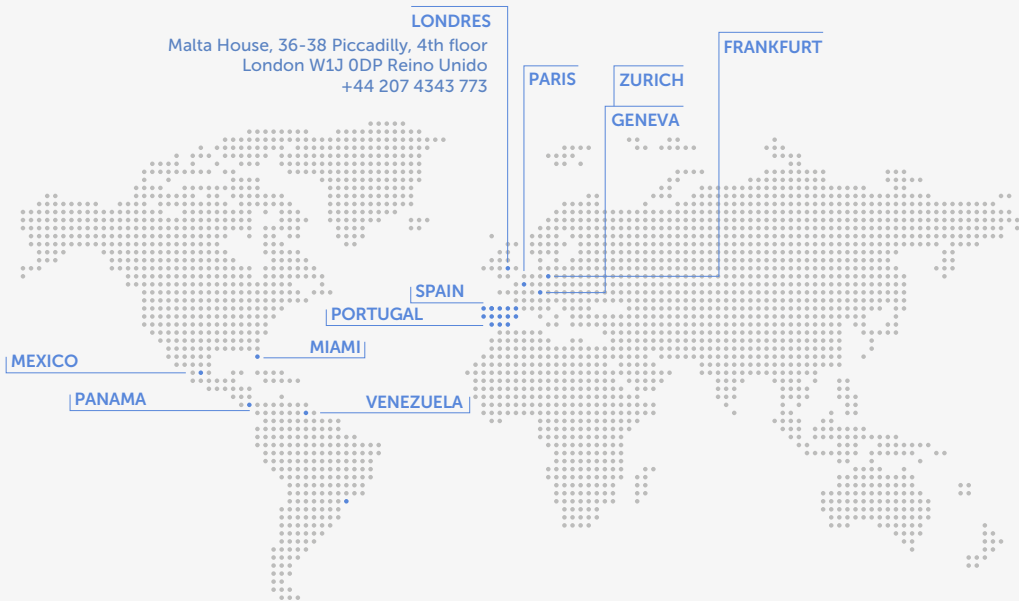


FIND OUT WHICH MEMBERSHIP CATEGORY MIGHT BEST SUIT YOUR COMPANY:

	CORPORATE	BENEFACTOR	PATRON
Member profile and logo displayed on our website	●	●	●
Invitation to company events associated with the Chamber	●	●	●
Access to exclusive offers via the private Members' area of our website	●	●	●
The opportunity to publicise promotions, events or job vacancies via our various communication channels	●	●	●
Invitation to the Chamber's networking events. The majority are free of charge for Members.	●	●	●
Discounts for all of the Chamber's services and advertising packages	●	●	●
Special announcement in the Chamber's newsletter, blog and social media channels to inform our contact network of new Members	●	●	●
Complementary use of our meeting room (5 hours annually for Benefactors, 10 for Patrons)	●	●	●
Priority for organising events in collaboration with the Chamber	●	●	●
1 x Complementary advert in our fortnightly newsletter	●	●	●
2 x Complementary blog articles published about your company upon becoming a Member of the Chamber	●	●	●
Logo publicised in our newsletter and website, hyperlinked to the company's own website	●	●	●
Company name included in all of our marketing materials (email signatures, corporate documents, photocalls and on menus and screens displayed at corporate events)	●	●	●
Silver placard with the company name displayed at the entrance of the Chamber's office block	●	●	●
Invitation to the Annual Patrons' Dinner held at the Spanish Embassy	●	●	●
Priority when receiving invitations for events organised in collaboration with other institutions and Chambers of Commerce	●	●	●
Priority invitation to sectorial forum events (subject to availability)	●	●	●
Priority for sponsorship of Chamber events	●	●	●

Being greater is not about reaching further but making you feel closer

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make you feel close.

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PETER WALLBRIDGE (ENOTRIA WINES), RONGRONG HUO (MODERATOR),
ANDREA CEREZO (RAVENTOS CODORNIU), ADRIANNA CATENA (CATENA WINES), 2022

BUSINESS CENTRE

You can hire the boardroom of our central London office to hold a meeting or event. Our facilities are offered to help you expand your business operations, whether you need a desk for a day or if you are searching for a small office, or simply an office address to receive post in the UK.

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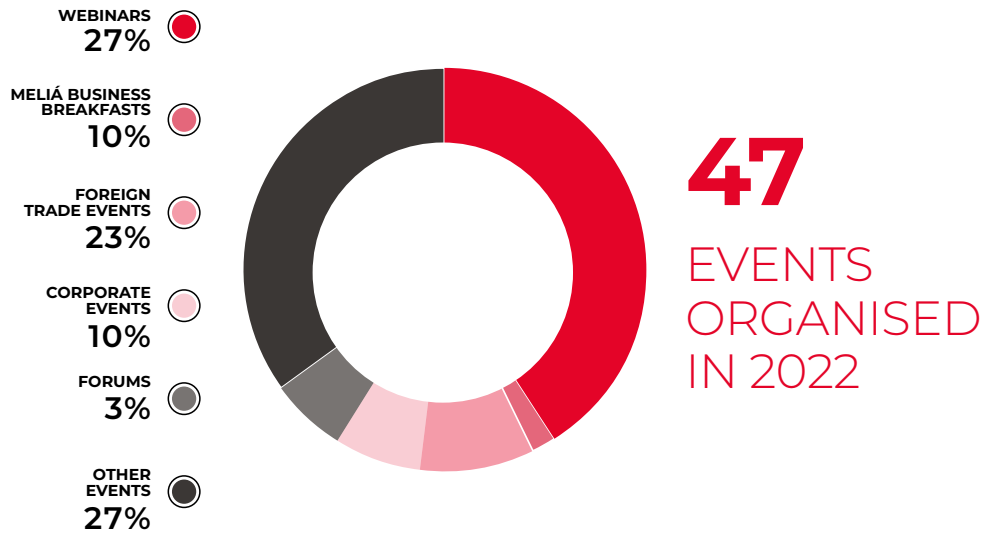


IV BAROMETER ON THE CLIMATE AND OUTLOOK FOR SPANISH INVESTMENT IN THE UK, 2022

ANNUAL REPORT 2022

EVENTS

Each year the Spanish Chamber of Commerce in the UK organises a wide range of events that support the expansion of its network of both Member and Non-Member companies in the UK and in Spain: we do this in accordance with our principal goal of promoting the commercial partnerships between the two countries.



+2,121
GUESTS WELCOMED

+192
COMPANIES TOOK PART AT OUR EVENTS

+2
NEW SERIES OF EVENTS LAUNCHED IN 2022

SPONSOR COMPANIES OF 2022 CORPORATE EVENTS





2022 EVENTS

JAN

14

WORKSHOP
Making the Most of your Spanish Chamber Membership

18

WEBINAR
CFFC Event: In conversation with Mike Freer MP, UK Minister for Exports

26

MELIÁ BUSINESS BREAKFAST
Kevin Foster MP, Minister for Future Borders and Immigration

FEB

8

FOREIGN TRADE
Jornada País A Coruña

8

FOREIGN TRADE
Jornada País Valencia

10

IN-PERSON EVENT
Elevator Pitch!

15

WEBINAR
Is a B2B culture necessary?

15

CIAC WEBINAR
In conversation with Jonathan Knott, HM's Trade Commissioner to Latin America & the Caribbean

22

WEBINAR
It's crunch time to get the most from this year's tax allowances

22

FOREIGN TRADE
Jornada País Navarra

23

MELIÁ BUSINESS BREAKFAST
Paul Scully MP, Minister for Small Businesses, Consumers and Labour Markets

25

IN-PERSON PANEL DISCUSSION
Sustainable Tourism in the Post-Covid era: The Perspective of Spanish and Scottish Businesses

MAR

8

WEBINAR
Artificial Intelligence: New Trends and Using it for Business

10

FOREIGN TRADE
Jornada País Huesca

18

WORKSHOP
Making the Most of your Spanish Chamber Membership

23

SEMINAR
Moving to the UK: Tackling the Common Legal and Tax Issues

24

MELIÁ BUSINESS BREAKFAST
John Glen MP, Economic Secretary to the Treasury

24

PATRONS' EVENT
Annual Patrons' Dinner

30

FOREIGN TRADE
British Footwear Association

APR

5

IN-PERSON EVENT
New Members' Drinks Reception

12

NETWORKING EVENT
International Wine, Beer & Spirit Tasting

20

IN-PERSON PANEL DISCUSSION
Women who Inspire: Journalists

21

WEBINAR
Spain and the UK - United by Golf!

26

WEBINAR
UK Immigration and Hiring Overseas Talent

MAY

17

MELIÁ BUSINESS LUNCH
Ranil Jayawardena MP, Minister for International Trade

20

WORKSHOP
Making the Most of your Spanish Chamber Membership

25

WORKING GROUP SESSION
BEIS and Spanish Companies in the UK: A Round Table Discussion



JUN

8
WORKSHOP
Salud Mental en el Entorno Laboral: ¿Por qué importa?

16
IN-PERSON EVENT
Elevator Pitch!

29
CORPORATE EVENT
135th Annual General Meeting and Dinner

JULY

5
HR FORUM
The Role of HR in getting more Women into the C-Suite

29
WORKSHOP
Making the Most of your Spanish Chamber Membership

SEP

15
SEMINAR
Financiaciones no bancarias y por qué son la mejor alternativa para financiar el crecimiento

21
NETWORKING EVENT
Spain, Argentina and the UK: Business and Trade Scenarios

27
PATRONS' CLUB EVENT
Spain in the current geostrategic environment

30
WORKSHOP
Making the Most of your Spanish Chamber Membership

OCT

5
VIRTUAL PANEL
Financing the Transition to Net-Zero: Delivering on Glasgow ahead of COP 27

17
CORPORATE EVENT
Annual Golden Award 2022

26
WEBINAR
Canary Islands: The best EU Tax Incentives you should know as a Chartered Accountant

NOV

2
WEBINAR
Transparent Decarbonisation for Maximum Climate Impact

16
CORPORATE EVENT
IV Barometer on the Climate and Outlook for Spanish Investment in the UK

21
CORPORATE EVENT:
135th Anniversary Royal Gala Dinner

27
NETWORKING EVENT
¡Vamos España! Spain vs Germany VIP Networking Event

30
FOREIGN TRADE
Jornada País Madrid

DEC

7
WEBINAR
Cómo traer personal al Reino Unido después del Brexit

8
WEBINAR
Registering as an Overseas Entity in the UK

13
WEBINAR
Business Opportunities in Spain and the Canary Islands

REFERENCES

- WEBINARS
- MELIÁ BUSINESS BREAKFASTS
- FOREIGN TRADE
- CORPORATE
- FORUMS
- OTHER EVENTS

● WEBINARS
27%

● FOREIGN TRADE EVENTS
23%

● FORUMS
3%

● MELIÁ BUSINESS BREAKFASTS
19%

● CORPORATE EVENTS
10%

● OTHER EVENTS
27%

+47
EVENTS

STATISTICS

CORPORATE EVENTS

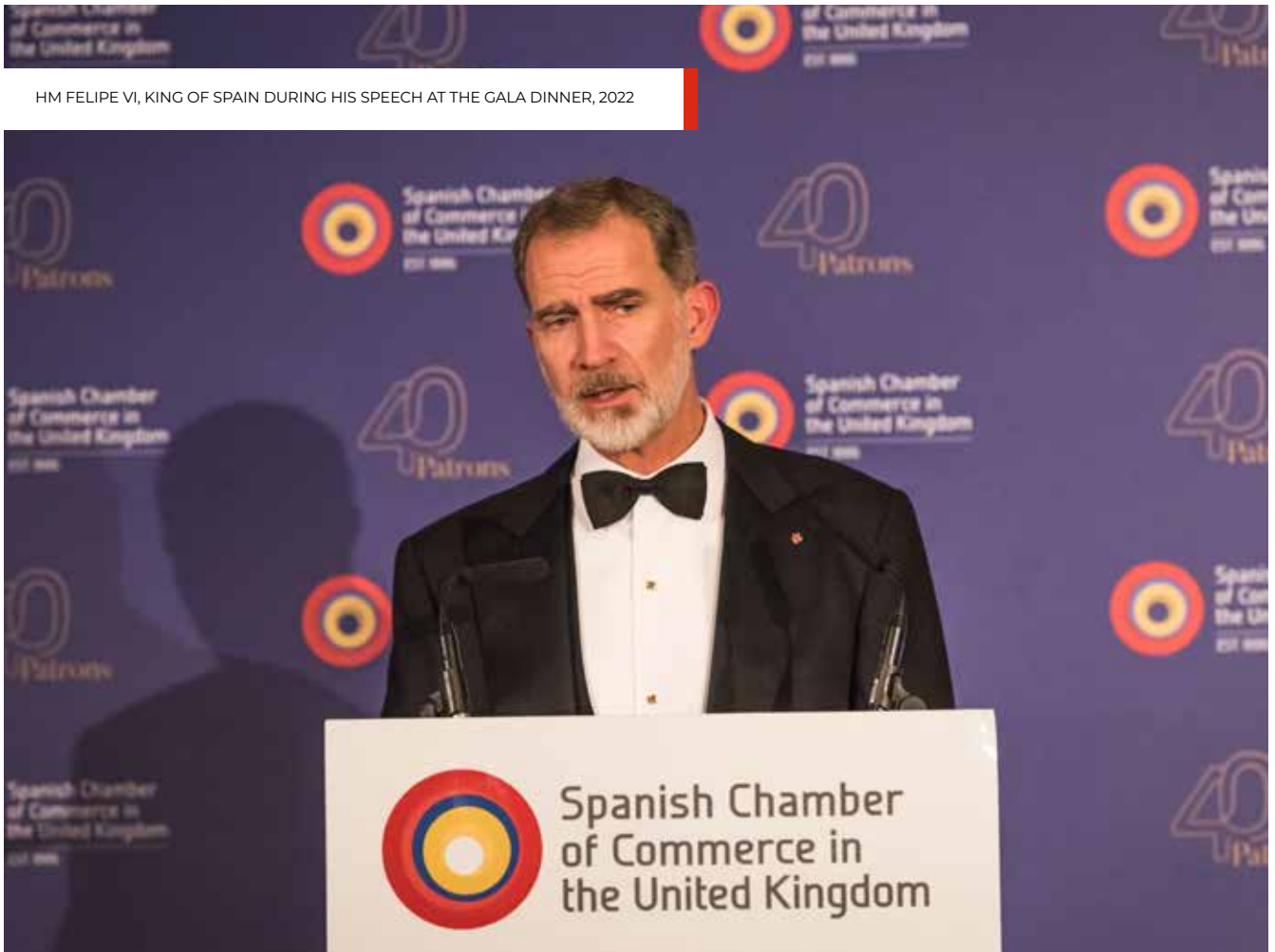
135TH ANNIVERSARY ROYAL GALA DINNER

To commemorate the **Spanish Chamber of Commerce's 135th Anniversary**, a memorable and unforgettable Gala Dinner was held at the renowned Landmark Hotel. The historical significance of this evening was marked by the attendance of **HM Felipe VI, King of Spain**, as our Guest of Honour.

