

Spanish Chamber  
of Commerce in  
the United Kingdom



+  
o  
.

# 2020 ANNUAL REPORT

With the support of:



GOBIERNO  
DE ESPAÑA

MINISTERIO  
DE INDUSTRIA, COMERCIO  
Y TURISMO



# 2020 ANNUAL REPORT



# CONTENTS

P.09	P.19	P.35	P.103
GREETINGS FROM...	SERVICES OF THE CHAMBER	ANNUAL REPORT 2020	MEMBERS' OF THE CHAMBER
The President	What is the Spanish Chamber of Commerce?	Events	Members' interviews
P.08	P.20	P.36	P.104
The Secretary of State of Industry, Tourism and Trade of Spain	Events of the Chamber	Commercial activities	Spanish in the United Kingdom
P.10	P.24	P.76	P.108
The H.E. Ambassador of Spain in the United Kingdom	Bilateral trade	Members' experience during COVID-19	Benefactors
P.11	P.25	P.82	P.110
President of Cámara de España	Communication tools	Rt Hon Greg Hands' interview	Patrons
P.12	P.26	P.94	P.111
Board of Directors	Members' blogs	Brexit and COVID-19 corners	Members' Directory
P.13	P.28	P.96	P.112
Meet the team	Become a member	The Chamber's network	
P.17	P.30	P.97	
	Business Center		
	P.32		





# GREETINGS FROM...

# THE PRESIDENT



Dear Members and Patrons,

Back in January 2020 when we held our traditional New Years' Drinks Reception at the Royal Academy of Arts the world was an altogether different place. We are all so painfully aware of the mayhem which followed the lockdowns imposed in most countries, including the UK and Spain. Millions of deaths, business interruptions, a halt to travelling internationally and other calamities have dominated most of the past year. Despite this, the **Cámara de Comercio de España en el Reino Unido** never stopped and rapidly adapted to meet these new, strange circumstances.

Every single member was contacted, often several times. Services were provided digitally. New relationships with companies, institutions or local chambers in Spain were forged. And perhaps most importantly, **we have never been as close to our membership as we are now.**

Despite the new world and the restrictions, we still held 11 Meliá Business Breakfasts with an impressive number of British Government Ministers who were able to share their views on Brexit and Covid-19. Our members were able to ask questions. This facilitated an active **dialogue between HMs' Government and Spanish companies.** In addition, nearly 90 webinars were organised both alongside and for our members.

In July 2020, we celebrated our first ever online annual AGM which was well attended and during which a number of important decisions were reached. In October, under extremely challenging circumstances (Tier 2 in the UK) we held the **II Spanish Barometer of Investments in the UK** which was a tremendous success and attended by representatives from both Governments, namely the UK Minister for Investment Lord Grimstone and the *Secretaria de Estado de Comercio* Xiana Méndez.

**It is fair to say we never let Covid-19 provide an excuse not to carry on. We never stopped.**

The **Secretary General of the Chamber**, Igor Urrea, and his team (Tom, Hannah, Bonita and Pilar) rose to the occasion and everyone will agree they adapted quickly and effectively.

**MR. EDUARDO BARRACHINA**

**President of the Spanish  
Chamber of Commerce  
in the United Kingdom**



**This is a team effort.** I thank the **Board Members** for all their support. Last year, the Board started to meet virtually on a monthly basis and looked at the Chamber and its future more strategically. Every member gave their personal time to attend the numerous board meetings we held. My gratitude goes to all of them who gave up their time to help to improve the Chamber and ensure that it is run as efficiently as possible. In particular, I should mention Vice-presidents **Juan Botín** and **Cristina Ginés** and Treasurer **Nacho Morais**. Their commitment to this Chamber is of the highest possible calibre.

**H.E. the Ambassador of Spain, Carlos Bastarreche** recently left London as he retired from the Spanish Foreign Service. I would like to recognise his contribution and support to the Chamber.

The Chamber ended 2020 in **a sound financial situation**, with a very proactive relationship with its membership and with confidence in the role it plays.

In 2021 we face fresh challenges which I can assure you that the Board is already discussing: Brexit, digitalisation and a review of the services we provide.

I want to thank the Patrons for their support and commitment. And of course, each member. We should never forget that each of us, whatever the size of our company, plays an important role in the **Spanish-British bilateral relations**.

All good wishes,

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

# THE SECRETARY OF STATE OF INDUSTRY, TOURISM AND TRADE OF SPAIN



MS. REYES MAROTO

Secretary of State  
of Industry, Tourism  
and Trade of Spain

As in previous years, the Ministry of Industry, Trade and Tourism of Spain is pleased to introduce to you the Annual Report for 2020 of the Spanish Chamber of Commerce in the United Kingdom.

We are currently living through uncertain times. When it comes to maintaining the exceptional trade relations between Spain and the United Kingdom, two circumstances are especially relevant for their progress: Brexit and the crisis caused by COVID-19.

**Brexit will undoubtedly affect the future bilateral trade relations between Spain and the UK.** The trade agreement reached between the UK and the European Union is essential to mitigate the potential consequences for one of Spain's key trading partners.

**The UK will continue to be an important partner for the European Union and for Spain,** although we will have to adapt to the changes that the UK's exit from the EU entails with regards to both trade and investment relations.

**The pandemic has changed everything.** The impossibility of continuing with face-to-face events forced the Spanish Chamber to redesign all its activities so that they have been able to take place in a virtual environment. **More than ninety activities took place in 2020 which were managed in an exemplary way.** This is a particularly special achievement in what was a crucial year for relations between the two countries, and in which the limitations of the COVID-19 pandemic showed the institution's capacity to adapt to new challenges.

The large number of events in which members of the British government participated as speakers was noteworthy and enabled the Chamber to offer Spanish companies a first-hand view of the British perspective.

As in previous years, **the Chamber has been able to count on the support of our Ministry,** with the participation of the Minister for Trade in the presentation of the II Barometer on the Climate and Outlook for Spanish Investment in the UK, as well as the support of the Spanish Economic and Commercial Office in London.

**This year will be very important for the Chamber since in 2021 it will celebrate the 135th anniversary of its creation.** I am convinced that the results of their excellent work will promote their continuity throughout the 21<sup>st</sup> century.

Rest assured that you can always count on the support of the Ministry of Industry, Trade and Tourism to promote and support the success of Spanish companies in this important market for Spain.

Kind Regards,

**Ms. Reyes Maroto**  
Secretary of State of Industry,  
Tourism and Trade of Spain

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



H. E. CARLOS BASTARACHE\*

**Ambassador  
of Spain in the  
United Kingdom**

Once again I am honoured to participate in the Chamber's Annual Report with these words of introduction.

2020 has come to an end, and what a year it has been. **The Covid-19 pandemic has put a significant strain on all of us, above and beyond Brexit** and the negotiations on the future relationship between the European Union and the United Kingdom.

The **Trade and Cooperation Agreement (TCA)** agreed on 24 December 2020 averted the possibility of the United Kingdom and the European Union reverting to trade in WTO terms on 1 January 2021. That was good news in itself. Although the TCA is of limited ambition because of the United Kingdom's initial approach, **it provides a framework for maintaining free trade and cooperation** in many areas, as well as for future development of our partnership.

**During 2020, relations between Spain and the United Kingdom were maintained at an excellent level** despite the challenging circumstances, and the Spanish Chamber of Commerce in the UK has continued to be a prominent actor in the outstanding relationship between our two countries.

**The Chamber has succeeded in responding to the challenges posed by Covid-19 by taking most of its activities to the virtual world.** Ninety-three events were held virtually, and three more both virtually and in person in cooperation with the Spanish Embassy, ensuring adequate coronavirus safety measures: the Annual General Meeting, an exclusive Patrons' meeting to provide an update on the Brexit negotiations and the Presentation of the II Barometer on the Climate and Outlook for Spanish

Investment in the United Kingdom. Keeping the **Chamber's commitment to expand its services outside London**, three webinars were held with Scottish political and economic actors, in collaboration with the Spanish Consulate in Edinburgh.

I am sure that the Spanish companies active in Britain are benefitting from the endeavours of the Spanish Chamber of Commerce—for the benefit of us all. None of that benefit would be possible without the main asset of the Chamber: the exceptional people who work for and participate in it.

I commend the President of the Spanish Chamber, **Eduardo Barrachina**, the **Secretary General**, and the **Executive Committee** for their dedication. I thank all patrons, benefactors and members of the Chamber for their support to the institution. **The Chamber is its members.**

**I wish the Spanish Chamber of Commerce in the UK every success in 2021.** As the TCA begins to bear fruit and the pandemic starts to fade away, I hope that the Chamber and the Spanish companies in Britain will prosper vigorously and continue to play a pivotal role in strengthening the ties between Spain and the United Kingdom.

A handwritten signature in dark ink, appearing to read 'Carlos Bastarache', written in a cursive style. The signature is positioned above the printed name and title.

**H. E. Carlos Bastarache**  
Ambassador of Spain and Honorary President  
of the Spanish Chamber of Commerce  
in the United Kingdom

\* In February 2021 H.E. the Ambassador of Spain Carlos Bastarache officially retired from the Spanish Foreign Service.

# PRESIDENT OF CÁMARA DE ESPAÑA



MR. JOSÉ LUIS BONET

President of  
Cámara de España

The year 2020 confronted us with the greatest social and economic crisis of our recent history. Tragically, more than 1.8 million people have died from Covid-19 and more than 85 million have been infected worldwide. As a result of the measures taken to slow down the progression of the pandemic, productive activity came to an almost complete halt for weeks in the world's major countries and social behaviour was forced to change radically.

Although the start of the vaccination process in the final days of 2020 allows us to start seeing the light at the end of the tunnel, the situation continues to be extremely delicate in the economic and business fields. For this reason, **the work of Chambers of Commerce to support businesses is now more important than ever.**

The challenges companies face are so great that only if they are able to transform and reinvent themselves will they be able to succeed. The **digital and ecological transition**, together with **training and internationalisation**, will be the fundamental growth levers for the Spanish productive fabric.

The Spanish Chamber of Commerce in the United Kingdom has always worked hard to support the **internationalisation and heightened global competitiveness of Spanish companies** and has been a stronghold in the **economic, commercial and business relations** between Spain and the United Kingdom.

In addition to the challenges already mentioned which have been brought about as a result of the pandemic, in the case of Great Britain there is also Brexit, which has taken on its full significance with the end of the transition period from the 1<sup>st</sup> January 2021.

The new framework for the relations between the European Union and the United Kingdom will add to the complexity for Spanish companies operating in the British market and will also require special attention from the Chamber of Commerce. Its excellent **work of advice, information and analysis** will have to be multiplied in order to resolve the difficulties that will arise in this new scenario, but also to take advantage of the **new opportunities** that will arise as a result of it.

In this complex context, the Spanish Chamber of Commerce in the United Kingdom will continue to be an **essential ally for Spanish companies seeking new business opportunities in Great Britain**, a task for which they can count, as always, on the support of the entire Cámara de España team.