This remarkable Gala Dinner brought many companies and institutions together to celebrate the strong bilateral ties that have been forged between our two nations for well over a century. With 500 guests and many notable attendees, this event constituted the largest British-Spanish business gathering for a number of decades.

During his speech, **His Majesty the King** noted that “the Spanish Chamber of Commerce in the UK has helped to promote the best interest of the economic relationships between our nations, the long history of this Chamber teaches us that good principles and goodwill are essential to overcome most obstacles.”

This sentiment was shared by **Chamber President Eduardo Barrachina**, who maintained that: “we have built so many bonds together that I believe that very few countries in Europe would understand the UK better than Spain. For all our long history together, the commercial relationship between Spain and the UK has never been more valuable.”



HM FELIPE VI, KING OF SPAIN DURING HIS SPEECH AT THE GALA DINNER, 2022



THE SPANISH CHAMBER OF COMMERCE HAS HELPED IN THE UK TO PROMOTE THE BEST INTEREST OF THE ECONOMIC RELATIONSHIPS BETWEEN OUR NATIONS, THE LONG HISTORY OF THIS CHAMBER TEACHES US THAT GOOD PRINCIPLES AND GOODWILL ARE ESSENTIAL TO OVERCOME MOST OBSTACLES.

The 135th Anniversary Gala constituted a helpful reminder that the UK remains the second destination for Spanish investment and that Spain is one of the **leading countries investing in the British market**. This sentiment was further expressed during His Majesty's speech, stating, "many events have taken place over these 135 years, some of them indeed very difficult, many others hopeful and successful, it is undeniable that during all that time both our countries have traded and invested in each other."

The Gala Dinner was a fantastic gathering of Spanish businesses in the UK and included all trade sectors: financial services, telecommunications, insurance, construction, energy, hospitality, legal services, sports, infrastructures, SMEs, and more.

This event brought hundreds of people, institutions, and companies together with our Patrons and Members. From the largest Spanish companies to SMEs, this evening was an eloquent reminder of the contribution that many Spanish companies make to the British economy and the close trade ties between both countries.

Of course, this evening would not have been possible without the help of our kind sponsors: Chamber Patrons **Bodegas Marqués de Cáceres** and **Raventós Codorníu**, as well as Benefactors **Mahou San Miguel**, **Estrella Galicia**, and Member **COVAP**.

Chamber Member **Brandlond** was responsible for creating the wonderful design used to commemorate our 40 Patrons' announcement, and Chamber Member **Hispania Restaurants Ltd** provided outstanding catering.

We would like to extend our thanks to **Abadía Retuerta**, **Alimentos de Extremadura**, **Enotria Winecellars Ltd**, and **Ramón Bilbao** for their kind sponsorship of our event.



HM FELIPE VI, KING OF SPAIN GREETING GREG HANDS MP, NOW CHAIRMAN OF THE CONSERVATIVE PARTY, IN THE PRESENCE OF DISTINGUISHED GUESTS FROM THE BRITISH GOVERNMENT AND CIVIL SOCIETY, 2022



OFFICIAL PICTURE OF HM FELIPE VI, KING OF SPAIN WITH THE BOARD OF THE SPANISH CHAMBER OF COMMERCE, 2022



MAPFRE CORPORATE TABLE, PATRONS OF THE CHAMBER, 2022



BLANCA CANO (SPANISH EMBASSY) , CRISTINA GINÉS (SENER), JUAN CARLOS MACHUCA (URÍA MENÉNDEZ), RAQUEL BARRERA (DIVERSITAS INSTITUTE), AND SILVIA HOLGADO (BBVA) ATTENDING THE GALA DINNER, 2022



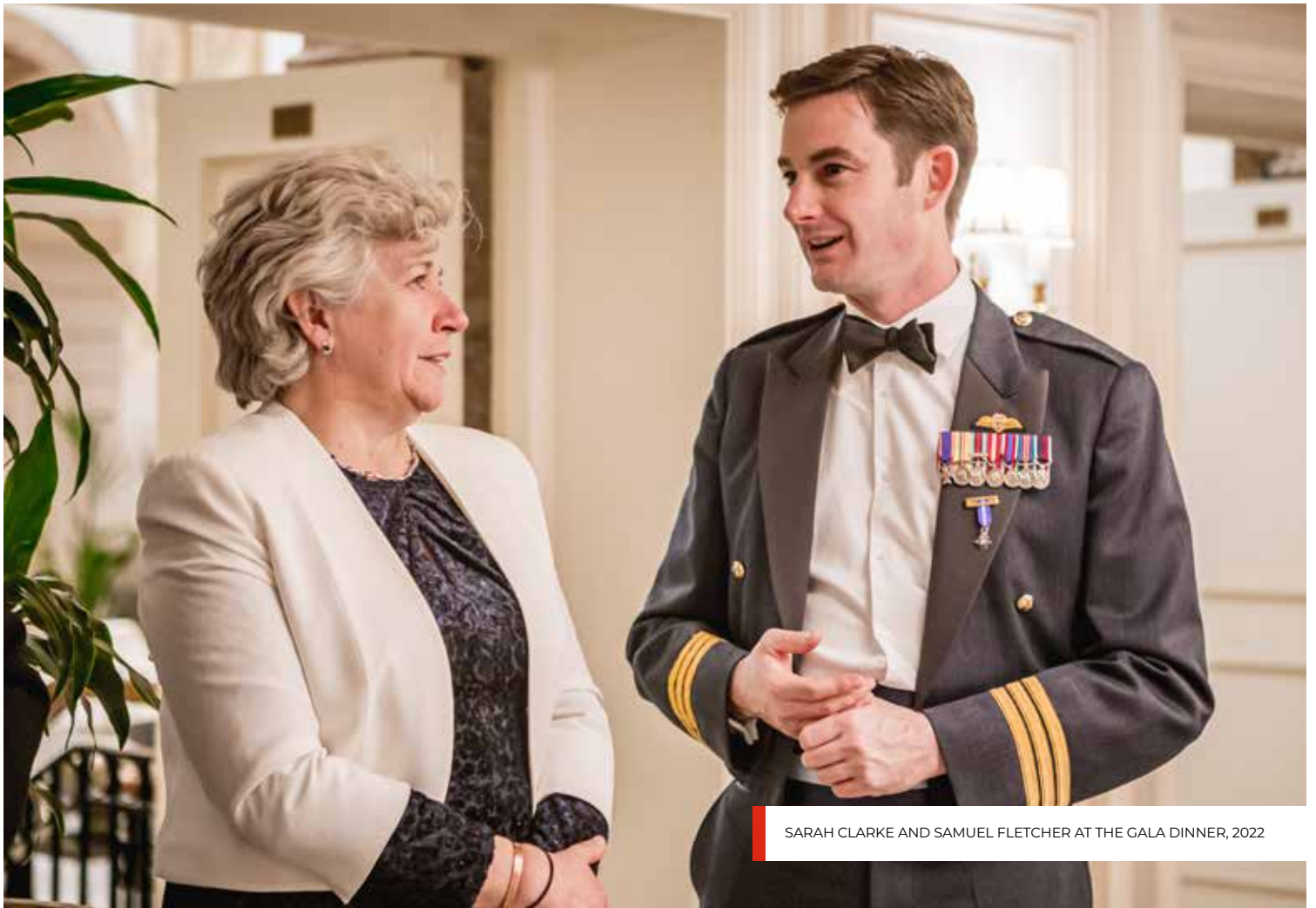
BBVA CORPORATE TABLE, PATRONS OF THE CHAMBER, 2022



LORD KINNOULL, SIR CHRIS BRYANT, LORD BRIDGES OF HEADLEY, AND LORD PARKINSON OF WHITLEY BAY, 2022



TELEFÓNICA CORPORATE TABLE, PATRONS OF THE CHAMBER, 2022



SARAH CLARKE AND SAMUEL FLETCHER AT THE GALA DINNER, 2022



THE LORD SPEAKER TOASTING HM FELIPE VI, KING OF SPAIN, 2022



HM FELIPE VI, KING OF SPAIN GREETING THE ATTENDEES, 2022



HM FELIPE VI, KING OF SPAIN GREETING KARL GOOSE (FERROVIAL) IN THE PRESENCE OF CARLOS DE PALACIO (TALGO), RICARDO DOMÍNGUEZ (NAVANTIA), 2022



PÉREZ LLORCA CORPORATE TABLE, 2022



HM FELIPE VI, KING OF SPAIN, RECEIVING THE CHAMBER'S 135TH ANNIVERSARY BOOK, 2022



HM FELIPE VI, KING OF SPAIN, GREETING REBECCA WALL (SPANISH CHAMBER), 2022



KEEGAN PIERCE (LALIGA), EDUARDO BARRACHINA, AND CRISTINA GINÉS AT THE GALA DINNER, 2022



THE CHAMBER'S TEAM AT THE GALA DINNER, 2022



EMBASSY PERSONNEL AT THE GALA DINNER, 2022



HM FELIPE VI, KING OF SPAIN GREETING KATHRYN WALTON IN THE PRESENCE OF TOM NEWMAN (SPANISH CHAMBER), 2022



JAIME USCOLA (SANTANDER), CARLOS HAZAS DE OÑATE (SANTANDER) AND JOSÉ MARÍA ROBLES FRAGA (SPANISH EMBASSY) AT THE GALA DINNER, 2022



MEMBERS AND PATRONS OF THE CHAMBER
AT THE ROYAL GALA DINNER



OFFICIAL SPANISH CHAMBER OF COMMERCE 135TH ANNIVERSARY BOOKS, 2022

THE 135TH ANNUAL GENERAL MEETING (AGM)

The **Annual General Meeting** is one of the Chamber's most important events, during which our Members have the opportunity to review the activity and financial performance of the institution.

The 135th edition of our AGM was held at Carpenters' Hall in the City to celebrate the Chamber's first in-person AGM since 2019. The event was led by **Mr. José María Fernández López de Turiso**, Deputy head of Mission, Mr. Eduardo Barrachina, President of the Chamber, **Ms. Gabriela Martínez de Aragón** (CAIXABANK) as Treasurer, Inmaculada Riera from Cámara de España, and **Mr. Álvaro Nadal**, Head of the Economic and Commercial Office at the Embassy of Spain in the UK, who were joined by some of the Chambers Patrons, Benefactors, and Members.

The attendees included executives from the Spanish-Business community, such as **ACCIONA, CaixaBank, Santander, Banco Sabadell, Scottish Power, Telefónica, Cellnex UK, Exolum, Ferrovial, FCC Construcción, Meliá Hotels International, Dragados SA, Repsol, NTT DATA Services, and MAPFRE. The General Director of the Cámara de Comercio de España, Ms. Inmaculada Riera**, was also present.

This year, we were particularly thrilled and grateful that **the Rt Hon Kwasi Kwarteng MP, Secretary of State for the Department for Business, Energy and Industrial Strategy (BEIS)**, kindly accepted our invitation to be our Guest of Honour on this special occasion.

Following the opening of the 135th AGM, Mr. Eduardo Barrachina, President of the Chamber

consolidated the importance of the continuation and commitment of British-Spanish business relations, declaring that "the UK's departure from the EU is already past and even though we still have issues to fix, Spanish companies are here to stay. We traded before the UK was in the EU and we will continue to do so now. So, the only B-word I will be using is business, business, and more business".

The President's words were further reiterated by the Secretary of State, highlighting "Business is the only B-word we should be thinking about, and I think that represents a huge opportunity for us going forward in developing our relationship", making references to the "formidable and immensely impressive impact" that Spanish companies are making in the UK.

During the event, **Ms. Raquel Barrera**, Director of the Chamber also explained the Chamber's first ever "Social Commitments" with regards to **Equity, Diversity and Inclusion (EDI)** in the workplace.

Our special thanks go to the companies that provided institutional support with corporate tables: **BBVA, Cellnex, Dragados, Exolum, Ferrovial, Garrigues, Linklaters, MAPFRE, Meliá White House, NTT Data, Santander, Telefónica, Uría Menéndez, and White & Case LLP.**

This event was kindly sponsored by Chamber Patron **Raventós Codorníu**, Benefactor **Hijos de Rivera**, and Members **The Ojos Foods, Hispania Restaurants Ltd**, as well as **ARTURO SÁNCHEZ.**



THE UK'S DEPARTURE FROM THE EU IS ALREADY PAST AND EVEN THOUGH WE STILL HAVE ISSUES TO FIX, SPANISH COMPANIES ARE HERE TO STAY.



GUESTS ATTENDING THE AGM DINNER, 2022



GUEST OF HONOUR, KWASI KWARTENG MP, SECRETARY OF STATE FOR BEIS, ADDRESSING ATTENDEES AT THE ANNUAL GENERAL MEETING, 2022



KWASI KWARTENG MP, SPEAKING TO NACHO CASAJUS (EXOLUM) AND EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER, AT THE AGM RECEPTION, 2022



OFFICIAL PICTURE OF THE BOARD OF THE SPANISH CHAMBER WITH GUEST OF HONOUR KWASI KWARTENG MP AT THE AGM RECEPTION, 2022



JOSÉ MARÍA FERNÁNDEZ LÓPEZ DE TURISO, DEPUTY HEAD OF MISSION, CHAIRING THE ANNUAL GENERAL MEETING, 2022

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

On Wednesday the 16th of November 2022 the Spanish Embassy in London hosted the presentation of the fourth edition of the Barometer on the Climate and Outlook for Spanish Investment in the UK.

This year's bilateral event, executed by **Analistas Financieros Internacionales (AFI)**, saw the **Spanish Chamber of Commerce in the UK** collaborate once again with its long-standing partner, the **Department for International Trade (DIT)**.

This year's Barometer examined trade relations between Spain and the UK and the state of investment of Spanish companies in the UK over the course of the 2021-22 period. Representatives from investment banks, large utilities companies, and government officials were welcomed to share their insights on the contributions that Spanish companies are making in various sectors of the British economy.

Institutional welcomes were given by **H.E. the Ambassador of Spain, Mr. José Pascual Marco** and **Mr. Eduardo Barrachina**, President of the Chamber. In his opening statements, Mr. Barrachina emphasised the strong relationship the two countries have fostered over many years, noting that "one of the ways nations can improve their economic outlook is through better investment and trade relations." He added that "the UK has historically been considered one of the most important destinations for Spanish investment."

Introductory remarks were followed by a brief presentation of the bilateral and economic relations between Spain and the UK by **Ms. Xiana Méndez, Spanish Trade Minister**.

Ms. Méndez underlined the recovery of Spanish exports to the UK following the pandemic as an encouraging trend for both Spanish and British business. Alongside this, an overview of the British Economic Outlook was provided by **the Rt Hon Greg Hands MP, UK Trade Minister**.

Panel discussions were preceded by a briefing on the key findings of the IV Barometer on Spanish Investment imparted by **José Manuel Amor Alameda**, Partner at Analistas Financieros Internacionales (AFI). Mr. Amor Alameda observed that "the UK currently ranks as the top destination for Spanish FDI, having received more than €155bn of Spanish investment flows in the last thirty years. This shows the strategic nature of the British market for Spanish firms."

He highlighted that "over half of the Spanish firms consulted expected their UK turnover and headcounts to increase in 2023, and 43% were planning to increase their investments in the UK next year."

Three panel discussions were held throughout the course of the morning with analysis focusing on the impact of investment, including transaction cost analyses, views on the British market, and energy, by experts in their respective fields. All three exchanges were convened by **Peter Foster**, Public Policy Editor at the **Financial Times**, to whom we owe our sincere thanks for his superb moderation of each round table discussion.

Our first panel discussion welcomed the views of expert panellists' **Anselmo Andrade** from Patron **BBVA**, **Karl Goose** from Patron **Ferrovial**, and **Alfonso Juan Álvarez Villamarín** from Patron **Cellnex UK**. Panellists offered their reflections on the UK Economy after Brexit, citing the challenges facing business as well as the potential opportunities that are present for investment.

The energy crisis and the net-zero transition in the UK was the second topic of debate which was addressed by **Fernando Navarro** from Patron **White & Case LLP**, **Andrea Lamadrid Iannaco** from Patron **CaixaBank**, and **Hazel Gulliver** from **ScottishPower**.

Finally, **Álvaro Nadal Belda**, Head of the Economic and Commercial Office at the Embassy of Spain in the UK, and **Gus Wiseman**, Deputy Director of Investment Opportunities and Propositions at the DIT, offered their respective stances on the morning's discussions. Mr. Wiseman expressed his sincere optimism for the year ahead, emphasising that "the UK has an incredibly stable regulatory environment which enables international and domestic investors to have confidence in the UK's long-term growth".

The event ended with concluding remarks given by **The Earl of Kinnoull**, Chair of the **EU Affairs Policy Committee of the UK House of Lords**.

The Spanish Chamber of Commerce in the UK looks towards 2023 as it continues to foster strong relations between the public and private sectors while promoting the exchange of ideas and solutions.

The event was kindly sponsored by **ABANCA**, **BBVA**, **Sabadell**, **Caixabank**, **Cellnex**, **Exolum**, **Ferrovial**, **Iberdrola**, **Iberia**, **López Landa**, **Navantia UK**, **Santander**, **Seat**, **Uría Menéndez**, and **White&Case**.





JORDI LAGUARDA, H.E. THE AMBASSADOR OF SPAIN, MR. JOSÉ PASCUAL MARCO, GREG HANDS MP, XIANA MÉNDEZ, AND EDUARDO BARRACHINA, 2022



ANDREA LAMADRID (CAIXABANK), HAZEL GULLIVER (SCOTTISH POWER), AND FERNANDO NAVARRO (WHITE&CASE) DURING THE ROUND TABLE ON THE ENERGY CRISIS AND THE NET ZERO TRANSITION, 2022



PETER FOSTER (FINANCIAL TIMES) MODERATING A ROUND TABLE ON THE UK ECONOMY WITH ANSELMO ANDRADE (BBVA), KARL GOOSE (FERROVIAL), AND ALFONSO ÁLVAREZ (CELLNEX UK), 2022



LORD KINNOULL, CHAIR OF THE EUROPEAN AFFAIRS COMMITTEE, CLOSING THE IV BAROMETER, 2022

ANNUAL GOLDEN AWARD

The Annual Golden Award is one of the principal corporate events organised by the Chamber. The formal networking reception has the objective of **celebrating the performance of a Spanish company whose achievements in the UK market during the previous year have been outstanding** or greatly significant.

This year, this award was granted to **Navantia**, recognising the company's commitment to sustainable and green growth and defence cooperation in the UK. Navantia is a 100% state-owned military shipbuilding company that provides the industrial and technological response to the Government essential naval capabilities for National Defence and Security.

The recognition was received by the President of the company, **Mr. Ricardo Domínguez García-Baquero**, at a reception that was hosted by **H.E the Ambassador of Spain, Mr. José Pascual Marco** at the Spanish Embassy in London.

Upon receiving the award, Mr. Ricardo Domínguez said: "Looking forward, Navantia UK's activities will continue to rely on partnerships with industries across the United Kingdom, both local and national. We look forward to sharing our expertise and experience in the offshore wind market, both through agreements with local industrial partners and by opening local manufacturing premises".

More than 200 representatives from the British and Spanish business sectors gathered to celebrate, alongside representatives from the **Foreign, Commonwealth and Development Office (FCDO)**, the **Department for Business, Energy and Industrial Strategy (BEIS)** and **HM Treasury**.

The event was kindly sponsored by Chamber Patron **Raventós Codorníu**, Benefactor **Victoria Málaga** and Member **Brindisa**.

RICARDO DOMÍNGUEZ, PRESIDENT OF NAVANTIA, RECEIVING THE ANNUAL GOLDEN AWARD FROM H.E. THE AMBASSADOR OF SPAIN, MR. JOSÉ PASCUAL MARCO AND EDUARDO BARRACHINA, PRESIDENT OF THE CHAMBER, 2022





RICARDO DOMÍNGUEZ, PRESIDENT OF NAVANTIA ADDRESSING THE GUESTS AT THE ANNUAL GOLDEN AWARD, 2022

INTERVIEW WITH THE ANNUAL GOLDEN AWARD 2022 WINNER NAVANTIA

We interviewed **Mr. Ricardo Domínguez García-Baquero**, the President of Navantia, to find out more about the company's operations in the UK, and how Navantia has benefited after being presented with the Annual Golden Award 2022 by the Spanish Chamber of Commerce in the UK.

Q: Could you briefly describe Navantia and your presence in the UK?

A: Navantia is a state-owned, strategic company for Spanish Defence. Its areas of specialisation range from **shipbuilding (surface and submarine), to the design and integration of systems with a high technological content** and support for the life cycle and high added value services. In addition, with our Navantia Seanergies brand, we are a global supplier for the development of offshore wind energy and other green energies such as hydrogen.

Navantia UK, a British company, is our **third subsidiary in another country**, together with Navantia Australia and Navantia Arabia. Navantia UK is proof of our commitment with UK growth and prosperity as well as with international collaboration. We have been awarded a contract to **build three Fleet Solid Support (FSS) ships for the Royal Fleet Auxiliary** which we will accomplish with two other UK partners, **Harland & Wolff and BMT**. We also expect to contribute to the UK Net Zero strategy both through shipbuilding and green energies.

Q: What are the visions and values that underline Navantia as a company?

A: Let me summarise them explaining our corporate purpose: Navantia works to build a **safe and sustainable future** thanks to excellence in technology and industrial collaboration.

Navantia, a shipbuilder whose state-of-the-art products have an international reputation, is driven by **digital transformation and sustainability**: With more than 300 years of history, today, Navantia is a company that develops cutting-edge technology (digital twin, 5G, Internet of Things, eco-efficient design, hydrogen technologies) and helps create local industrial ecosystems, innovating and creating highly qualified employment and growth.

Q: What differentiates Navantia from the rest of your competitors?

A: Navantia has a proven track record in industrial collaboration, localisation and Transfer of Technology (ToT). Our experience in **programme management and our shipbuilding technology** is one of the key aspects in the FSS programme. We are a highly technological company with great experience in boosting industrial ecosystems.

Q: Navantia was presented with the 2022 Golden Award by the Spanish Chamber of Commerce in the UK, how has your business benefited from this recognition?

A: It provided us with a significant visibility both in the UK and in Spain, that visibility opens **opportunities to establish future collaborations** with UK companies and reinforces the institutional support to Navantia UK.

“

THE CURRENT SITUATION IN THE UK CAN BE SEEN AS A DOOR TO NEW BUSINESS OPPORTUNITIES. THE UK HAS A VIBRANT ECONOMY AND A VIBRANT SOCIETY AND, FOR SPANISH COMPANIES, IT IS ALSO A LONG TIME FRIEND, PARTNER, AND ALLY.

Q: What strategies have been implemented or are in the works to further Navantia’s commitment to green growth and sustainability?

A: Navantia has an **ESG Strategy to enhance our social and environmental sustainability**, as well as to strengthen our corporate governance. But we are also aware that sustainable growth is not only a challenge but also a huge opportunity for industries in Europe. We are already harnessing that potential in our different areas of business: the more traditional ones, shipbuilding, through eco-design, research or testing of new fuels; and our new areas of business such as green hydrogen or elements for offshore wind farms.

Q: What would you recommend to other companies that want to enter the British market?

A: The current situation in the UK can be seen as a door to new business opportunities. The UK has a vibrant economy and a vibrant society and, for Spanish companies, it is also **a long time friend, partner, and ally**.



RICARDO DOMÍNGUEZ, H.E. THE AMBASSADOR OF SPAIN, MR. JOSÉ PASCUAL MARCO AND EDUARDO BARRACHINA AT THE ANNUAL GOLDEN AWARD, 2022

PATRONS' CLUB EVENTS

ANNUAL PATRONS' DINNER

On the 24th of March 2022, we had the pleasure of celebrating our Annual Patrons' Dinner at the Spanish Embassy in the United Kingdom, following a generous invitation from the **H.E. the Ambassador of Spain, Mr. José Pascual Marco**.

We were accompanied by **Mr. José Luis Bonet**, President of the **Cámara de Comercio de España**, and **Mr. Antonio Garamendi**, President of the **CEOE**, as Guests of Honour.

During his speech, the Ambassador highlighted the relevance of this dinner, stating that it was “the most important night for the Embassy since he became Ambassador in the United Kingdom.” This sentiment was emulated further during a discourse by **Eduardo Barrachina, President of the Chamber**, asserting that “no other institution in the United Kingdom generates the contacts and business opportunities for Spanish-British trade relations as the Chamber does.”

The event was sponsored by our Patron **Marqués de Cáceres** and two of our Benefactor Members **Mahou San Miguel** and **Estrella Galicia**.



SILVIA HOLGADO (BBVA), ELENA MARTÍNEZ LLANO WITH JESÚS FRANCISCO SÁNCHEZ (ONUBAFRUIT), AND JORGE ALCOVER (GOLDMAN SACHS) AT THE RECEPTION OF THE ANNUAL PATRONS' DINNER, 2022



CRISTINA GINÉS (SENER), RAQUEL BARRERA (DIVERSITAS INSTITUTE), JOSÉ ANTONIO OLANO (SOCIÉTÉ GÉNÉRALE), AND CRISTINA SERRANO (BANCO SANTANDER), 2022



JAVIER HERNÁNDEZ (FTI), EDUARDO BARACHINA, AND ALBERTO TRAVERÍA (NATURA BISSÉ), 2022





OFFICIAL PICTURE OF THE PATRONS OF THE CHAMBER AT THE ANNUAL PATRONS' DINNER WITH GUESTS OF HONOUR JOSÉ LUIS BONET, PRESIDENT OF CÁMARA DE ESPAÑA, AND ANTONIO GARAMENDI, PRESIDENT OF CEOE, 2022



THE SPANISH AMBASSADOR TOASTING THE PATRONS OF THE CHAMBER AT THE PATRONS' DINNER, 2022



ALFONSO ÁLVAREZ (CELLNEX UK) AND MIAN LANGELLIER (FCC), 2022



EDUARDO BARRACHINA, INMACULADA RIERA, AND JOSÉ LUIS BONET, 2022



GIAMBRONE
INTERNATIONAL LAW FIRM

Giambrone & Partners is a prominent international law firm with years of experience providing Spanish businesses with first-class legal advice related to commercial issues in both the United Kingdom and Spain. Our experienced lawyers also guide and assist British companies doing business in Spain through our well established offices in Barcelona, Madrid, Gran Canaria and our head office in the United Kingdom.

Our dual-qualified multi-lingual Abogados/Solicitors are well-regarded for their innovative solutions when dealing with complex cross-border legal issues and can guide you through a wide range of commercial situations including business start-up, mergers, share purchase agreements as well as cross-border dispute resolution, enforcement of foreign judgments and debt collection. Our lawyers are well-regarded for their innovative solutions for complex legal issues and are established as trusted advisors to our clients.

More than ever before businesses are functioning in a constantly changing regulatory environment, with overseas businesses subject to even more robust regulation. Giambrone & Partners will keep you informed as changes arise, protecting your interests and ensuring that there are no breaches that could impact on your business. Our clients' best interests are at the heart of all our undertakings.

Wherever you are doing business, in Spain or the United Kingdom, we can support and assist, we understand the law and we understand the culture and have a demonstrable track record of success for our clients.

GLOBAL PERSPECTIVE | LOCAL INSIGHT

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12 Bridewell Place, London
EC4V 6AP, UK



SPAIN IN THE CURRENT GEOSTRATEGIC ENVIRONMENT

We were delighted to welcome the **Exmo. Sr. General de Brigada de Infantería Diplomado de Estado Mayor D. Víctor Bados Nieto**, who gave a timely presentation and shared his invaluable insight regarding Spain's position in the current geostrategic environment.

In the current context of conflicts such as the war in Ukraine and the subsequent political, economic, and strategic consequences that pose a risk to international security, the General's analysis of the **challenges and threats regarding the geopolitical situation in the world today, from a strategic perspective**, proved both timely and interesting.

Amongst other topics, the General highlighted the shift in the balance of powers on the global stage, emerging authoritarian powers, terrorism as a direct asymmetric threat to citizen security, and a realist perspective on extreme nationalism.

The presentation was followed by a question-and-answer session, as well as a drinks reception and time for networking.

We are grateful to General Víctor Bados Nieto for taking the time to detail the global security context and to all of our Patrons who joined us for such a thought-provoking evening.