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

# BOARD OF DIRECTORS

## HONORARY ROLES



### HONORARY VICE-PRESIDENT

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

## EXECUTIVE COMMITTEE



### PRESIDENT

Mr. Eduardo Barrachina  
Solicitor  
White & Case LLP



### VICE-PRESIDENT

Mr. Juan Botín  
Project Director  
Banco Santander



### VICE-PRESIDENT

Ms. Cristina Ginés  
Director Europe  
Sener



### TREASURER & SECRETARY OF THE SPANISH FINANCIAL FORUM

Mr. Nacho Morais  
Director  
Frank Consulting LTD



### SECRETARY GENERAL

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



# BOARD OF DIRECTORS

## COMMITTEE MEMBERS



Cohead of Real Estate  
Mr. Gonzalo Coello de Portugal  
Director

**BINOM ARCHITECTS**



Cohead of Real Estate  
Mr. Miguel Janín  
Director

**LONDON PROPERTY PARTNERS**



Mr. Javier Fernández Hidalgo  
General Manager

**HISPANIA**



Mr. Javier San Basilio  
General Manager

**MAPFRE RE, LONDON BRANCH**



Mr. Anselmo Andrade  
UK Country Manager

**BBVA, S.A.**



Mr. Adriá Galian  
Deputy General Manager

**SABADELL UK**



Ms. Gabriela Martínez de Aragón  
Country Manager UK

**CAIXABANK UK**



Mr. Ramón Ramírez  
Managing Director

**IDOM UK**



Mr. Jerónimo Cruz  
Financial Director UK & Ireland

**DRAGADOS**

## COMMITTEE MEMBERS (CONT.)



Mr. Jorge Gil de Gómez  
General Manager  
**H10 LONDON WATERLOO HOTEL**



Ms. Sensi Alvaro  
Business Development Manager  
**IBERIA**



Mr. Juan Carlos Machuca  
Solicitor  
**URÍA MENÉNDEZ**



Mr. Adam D. L. Munday  
General Manager  
**MELIÁ WHITE HOUSE**



Mr. Gonzaga Kutz  
Manager  
**UNICAJA**



Mr. Ignacio Morillas-Paredes  
Partner  
**COLMAN COYLE LTD.**



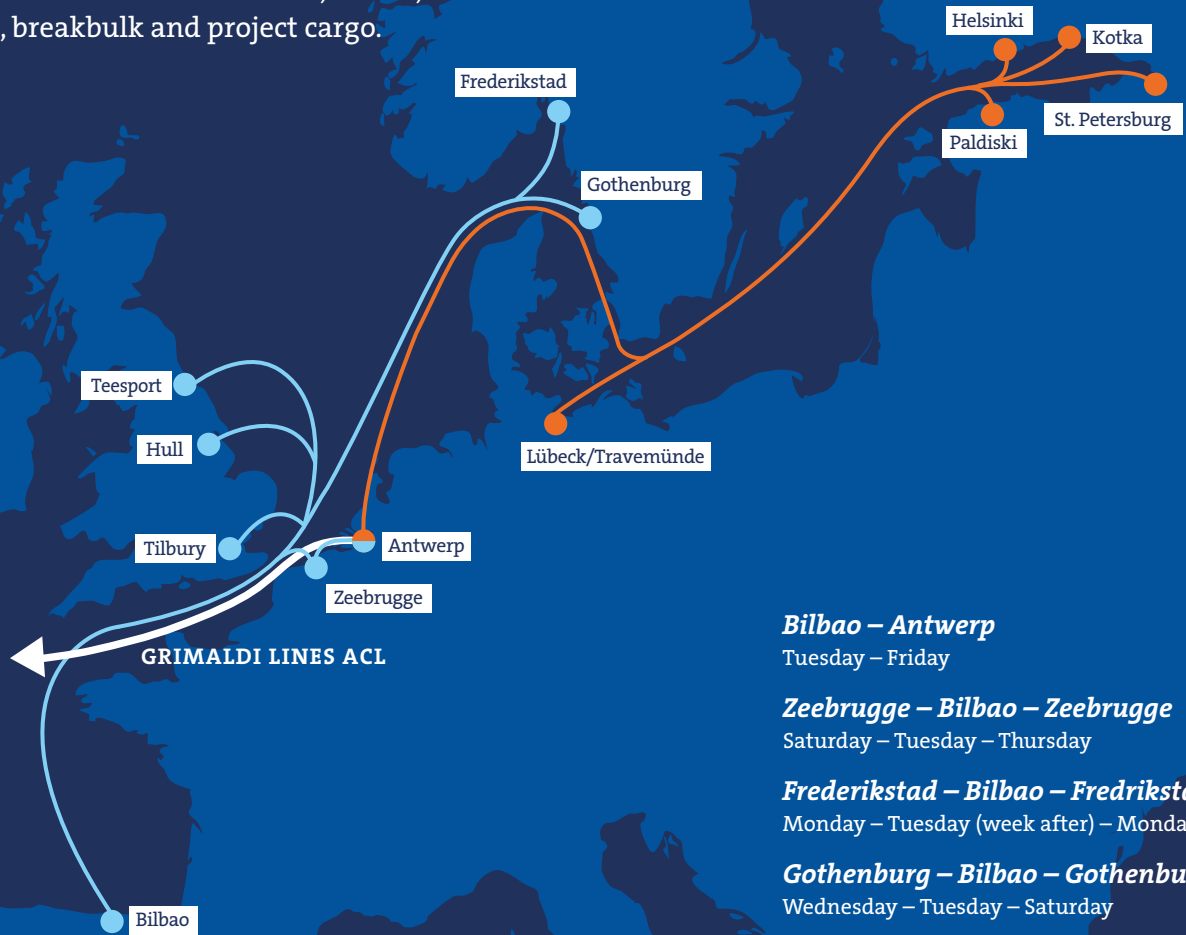
Mr. Juan Pablo Perez Royo  
Airport Director UK & Ireland  
**FERROVIAL CONSTRUCTION**



Ms. Carla Vargas  
Director  
**ROMAN RM**

**SHORT SEA NETWORK**  
*Roll-on/Roll-off service*

Weekly fast connections for trailers, lorries, containers, breakbulk and project cargo.



**Bilbao – Antwerp**

Tuesday – Friday

**Zeebrugge – Bilbao – Zeebrugge**

Saturday – Tuesday – Thursday

**Frederikstad – Bilbao – Frederikstad**

Monday – Tuesday (week after) – Monday

**Gothenburg – Bilbao – Gothenburg**

Wednesday – Tuesday – Saturday

**Teesport – Bilbao – Teesport**

Friday – Tuesday – Saturday

**Hull – Bilbao – Hull**

Friday – Tuesday – Saturday

**Tilbury – Bilbao – Tilbury**

Sunday – Tuesday – Friday

**Other connections:**

Travemunde, Helsinki, Paldiski, St.Petersburg

West Africa, South America, Mexico, Canada and East costs USA

**Finnlines Belgium N.V.**  
Verrebroek, Belgium  
Tel. +32 (0)3 570 9542  
sales.be@finnlines.com

**Finnlines Deutschland GmbH**  
Lübeck, Germany  
Tel. +49 451 1507 500  
sales.de@finnlines.com

**Finnlines UK Ltd**  
Hull, United Kingdom  
Tel. +44 1482 377 655  
sales.uk@finnlines.com

**Grimaldi Logistica España, S.I.**  
Valencia, Spain  
Tel. +34 93 502 0409  
finnlines@grimaldilogistica.com

**C. Toro y Betolaza, S.A.**  
Santurce, Spain  
Tel. +34 944 252 600  
finnlines.bilbao@torobe.com

# MEET THE TEAM



## **IGOR URRIA**

### **Secretary General**

**[igor.urria@spanishchamber.co.uk](mailto: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 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](mailto:t.newman@spanishchamber.co.uk)**

Tom, with a number of years of experience, is the familiar face of accounts and makes sure the admin wheel of the Chamber keeps turning.

A key role being the longest serving member of staff at the Chamber combined with a passion and enthusiasm for all things Spanish and especially the food!

---



## **HANNAH SANDERS**

### **Head of Corporate Relations & Events**

**[hannah.sanders@spanishchamber.co.uk](mailto:hannah.sanders@spanishchamber.co.uk)**

Hannah 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 sports tournament, sector specific forum meeting, an exclusive dinner or a reception for hundreds of guests in a beautiful London venue.

Affectionately regarded as being the 'recycling police' of the office, outside of work she can usually be found running around the leafier parts of north London, baking or planning where to travel to next!

---



## **BONITA BHANDARI**

### **Head of Foreign Trade**

**[bonita.bhandari@spanishchamber.co.uk](mailto:bonita.bhandari@spanishchamber.co.uk)**

With interests in Spanish affairs and international trade, Bonita has settled into the role of Foreign Trade Manager quickly and comfortably. Working with private companies and public organisations in Spain and the UK, she is always exploring new ways to promote and strengthen trade relations. The situation in 2020 has allowed for creativity through virtual Trade Missions, online webinars and more, offering a wider audience the opportunity to get involved and increase their visibility.

In her spare time, Bonita likes to travel, keep fit and cook with friends and housemates.

---



## **PILAR PEÑALVER**

### **Events and Communications Manager**

**[pilar.penalver@spanishchamber.co.uk](mailto: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's not working, you can find Pilar practicing yoga or experimenting with new smoothie recipes.





# SERVICES OF THE CHAMBER



## WHAT IS THE SPANISH CHAMBER OF COMMERCE?

In 1886 a group of Spanish and British merchants, industrialists and professionals founded the Chamber with the main objective of promoting the economic and commercial relationships between both nations.

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 for facilitating 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.

# 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 people at our events and through meetings set up via our internationalisation support services.