JAVIER DE DONESTEVE (SPANISH ARMY), LORENA PORTUGAL (BBVA) AND GONZALO FERNÁNDEZ-TURÉGANO (BBVA), 2022



EDUARDO BARRACHINA, PRESIDENT OF THE CHAMBER,
WITH THE EXMO. SR. GENERAL DE BRIGADA DE INFANTERÍA
DIPLOMADO DE ESTADO MAYOR, D. VÍCTOR BADOS NIETO, 2022



JUAN PABLO PÉREZ (FERROVIAL), JAVIER ECHAVE (HEATHROW),
JAVIER HERNÁNDEZ (FTI), JOSÉ ANTONIO OLANO (SOCIÉTÉ
GÉNÉRALE) AT THE PATRONS' CLUB EVENT, 2022

TRADE WITH SPAIN

JORNADA PAÍS A CORUÑA

8th FEBRUARY

During this session, we discussed trade relations between Spain and the UK, paying attention to market tendencies and historical data. Entrepreneurs and business representatives were informed of how to navigate the new Brexit Trade Agreement alongside the future challenges and opportunities that it presents.

JORNADA PAÍS VALENCIA

8th FEBRUARY

On this occasion, companies from the Valencian Community were guided through an analysis of the British market post-Brexit. We discussed the residual impact of the COVID-19 Pandemic evident in both Spanish and British export and import sectors.



OUR SECRETARY GENERAL AND THE HEAD OF THE COMMERCIAL OFFICE EXPLAINING THE NEW RULES AFTER BREXIT IN A WEBINAR WITH CÁMARA DE NAVARRA, 2022

JORNADA PAÍS NAVARRA

22nd FEBRUARY

During this presentation, our Foreign Trade team provided general information on British market sectors and the breadth of opportunity for Spanish exporting firms. The discussion also focused on the changes brought about by Brexit, as well as how the Trade and Cooperation Agreement of January 1st could influence mutual trade between Spain and the UK.

JORNADA PAÍS HUESCA

10th MARCH

The purpose of this conference was to provide information on the current situation of trade relations between Spain and the United Kingdom following the latter's exit from the European Union and to guide companies and entrepreneurs on the steps that should be taken to approach the British market.

BRITISH FOOTWEAR ASSOCIATION

30th MARCH

This Jornada País was dedicated to the Footwear Industry. A general overview of current and historical trade statistics for the footwear sector in Spain and the UK were explored and analysed. Attendees were also briefed on the process of preparing to export to Spain and fostering commercial links.

JORNADA PAÍS MADRID

30th NOVEMBER

The purpose of this presentation was to present the current outlook for trade relations between the UK and Spain's capital and largest city, Madrid. Leading export and import sectors and their respective services and goods were analysed, as well as the scope of opportunity for future collaboration despite the challenges posed by Brexit.



LEADING EXPORT AND IMPORT SECTORS
AND THEIR RESPECTIVE SERVICES AND GOODS
WERE ANALYSED, AS WELL AS THE SCOPE
OF OPPORTUNITY FOR FUTURE COLLABORATION
DESPITE THE CHALLENGES POSED BY BREXIT.

IBÉRICA EXPO 2021

Every year, the **Foreign Trade Department** at the Spanish Chamber of Commerce in the UK takes part in a number of fairs and events.

At the Ibérica Expo, where numerous Italian and Spanish businesses gathered to celebrate the uniqueness of Mediterranean cuisine and beverages, **Bonita Bhandari**, the Chamber's Foreign Trade Manager, represented the organisation during the last week of June 2022.

The Expo took place at Olympia in London and lasted for two days, welcoming over 10,000 visitors and boasting 300 stands manned by a variety of companies that offered a wide range of products including Spanish and Italian wine, ham, cheese, olive oils, and much more.

Bonita also hosted a panel discussion with four speakers from top distributors, **Oscar Casorrán** from **Paella Amigo Limited**, as well as **Richard Bigg**, **Encina Barragán** and **David Menéndez**, from Chamber Members **Camino Restaurants**, **The Ojos Foods** and **Mevalco Fine Foods**.

The panel explored the new challenges in health and safety, supply chain disruptions, and what they were looking for in their relationships with suppliers following the Pandemic.

The talk was accompanied by **Carmelo Carnevale**, **President of APCI UK**, who served La Catalana Sarda to the speakers and audience.

The Spanish Chamber of Commerce in the UK's presence at the Expo gave our institution increased visibility and the opportunity to forge and reaffirm relationships with both visitors and other exhibitors.



THE SPANISH CHAMBER OF COMMERCE IN THE UK'S PRESENCE AT THE EXPO GAVE OUR INSTITUTION INCREASED VISIBILITY AND THE OPPORTUNITY TO FORGE AND REAFFIRM RELATIONSHIPS WITH BOTH VISITORS AND OTHER EXHIBITORS.

BELLAVITA FOOD & WINE ACADEMY

In co-operation with

Official Suppliers: CIBUS, BERTO'S CHEF SOLUTIONS, MARCO ANGELO PORETTI

ibérica

Institutional Partners: ITALIAN CHAMBER OF COMMERCE AND INDUSTRY FOR THE UK, Spanish Chamber of Commerce in the United Kingdom

Programme



BONITA BHANDARI, OUR FOREIGN TRADE MANAGER, MODERATING A DISCUSSION WITH DAVID MENÉNDEZ (MEVALCO), RICHARD BIGG (CAMINO RESTAURANTS), OSCAR CASORRÁN (PAELLA AMIGO LTD) AND ENCINA BARRAGÁN (THE OJOS FOODS), 2022



BONITA BHANDARI, OUR FOREIGN TRADE MANAGER, AT THE IBÉRICA EXPO, 2022

COMMERCIAL ACTIVITIES IN 2022

18

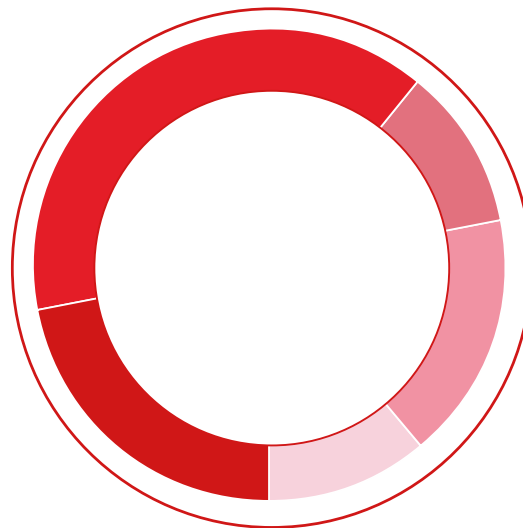
COMMERCIAL ACTIVITIES PERFORMED

+30

COMPANIES PARTICIPATED

+7

INDUSTRIES REACHED



- AGENDAS
- JORNADAS
- LISTADOS
- FERIAS
- OTHER

DISTRIBUTION OF BUSINESS CONTACTS

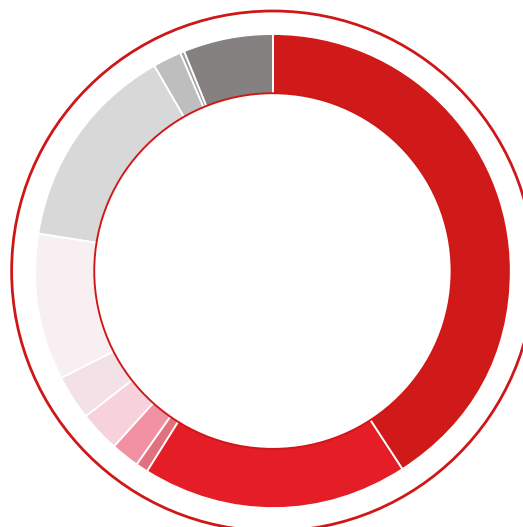
We have gained approximately 314 new business contacts this year, in addition to those already existing from 2022. That means our total number of companies in our database is around 5664.

+5,664

BUSINESS CONTACTS ON OUR DATA BASE

+350

NEW BUSINESS CONTACTS
MADE IN 2022



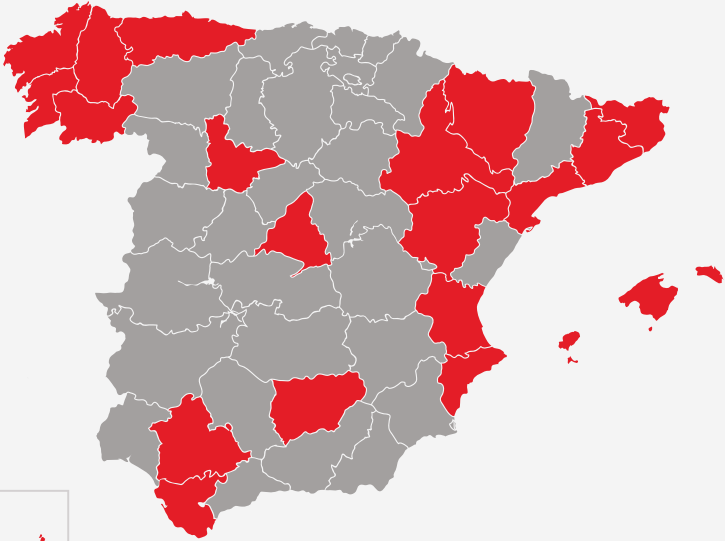
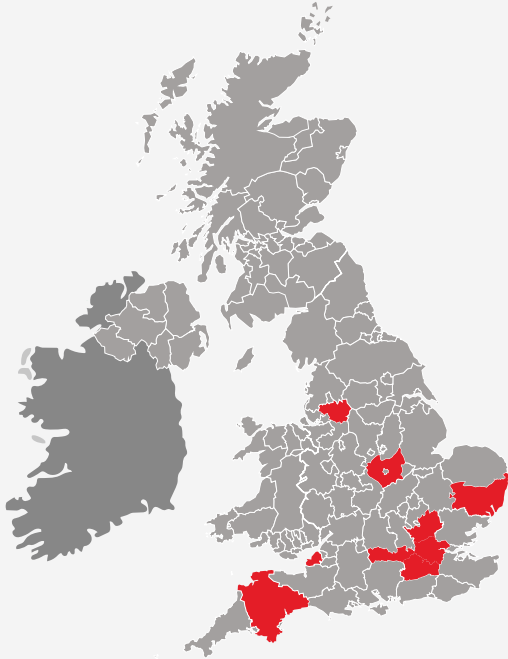
- FOOD & BEVERAGE
- CONSTRUCTION
- TRANSPORT
- SERVICES
- BEAUTY
- ENERGY
- HOSPITALITY
- MANUFACTURING INDUSTRY
- FASHION
- RETAIL
- HEALTH

THE **FOOD AND BEVERAGE**
INDUSTRY WAS THE MOST
IN DEMAND IN 2022

IN 2022 WE WORKED WITH 12 DIFFERENT AREAS OF THE UK AND WE COLLABORATED WITH 20 AREAS OF SPAIN

12
AREAS OF THE UK

20
AREAS OF SPAIN



COMMERCIAL SERVICES

TRADE AGENDAS

The **Foreign Trade Department** at the Spanish Chamber of Commerce in the UK is proud to provide high quality services for a variety of businesses in many sectors, and 2022 was no different.

Over the course of 2022, we had the opportunity to collaborate with **14:46 Consulting**, a company in the early stages of international business expansion that was looking to establish a European presence by entering the Spanish market. This Commercial Agenda intended to increase business volume and establish new commercial relations with Spanish companies.

We also carried out an agenda with **GLC Abogados** consisting of three phases: identification of companies and persons of contact, an email introduction of GLC Abogados, and monitoring the status of contacts. In this agenda, we organised two meetings between GLC Abogados, and two different law firms based in London.

Similarly, we had the chance to work with **MT Spain**, a company specialised in project and investment consultancy in Spain, facilitating introductions with relevant companies and monitoring the status of the agenda.

We also collaborated in a tasting that was directed by the prestigious sommelier **Raúl Igual**, the best Sommelier in Spain 2021, and **María José Meda**, who has the only Michelin Star in Teruel. The objectives of this event were to promote and publicise the Province of Teruel through its agri-food products and to give support and backing to the companies and people behind each of the products.

Additionally, we completed a list of 79 companies that manufacture and market home cooking products for **Isogona S.L.**, a company that operates in the Cookware sector. As well as for **JOC Business**, a recently established British herbal tea producer.

Furthermore, we conducted an inverse trade agenda with **PROEXCA**, a public entity from the Government of the Canary Islands that supports businesses that want to expand to the region.



THIS COMMERCIAL AGENDA INTENDED TO INCREASE BUSINESS VOLUME AND ESTABLISH NEW COMMERCIAL RELATIONS WITH SPANISH COMPANIES.

TRADE MISSIONS

We had the opportunity to participate in the **Ibérica Expo** trade fair in June, where we were able to attract customers and distributors from the UK. In a panel discussion on the buyer's perspective of what suppliers in the food and beverage industry should take into consideration in a post-Brexit/Covid world, our Foreign Trade Manager, **Bonita Bhandari**, actively participated.

This year we also conducted **Exporpymes**, where we connected UK businesses with more than 50 Galician companies in meetings with the purpose of showcasing food, drink, cleaning products and construction industries from the region.

In collaboration with **Cámara de Cantabria**, we participated in the Erasmus + program where we helped three students find placements in Ireland in companies relevant to the subject they were studying.

Together with the **Feria del Mueble Zaragoza (FMZ) 2022**, we organised a business trip that was held in Zaragoza (Aragón) from the 22nd-24th March. At the Feria there was an opportunity to network with hundreds of international companies in the furniture industry, to make new contacts, and explore new opportunities.



WE CONNECTED UK BUSINESSES WITH MORE THAN 50 GALICIAN COMPANIES IN FACE-TO-FACE MEETINGS.



OTHER EVENTS

23rd MARCH

MOVING TO THE UK: TACKLING THE COMMON LEGAL AND TAX ISSUES

This in-person seminar was held in collaboration with our Benefactor **Buckles Solicitors** and Chamber Member **ZADAL**, during which we discussed the main legal and tax implications that arise for individuals with wealth in either jurisdiction or that have moved to progress in their careers abroad. The seminar was followed by a Q&A and time for networking with the other guests.



CARLOS SALDAÑA AND CONSTANTINO VIDAL (ZADAL)
WITH ÁLVARO AZNAR AND PAULA PIQUER (BUCKLES)

5th APRIL

NEW MEMBERS' DRINKS RECEPTION

Our New Members Drinks Reception allowed new additions to become acquainted with the Chamber President **Mr. Eduardo Barrachina**, other Members of the **Executive Board**, the Chamber's staff, and recently joined **Chamber Members**; all while enjoying a glass of cava and a selection of delicious tapas. This event was held at the Bar of Battersea Spanish School.

12th APRIL

INTERNATIONAL WINE, SPIRITS AND BEER TASTING & NETWORKING EVENT

After two years of anticipation, the 12th edition of our informal networking event was held in collaboration with the **Council of Foreign Chambers of Commerce in the UK (CFCC)**. This special event gave guests the opportunity to meet Members from diverse international Chambers of Commerce in the UK and try a selection of delicious wines, spirits, and beers from around the world.



20th APRIL

WOMEN WHO INSPIRE: JOURNALISTS

This was our first edition of the **'Women who inspire' series** that aimed to cast a spotlight on professionals from different sectors and backgrounds, whilst exploring the difficulties and opportunities that they have encountered along the way from a gender perspective. This first event focused on the world of journalism, where we were joined by a fantastic and prominent group of female journalists. The event was followed by the opportunity to network over drinks and canapés.



ISABEL BERWICK, PALOMA GARCÍA OVEJERO,
EVA MILLÁN AND AINHOA PAREDES

25th MAY

BEIS AND SPANISH COMPANIES IN THE UK: ROUND TABLE DISCUSSION

This one-off working group session was held alongside policy experts from the **Department for Business, Energy & Industrial Strategy (BEIS)**. During the round table, we discussed the main challenges facing our business and sector as a whole and the opportunity to share these with representatives from other industries. Following the session there was time to network with the other delegates in attendance.



16th JUNE
ELEVATOR PITCH!

During the summer edition of our popular speed networking event twelve delegates were given two minutes each to concisely present their company's activities. Participants then had the opportunity to ask questions to each company in turn. The event was followed by a networking breakfast.

5th JULY
HR FORUM | THE ROLE OF HR IN GETTING MORE WOMEN INTO THE C-SUITE

This edition of the HR Forum was a practical discussion on concrete steps that HR can take to increase the presence of women in senior leadership positions. The debate was moderated by Forum Chairwoman **Ms. Mónica Hernanz**, with **Ms. Raquel Barrera**, Founder of Chamber Member **Diversitas Institute**, and **Ms. Ana Irusta**, Global Director of Diversity, Equity and Inclusion at Patron **Santander**, taking part. Both speakers argued their positions eloquently, enabling our guests to join the discussion and actively share their views at a later stage.

21st SEPTEMBER
SPAIN, ARGENTINA AND THE UK: BUSINESS AND TRADE SCENARIOS

For the first time ever we were delighted to hold an event in joint collaboration with the **British Argentine Chamber of Commerce**, which was presided by the Ambassadors of both countries. The event comprised a series of panel discussions with prominent speakers representing Argentina, Spain, and the UK, on wide ranging topics such as supply chains, food, wine and energy transition. Following the discussion, there was an informal wine tasting and networking reception, with delicious Argentine canapés.



JAVIER ÁLVAREZ, H.E. THE AMBASSADOR OF SPAIN, MR. JOSÉ PASCUAL MARCO, H.E. THE AMBASSADOR OF ARGENTINA, MR. JAVIER FIGUEROA AND EDUARDO BARRACHINA, 2022

5th OCTOBER

VIRTUAL PANEL | FINANCING THE TRANSITION TO NET-ZERO: DELIVERING ON GLASGOW AHEAD OF COP27

In collaboration with The **British Embassy in Madrid** we were thrilled to hold a virtual event on the topic of financing the transition to net-zero. The event consisted of two separate panels of speakers analysing various topics. The first panel focused on the pan-sector transition planning framework developed by GFANZ, and a drill down into banking specific issues highlighted in NZBA implementation guidance under development. It was brilliantly explored by experts **Mr. Tomo Ishikawa**, **Mr. Remco Fisher** and **Ms. Alice Carr**. The second panel addressed updates from key banks on the progress made since signing up to the NZBA. We were fortunate to listen to insights from **Mr. Antoni Ballabriga Torreguitart**, **Ms. Lara de Mesa** and **Ms. Tracey McDermott**.

27th NOVEMBER

¡VAMOS ESPAÑA! SPAIN VS GERMANY VIP NETWORKING EVENT

Thanks to Chamber Patron **LaLiga**, we were able to share a delightful evening for the highly anticipated World Cup encounter between Spain and Germany. All guests received a courtesy bottle of San Miguel 0,0 thanks to Chamber Benefactors **Mahou San Miguel**. Emotions certainly ran high and although the Spanish team were not victorious, all attendees thoroughly enjoyed the experience and atmosphere.



MELIÁ BUSINESS BREAKFASTS

The Chamber's Meliá Business Breakfast series, which began in 2019, was back in-person in 2022 following **the end of a tumultuous time brought about by the pandemic, to provide Members with useful insights directly from a variety of very senior guest speakers.**

The Chamber was delighted to resume the popular Meliá Business Breakfasts, all of which were held at the **Meliá White House** hotel in London.

MELIÁ
WHITE HOUSE
LONDON

26th JANUARY MELIÁ BUSINESS BREAKFAST WITH KEVIN FOSTER MP, MINISTER FOR FUTURE BORDERS AND IMMIGRATION

The first Meliá Business Breakfast of the year welcomed **Mr. Kevin Foster MP, Minister for Future Borders and Immigration** as our special guest. The Minister gave a briefing on the latest developments regarding the post-Brexit immigration system and the movement of people between the EU and the UK. He also addressed the implementation of the UK's Points Based System, the EU Settlement Scheme, and sponsorship of UK Visas and Immigration as a part of this. The talk was followed by an open discussion between all event participants and a networking breakfast.



H.E THE AMBASSADOR OF SPAIN, MR. JOSÉ PASCUAL MARCO, WITH KEVIN FOSTER MP, MINISTER FOR FUTURE BORDERS AND IMMIGRATION, 2022

23rd FEBRUARY

MELIÁ BUSINESS BREAKFAST WITH PAUL SCULLY MP, MINISTER FOR SMALL BUSINESS, CONSUMERS, AND LABOUR MARKETS

During the second Meliá Business Breakfast of 2022 we were joined by **Mr. Paul Scully MP, Minister for Small Business, Consumers, and Labour Markets**, as our special guest. The Minister addressed a wide range of topics relevant for SMEs, including internal market implementation and trade, subsidy control, postal affairs, and labour markets. The talk was followed by a question-and-answer session, prior to a networking breakfast.

24th MARCH

MELIÁ BUSINESS BREAKFAST WITH JOHN GLEN MP, THE ECONOMIC SECRETARY TO THE TREASURY OF THE BRITISH GOVERNMENT AND CITY MINISTER

For the third Meliá Business Breakfast of 2022 we were joined by **Mr. John Glen MP, Economic Secretary to the Treasury of the British Government and City Minister**, as its special guest. The Minister addressed the direction of the UK's economic policy on topics including ESG responsibilities, green finance, sustainable investing, and the Women in Finance Agenda. The talk was followed by a question-and-answer session, as well as the opportunity to network whilst enjoying a traditional Spanish breakfast.

17th MAY

MELIÁ BUSINESS BREAKFAST WITH RANIL JAYAWARDENA MP, MINISTER FOR INTERNATIONAL TRADE

The fourth Meliá Business Breakfast of 2022 welcomed **Mr. Ranil Jayawardena MP, Minister for International Trade**, as its special guest. The Minister gave a discourse on the Future Free Trade Agreements (FTAs) and how businesses can take advantage of these as a part of their international operations and expansion into foreign markets, an overview of the UK trade policy, the implementation and continuity of FTAs following the UK's departure from the EU, and how the DIT is working to address barriers to market access. The talk was followed by a question-and-answer session, prior to the opportunity to network with other guests over a light lunch.



RANIL JAYAWARDENA MP, MINISTER FOR INTERNATIONAL TRADE ENJOYING LUNCH WITH EDUARDO ESCRIBANO (SPANISH EMBASSY), AND EDUARDO BARRACHINA, PRESIDENT OF THE CHAMBER, 2022

MEMBERS' WEBINARS

18th JANUARY

CFCC WEBINAR | IN CONVERSATION WITH MIKE FREER MP, UK MINISTER FOR EXPORTS

Our first webinar of the year invited the **UK Minister for Exports, Mr. Mike Freer MP** to discuss the opportunities for UK exporters and the potential for foreign companies to invest in the UK. The Minister shared insights on the commercial priorities of the UK Government and the **Department for International Trade** (DIT), focusing on the importance of international trade and investment post Covid-19.

15th FEBRUARY

WEBINAR | Is a B2B culture necessary?

Mr. Oscar Torres, director of Chamber Member **ESADE's** Executive Education Programme in B2B Management, published an article in Forbes prior to the webinar discussing a key question- is a B2B Culture needed? For this webinar, Oscar joined us to talk through the arguments he made in the article. These included the key differences between selling to consumers and selling to a company, how to define your B2B company's culture and how the right B2B culture can help to build trust and mitigate risk.

15th FEBRUARY

CIAC WEBINAR | In conversation with Jonathan Knott, HM's Trade Commissioner to Latin America & the Caribbean

For this webinar we had the pleasure of welcoming **Mr. Jonathan Knott, HM's Trade Commissioner to Latin America & the Caribbean** for a discussion in trade and commerce. We were able to hear extensively from Jonathan about the **Department for International Trade's** priorities in the region and the support available for businesses looking to expand their operations into the UK.

22nd FEBRUARY

WEBINAR | It's crunch time to get the most from this year's tax allowances

This webinar was held in collaboration with **Mr. Luis Villar BSc MCSI**, a Chartered Wealth Manager at Chamber Member **St James's Place Wealth Management**. The webinar provided an in-depth exploration of tax-related topics including using trusts, how to use your ISA allowance, and much more.



Luis Villar BSc MCSI, Chartered Wealth Manager

**Born and bred in Bilbao, Spain.
Moved to UK in 2007**

**Clients: Individuals, families, city professionals,
corporates**

**UK residents. Spanish speaking individuals and
businesses**

**Areas: Investments, Retirement, Protection, Estate
planning**

**Apollo Private Wealth. Senior Practice of St.
James's Place Wealth Management**



The Partner / Partner Practice is an Appointed Representative of and represents only St. James's Place Wealth Management plc (which is authorised and regulated by the Financial Conduct Authority) for the purpose of advising solely on the Group's wealth management products and services, more details of which are set out on the Group's website at www.sjp.co.uk/products. The 'St. James's Place Partnership' and the titles 'Partner' and 'Partner Practice' are marketing terms used to describe St. James's Place representatives.

8th MARCH

WEBINAR | ARTIFICIAL INTELLIGENCE: NEW TRENDS AND USING IT FOR BUSINESS

During this webinar, suitable for Small and Medium Enterprises (SMEs), we were joined by Chamber Patron **Telefónica** to host a masterclass on artificial intelligence (AI), where we discussed how SMEs can develop AI, as well as highlighting various success stories.

Churn prediction and triggers

Predict the likelihood of a customer leaving the company in a given period of time and detecting the main causes of this churn.

Commercial exchanges, sociodemographic information, claims and complaints, contracted services, usage

Advanced customer segmentation

Define different user groups based on customer data to improve up-selling and cross-selling strategies.

Sociodemographic information, usage, claims and complaints

Socioeconomic information, Registry (spending power by region)

26th APRIL

WEBINAR | UK IMMIGRATION AND HIRING OVERSEAS TALENT

This webinar was held in collaboration with Chamber Benefactor **Stevens & Bolton LLP**, where Ms. Kerry Garcia and Ms. Jackie Penlington explored the impact of Brexit on immigration options, hiring overseas nationals, internships, changes to UK immigration, and business visitors.

27th APRIL

WEBINAR | SPAIN AND THE UK – UNITED BY GOLF!

During this webinar, held in collaboration with Chamber Member **MT Spain**, a number of key speakers gave informative presentations regarding the importance of golf in forging Anglo-Spanish relations in their respective fields.



26th OCTOBER

WEBINAR | CANARY ISLANDS: THE BEST EU TAX INCENTIVES YOU SHOULD KNOW AS A CHARTERED ACCOUNTANT

This session was held in collaboration with Chamber Benefactor **EBF Consulting**, British Chamber Member **PROEXCA** and **ZEC (Canary Islands Special Zone)**.

The webinar was an opportunity for attendees to find out exactly why the Canary Islands are such a prime destination for foreign investment. The speakers addressed wide ranging topics such as best EU taxation; R&D innovation tech incentives; Soft-landing and talent acquisition programme, how to benefit from 4% Corporate Income Tax V, and generic trade & investment advising for UK companies.

2nd NOVEMBER

WEBINAR | TRANSPARENT DECARBONISATION FOR MAXIMUM CLIMATE IMPACT

In collaboration with Chamber Member **ClimateTrade**, this webinar looked ahead to the Climate Change Conference (COP27) held at the end of November 2022. Discussions covered the significance of transparent decarbonisation and carbon offsetting to the move towards increased environmental sustainability.

Sustainable Strategy > Best Practices

Carbon Footprint Calculation by Scope

- GHG Protocol methodology.

CO₂ CH₄ N₂O HFCs SF₆ NF₃

SCOPE 1 SCOPE 2 SCOPE 3

- Life Cycle Assessment.

End of life Resources Processing Distribution Manufacturing

Reporting and target setting

- **Disclose emissions** in a clear and understandable format.
- Provide a breakdown of emission sources with **historical data** for each source.
- Explicitly state that targets **cover all scope 1, 2 and 3** emissions.
- Set a specific **emission reduction target** that is independent from offsetting claims and aligned with 1.5°C-compatible benchmarks for your sector
- Set **interim targets**.

Cost-effective carbon reductions

- Calculate **marginal cost of abatement**.
- **Green energy** is now cheaper than conventional.
- Energy efficiency.
- Circular design, low-carbon materials, etc.

Climate Change Mitigation Options

Global GHG abatement potential beyond business as usual (BAU)

Roberto Carbon

Accounting Association of the United Kingdom

7th DECEMBER

WEBINAR | HOW TO BRING STAFF TO THE UNITED KINGDOM FOLLOWING BREXIT

This conference explored the ways in which companies can navigate the difficulties brought about by post-Brexit immigration rules and regulations. Attendees were joined by Chamber Member **Colman Coyle Solicitors**, who broke down visa processes and requirements as well as the variety of mobility options available to workers.

8th DECEMBER

WEBINAR | REGISTERING AS AN OVERSEAS ENTITY IN THE UK

This seminar was held in collaboration with Chamber Benefactor **Buckles Solicitors LLP**, and focused on the topic of registering as an overseas entity in the UK. The company's **Partner, Mr. Stephen Oliver**, walked webinar attendees through legal frameworks, registration and verification processes and the possible ramifications associated with failing to register.

13th DECEMBER

WEBINAR | BUSINESS OPPORTUNITIES IN SPAIN AND THE CANARY ISLANDS

Chamber Benefactor **EBF Consulting** joined the Chamber for this webinar presenting the scope of business opportunities that Spain has to offer. Its **CEO, Ms. Natasha Meah Layland**, offered her expertise on legal and tax implications in Spain, tax incentives in the Canary Islands and the Invest in Madrid scheme.