<p><b>HONEYCOMB</b> 25 Motcomb St - Floor 5 25 The Quadrant LONDON W1A 2DB www.honeycomb.com +44 (0)20 498 7000 Foreign Exchange</p> <p><b>HRD BUSINESS</b> 36 St James St London House WC2E 7ES LONDON www.hrdbusiness.com +44 (0)20 776 0865 Foreign Exchange</p> <p><b>ICAGO</b> 100 Victoria St, Equinox Street LONDON E1C 2JH www.icago.com +44 (0)20 7337 4400 Referrals</p> <p><b>NATIONAL BUSINESS EXCHANGE</b> John Church Square, 2nd Floor LONDON E1C 2AB www.nbx.com +44 (0)20 7462 2400 Foreign Exchange</p> <p><b>IRA MONEY TRANSFER</b> 25 Baker Street LONDON W1U 7EU www.ira-moneytransfer.com +44 (0)20 5620 9227 Banking and Financial Services</p> <p><b>UNICOLA</b> 25 Abchurch Lane, 4 - Floor 4 LONDON E3 6JH www.unicola.com +44 (0)20 7624 1000 Bank</p>	<p><b>BUSINESS CONSULTANCY SERVICES</b> 25 Abchurch Lane - 4 LONDON E3 6JH www.businessconsultancy.com +44 (0)20 7624 1000 Foreign Exchange</p> <p><b>CERESOURCE</b> Fleet Street - 11th Fl LONDON EC4A 3DF www.ceresource.com +44 (0)20 7492 7000 Foreign Exchange</p> <p><b>FINPROOF R&amp;D TAX EXPERTS</b> 28 The Quadrant St LONDON W1A 2DB www.finproof.com +44 (0)20 776 0865 Foreign Exchange</p> <p><b>FRANCO</b> 100 Victoria St, Equinox Street LONDON E1C 2JH www.franco.com +44 (0)20 7337 4400 Referrals</p> <p><b>INTERNATIONAL BUSINESS EXCHANGE</b> John Church Square, 2nd Floor LONDON E1C 2AB www.nbx.com +44 (0)20 7462 2400 Foreign Exchange</p> <p><b>IRVING</b> 25 Upper Grosvenor - 4th Floor LONDON W1A 2DB www.irving.com +44 (0)20 7462 2400 Foreign Exchange</p> <p><b>IRA MONEY TRANSFER</b> 25 Baker Street LONDON W1U 7EU www.ira-moneytransfer.com +44 (0)20 5620 9227 Banking and Financial Services</p> <p><b>AXIS GLOBAL BUSINESS UK</b> 25 Abchurch Lane LONDON E3 6JH www.axisglobal.com +44 (0)20 7624 1000 Consulting</p>	<p><b>ROO LLP</b> 25 Abchurch Lane LONDON E3 6JH www.roo.com +44 (0)20 7624 1000 Accounting &amp; Auditing</p> <p><b>BLACK ROBINSON</b> 11 Colindale Avenue LONDON NW9 1UH www.blackrobinson.com +44 (0)20 776 0865 Accounting</p> <p><b>BOVI MONTEIRO Y ASSOCIADOS</b> 11 Colindale Avenue LONDON NW9 1UH www.bovi.com +44 (0)20 776 0865 Accounting, Auditing, Consulting</p> <p><b>CE CONSULTING EMPRESARIAL</b> 11 Colindale Avenue LONDON NW9 1UH www.ce.com +44 (0)20 776 0865 Business Consulting</p> <p><b>CLIFF CHASE SERVICES</b> 11 Colindale Avenue LONDON NW9 1UH www.cliffchase.com +44 (0)20 776 0865 Business Consulting</p>	<p><b>CONTROL RISKS GROUP</b> Control Risk LONDON E1C 2DB www.controlrisks.com +44 (0)20 7624 1000 Foreign Exchange</p> <p><b>DELTA NUMBER ONE LLP</b> 11 Colindale Avenue LONDON NW9 1UH www.deltanumberone.com +44 (0)20 776 0865 Foreign Exchange</p> <p><b>DELONIA SOFTWARE</b> 11 Colindale Avenue LONDON NW9 1UH www.delonia.com +44 (0)20 776 0865 Foreign Exchange</p> <p><b>EMERSON SOFTWARE</b> 11 Colindale Avenue LONDON NW9 1UH www.emerson.com +44 (0)20 776 0865 Foreign Exchange</p> <p><b>FRANK CONSULTING</b> 11 Colindale Avenue LONDON NW9 1UH www.frank.com +44 (0)20 776 0865 Foreign Exchange</p>	<p><b>GRANT THORNTON</b> 11 Colindale Avenue LONDON NW9 1UH www.grantthornton.com +44 (0)20 776 0865 Foreign Exchange</p> <p><b>HERSHEL LLP</b> 11 Colindale Avenue LONDON NW9 1UH www.hershel.com +44 (0)20 776 0865 Foreign Exchange</p> <p><b>HOVHES</b> 11 Colindale Avenue LONDON NW9 1UH www.hovhes.com +44 (0)20 776 0865 Foreign Exchange</p> <p><b>SMITH &amp; WILKINSON LLP</b> 11 Colindale Avenue LONDON NW9 1UH www.smithwilkinson.com +44 (0)20 776 0865 Foreign Exchange</p>	<p><b>PAV LITTLEWOOD</b> 11 Colindale Avenue LONDON NW9 1UH www.pav.com +44 (0)20 776 0865 Foreign Exchange</p> <p><b>RAE CONSULTING</b> 11 Colindale Avenue LONDON NW9 1UH www.rae.com +44 (0)20 776 0865 Foreign Exchange</p> <p><b>SMITH &amp; WILKINSON LLP</b> 11 Colindale Avenue LONDON NW9 1UH www.smithwilkinson.com +44 (0)20 776 0865 Foreign Exchange</p>
---	---	--	--	---	---

## > 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.



## > INCREASE YOUR BRAND VISIBILITY

1. Have your company's information featured in the Members' Directory on our website and in the Annual Report
2. Benefit from our following of over 4,000 companies and individuals on Twitter and LinkedIn, our database of over 3,000 contacts who receive our fortnightly e-newsletter and the 5,000 users who visit our blog
3. Share your company news and events via our blog and social media
4. Promote your business with dedicated banners displayed in our online channels



## > GAIN FURTHER BRAND EXPOSURE

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



## > DEVELOP NEW INSTITUTIONAL CONNECTIONS

Connect your business with UK and Spanish institutions as well as other foreign Chambers which make up the FEDECOM Network.



# TAX&ADVISE

VISION, TRUST & GROWTH

Tax&Advise ofrece a sus clientes  
asesoramiento fiscal y contable en relación  
**a los nuevos retos que plantea el Brexit.**



SERVICIOS  
DE ASESORÍA  
FISCAL



SERVICIOS  
DE NÓMINAS



INFORME FINANCIERO/  
PREPARACIÓN  
DE CUENTAS



DECLARACIONES  
DE RENTA



CONTABILIDAD



FISCALIDAD  
INTERNACIONAL  
Y OTROS

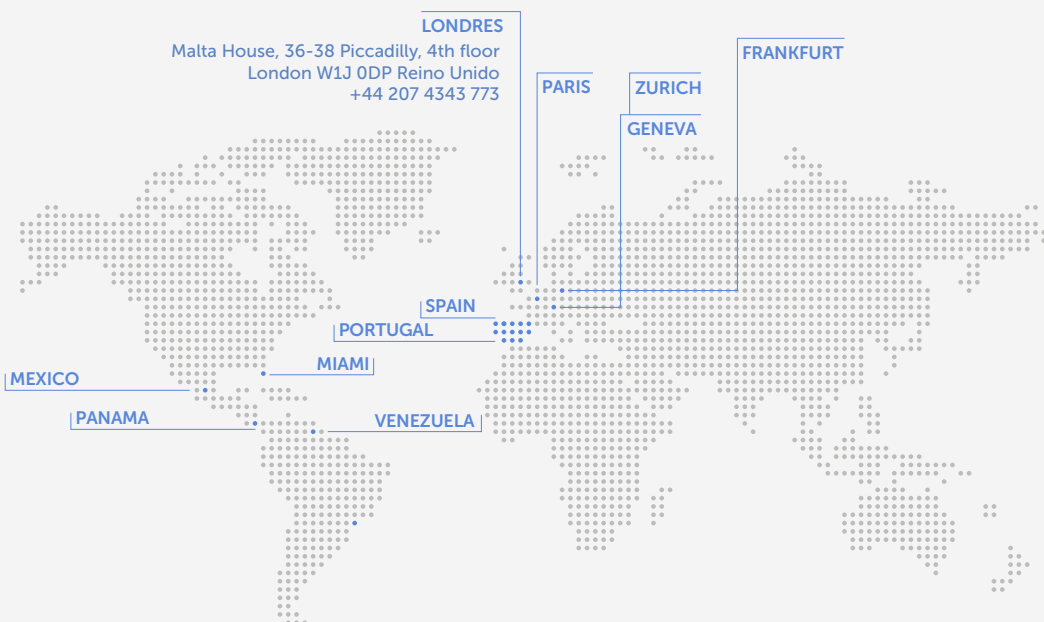
T. +44 (0) 207 283 7489

[www.taxandadvise.com](http://www.taxandadvise.com)

10 Philpot Lane, EC3M 8AA London

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

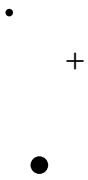
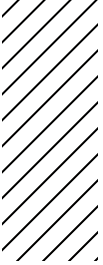
+44 207 4343 773



Wherever you are,  
our goal is to always  
make you feel close.

727 branches in Spain.  
70 branches in Portugal.  
5 branches around Europe.  
4 branches in Latin America.  
1 Branch in USA.

2.3 million customers,  
and 6,059 employees  
at your service.



# THE CHAMBER'S INSTITUTIONAL NETWORK

The Spanish Chamber of Commerce has been promoting bilateral commercial relationships between the two countries for over 130 years. As a member, you can **benefit from our wider institutional network of affiliate organisations and government departments:**

UK	SPAIN	INTERNATIONAL	CULTURAL

# EVENTS OF THE CHAMBER

The Chamber organises approximately 50 events each year; despite the unusual circumstances, in 2020 we **successfully moved most of them online** and organised a total of **96 events** and webinars. Each event provided a profitable networking opportunity for representatives from companies of all industries and sizes. Events include:

## > 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

We took these events online in 2020. 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 Brexit and the new barriers, **relying on the Spanish Chamber of Commerce in the UK will 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

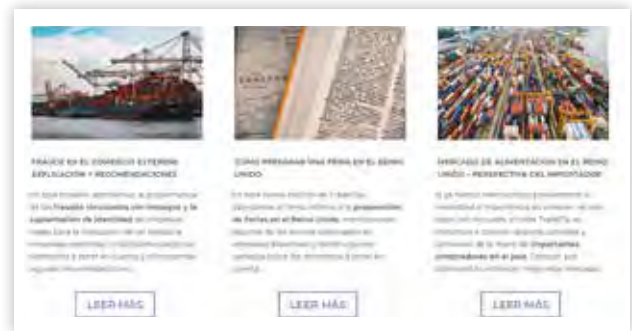
**Commercial presentations** aim to provide a market overview by presenting the products of the contracting business to potential new customers or partners, facilitating the establishment and integration of the company into the target market.



## > 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 launched a new initiative: **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 2020 our website was visited by over **50,000** users who spent an average time of 5.30 minutes navigating the site.

Our blog receives in excess of 5,000 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/articles 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 3,000 followers on each network**. 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 5,000 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.



# MEMBERS' BLOG POSTS

As a part of our aim to give our members as much visibility as possible during this tough year, we offered our members the possibility to feature in the Chamber's blog free of charge.