The image is a screenshot of a webinar presentation. On the left, there is a blue sidebar with the Spanish Chamber of Commerce in the United Kingdom logo at the top. Below it, a graphic shows a person's hands writing on a document, with a coffee cup and a laptop nearby. Text in the sidebar includes '4% DE IMPUESTO SOBRE SOCIEDADES' and 'CANARIAS ZEC'. The main part of the slide is white with the title 'Invest in Canary Islands' and a sub-heading 'ZEC ENTITY REQUIREMENTS'. A list of requirements is provided, and a small video feed of a woman is visible in the top right corner. The EBF CONSULTING logo is at the bottom right.

Spanish Chamber of Commerce in the United Kingdom

4% DE IMPUESTO SOBRE SOCIEDADES

CANARIAS ZEC

Invest in Canary Islands

ZEC ENTITY REQUIREMENTS

- Minimum investment within 2 years (100.000 euros Gran Canaria and Tenerife, other islands 50.000 euros).
- Employment, minimum of 5 staff within 6 months in Gran Canaria and Tenerife, other islands 3 staff.
- Pre-Authorisation – business plan needed (social attributes, economic and technical solvency).

EBF CONSULTING

Spanish Chamber of Commerce in the United Kingdom

GUEST SPEAKERS 2022

In 2022 we had the privilege of welcoming a wide range of acclaimed guest speakers to share their knowledge at a number of our corporate events and webinars. In this section you can learn more about them and we encourage you to head to the Chamber's YouTube channel if you would like to catch up on any of the online events which you may have missed.



18TH JANUARY **MIKE FREER MP, MINISTER FOR EXPORTS AND** **MINISTER FOR EQUALITIES**

During our Council of Foreign Chambers of Commerce in the UK online event we were joined by Mr. Mike Freer MP, Minister for Exports and Minister for Equalities. Mike was Assistant Government Whip between June 2017 and July 2018. He was also Lord Commissioner of the Treasury from July 2018 to December 2019 and served as Comptroller of HM Household from December 2019 to September 2021.



VALENTINA ROMEI, ECONOMICS **REPORTER AT THE FINANCIAL TIMES**

The event was held in conversation with our second guest speaker, Ms. Valentina Romei, an acclaimed Economics reporter at the Financial Times. She is the lead reporter on UK data and writes news and analysis pieces on the European and global economies.



26TH JANUARY **KEVIN FOSTER MP, MINISTER FOR FUTURE** **BORDERS AND IMMIGRATION**

During our first Meliá Business Breakfast of the year, we were joined by Mr. Kevin Foster MP, Minister for Future Borders and Immigration. He was first elected for the Torbay constituency in May 2015 and served on the Public Accounts Committee and the Backbench Business Committee from 2015 to 2017.



15TH FEBRUARY
JONATHAN KNOTT, HM'S TRADE COMMISSIONER
TO LATIN AMERICA & THE CARIBBEAN

During this webinar in collaboration with CIAC, we were honoured to welcome Mr. Jonathan Knott, HM's Trade Commissioner to Latin America & the Caribbean. In his role as Trade Commissioner, Jonathan is responsible for growing bilateral trade and investment relationships, improving market access for British companies, and supporting the development of finance and trade policy.



23RD FEBRUARY
PAUL SCULLY MP, MINISTER FOR SMALL
BUSINESS, CONSUMERS AND LABOUR MARKETS

For our second Meliá Business Breakfast of the year, we welcomed our guest speaker Mr. Paul Scully MP, Minister for Small Business, Consumers and Labour Markets. His responsibilities include coronavirus business support, subsidy control, internal market implementation and trade.

25TH FEBRUARY

For our Sustainable Tourism in the Post-Covid Era: The Perspective of Spanish and Scottish Businesses event, we were joined by a number of notable guest speakers who contributed to a round table and panel discussion on the topic of sustainable tourism in the post-Covid era, at the APEX Grassmarket Hotel.

FRANK ROSS, LORD PROVOST OF THE CITY OF EDINBURGH

Mr. Frank Ross was Lord Provost of Edinburgh from April 2017 until May 2022. He is also a Member of the Scottish National Party and has been a councillor for the Corstorphine/Murrayfield ward in the City of Edinburgh Council since 2012.

IVAN MCKEE MSP, SCOTTISH MINISTER FOR BUSINESS,
TRADE, TOURISM, AND ENTERPRISE

Mr. Ivan McKee was appointed Minister for Business, Trade, Tourism and Enterprise in May 2021. He was previously the Minister for Trade, Investment and Innovation and has been MSP for Glasgow Provan since May 2016.

MARK CROTHALL, CEO OF THE SCOTTISH TOURISM ALLIANCE (STA)

Marc was appointed as the first Chief Executive Officer of the Scottish Tourism Alliance (STA) in May 2012. During this time, he has led the organisation to becoming acknowledged as one of the strongest representative trade bodies in the UK. Prior to taking up his current post he has held many front-line senior management and executive positions across various sectors of the tourism, hospitality and leisure industry globally.



FRANK ROSS



IVAN MCKEE



MARK CROTHALL



8TH MARCH MARTA ESCRIBÀ CARBONELL, BUSINESS DEVELOPMENT TEAM MEMBER IN THE IOT & BIG DATA AREA OF TELEFÓNICA TECH

We were pleased to be joined by Ms. Marta Escribà Carbonell for an AI-focused webinar in collaboration with Chamber Patron Telefónica. Marta is part of the Business Development team in the IoT & Big Data area of Telefónica Tech, the unit specialised in digital transformation within Telefónica.



24TH MARCH JOHN GLEN MP, ECONOMIC SECRETARY TO THE TREASURY OF THE BRITISH GOVERNMENT AND CITY MINISTER

We were excited to welcome Mr. John Glen MP as our key speaker for our Meliá Business Breakfast Series. He was appointed Economic Secretary to the Treasury and City Minister in January 2018. He was Parliamentary Under Secretary of State for the Department for Culture, Media and Sport from June 2017 to January 2018 and has worked as the Parliamentary Private Secretary to Philip Hammond from July 2016 until June 2017.

24TH MARCH

H.E. THE AMBASSADOR OF SPAIN, MR. JOSÉ PASCUAL MARCO

We were honoured to welcome the H.E. the Ambassador of Spain, Mr. José Pascual Marco to a number of our events throughout the year. He was appointed Ambassador of Spain to the United Kingdom of Great Britain and Northern Ireland in August 2021. He is also the Honorary President of the Spanish Chamber of Commerce in the UK.

MR. JOSÉ LUIS BONET, PRESIDENT OF CÁMARA DE ESPAÑA

Another key speaker that attended the event was Mr. José Luis Bonet, President of the Cámara de España. He was also appointed as Honorary President of Freixenet.

MR. ANTONIO GARAMENDI, PRESIDENT OF THE CEOE

On November 20, 2018, Mr. Antonio Garamendi was elected president of the Spanish Confederation of Business Organisations. During his time in the CEOE, he has held a number of important positions, as Treasurer and the President of the Metal Federation. He was also the former President of the Spanish Confederation of Small and Medium Enterprises (CEPYME).



H.E. JOSÉ PASCUAL MARCO



JOSÉ LUIS BONET



ANTONIO GARAMENDI



17TH MAY

RANIL JAYAWARDENA MP, MINISTER FOR INTERNATIONAL TRADE

For this Meliá Business Lunch we were pleased to invite Mr. Ranil Jayawardena MP, Minister for International Trade as our key speaker. He was appointed as Minister for International Trade in May 2020. Before serving as a Minister, Ranil was a Member of the International Trade, Home Affairs, Procedure and Arms Export Controls Committees, and was appointed by the Speaker of the House of Commons to the Chairman's Panel.



29TH JUNE
THE RT HON KWASI KWARTENG MP, SECRETARY OF STATE FOR BUSINESS, ENERGY AND INDUSTRIAL STRATEGY OF THE UK

We were honoured to welcome our guest of honour, the Rt Hon Kwasi Kwarteng MP to our 135th Annual General Meeting. Kwasi was previously Parliamentary Under Secretary of State in the Department for Exiting the European Union from 16 November 2018 to 24 July 2019.



MR ÁLVARO NADAL, HEAD OF THE ECONOMIC AND COMMERCIAL OFFICE OF SPAIN IN THE UK

Mr. Nadal is a Former Cabinet Minister for Energy, Tourism and Digital Agenda of Spain (2016-2018). He was elected Member of the Parliament of Spain in 2008 where he served until 2019. Before joining the Department for Energy, Tourism and Digital Agenda, he was Minister, Chief of the Economic Bureau of the Prime Minister of Spain (2011-2016).



21ST SEPTEMBER
JAVIER FIGUEROA - AMBASSADOR OF ARGENTINA IN THE UK

Our Seminar 'Spain, Argentina & the UK: Business & Trade Scenarios' in collaboration with the British Argentine Chamber of Commerce was presided by the Ambassadors of both countries. Mr. Figueroa is the Ambassador of Argentina to the UK. His career as a diplomat began in 2016 following his appointment as Argentine Ambassador to the Republic of South Africa. Since then he has been the Argentine Ambassador in Namibia, Botswana, and Cuba. Prior to this, Mr Figueroa was the Deputy Secretary for Affairs Relating to the Malvinas, South Georgias and South Sandwich Islands, and Surrounding Maritime Areas in the South Atlantic.



27TH SEPTEMBER
EXMO. SR. GENERAL DE BRIGADA
DE INFANTERÍA DIPLOMADO DE
ESTADO MAYOR D. VÍCTOR BADOS NIETO

General Bados is currently assigned to the NATO detachment in the United Kingdom, and previously studied at the Royal College of Defence Studies.

5TH OCTOBER
ALDERMAN VINCENT KEAVENY, THE RT HON THE LORD MAYOR
OF THE CITY OF LONDON

Alderman Vincent Keaveny is the 693rd Lord Mayor of the City of London. During his year as Lord Mayor, Alderman Keaveny will act as a spokesman for the City, leading overseas business delegations to key international markets on behalf of the UK financial and professional services industry.

ERIC USHER, HEAD OF UNEP FI AND NZBA STEERING
GROUP REPRESENTATIVE

Mr. Eric Usher Heads the UN Environment Programme Finance Initiative, UNEP FI, a global partnership bringing together the UN with a global group of banks, insurers and asset managers working to develop sustainable finance and responsible investment agendas. Eric oversees governance, strategy and day-to-day management of UNEP FI's work programme and global network development.

ÁNGEL BERGES LOBERA, AFI

Dr. Berges is the Chief Executive Officer for AFI, an independent partnership founded in 1987. His background is largely academic, having published over 12 books and more than 110 articles, as well as being a Professor of Finance at the Universidad Autónoma Madrid.



ALDERMAN V. KEAVENY



ERIC USHER



ÁNGEL BERGES LOBERA



JUAN PABLO PÉREZ (FERROVIAL), MÓNICA FERNÁNDEZ-MEJUTO (SABADELL), ALFONSO ÁLVAREZ (CELLNEX UK) AND KARL GOOSE (FERROVIAL) AT THE IV EDITION OF THE BAROMETER ON THE CLIMATE AND OUTLOOK FOR SPANISH INVESTMENT IN THE UK, 2022







ANSELMO ANDRADE (BBVA) PARTICIPATING IN A ROUND TABLE ON THE UK ECONOMY DURING THE IV EDITION OF THE BAROMETER ON THE CLIMATE AND OUTLOOK FOR SPANISH INVESTMENT IN THE UK, 2022

OUR MEMBERS' SOCIAL COMMITMENTS - EQUITY, DIVERSITY AND INCLUSION IN THE WORKPLACE

The Spanish Chamber's new Equity, Diversity and Inclusion (EDI) commitment was presented during the 2022 AGM, laying out our strategic plan to collaborate with a wide range of companies from different sectors and cultural backgrounds, bringing to light the value of the unique diversity that makes up our extensive network across the UK and Spain.



THE BIGGEST OPPORTUNITY FOR CELLNEX UK IS THAT OUR COLLEAGUES WANT TO LEARN AND SUPPORT OUR EDI ACTIVITY.

In line with our objective to **lead and promote** the social and corporate debate surrounding the **benefits of EDI**, we have interviewed some of our Members to find out what EDI means to them, how and why they have developed and integrated **EDI related policies** into their companies, and which opportunities and challenges they have encountered as a result.



AT THE BEGINNING OF 2020 CELLNEX SIGNED THE EUROPEAN CHARTER OF COMMITMENT TO DIVERSITY AND INCLUSION IN THE WORKPLACE. THROUGH COMMITMENT TO THE CHARTER AND AN ACTIVE EDI POLICY IN EVERY COUNTRY, CELLNEX IS WORKING TO ENSURE NO DISCRIMINATION WILL AFFECT THE SELECTION, RETENTION, PROFESSIONAL AND PERSONAL GROWTH AND INCLUSION OF EVERYONE WORKING WITHIN THE GROUP.



CLAIRE CRANTON

Head of Corporate Communications, Public Affairs and ESG at CELLNEX UK

CELLNEX TELECOM IS EUROPE'S LEADING OPERATOR OF WIRELESS TELECOMMUNICATIONS AND BROADCASTING INFRASTRUCTURES

Q: Could you briefly describe Cellnex Telecom's business and presence in the UK?

A: Cellnex is Europe and the UK's largest and fastest-growing independent owner and operator of wireless telecoms infrastructure. With the wireless infrastructure foundation that we deliver across rural and urban areas, Cellnex UK connects everyone, everywhere. We are a business built on commercial and technical innovation, ambition and sustainable growth.

Q: What does Equity, Diversity and Inclusion mean to your company?

A: At the beginning of 2020 Cellnex signed the European Charter of Commitment to Diversity and Inclusion in the workplace. Through commitment to the Charter and an active EDI Policy in every country, Cellnex is working to ensure no discrimination will affect the selection, retention, professional and personal growth and inclusion of everyone working within the group.

Q: What steps have you taken to develop any Equity, Diversity or Inclusion related policies or initiatives in your company?

A: At Cellnex UK we are working with our colleagues to create awareness campaigns. We have created an EDI Committee who work with the company to create educational and celebratory activities such as Menopause awareness, highlighting those from minority groups in history who have contributed to the success of our industry; lunch and learn activities to understand and celebrate religious holidays and much more.

Q: Can you describe one successful EDI related policy or initiative that you have taken?

A: The Menopause awareness activity that has taken place across all of our offices, has been particularly welcomed by both men and women throughout Cellnex UK. Male colleagues in particular have welcomed the educational webinars and casual drop-in discussion groups and importantly have shared the information with their partners at home.

Q: Developing and implementing EDI related strategies creates opportunities and also can be challenging. Could you describe the main opportunities and challenges that you have encountered?