**BLOG POST | Working from home? Cyber Security Concerns and how to protect your data remotely**

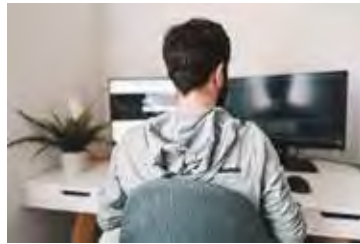
by Spanish Chamber | Mar 18, 2020



BLOG POST BY OUR MEMBER  
**TECHNORIZON**

**BLOG POST | 5 Ways to Manage Remote Team Members More Effectively**

by Spanish Chamber | Mar 30, 2020



BLOG POST BY OUR MEMBER  
**FASTRACKTOREFOCUS COACHING**

**BLOG POST | Why interior design?**

by Spanish Chamber | Apr 29, 2020



BLOG POST BY OUR MEMBER  
**TAILORED LIVING INTERIORS**

**BLOG POST | Teleworking: Vector ITC recommends 5 key measures to improve productivity in the face of quarantine**

by Spanish Chamber | Apr 29, 2020



BLOG POST BY OUR MEMBER  
**VECTOR ITC**

**BLOG POST | The impact of Covid-19 from a gender perspective**

by Spanish Chamber | Apr 23, 2020



BLOG POST BY OUR MEMBER  
**DIVERSITAS INSTITUTE**

**BLOG POST | Coping & Catering with Covid-19: From Event Catering to Home Delivery in 10 days**

by Spanish Chamber | May 16, 2020



BLOG POST BY OUR MEMBER  
**PAELLA FELLA**

**BLOG POST | Cybersecurity: how to protect your organisation's data during this period of teleworking?**

by Spanish Chamber | May 14, 2020



BLOG POST BY OUR MEMBER  
**VECTOR ITC**

**BLOG POST | Brexit & VAT: Future proof your business beyond the transitional period**

by Spanish Chamber | Jun 26, 2020



BLOG POST BY OUR MEMBER  
**ACCORDANCE VAT**

**BLOG POST | 5 Strategies for Surfacing and Resolving Concerns about Change**

by Spanish Chamber | Jun 23, 2020



BLOG POST BY OUR MEMBER  
**FASTRACKTOREFOCUS COACHING**

**BLOG POST | Tax and Legal Brexit considerations for Spanish Expats in the UK**

by Spanish Chamber | Jun 22, 2020



BLOG POST BY OUR MEMBER  
**DEL CANTO CHAMBERS**

**BLOG POST + OFFER | Why Summer is a great time to review, set goals and make a plan**

by Spanish Chamber | Jul 9, 2020



BLOG POST BY OUR MEMBER  
**FASTRACKTOREFOCUS COACHING**

**BLOG POST | "Cap à via sense un bon àpat" campaign by our member Sagardi**

by Spanish Chamber | Aug 5, 2020



BLOG POST BY OUR MEMBER  
**SAGARDI**

# MEMBERS' WEBINARS

We offered our members the possibility to hold their webinars with our collaboration.



A GUIDE TO REDUCING YOUR COMPANY IT COSTS  
WEBINAR WITH SOFFTEK AND VECTOR SOLUTIONS



THE IMPACT OF COVID19 ON THE FINANCIAL SERVICES INDUSTRY  
WEBINAR WITH EVERIS



MANAGING A SAFE RETURN TO WORK  
WEBINAR WITH CRIPPS



REMOTE WORKING AND HR  
WEBINAR WITH NETEX



COVID-19 CRISIS: IMPACT ON SUPPLY CHAINS  
WEBINAR WITH IESE



STAYING SAFE ONLINE WHILE WORKING REMOTELY  
WEBINAR WITH TECHNORIZON



GUÍA PARA LA REESTRUCTURACIÓN Y EL CONCURSO DE ACREEDORES  
WEBINAR WITH QUABBALA



ACHIEVING SUSTAINABLE TOURISM IN SPAIN AND SCOTLAND  
WEBINAR WITH PARADORES



MOVING YOUR WORKING LIFE ONLINE  
WEBINAR WITH THE LONDON SCHOOL OF ENGLISH



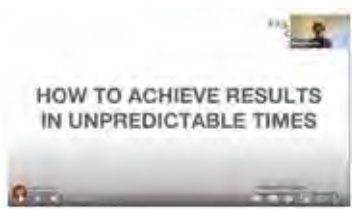
REBOOTING YOUR B2B GROWTH STRATEGY  
WEBINAR WITH ESADE



VAT IN 2020  
WEBINAR WITH SOVOS



HOW TO EFFECTIVELY COMMUNICATE YOUR BRAND DURING TIME OF CRISIS  
WEBINAR WITH BRANDLOND



HOW TO ACHIEVE RESULTS IN UNPREDICTABLE TIMES  
WEBINAR WITH FASTTRACKTOREFOCUS



BRITISH INSOLVENCY LAW EXPLAINED  
WEBINAR WITH QUABBALA



GENDER DIVERSITY IN THE WORKPLACE IN 2020  
WEBINAR WITH DIVERSITAS INSTITUTE

# 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:

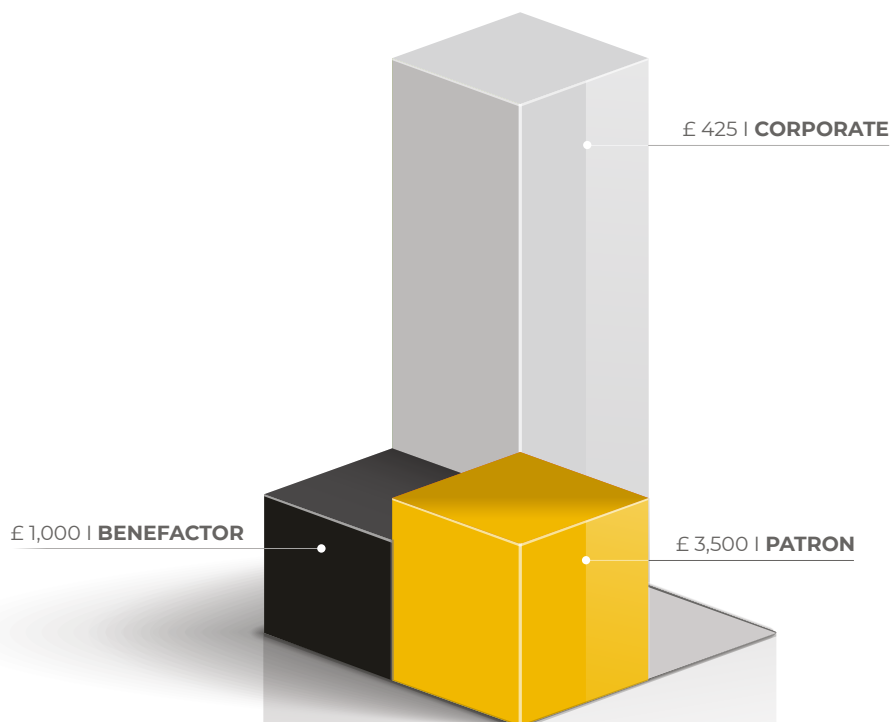
- Are larger SMEs.
- Wish to upgrade their membership and sample some of the benefits enjoyed by our patron members.

## > PATRON

This category is appropriate for companies that:

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

## 2020 MEMBERSHIP FEES



## FIND OUT WHICH MEMBERSHIP CATEGORY MIGHT BEST SUIT YOUR COMPANY:

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



# 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.

BUSINESS CENTRE

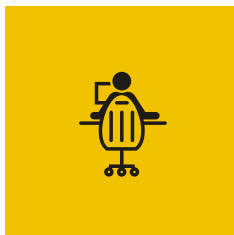


## SIMPLE AND INTELLIGENT BUSINESS SOLUTIONS

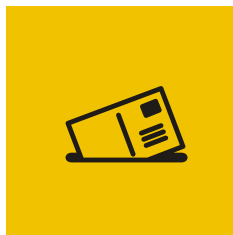
Services we offer:



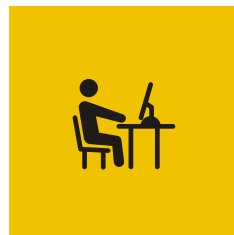
Meeting room hire



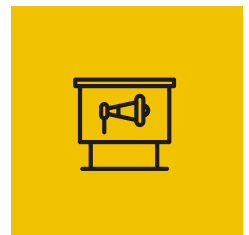
Daily desk hire



Postal address



Office spaces



Advertising opportunities

---

**The Spanish Chamber of Commerce in the United Kingdom is extremely proud to be celebrating its 135<sup>th</sup> anniversary in 2021.**



For well over a century we have been both facilitating and promoting trade and investment between Spain and the United Kingdom.

---

As part of our celebrations, we will be publishing a commemorative hardback book to showcase our historical journey from 1886 to 2021 (and beyond!)

---

We will keep you informed about opportunities to participate and publishing news. We are looking forward to having you all involved!

---

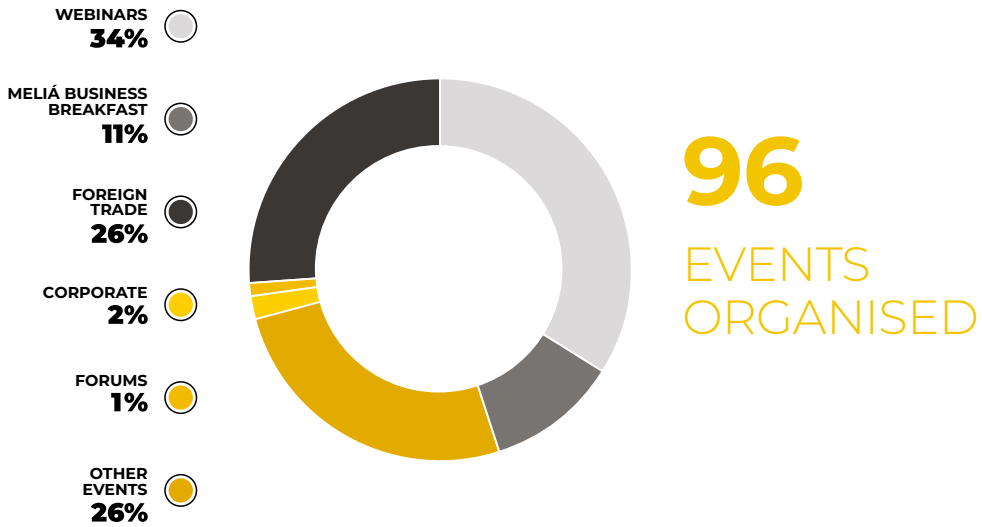


 Spanish Chamber  
of Commerce in  
the United Kingdom



# 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 both in the UK and in Spain: we do this in accordance with our principal goal of promoting the commercial partnerships between the two countries.



<p><b>+3,000</b> GUESTS WELCOMED</p>	<p><b>+400</b> COMPANIES TOOK PART AT OUR EVENTS</p>	<p><b>+3</b> NEW SERIES OF EVENTS LAUNCHED IN 2020</p>
--	--	--

## SPONSOR COMPANIES OF 2020 CORPORATE EVENTS







# EVENTS DURING THE CORONAVIRUS PANDEMIC

The Spanish Chambers' activities prior to Covid-19 included a great deal of face-to-face meetings, networking events, conferences and other gatherings. Events provided a vital tool for enabling our members to grow their network and find new business opportunities. Therefore, **Covid-19 provided a huge disruption.**

Most of our colleagues were already set-up to work from home and we quickly managed to move most of our events online. Nevertheless, we had to cancel most of our corporate events that are so important for the Chamber.

All of our January and February events took place normally and we were lucky to be able to hold the New Years' Drinks Reception in such a special place, **the Royal Academy of Arts.** Our Annual General Meeting was held as a hybrid event in which only a select few representatives attended it in person, while the meeting was livestreamed via Zoom to a wider audience.

The pandemic helped us to **accelerate our digitalisation** process and we soon started promoting how we had been able to **support our members online.** At first, we thought it would be complicated to get people to join the online events. We tried to create useful topics and reach out to interesting and recognised leaders. We invited government officials and representatives from specialised companies as guest speakers. Our goal was to inform about **the latest developments of the pandemic** and to share ideas on **how business could adapt to "the new normal".**

Our online events have proved to be a huge success and **we have been able to hold more seminars online than ever before.**

Our members have had the opportunity to create their own webinars to share their expertise and to reach new potential clients. We promoted their news and events through our social media and e-newsletter and published blog posts regularly. Due to the pandemic **we became more active on social media and in promoting our members' businesses, services, special offers and events.** We had also been able to meet our members on a regular basis via video meetings. The pandemic has given us the opportunity to change our working style and given us **more flexibility to meet our members' needs.**

We created a dedicated **COVID-19 Corner on our website,** where our members could see the latest developments of the pandemic and how this could affect their business. We also published **a wide range of options to help our members to increase their presence and activity online.**

Our trade missions that were based on organised group visits to present the business products to different distributors were taken online and took the form of weekly online meetings and presentations. Not being able to travel saved us a lot of time, which we used to **increase the amount of trade shows and commercial activity** that we were carrying out.

Looking to the future, many of the improvements that were brought about by the pandemic are here to stay. We will continue with our online marketing initiatives and virtual events to support our members.

At the Spanish Chamber of Commerce in the UK we remain resolute to support and promote our member companies as much as we can. We will start celebrating face-to-face events as soon as we can and we can't wait to see you all there!



# 2020 EVENTS

THIS WAS THE FIRST YEAR THAT THE CHAMBER CARRIED OUT WEBINARS, AND WE ARE PROUD TO TELL THAT THEY HAVE BEEN A SUCCESS.

## JAN

- 21 • **BREXIT BRIEFING IN COLLABORATION WITH THE DEPARTMENT FOR BUSINESS, ENERGY AND INDUSTRIAL STRATEGY (BEIS).**
- 23 • **SEMINAR** Setting Up for Success in 2020
- 28 • **NEW YEAR'S DRINKS RECEPTION**
- 31 • **Feedback breakfast with the Spanish Chamber**

## FEBRUARY

- 04 • **WEBINAR** Cosmetic and Personal Care Trade Opportunities with Spain
- 06 • **JORNADA PAÍS Zaragoza**
- 13 • **JORNADA PAÍS Santander**
- 25 • **SEMINAR** R&D Tax Credit and its implications post-Brexit
- 31 • **ELEVATOR PITCH**

## MAR

- 02 • **FINANCIAL FORUM**
- 11 • **JORNADA PAÍS Madrid**
- 30 • **OMFIF VIRTUAL LECTURE | COVID-19: DISPATCHES FROM MADRID AND LONDON**
- 30 • **JORNADA PAÍS Girona**
- 31 • **JORNADA PAÍS Teruel**

## APR

- 01 • **JORNADA PAÍS Zaragoza**
- 02 • **JORNADA PAÍS Huesca**
- 02 • **Meliá Business Breakfast with Rt Hon Greg Hands MP Minister of State at the DIT**
- 08 • **WEBINAR** Gender Diversity In The Workplace In 2020 And The Related Consequences Of COVID-19
- 09 • **WEBINAR** COVID-19: Assessing The Financial Impact And The Sustained Importance Of Claiming R&D Tax Relief
- 15 • **WEBINAR** Staying Safe Online While Working Remotely
- 15 • **JORNADA PAÍS Girona**
- 16 • **WEBINAR** How To Effectively Communicate Your Brand During Times Of Crisis
- 21 • **WEBINAR** How To Boost Team Morale And Achieve Results In Unpredictable Times
- 27 • **WEBINAR** Understanding The Government Measures Available To Support Your Company Through COVID-19
- 30 • **Meliá Business Breakfast Webinar With Rt Hon Hilary Benn MP - Chair Of Brexit Select Committee At The House Of Commons**

## MAY

- 05 • **WEBINAR** Guía Para La Reestructuración Y El Concurso De Acreedores En El Derecho Español
- 06 • **WEBINAR** How To Adapt Your Cultural Style And Language For Virtual Working
- 07 • **WEBINAR** British Insolvency Law Explained
- 11 • **WEBINAR** Optimising ROI Of A Digital Workplace
- 14 • **Meliá Business Breakfast Webinar With Mike Cherry, National Chairman Of The Federation Of Small Businesses**
- 19 • **Meliá Business Breakfast Webinar With Nadhim Zahawi MP, Minister For Business And Industry At BEIS**
- 20 • **WEBINAR** Rebooting Your B2B Growth Strategy: Understanding The New Business Context
- 21 • **JORNADA PAÍS Zaragoza Reino Unido: Retos Y Oportunidades Ante El Brexit**
- 21 • **WEBINAR** The Impact Of Covid-19 On SMES And Entrepreneurial Businesses
- 27 • **WEBINAR** Remote Working And HR: The Best Practices For Developing And Engaging Your Staff
- 27 • **JORNADA PAÍS Sevilla Cómo Hacer Negocios En El Reino Unido**
- 28 • **WEBINAR** The Global Impact Of Covid-19 On The Financial Services Industry And How Blockchain Technology Can Help
- 21 • **Workshop: Making The Most Of Your Spanish Chamber Membership**

## JUN

- 02 • **Meliá Business Breakfast Webinar With Kevin Foster MP, Minister For Future Borders And Immigration At The Home Office**
- 03 • **WEBINAR** British Law: Your Key Questions Answered
- 04 • **JORNADA PAÍS Coruña Hacer Negocios En El Reino Unido: Retos Y Oportunidades**
- 10 • **WEBINAR** Ongoing Challenges And Opportunities In Supply Chain And Operations: Surviving The Covid-19 Crisis
- 16 • **JORNADA PAÍS Valencia Cómo Hacer Negocios En El Reino Unido**
- 17 • **WEBINAR** Returning To Work Post Covid-19: Guidelines And Best Practices
- 18 • **WEBINAR** Covid-19: The Healthcare Challenges, Opportunities And Lessons Learnt
- 18 • **VIRTUAL TASTING WITH CODORNIU**
- 24 • **Meliá Business Breakfast With Alderman William Russell, The Lord Mayor Of The City Of London**
- 25 • **WEBINAR** Hospitality Round Table: Preparing For Success In The New Normal
- 26 • **Workshop: Making The Most Of Your Spanish Chamber Membership**
- 30 • **ELEVATOR PITCH online**
- 30 • **JORNADA PAÍS Murcia Covid19: Situación Actual, Oportunidades Y Retos Para La Empresa Murciana.**



## REFERENCES

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



# JUL

# AUGUST

# SEP

# OCT

# NOV

# DEC

**01** ♦ JORNADA PAÍS Asturex Retos Y Oportunidades Del Mercado Británico Para La Empresa Asturiana: Desde El Brexit Al Covid-19

**02** SEMINAR Trade And Investment Opportunities In Scotland

**07** ♦ JORNADA PAÍS Business Opportunities In Spain: From Brexit To Covid-19

**07** ♦ 133<sup>rd</sup> ANNUAL GENERAL MEETING

**14** Meliá Business Breakfast With Rt.Hon Greg Hands MP, Minister Of State At The DIT

**14** ♦ VIRTUAL PUB QUIZ WITH MAHOU SAN MIGUEL

**16** WEBINAR Sustainable And Resilient Mobility – Key Considerations

**16** ♦ VIRTUAL TASTING WITH CODORNIU

**21** ♦ PANEL DISCUSSION IBERICA EXPO | UK Food And Drink Industry: The Importer's Perspective.

**24** ♦ JORNADA PAÍS La Rioja El Reino Unido Para La Empresa Riojana, Retos Y Oportunidades

**28** WEBINAR Restart, Rebuild, Renew: The Impact Of Covid-19 On UK Businesses And Trade - And What Comes Next

**13** ♦ Workshop: Making The Most Of Your Spanish Chamber Membership

**27** ♦ VIRTUAL TASTING WITH CODORNIU

**10** WEBINAR A Guide To Reducing Your Company's IT Costs

**10** WEBINAR Achieving Sustainable Tourism In Spain And Scotland

**15** WEBINAR The UK Border Operating Model

**16** ♦ JORNADA PAÍS Segovia Mercado Británico: Retos Y Oportunidades

**22** ♦ PATRONS' BREXIT BRIEFING

**22** ♦ JORNADA PAÍS Sevilla

**29** ♦ COUNCIL OF IBERO AMERICAN CHAMBERS ONLINE MIXER

**07** ♦ JORNADA PAÍS Granada

**13** Meliá Business Breakfast With Lord Grimstone And John Glen MP

**15** ♦ ELEVATOR PITCH online

**15** ♦ JORNADA PAÍS Zaragoza

**21** Meliá Business Breakfast With Tom Tugendhat MP

**27** ♦ II BAROMETER ON THE CLIMATE AND OUTLOOK FOR SPANISH INVESTMENT IN THE UK

**27** ♦ JORNADA PAÍS La Rioja

**28** ♦ JORNADA PAÍS Valencia: Reino Unido. Brexit: Situación Actual Y Perspectivas De Negocio

**29** ♦ JORNADA PAÍS Navarra

**29** ♦ COUNCIL OF IBERO AMERICAN CHAMBERS ONLINE MIXER: OCTOBER EDITION

**03** ♦ A CRASH COURSE ON BREXIT: Changes In The Operations Of European Product And Service Companies

**05** WEBINAR Navigating VAT Complexity

**12** ♦ Spanish wine & Scotch whisky: a Dialogue

**24** ♦ JORNADA PAÍS La Rioja

**26** ♦ Council Of Ibero American Chambers Online Mixer: November Edition

**26** ♦ Panel Discussion Omfif: The Role Of Governments, Policy-makers And Finance In Building Green Infrastructure

**02** ♦ JORNADA PAÍS Huesca

**03** HUMAN RESOURCES FORUM: COVID-19: THE GATEWAY TO A NEW KIND OF LEADERSHIP

**08** Meliá Business Breakfast With Dr. Adam Marshal

**10** WEBINAR Creating Effective Transfer Pricing Strategies in Spain & the UK

**10** ♦ JORNADA PAÍS Eucofel

**10** ♦ OMFIF | Renewable Energy As An Asset Class

**15** WEBINAR Employing People From Outside The UK Post-brexit

**16** Meliá Business Breakfast With Alvaro Nadal, Head Of The Economic And Commercial Office Of Spain In The UK

**16** ♦ In Conversation With The Uk Minister For Investment Lord Grimstone Of Boscobel Kt

WEBINARS  
34%

MELIÁ  
BUSINESS  
BREAKFASTS  
11%

FOREIGN  
TRADE  
26%

CORPORATE  
2%

FORUMS  
1%

OTHER  
EVENTS  
26%

96  
EVENTS

STATISTICS

# WEBINARS



21ST JANUARY – BREXIT BRIEFING IN COLLABORATION WITH THE DEPARTMENT FOR BUSINESS, ENERGY AND INDUSTRIAL STRATEGY (BEIS). GUEST SPEAKER: DONNA LEONG



## 23RD JANUARY

### SEMINAR | SETTING UP FOR SUCCESS IN 2020

This seminar was held in collaboration with Chamber member **FastrackToRefocus Coaching** and focused on how to reach company goals in 2020 through goal-setting and motivation management.