A: The biggest opportunity for Cellnex UK is that our colleagues want to learn and support our EDI activity. For example, they are really keen to be involved in the volunteering work that we are starting and the opportunity to go into schools and communities to share their knowledge and highlight that our industry is for everyone, from every background and every interest group. The greatest challenge is to focus the activity as there is so much enthusiasm to support everything! However, with a clear Social Value plan, a strong commitment from the Executive Team and all colleagues at Cellnex UK, we are confident that EDI will become part of our company DNA.



JAVIER HERNÁNDEZ AND RICKY FORDE
Senior Director and D&I, Talent, Culture and Organisational Development
Lead at FTI CONSULTING

**FTI CONSULTING IS AN INDEPENDENT GLOBAL BUSINESS ADVISORY FIRM
DEDICATED TO HELPING ORGANISATIONS MANAGE CHANGE, MITIGATE RISKS
AND RESOLVE DISPUTES**

Q: Could you briefly describe FTI Consulting's business and presence in the UK?

A: FTI Consulting is an independent global business advisory firm. The United Kingdom is one of the largest markets, with clients facing critical issues at critical times requiring a sophisticated combination of financial, technical, business and industry experience. FTI London has over 1,000 people servicing our clients with expert counsel across all of our practice areas including investigations, litigation, mergers & acquisitions, regulatory issues, reputation management, transaction services and restructuring.

Q: What does Equity, Diversity and Inclusion mean to your company?

A: FTI Consulting recognises that our ability to build a world-class firm requires attracting the best professionals from the widest talent pools. We have been working hard to create an inclusive culture in which our professionals can grow their careers and feel that their voices are listened to and acted upon. We also understand that our employees are more likely to stay if we offer equal opportunity and fairness.

Q: What steps have you taken to develop any Equity, Diversity or Inclusion related policies or initiatives in your company?

A: FTI Consulting's Diversity, Inclusion & Belonging efforts extend through a multi-pronged approach focused on attracting, developing and retaining diverse talent. This includes:

- * Developing strategic relationships with not-for-profit organisations to widen our talent pool engagement at all levels starting with state schools in deprived areas to a wider university visit program
- * Membership with organisations such as Stonewall who are actively reviewing our policies
- * Unconscious bias and microaggression sessions available to all

Q: Can you describe one successful EDI related policy or initiative that you have taken?

A: For the last two years we have gone beyond current UK legislation to publish UK Gender Pay Gaps for employees only. We have set up departmental town halls for all UK staff to share and discuss pay gap data and information for employees and including partners. Staff now:

- * See this UK information before it is published
- * See departmental pay gap information
- * Challenge senior leadership in Q&A sessions on any gaps and the actions being taken to close them

Q: Developing and implementing EDI related strategies creates opportunities and also can be challenging. Could you describe the main opportunities and challenges that you have encountered?

A: FTI is an organisation that has grown consistently over recent years both organically and through acquisition. With that comes the challenge of cascading global Executive Committee strategies and culture changes across a dynamic firm. To counter this, we have for the first time:

- * Publicly shared our EDI goals, progress and initiatives
- * Held quarterly meetings between the CEO/President to review EDI progress, opportunities and challenges
- * Built EDI dashboards and reports across the whole employee life cycle and made those available to senior leaders and HR teams to share and act upon
- * Analysed our annual employee engagement surveys by EDI question and segmented responses by diverse members of staff

Q: Could you briefly describe Meliá's business and presence in the UK?

A: Meliá has been present in the United Kingdom since 1999 and we currently have a portfolio of 8 hotels in cities such as London, Manchester, Liverpool and Newcastle, with our brands Meliá Hotels & Resorts, ME by Meliá, Meliá Collection and INNSiDE By Meliá. Also, in 2023 we aim to open our first hotel in Glasgow.

Q: What does Equity, Diversity and Inclusion mean to your company?

A: We are focused on enhancing the talent of our teams and continuing to improve their experience with us, offering a **work environment founded on the principles of inclusion, equality and diversity**, that have greatly enriched our company over the years. We all have different strengths, we enrich each other and adapt better to multicultural environments, which is the foundation for our hospitality.

Q: What steps have you taken to develop any Equity, Diversity or Inclusion related policies or initiatives in your company?

A: In 2019 we approved our second **Equality Plan**, which includes our commitments to promote equality, diversity and inclusion in nine different areas: access to the company, recruitment, promotion, training, remuneration, occupational health, gender violence, communication and work-life balance. Meliá is committed to hiring people of both sexes in a fair and balanced way, to promote training on equality issues, to be transparent about remuneration criteria and to consider gender variables in Occupational Risk Prevention, for example.

Q: Can you describe one successful EDI related policy or initiative that you have taken?

A: We firmly believe in equal opportunities, that's why since 2014, we have invested more than 175,000 hours in **training young people at risk of social exclusion** in our hotels, of whom 70% were given an employment contract.

On the other hand, **we are very proud to have been named one of the leading companies in diversity in Europe this year by the Financial Times**, and one of the most recent initiatives we have worked on this year has been to get the Queer Destinations Committed certification to ensure we provide an appropriate and safe welcome to the LGBTQ+ travellers in our hotels.

Q: Developing and implementing EDI related strategies creates opportunities and also can be challenging. Could you describe the main opportunities and challenges that you have encountered?

A: We believe that a responsible hotel model must generate economic and social growth opportunities, help eradicate inequality and promote well-being and progress in local communities. To achieve that, there's a lot to be done. For example, we must continue working on improving the quality of destinations, accessibility and product diversification in order to provide a better experience to all customer profiles. Education and training are also fundamental in terms of accessibility or diversity.

Regarding equality, we still have to convince many public and private institutions that by reducing the gender gap we contribute to improving all the social and economic indicators.



ANA IRUSTA OLONDO
Global DE&I at BANCO SANTANDER

**BANCO SANTANDER IS ONE OF THE WORLD'S
LARGEST BANKS BY MARKET CAPITALISATION**

Q: Could you briefly describe Santander's business and presence in the UK?

A: Santander UK is a financial services provider in the UK that offers a wide range of personal and commercial financial products and services. By 30th June 2022, the bank had around 18,000 employees and served around 14 million active customers, via a nationwide branch network, telephone, mobile and online banking. Santander UK is subject to the full supervision of the FCA and the PRA in the UK. Santander UK plc customers' eligible deposits are protected by the FSCS in the UK.

Q: What does Equity, Diversity and Inclusion mean to your company?

A: EDI is a strategic pillar in our corporate culture. We have been working on gender diversity for more than 10 years but it was in 2019 when Santander launched a global strategy for EDI with public commitments regarding women on the Board, women in senior positions, equal pay gap and persons with disabilities.

Q: What steps have you taken to develop any Equity, Diversity or Inclusion related policies or initiatives in your company?

A: First, it is crucial to have the support of the top management level because only this way it is possible to engage the whole company and set goals. Secondly it is important to listen to the different groups to identify the needs they have, so that you can set a plan. And third, launch the plan with different actions and KPIs to monitor and evaluate the evolution.

Q: Can you describe one successful EDI related policy or initiative that you have taken?

A: A very significant action we took in 2021 and which we have extended this year, is the Bias champion role. This role acts during the main talent developing committees: succession planning, performance and potential calibration. The aim of this role is to avoid the unconscious biases operating during those processes and to open the conversations to a more inclusive panel of candidates.

Q: Developing and implementing EDI related strategies creates opportunities and also can be challenging. Could you describe the main opportunities and challenges that you have encountered?

A: The main opportunity we all have is to take advantage of the ESG stream to include EDI strategy as a crucial part of it. Now is the momentum! And the challenge is to move from focusing on the individuals through mentoring or training processes, to focus on the organisation, on the processes, on ensuring meritocracy.



EDI IS A STRATEGIC PILLAR IN OUR CORPORATE CULTURE. WE HAVE BEEN WORKING ON GENDER DIVERSITY FOR MORE THAN 10 YEARS BUT IT WAS IN 2019 WHEN SANTANDER LAUNCHED A GLOBAL STRATEGY FOR DEI WITH PUBLIC COMMITMENTS REGARDING WOMEN ON BOARD, WOMEN IN SENIOR POSITIONS, EQUAL PAY GAP AND PERSONS WITH DISABILITIES.



SANTANDER CORPORATE TABLE, PATRONS' OF THE CHAMBER AT THE ANNUAL GENERAL MEETING, 2022



JUAN BOTÍN (SANTANDER) AND INMACULADA RIERA (CÁMARA DE ESPAÑA) AT THE ANNUAL GENERAL MEETING, 2022

THE CHAMBER'S NETWORK



FEDERATION OF OFFICIAL SPANISH CHAMBERS OF COMMERCE IN EUROPE, AFRICA, ASIA AND OCEANIA (FEDECOM)

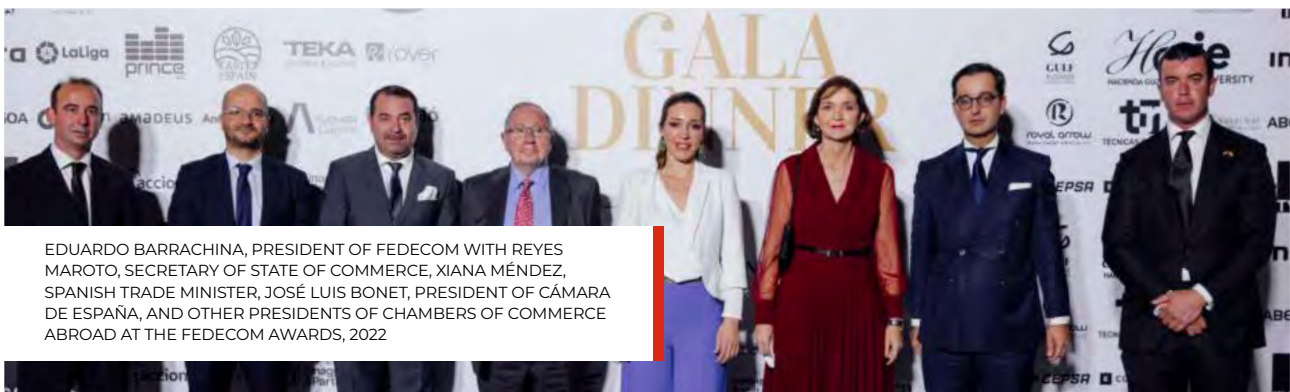
The Federation of Official Chambers of Commerce of Spain in Europe, Africa, Asia, and Oceania (FEDECOM) is an international association, created in 1996, which comprises the **22 Official Chambers of Commerce of Spain located throughout those four continents.**

FEDECOM was constituted with the aim of promoting the development of the economic, commercial, and cultural relations between Spain and the continents where it's present, acting as an interlocutor with both public and private Spanish and international institutions.

The governing body of the entity is its board of directors which is currently chaired by **Mr. Eduardo Barrachina**, who is the President of the Spanish Chamber of Commerce in the United Kingdom. The three Vice-Presidents representing Europe, Africa and Middle East, and Asia and Oceania are: **Mr. Pablo López-Alvarez** (who will combine the Vice-Presidency of Europe with the Presidency of the Official Spanish Chamber of Commerce in Belgium and Luxembourg), **Mr. Guillermo Cobelo** (Official Spanish Chamber of Commerce in the United Arab Emirates) and **Mr. Iñaki Amate**, (President of the Official Spanish Chamber of Commerce in Hong Kong).

Every year FEDECOM awards a Spanish company for standing out for its commercial activity and international profile.

On **Wednesday 2nd February**, FEDECOM presented the annual award to **Técnicas Reunidas**, a Spanish-based general contractor which provides engineering, procurement and construction of industrial and power generation plants, at the Gala Dinner of the Spanish Chamber of Commerce in the United Arab Emirates.



EDUARDO BARRACHINA, PRESIDENT OF FEDECOM WITH REYES MAROTO, SECRETARY OF STATE OF COMMERCE, XIANA MÉNDEZ, SPANISH TRADE MINISTER, JOSÉ LUIS BONET, PRESIDENT OF CÁMARA DE ESPAÑA, AND OTHER PRESIDENTS OF CHAMBERS OF COMMERCE ABROAD AT THE FEDECOM AWARDS, 2022

The Minister of Industry, **Ms. Reyes Maroto** attended the ceremony, alongside **Ms. Xiana Méndez**, Secretary of State for Trade to Spanish Trade Minister, to present the award to the President of Técnicas Reunidas, **Mr. Juan Lladó**.

Upon receiving the award, Mr. Lladó thanked the Minister for the institution's recognition "of the company's long history in international markets, the contribution of its initiatives to our country's export capacity and its constant incorporation of Spanish companies in the development of its projects".

“

WHEN WE THINK OF THE UNITED ARAB EMIRATES WE THINK OF PROSPERITY, A PROSPERITY IN WHICH SO MANY SPANISH COMPANIES HAVE PLAYED AN IMPORTANT ROLE. NONE MORE SO THAN TÉCNICAS REUNIDAS, TONIGHT'S WINNER.

The President of FEDECOM and the Spanish Chamber of Commerce in the United Kingdom, **Eduardo Barrachina**, highlighted that “when we think of the United Arab Emirates we think of prosperity, a prosperity in which so many Spanish companies have played an important role. None more so than Técnicas Reunidas, tonight's winner”.



XIANA MÉNDEZ, SPANISH TRADE MINISTER, REYES MAROTO, SECRETARY OF STATE OF COMMERCE, JUAN LLADÓ, PRESIDENT OF TÉCNICAS REUNIDAS, AND EDUARDO BARRACHINA, PRESIDENT OF FEDECOM AT THE FEDECOM AWARDS, 2022

Below is the full list of the FEDECOM members:

EUROPE

- Cámara Oficial Española de Comercio en **Alemania**
- Cámara Oficial de Comercio de España en **Bélgica y Luxemburgo**
- Camara de Comercio e Industria **Luso Espanhola**
- Cámara Oficial de Comercio de España en el **Reino Unido**
- **Maltese-Spanish** Chamber of Commerce
- Cámara Oficial de Comercio de España en **Francia**
- Cámara Oficial de Comercio de España en **Italia**
- Cámara Oficial de Comercio de España en la **República Checa**



ASIA AND OCEANIA

- Spanish Chamber of Commerce in **Korea**
- La Cámara **Spanish-Australian** Chamber of Commerce
- Spanish Chamber of Commerce in **Japan**
- Spanish Chamber of Commerce in **Hong Kong**
- Cámara Oficial de Comercio De España en **Filipinas**
- Cámara de Comercio **indo-española**
- Cámara de Comercio de España en **Singapur**



AFRICA AND MIDDLE EAST

- Spanish Business Council **United Arab Emirates**
- Cámara Española de Comercio, Industria y Navegación de **Casablanca**
- Cámara Oficial de Comercio de España en **Tánger**
- Chambre Officielle de Commerce d'Espagne au **Sénégal**
- Spanish Chamber of Commerce in **South Africa**
- CTECI Chambre **Tuniso- Espagnole**
- Cámara de Comercio de España en **Catar**



EVERY YEAR FEDECOM AWARDS A SPANISH COMPANY FOR STANDING OUT FOR ITS COMMERCIAL ACTIVITY AND INTERNATIONAL PROFILE.