TRADE AND INVESTMENT IN SCOTLAND WEBINAR



## 4TH FEBRUARY

### WEBINAR | COSMETIC AND PERSONAL CARE TRADE OPPORTUNITIES WITH SPAIN

This webinar, organised by Patron **Santander**, explained the opportunities available in the Cosmetic and Personal Care sector.



## 25TH FEBRUARY

### SEMINAR | R&D TAX CREDIT AND ITS IMPLICATIONS POST-BREXIT

In collaboration with **FI Group**, an international consulting company and Chamber member, this seminar explained the process of claiming tax credit on R&D products and how the encouragement of R&D in the UK post-Brexit could increase opportunities for investment in this area.



FI GROUP SEMINAR ON THE 25TH FEBRUARY

### 8<sup>TH</sup> APRIL



#### WEBINAR | GENDER DIVERSITY IN THE WORKPLACE IN 2020 AND THE RELATED CONSEQUENCES OF COVID-19

**Ms. Raquel Barrera**, diversity and inclusion consultant from Chamber member **Diversitas Institute** shed light on the issue of gender inequality in the workplace in the context of the Covid-19 pandemic.



### 16<sup>TH</sup> APRIL

#### WEBINAR | HOW TO EFFECTIVELY COMMUNICATE YOUR BRAND DURING TIMES OF CRISIS

**Mr. Marc Guitart** from **Brandlond**, a design consultancy firm and Chamber member, explained how to develop a relatable, engaging and authentic brand, even during periods of intense uncertainty.

### 9<sup>TH</sup> APRIL



#### WEBINAR | COVID 19: ASSESSING THE FINANCIAL IMPACT AND THE SUSTAINED IMPORTANCE OF CLAIMING R&D TAX RELIEF

This webinar, again held in collaboration with **FI Group**, gave insight into the government support available during the crisis and went on to emphasise the benefits and possibilities for claiming R&D tax relief.



### 21<sup>ST</sup> APRIL

#### WEBINAR | HOW TO BOOST TEAM MORALE AND ACHIEVE RESULTS IN UNPREDICTABLE TIMES

Chamber member **FastrackToRefocus Coaching** shared their four principal steps for maintaining a focused team and a positive workplace culture during a period of unprecedented uncertainty.

### 15<sup>TH</sup> APRIL



#### WEBINAR | STAYING SAFE ONLINE WHILE WORKING REMOTELY

We were delighted to welcome **Mr. Ricardo de Ena** from Chamber member **Technorizon** to explain the increased cybersecurity risks of remote working and to share his five key pieces of advice on how to stay cyber-secure.



### 27<sup>TH</sup> APRIL

#### WEBINAR | UNDERSTANDING THE GOVERNMENT MEASURES AVAILABLE TO SUPPORT YOUR COMPANY THROUGH COVID-19

For this webinar we were joined by member **Cripps Pemberton Greenish**. They offered practical advice on understanding and accessing the special government measures available to help businesses in the UK during the Covid-19 pandemic.



BREXIT BRIEFING EVENT HELD IN COLLABORATION WITH BEIS ON THE 21<sup>ST</sup> JANUARY

5<sup>TH</sup> MAY



**WEBINAR | GUÍA PARA LA REESTRUCTURACIÓN Y EL CONCURSO DE ACREEDORES EN EL DERECHO ESPAÑOL**

Offering insight into business restructuring in Spain, this webinar was produced in collaboration with our member **Quabbala**. It also addressed the measures taken by the Spanish government to mitigate the economic impact of Covid-19.

6<sup>TH</sup> MAY



**WEBINAR | HOW TO ADAPT YOUR CULTURAL STYLE AND LANGUAGE FOR VIRTUAL WORKING**

In collaboration with Chamber member the **London School of English**, this webinar explored the difficulties presented by interacting online rather than in person, and focused on the linguistic and cultural aspects to be considered when moving a diverse workplace online.

7<sup>TH</sup> MAY



**WEBINAR | BRITISH INSOLVENCY LAW EXPLAINED**

This webinar, also delivered by member **Quabbala**, aimed to clear up doubt surrounding the British government Covid-19 support available for businesses, as well as focusing on insolvency law and restructuring.

11<sup>TH</sup> MAY



**WEBINAR | OPTIMISING ROI OF A DIGITAL WORKPLACE**

This interactive virtual workshop was held in partnership with Chamber member and LegalTech SaaS company **Docuten** and sought to explain how to optimise productivity in a digital workplace and to facilitate virtual networking between participants.

20<sup>TH</sup> MAY



**WEBINAR | REBOOTING YOUR B2B GROWTH STRATEGY: UNDERSTANDING THE NEW BUSINESS CONTEXT**

**Professor Oscar Torres** of Chamber member **ESADE** shared his in-depth knowledge with our members as he analysed the different management styles and business cultures in the context of a global crisis, offering advice on growth strategies during times of upheaval.

21<sup>ST</sup> MAY



**WEBINAR | THE IMPACT OF COVID-19 ON SMES AND ENTREPRENEURIAL BUSINESSES**

This panel discussion, produced in partnership with Chamber Benefactor **Stevens & Bolton LLP**, addressed the challenges facing SMEs during the Covid-19 crisis and explored the range of support measures available to this crucial section of the UK economy.

SPEAKERS AT SOME OF OUR ONLINE EVENTS IN 2020





NADHIM ZAHAWI MP AND NACHO MORAIS DURING A MELIÁ BUSINESS BREAKFAST

### 27<sup>TH</sup> MAY



#### WEBINAR | REMOTE WORKING AND HR: THE BEST PRACTICES FOR DEVELOPING AND ENGAGING YOUR STAFF

Together with Chamber member **Netex**, we organised this seminar to provide insight into the importance of HR and digital technology in developing and maintaining staff engagement and connection with audiences both internal and external to your business.

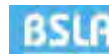
### 28<sup>TH</sup> MAY



#### WEBINAR | THE GLOBAL IMPACT OF COVID-19 ON THE FINANCIAL SERVICES INDUSTRY AND HOW BLOCKCHAIN TECHNOLOGY CAN HELP

This webinar, held in partnership with Chamber member **everis**, examined the impact of Covid-19 on the global banking sector and explained how the exciting technology of Blockchain could help mitigate the repercussions of the crisis.

### 3<sup>TH</sup> JUNE



#### WEBINAR | BRITISH LAW: YOUR KEY QUESTIONS ANSWERED

Aiming to bring foreign nationals living in England and Wales a greater understanding of how British law applies to them, this webinar which was held in partnership with member the **British Spanish Law Association** addressed Family, Succession, Immigration and Criminal law.

### 10<sup>TH</sup> JUNE



#### WEBINAR | ONGOING CHALLENGES AND OPPORTUNITIES IN SUPPLY CHAIN AND OPERATIONS: SURVIVING THE COVID-19 CRISIS

Brought to you alongside Chamber Patron **IESE**, an esteemed professor from the university offered his expert insight into the continuing impact of the Covid-19 crisis on supply chains. He went on to provide an assessment of the legacies of past crises, in order to successfully identify the period after a crisis as the ideal growth opportunity.

### 17<sup>TH</sup> JUNE



#### WEBINAR | RETURNING TO WORK POST COVID-19: GUIDELINES AND BEST PRACTICES

As the UK's first pandemic lockdown had eased, this webinar offered pertinent advice from Chamber member and law firm **Cripps Pemberton Greenish** on the challenges and pitfalls of returning to the workplace in a safe and legal way, as well as examining the implications of 'Covid-security' on landlord-tenant agreements.

### 18<sup>TH</sup> JUNE



#### WEBINAR | COVID-19: THE HEALTHCARE CHALLENGES, OPPORTUNITIES AND LESSONS LEARNT

**Professor Magda Rosenmöller** from Patron member **IESE** offered an assessment of the initial handling of the pandemic around the world, before identifying the crucial areas from which we can all learn lessons for handling future health crises.



## 25<sup>TH</sup> JUNE



### WEBINAR | HOSPITALITY ROUND TABLE: PREPARING FOR SUCCESS IN THE NEW NORMAL

This virtual panel discussion was held with the participation of our Patron **Meliá Hotels International** and Benefactor **NH Hotels** and looked at the long-term implications of the Covid restrictions on the industry, including enforced quarantines and increased domestic travel.

## 2<sup>ND</sup> JULY



### WEBINAR | TRADE AND INVESTMENT OPPORTUNITIES IN SCOTLAND

This online event was the first of our Connecting to Spain series that we developed in partnership with the **Spanish Consulate in Edinburgh**. The session aimed to promote opportunities for Spanish companies in Scotland and to explain how Scotland will remain a prominent market for European trade and investment.

## 16<sup>TH</sup> JULY



### WEBINAR | SUSTAINABLE AND RESILIENT MOBILITY – KEY CONSIDERATIONS

Together with Patron member **DLA Piper UK**, the Chamber organised this webinar to discuss the key issues to consider in the delivery of sustainable and resilient mobility projects such as HS2.

## 28<sup>TH</sup> JULY |



### WEBINAR | RESTART, REBUILD, RENEW: THE IMPACT OF COVID-19 ON UK BUSINESSES AND TRADE - AND WHAT COMES NEXT

**Dr. Adam Marshall, Director General of the British Chambers of Commerce**, shared his expertise on the current business climate, offering vital insight into the importance of adapting to the 'new normal'.

## 10<sup>TH</sup> SEPTEMBER



### WEBINAR | A GUIDE TO REDUCING YOUR COMPANY'S IT COSTS

This webinar was produced in partnership with member **VectorITC** and offered advice on reducing long-term costs through maximising the use of technology and stimulating client engagement.

## 10<sup>TH</sup> SEPTEMBER



### WEBINAR | ACHIEVING SUSTAINABLE TOURISM IN SPAIN AND SCOTLAND

This was the second of our Connecting to Spain series that we developed in partnership with the **Spanish Consulate in Edinburgh**. This virtual dialogue examined current challenges to the tourism industry and considered both the advantages and strategies needed to create more widespread sustainable tourism.

## 15<sup>TH</sup> SEPTEMBER

### WEBINAR | THE UK BORDER OPERATING MODEL



Offering crucial advice for Spanish and British traders moving goods across the UK border, this webinar which was held in collaboration with the **British Chamber of Commerce in Spain** sought to clarify the new border operating model that would come into force at the end of the Brexit transition period.

## 5<sup>TH</sup> NOVEMBER

### WEBINAR | NAVIGATING VAT COMPLEXITY



For this webinar, the Chamber partnered with our Benefactor **Sovos**, to help businesses learn more about the E-Commerce VAT Package and One-Stop-Shop (OSS), the implications of Brexit and what happens at the end of the transition period. They went on to set out their four 'Quick Fixes' for VAT.

## 19<sup>TH</sup> NOVEMBER

### WEBINAR | NAVIGATING A NEW COMPLIANCE LANDSCAPE



The Chamber partnered up with our member **Fulcrum** to provide this interactive webinar which guided businesses through navigating the new compliance landscape: helping them identify the challenges that lay ahead, while maintaining business ethics and corporate integrity.

## 10<sup>TH</sup> DECEMBER

### WEBINAR | CREATING EFFECTIVE TRANSFER PRICING STRATEGIES IN SPAIN & THE UK



Held in partnership with Chamber members **Blick Rothenberg** and **Bové Montero y Asociados**, for this practical webinar a panel of experts from both firms discussed transfer pricing with a unique two-sided approach. Their in-depth presentation covered topics including value chain analysis within Spanish & UK investments, the new framework of international business and the global mobility of employees.

## 15<sup>TH</sup> DECEMBER

### WEBINAR | EMPLOYING PEOPLE FROM OUTSIDE THE UK POST-BREXIT



For this interactive webinar, the final of 2020, the Chamber partnered up with our member **Scornik Gerstein**. Topics included: the new skilled worker route, how to become a licensed sponsor of skilled migrant workers and how to perform right to work checks. Following the presentation, our guest speaker from the firm held an in-depth Q&A with the audience.



NIEVES RODRIGUEZ, FASTTRACKTOREFOCUS AND MARC GUITART, BRANDLOND AT SOME OF OUR ONLINE EVENTS IN 2020

# 133<sup>RD</sup> ANNUAL GENERAL MEETING

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 Chamber. In 2020 it was the last assembly before the end of the Brexit transition period and therefore especially important.

The 133<sup>rd</sup> edition of our AGM was held as a hybrid event on Tuesday the 7th of July. **Mr. Eduardo Barrachina, Mr. Nacho Morais, Mr. Igor Urra, Mr. Álvaro Nadal** and **Mr. Carlos Bastarreche** met at the Spanish Embassy and the event was live streamed to our membership network.

The AGM started with a minute of silence in honour of all of those who had lost their lives to Covid-19. Immediately after this, the Chamber's President, **Mr. Eduardo Barrachina** began the meeting with an update on the general situation of the Chamber. This was followed by a financial overview by the Chamber's Treasurer, **Mr. Nacho Morais**.

The Secretary General, **Mr. Igor Urra**, then provided an account of all the activities held in 2019. In addition, members approved a number of changes to the Statutes in order to bring them in line with numerous Spanish legal requirements.

**Mr. Álvaro Nadal**, Head of the Economic and Commercial Office of Spain in the United Kingdom, highlighted in his speech the essential work of the Chamber: **"it is an exceptional Chamber for several reasons, one of which is its ability to respond in complex situations and for its degree of dynamism"**.

We were delighted to welcome also the Minister for Trade in Spain, **Ms. Xiana Mendez**, who addressed the situation of bilateral trade in relation and the status of trade negotiations: **"we are facing months of negotiations of the trade agreement between the UK and the EU, where the main objective is to mitigate the negative effects on the economies of the 27 and the UK, which would add to the negative effect of the pandemic"**.

The event ended with closing remarks given by H.E. the Ambassador of Spain **Mr. Carlos Bastarreche**.

Mr. IGOR URRA, Mr. EDUARDO BARRACHINA, H. E. CARLOS BASTARRECHE, Mr. NACHO MORAIS, AND Mr. ÁLVARO NADAL



Mr. NACHO MORAIS, Mr. EDUARDO BARRACHINA, H. E. CARLOS BASTARRECHE, Mr. ÁLVARO NADAL AND Mr. IGOR URRA



THE PRESIDENT OF THE CHAMBER, THE AMBASSADOR OF SPAIN AND Mr. ÁLVARO NADAL

THE SPANISH MINISTER FOR TRADE, Ms. XIANA MÉNDEZ, LIVESTREAMING FROM SPAIN



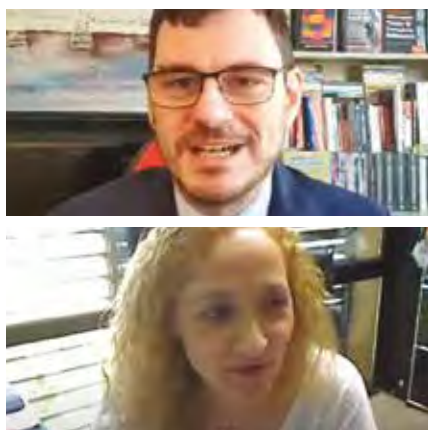
THE SPANISH MINISTER FOR TRADE, Ms. XIANA MÉNDEZ,



THE AGM TOOK PLACE AS A HYBRID EVENT ON THE 7TH JULY 2020

# MELIÁ BUSINESS BREAKFASTS

Our Meliá Business Breakfast series which we began in 2019 went online in 2020 as a response to the pandemic and to provide our members with useful insights directly from a variety of very senior guest speakers. This initiative enabled us to enhance our relationship with the British government and other important business institutions in a time of global economic turmoil.



TOP: Mr. NACHO MORAIS  
BOTTOM: Ms. CRISTINA GINÉS



TOP: Mr. ÁLVARO NADAL  
BOTTOM: Mr. GREG HANDS MP



TOP: Ms. WENDY MORTON MP  
BOTTOM: Mr. JUAN BOTÍN

## 2<sup>ND</sup> APRIL

### MELIÁ BUSINESS BREAKFASTS WITH RT HON GREG HANDS MP, MINISTER OF STATE AT THE DIT

For our very first virtual Meliá Business Breakfast event of the year, **Greg Hands MP** was our guest speaker and gave a briefing on the latest Brexit developments and outlook.

---

## 30<sup>TH</sup> APRIL

### MELIÁ BUSINESS BREAKFAST WEBINAR WITH RT HON HILARY BENN MP - CHAIR OF BREXIT SELECT COMMITTEE AT THE HOUSE OF COMMONS

In this edition of the virtual Meliá Business Breakfasts, guest speaker the **Rt Hon Hilary Benn MP, Chair of the House of Commons Select Committee on the Future Relationship with the EU**, gave a briefing in the latest Brexit developments followed by an opportunity for open discussion between participants.

---

## 14<sup>TH</sup> MAY

### MELIÁ BUSINESS BREAKFAST WEBINAR WITH MIKE CHERRY, NATIONAL CHAIRMAN OF THE FEDERATION OF SMALL BUSINESSES


**Mr. Mike Cherry OBE, Chairman of the FSB**, joined us for this instalment of the Meliá Business Breakfast series to discuss the impact of Covid-19 on the economy and to share his advice on surviving the pandemic as a small business.

---

## 19<sup>TH</sup> MAY

### MELIÁ BUSINESS BREAKFAST WEBINAR WITH NADHIM ZAHAWI MP, MINISTER FOR BUSINESS AND INDUSTRY AT BEIS

During this Meliá Business Breakfast, **Mr. Nadhim Zahawi MP** shared his insight on the latest Brexit developments and the impact of the coronavirus on the negotiations process, focussing on the importance of maintaining an effective trade relationship between Britain and Spain.



2<sup>ND</sup> JUNE

MELIÁ BUSINESS BREAKFAST WEBINAR  
WITH KEVIN FOSTER MP, MINISTER FOR  
FUTURE BORDERS AND IMMIGRATION  
AT THE HOME OFFICE

In this Meliá Business Breakfast, **Kevin Foster MP** addressed the new immigration policy that is likely to follow Brexit and, crucially, how this will impact British and Spanish business and individuals.

---

24<sup>TH</sup> JUNE

MELIÁ BUSINESS BREAKFAST WITH ALDERMAN  
WILLIAM RUSSELL, THE LORD MAYOR OF THE  
CITY OF LONDON

This instalment of the Meliá Business Breakfast series saw the **Lord Mayor of the City of London, Alderman William Russell**, offer his insight into the effects of the transition period on activity in the City and how the UK will remain an attractive market for foreign investment post-Brexit.

---

14<sup>TH</sup> JULY

MELIÁ BUSINESS BREAKFAST WITH WENDY  
MORTON MP, MINISTER FOR EUROPEAN  
NEIGHBOURHOOD AND THE AMERICAS

The Meliá Business Breakfast series continued with a discussion of the relationship between Britain and Spain in the context of the pandemic, climate change and Brexit, with **Wendy Morton MP** providing insight.

---

13<sup>TH</sup> OCTOBER

MELIÁ BUSINESS BREAKFAST WITH LORD  
GRIMSTONE AND JOHN GLEN MP

The first Meliá Business Breakfast of the autumn had two guest speakers: **Lord Grimstone, Minister of State for Trade at the DIT and John Glen MP, Economic Secretary to the Treasury**. At this hybrid event which took place at the beautiful Meliá London Kensington hotel and was livestreamed online to a larger audience, the two speakers shared their insight into the latest Brexit developments and prospect for future trade. They also addressed the impact of Covid-19 on the UK's banking and financial services sector.

21<sup>ST</sup> OCTOBER

MELIÁ BUSINESS BREAKFAST WITH  
TOM TUGENDHAT MP

As **Chairman of the Foreign Affairs Committee, Tom Tugendhat MP** was ideally placed to provide insight into the evolving relationship between the UK and the EU and the work and objectives of the UK Parliament's Foreign Affairs Committee, in this instalment of the Meliá Business Breakfast series.

---

8<sup>TH</sup> DECEMBER

MELIÁ BUSINESS BREAKFAST WITH  
DR. ADAM MARSHALL

The 10<sup>th</sup> Meliá Business Breakfast of the year was a highly topical and timely conversation with **Dr. Adam Marshall, Director General of the British Chambers of Commerce**. Adam spoke about the latest developments of the Brexit negotiation process and the new ways in which the UK will interact and trade with Spain following the end of the transition period, before answering questions from the audience.

---

16<sup>TH</sup> DECEMBER

MELIÁ BUSINESS BREAKFAST WITH ÁLVARO  
NADAL, HEAD OF THE ECONOMIC AND  
COMMERCIAL OFFICE OF SPAIN IN THE UK

For a final, bonus edition of our Meliá Business Breakfast online events of 2020, the Chamber held a conversation with our Honorary Vice-President **Mr. Álvaro Nadal, Head of the Economic and Commercial Office of Spain in the UK**. Mr. Nadal shared with us his insight on pertinent topics including what could happen if no EU-UK trade deal is reached and working or looking for work in the UK post-Brexit for Spanish nationals.



MELIÁ  
WHITE HOUSE  
LONDON



# FOREIGN TRADE

---

6<sup>TH</sup> FEBRUARY

JORNADA PAÍS ZARAGOZA

In this virtual Trade Mission we provided general information about the **bilateral relations between Spain and UK** and offered **practical advice** on how companies from **Zaragoza** could benefit from commercial opportunities in the British market.

---

13<sup>TH</sup> FEBRUARY

JORNADA PAÍS SANTANDER

This was our last physical trade mission before moving all our activity online. We discussed the **opportunities and outlook** for doing business in the UK after Brexit and evaluated the different possibilities for the companies based in the **Cantabria** region to enter the UK market.

---

11<sup>TH</sup> MARCH

JORNADA PAÍS MADRID

Our team provided a thorough analysis of the **UK-Spain trade relations** and gave **recommendations** for companies based in **Madrid** looking for new opportunities in the British market.