COUNCIL OF FOREIGN CHAMBERS OF COMMERCE (CFCC)



The Council of Foreign Chambers of Commerce is an **association of the Foreign Chambers of Commerce based in the UK**.

There are currently 41 members, the purpose of each being to **promote trade and investment between their respective countries and the British market**.

The Council meets four times a year to **promote, advance and protect the business interests and relations between CFCC members in the UK** as well as to discuss matters of common interest and to share ideas and best practices.

The ultimate goal of the CFCC is to **support the interests of its network of over 10,000 member companies** and enable each Chamber to expand its set of contacts.

COUNCIL OF IBEROAMERICAN CHAMBERS IN THE UK (CIAC)



The CIAC is an **independent business to business (B2B) network of UK based Chambers** with unrivalled expertise and contacts in Latin America and Spain.

The association currently represents a core membership of the **Spanish & Latin American bilateral Chambers of Commerce**, boasting a shared network of some 600 businesses based across Latin America, Spain, and the UK. The objective of the CIAC is to proactively stimulate trade, investment and multilateral cooperation between the UK, Spain, and Latin America.

CIAC members hold regular meetings through the year to:

- Discuss mutual concerns of all participating business communities and to establish joint projects in this area.
- To share knowledge and expertise, as well as to participate in and/or organise joint events.
- Connect, grow, and expand their shared joint network of business contacts both in the UK and Latin America.
- Provide mutual assistance and cross-promotional support for each of the member Chambers of the CIAC.



RAQUEL BARRERA (DIVERSITAS INSTITUTE), ISOBEL MERETT (FCDO), CRISTINA GINÉS (SENER), CARLA VARGAS PUCCIO (ROMAN) AND EDUARDO BARRACHINA, AT THE ANNUAL GOLDEN AWARD, 2022

MEMBERS OF THE CHAMBER

MEMBER INTERVIEW FCC CONSTRUCCIÓN

The Spanish Chamber of Commerce in the UK has been honoured to have **FCC Construcción** join our institution as a Patron this year. FCC Construction is a leading international construction company. It has 120 years of experience and is among the first construction companies in Europe and the world.

We interviewed **Mian Langellier**, Business Development Manager in the UK, to find out their business journey in the UK and their experience as a Patron of the Chamber.



MIAN LANGELLIER, BUSINESS DEVELOPMENT MANAGER IN THE UK, AT THE PATRONS' DINNER, 2022



WE HAVE QUICKLY ESTABLISHED A MARKET POSITION WHERE FCC IS A DESIRABLE COMPANY FOR UK CLIENTS CONSIDERING LARGE INFRASTRUCTURE PROJECTS.

Q: Could you briefly describe FCC Construcción and your presence in the UK?

A: FCC Construcción is one of the big four Spanish contractors with a significant international presence. We are part of the FCC Group and sit alongside our other complimentary businesses including Environment, Water, Cement, and Real Estate. **FCC operates in over 25 countries with over 41% of our revenue coming from our international business.** A leader in construction infrastructure, FCC continues to grow our influence in the UK market with significant project wins, creating value for our UK clients.

FCC Construcción entered the UK market as recently as 14 years ago and in that time, we have won and delivered several high-profile construction projects such as, the Mersey Gateway Bridge, the A465 Heads of the Valleys road construction, and the recently announced A303 Stonehenge Bypass project, to name a few. **Our client-oriented, unique value proposition has seen FCC quickly become a household name in the UK, challenging the incumbents.** We have quickly established a market position where FCC is a desirable company for UK clients considering large infrastructure projects.

Q: What are the key values that define FCC Construcción and how are they implemented in practice?

A: FCC's vision defines the future to which we aspire and brings purpose to our actions. We all share the same culture and support the same project: one FCC.

Be a benchmark international group in Citizen Services **offering comprehensive and innovative solutions for efficiently managing resources and improving infrastructures** while contributing to improve citizen quality of life and the sustainable progress of society.

Our mission is to **efficiently and sustainably design, implement and manage environmental services, end-to-end water management and major infrastructure construction works** to improve the lives of citizens.

We pursue improvement and endeavour to achieve goals with a view to making the FCC Group a benchmark in profitability and competitiveness.

We want to be recognised as acting with honesty and integrity, earning the trust of our collaborators, clients and providers as preferential long-term partners.

We are scrupulous in our work and oriented towards customer service, nurturing our teams' capacity to seek efficient and innovative solutions.

We favour diversity, advocate professional development and acknowledge achievement and creativity as the driving force of productivity and progress.

We are aware of the value that our services bring to society and are **committed to environmental protection** and the development and well-being of the communities where we work.

Q: How does FCC Construcción remain competitive in an ever-changing, globalised world?

A: FCC in the UK runs a lean model with processes tailored to fulfil our business objectives. **FCC operates by using our strategically centralised construction hub to enhance overall collaboration and innovation.** This centralised

method of work brings about global advantages. The hub system allows us to benefit from the experience gained in projects around the world.

Flexibility in our methods affords us a degree of agility not normally associated with corporations of our size and stature. **In an ever-changing globalised world this agility translates into a critical, competitive advantage.**

FCC also prides itself on having a diverse team that enables us to challenge processes, proposals, and methodologies collectively and constructively for optimum results. **The diversity of thought combined with the integrated methods of working enable FCC to make the best of the top-quality talent within the business.** FCC's investment in our people ensures that we not only attract top talent but that we also develop staff to meet the changing business needs.

Q: As a new Patron of the Spanish Chamber of Commerce in the UK, how does your business hope to benefit from our collaborations?

A: FCC stands to **benefit immensely from the various collaborations that the Chamber enables.** The ability to collaborate with the various parties from corporations to government and other influential stakeholder entities adds tremendous value to our overall strategy for the UK market.

In the UK our market strategy is that of a holistic approach. An approach via which we collaborate with a range of businesses and organisations with influence on the construction ecosystem in order to optimise our own influence. Our position in the sector as one of the leading European companies allows us to embrace our developing leadership position in the UK. By facilitating collaborations with key industry stakeholders, **the Spanish Chamber of Commerce has thus far been a conduit via which we can realise some of our leadership ambitions.** It is our anticipation that what we have experienced so far in our brief patronage will expand exponentially as we form more collaborative partnerships as we continue our association with the Spanish Chamber of Commerce.

Q: What opportunities and challenges do you see in the British market for your line of business?

A: As a tier 1 construction contractor the UK market offers FCC opportunities on many prestigious projects. **Over the past 10 years, the UK market has been buoyant with large, major infrastructure projects making it an attractive proposition for international companies looking to grow their business.** The recent government growth plans, as covered in the September 2022 mini-budget, reinforced the current UK administration's commitment to investing in infrastructure to aid economic growth and recovery.

The UK market is also challenging for the same reasons that it is attractive. The number of large, international players increases competition for projects to sometimes unpalatable levels. In an industry where bid costs for major projects are often in the millions of pounds, contractors are having to be very selective about the projects they wish to tender for. This in turn negatively impacts the client who may not necessarily attract the best contractors for the job.



THE DIVERSITY OF THOUGHT COMBINED WITH THE INTEGRATED METHODS OF WORKING ENABLE FCC TO MAKE THE BEST OF THE TOP-QUALITY TALENT WITHIN THE BUSINESS.

Q: What would you recommend to other companies that want to enter the British market?

A: My recommendation would be for them to first examine their value proposition and identify the unique offering to the market. **Good market research will help the company to identify whether their product is needed and hence, their likelihood of success.** Many companies enter the market and then try to adjust once they realise that their packaged offers are not suited to the market. Companies can save a lot of time and money by doing prior research and making such adjustments beforehand. Of course, adjustments will always be necessary, but it is far less disruptive and cheaper to make small adjustments as opposed to a culture shift. Realising the ways that the UK market differs from Europe goes a long way in paving a route to success.

MEMBER INTERVIEW

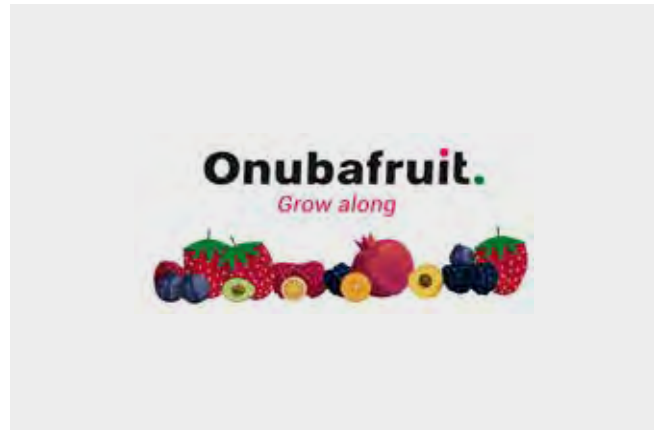
ONUBAFRUIT

The Spanish Chamber of Commerce in the United Kingdom is proud to have **Onubafruit** as a new Patron. Onubafruit is a second degree cooperative that brings together more than 1,000 families of fruit producers in Huelva. Their partners share a common philosophy: **unity and teamwork**.

We interviewed **Francisco Sánchez**, Managing Director of Onubafruit in Huelva, to learn more about their business journey in the UK and their experience as a Patron of the Chamber.



FRANCISCO SÁNCHEZ, MANAGING DIRECTOR OF ONUBAFRUIT IN HUELVA



WE ASSUME THE COMMITMENT TO CREATE AND MAINTAIN RELATIONSHIPS BASED ON RESPONSIBILITY AND TRUST WITH OUR PARTNERS, WORKERS AND COMMERCIAL COLLABORATORS.

Q: Could you briefly describe Onubafruit and your presence in the UK?

A: Onubafruit is a second degree cooperative that brings together more than 1,000 families of fruit producers in Huelva. Our partners share a common philosophy: **unity and teamwork**. We enjoy a privileged enclave throughout the province of Huelva, which favours an extensive production calendar and the continuous maintenance of quality in our crops.

Onubafruit's mission is to meet the business needs of its partners with the premise of **providing value to both partners and customers, employees and social environment**. We export to more than 40 countries and continue to open new markets and build trust among our customers. The company **generates direct employment for 2,000 families** and potentially **intervenes in more than a thousand indirect jobs between transport, supplies and other services**.

After Brexit, with the aim of continuing to operate with the same efficiency with customers in the United Kingdom, the subsidiary Onubafruit UK Limited was established. The English market is very important in the commercial structure of the cooperative due to its main products: strawberry, raspberry and blueberry. Onubafruit is a **leading exporter of red fruits in Europe**.

Q: What are the key values that define Onubafruit and how are they implemented in practice?

A: As a cooperative, Onubafruit is based on the values of mutual aid, responsibility, democracy, equality, equity, and solidarity. Its **partners have a strong commitment to carry out their activity within the regulated framework** applicable to the development of their activity and in accordance with their ethical principles and professional conduct, faithful to their commitment to provide value to their partners, customers and people of interest.

Aware of the enormous social responsibility we have as an organisation, within the sector and amongst the population in general, we assume the commitment to **create and maintain relationships based on responsibility and trust with our partners, workers and commercial collaborators**. We enforce human and labour rights throughout our supply chain, supported by the 10 Principles of the United Nations Global Compact, the Declaration of the International Labour Organisation and the Ethical Trading Initiative (ETI). We also have audits and self-improvement tools to meet the expectations of the different agents involved directly or indirectly in their activity, based on compliance and social commitment.

Q: What differentiates Onubafruit from the rest of your competitors?

A: In our case, although we take into account that we live in a highly competitive market and society where differentiation is important, we do not like to highlight our virtues over others and what they add to our customers and farmers.

The supermarket chains that work with Onubafruit, obtain a product that goes **directly from the field** to the store, with a simple and effective structure that allows us to be very competitive, **without intermediaries**. This direct customer-farmer relationship means that there is a greater understanding between both parties which translates into a better service and a higher quality product.

On the other hand, one of our pillars is the **investment in R+D and experimental farms**, with investments of more than 10 million euros in recent years, we work exclusively with our own varietal programs and others that are recognised worldwide, which allows customers to obtain the latest advances in terms of varieties and crop management as quickly as possible.

Finally, collaborating with Onubafruit creates a social impact as we work with more than 400 farmers and give direct and indirect employment to more than 2,000 small and medium families in the area. That is why we believe Onubafruit is unique in the agri-food sector.



WE UNDERSTOOD BREXIT AS AN OPPORTUNITY TO GAIN EFFICIENCY IN THE PROCESSES AND, SUPPORTED BY OUR KNOWLEDGE OF THE BRITISH CHAINS, PROVIDE THAT DIFFERENTIAL SERVICE THAT MARKS COMMERCIAL SUCCESS TODAY.



ONUBAFRUIT IS A LEADING EXPORTER OF RED FRUITS IN EUROPE.

Q: As a new Patron of the Spanish Chamber of Commerce in the UK, how does your business hope to benefit from our collaborations?

A: The Spanish Chamber of Commerce in the United Kingdom is a **valuable tool to consolidate our economic and commercial relations with the United Kingdom.**

We take into account the opportunities for commercial promotion and business cooperation, and we value the support, administrative advice and dialogues with the main private and public entities in our environment.

We know that it is an organisation open to participation and that it has a team of professionals with extensive experience and specialisation forming a modern instrument for development and growth at a global level.

In addition to being able to contact and develop networking with clients, collaborators or prescribers that benefit us, the active participation in interest groups with other companies and institutions in our sectoral framework means that, in short, we also **feel part of the economic and social development of the two countries.**

Q: What opportunities and challenges do you see in the British market for your line of business?

A: Our sales volume in the United Kingdom amounts to more than 70 million euros, representing a very important percentage of our total invoice. In recent years, the British market has grown by 20%, being vital to be able to absorb the increase in production experienced.

The reforms in the distribution and the emergence of new operators have caused the rules to change. Our mission is to know how to function in this situation and **seek efficiency to adapt to new requirements.**

We understood Brexit as an **opportunity to gain efficiency in the processes** and, supported by our knowledge of the British chains, provide that differential service that marks commercial success today. With a scenario like the current one, with so much uncertainty, our goal is to maintain our excellent percentage of supply.

Q: What would you recommend to other companies that want to enter the British market?

A: Be clear about the requirements of British customers and distributors, **look for tools or structures that allow you to establish yourself** while eliminating intermediaries and monitoring throughout the process.

PATRONS

We would like to thank our Patron Members for their consistent support over the course of 2022.



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Spanish Chamber
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