---

30<sup>TH</sup> MARCH

JORNADA PAÍS GIRONA

The main purpose of this presentation was to provide general information about **UK-Spain trade relations** and how **Girona** could benefit from **commercial opportunities in the UK market**. Detailed analysis was given on the state of the Brexit negotiations and how this could impact local businesses, along with up-to-date solutions to mitigate problems.

31<sup>ST</sup> MARCH

JORNADA PAÍS TERUEL

In this new method of delivering presentations about the British market, our Foreign Trade team presented the **business opportunities in the UK** for companies in the province of **Teruel**.

---

1<sup>ST</sup> APRIL

JORNADA PAÍS ZARAGOZA

On this occasion, our Foreign Trade team presented the business opportunities in the UK targeted at companies in the province of **Zaragoza**.

---

2<sup>ND</sup> APRIL

JORNADA PAÍS HUESCA

This **presentation for local businesses in Huesca** provided general information about UK-Spain trade relations and how Huesca could benefit from commercial opportunities in the UK market. Detailed analysis was given on the state of the Brexit negotiations and how Spanish businesses could avoid unnecessary problems by preparing well for January 2021.

---

15<sup>TH</sup> APRIL

JORNADA PAÍS GIRONA

During this presentation we discussed UK-Spain trade relations and how Girona could benefit from commercial opportunities in the UK market. Detailed analysis was given on the state of the Brexit negotiations and how this could impact local businesses, along with up-to-date solutions to mitigate problems.



JORNADA PAÍS SANTANDER CELEBRATED ON THE 13<sup>TH</sup> OF FEBRUARY

## 21<sup>ST</sup> MAY

### JORNADA PAÍS ZARAGOZA | REINO UNIDO: RETOS Y OPORTUNIDADES ANTE EL BREXIT

This virtual conference was delivered in partnership with the **Zaragoza Chamber of Commerce** and discussed the business challenges and opportunities presented by **Brexit**.

## 27<sup>TH</sup> MAY

### JORNADA PAÍS SEVILLA | CÓMO HACER NEGOCIOS EN EL REINO UNIDO

Our Foreign Trade team provided **expert advice** for companies from **Seville** wishing to know more about doing business in the UK.

## 4<sup>TH</sup> JUNE

### JORNADA PAÍS A CORUÑA | HACER NEGOCIOS EN EL REINO UNIDO: RETOS Y OPORTUNIDADES

This presentation on the British market offered crucial advice for **businesses from A Coruña** who were considering expanding into the UK market.

## 16<sup>TH</sup> JUNE

### JORNADA COMUNIDAD VALENCIANA | CÓMO HACER NEGOCIOS EN EL REINO UNIDO

In another virtual trade mission, this online event offered **practical advice and insight** into the business opportunities for **Valencian individuals and businesses in the UK**.

## 30<sup>TH</sup> JUNE

### JORNADA PAÍS MURCIA | COVID-19: SITUACIÓN ACTUAL, OPORTUNIDADES Y RETOS PARA LA EMPRESA MURCIANA

This virtual trip to Murcia gave an update on the **impacts of Brexit and Covid-19** for the British market.

## 1<sup>ST</sup> JULY

### JORNADA PAÍS ASTUREX | RETOS Y OPORTUNIDADES DEL MERCADO BRITÁNICO PARA LA EMPRESA ASTURIANA: DESDE EL BREXIT AL COVID-19

The Foreign Trade team focused on **Asturias** in this event, explaining the **challenges and opportunities** in the British market for businesses from the region.

## 7<sup>TH</sup> JULY


### JORNADA PAÍS | BUSINESS OPPORTUNITIES IN SPAIN: FROM BREXIT TO COVID-19

In partnership with the **Greater Manchester Chamber of Commerce**, this webinar introduced and explained investment opportunities in Spain for British companies in the context of Brexit and the pandemic.

## 21<sup>ST</sup> JULY

### PANEL DISCUSSION IBERICA EXPO | UK FOOD AND DRINK INDUSTRY: THE IMPORTER'S PERSPECTIVE.

This panel discussion allowed **food and drink importers from the UK** to share their experience and concerns about the industry in the context of the year's particular challenges, providing vital insight for those looking to adapt their future **business strategies**.



24<sup>TH</sup> JULY

JORNADA PAÍS LA RIOJA | EL REINO UNIDO PARA LA EMPRESA RIOJANA, RETOS Y OPORTUNIDADES

This event gave first-hand **recommendations for companies in La Rioja** looking to benefit from the opportunities presented by the British market

---

16<sup>TH</sup> SEPTEMBER

JORNADA PAÍS SEGOVIA | MERCADO BRITÁNICO: RETOS Y OPORTUNIDADES

A virtual trade mission to **Segovia** which sought to explain the changes that **Brexit** will bring to the British market and how companies wishing to trade in Britain must prepare.

---

22<sup>TH</sup> SEPTEMBER

JORNADA PAÍS SEVILLA

This webinar presented useful **advice for Spanish businesses on how to prepare for Brexit**. It explained the guidelines on how to adapt to technical changes in business operations and offered support for the creation of contingency plans.

---

7<sup>TH</sup> OCTOBER

JORNADA PAÍS GRANADA

This Jornada País presented the **contingency plans, challenges and future opportunities** for the UK market.

---

15<sup>TH</sup> OCTOBER

JORNADA PAÍS ZARAGOZA

Our objective for this presentation was to provide general information about **UK-Spain trade relations** and how **Zaragoza** could benefit from commercial opportunities in the UK market. Detailed analysis was given on the state of the Brexit negotiations and how this could impact local businesses, along with up-to-date solutions to mitigate potential problems.

---

27<sup>TH</sup> OCTOBER

JORNADA PAÍS LA RIOJA

This presentation was part of a larger collaboration which centered on various aspects of **ICT companies from La Rioja**. Working with **AERTIC**, we delivered a presentation which laid out specific ways with which local companies could establish themselves in the UK.

---

28<sup>TH</sup> OCTOBER

JORNADA COMUNIDAD VALENCIANA: REINO UNIDO. BREXIT: SITUACIÓN ACTUAL Y PERSPECTIVAS DE NEGOCIO

Webinar organised in collaboration with the **Valencia Chamber of Commerce** on the situation of commercial relations with the UK which served to guide companies on the steps to follow to successfully export to the British market after Brexit and the economic crisis caused by Covid-19.

---

29<sup>TH</sup> OCTOBER

JORNADA PAÍS NAVARRA

Working in collaboration with various experts from **Santander Bank**, Patron of the Chamber, the aim of this presentation was to explore the opportunities and challenges facing companies in **Navarra** who wanted to do business in the UK. Looking at the global perspective as well as the experience of an individual company, the attendees gained a wide and nuanced understanding of **how Brexit may impact their own commercial strategies**.

## 24<sup>TH</sup> NOVEMBER

### JORNADA PAÍS LA RIOJA

This presentation for local businesses in La Rioja provided general information about **UK-Spain trade relations** and how **La Rioja** could benefit from commercial opportunities in the UK market. Detailed analysis was given on the state of the Brexit negotiations and how Spanish businesses could get around problems by preparing well for January 2021.

## 2<sup>ND</sup> DECEMBER

### JORNADA PAÍS HUESCA

The main purpose of this presentation was to provide general information about UK-Spain trade relations and how **Huesca** could benefit **from commercial opportunities in the UK market**.

Detailed analysis was given on the state of the Brexit negotiations and how this could impact local businesses, along with up-to-date solutions to mitigate any problems.

## 10<sup>TH</sup> DECEMBER

### JORNADA PAÍS EUCOFEL

For this virtual event we participated in a **Working Group on the Brexit legislation for the Fruit and Vegetable sector**, relevant specifically to Spanish companies. We set out the challenges facing these companies and what they can do to avoid problems. We shared our perspective and also learned that of a **Senior Policy Adviser for the UK Government of DEFRA**, as well as that of a representative from the **European Commission's Director General for Agriculture and Rural Development (DG AGRI)**.



PARTICIPANTS IN CHAMBER WEBINARS IN 2020  
TOP: Mr. JUAN BOTÍN, PROJECT DIRECTOR, BANCO SANTANDER  
MIDDLE: CRISTINA GINÉS, DIRECTOR BUSINESS DEVELOPMENT EUROPE AT SENER  
BOTTOM: ADAM MUNDAY, GENERAL MANAGER AT MELIÁ HOTELS INTERNATIONAL

PARTICIPANTS IN CHAMBER WEBINARS IN 2020  
TOP: JAVIER SAN BASILIO, DEPUTY GENERAL MANAGER & CUO AT MAPFRE  
MIDDLE: RICARDO DE ENA, HEAD OF SALES UK AT TECHNORIZON  
BOTTOM: ALBERT COLL, PREVIOUS HEAD OF SABADELL UK

# CORPORATE EVENTS

The Chamber carries out four corporate events each year with the aim of providing the opportunity for our members to **expand their contact networks in a more formal environment**. Each event is presided by the Ambassador of Spain who holds the role of Honorary President of the Chamber, as well as welcoming an esteemed guest of honour from the business or political sphere.

## NEW YEAR'S DRINK RECEPTION

The annual New Year's Drinks Reception is the first corporate gathering of the year and is one of the best attended events that our institution organises.

Our 2020 New Year's Drinks Reception took place on Tuesday 28<sup>th</sup> January at the **Royal Academy of Arts** in central London, where guests were invited to view the recently inaugurated **Picasso exhibition**.

The event was sponsored by **Gómez-Villares & Atencia** and our host was **Ms. Rebecca Salter, President of the Royal Academy of Arts**.

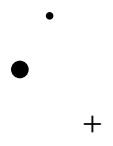
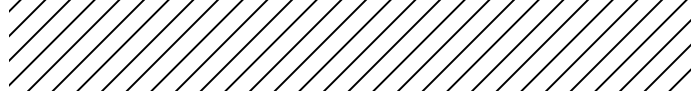
The President of the Spanish Chamber, **Mr. Eduardo Barrachina** and H.E. the Ambassador of Spain, **Mr. Carlos Bastarreche** presided the event and also gave speeches.

**Hispania Restaurant**, member of the Chamber, kindly provided the nourishment for the evening. The menu was designed by Marcos Morán, whose achievements include a National Gastronomy Award, 3 Soles Repsol and a Michelin Star. The food options served included all the highlights of the Spanish gastronomy.

Our guests also enjoyed Chamber patron **Raventós Codorníu's** delicious cava and red wine, while white and rosé wines from fellow patron **Marqués de Cáceres** were also served. Chamber benefactor **Mahou San Miguel** had kindly provided beers for the occasion too.



MIDDLE: Mr. GREG HANDS MP WITH Mr. NACHO MORAIS AND OTHER GUESTS  
BOTTOM: OUR SPONSOR GÓMEZ-VILLARES & ATENCIA TEAM



Mr. ÁLVARO NADAL, Mr. EDUARDO BARRACHINA, PREVIOUS MINISTER  
Mr. CONOR BURNS, Ms. REBECCA SALTER AND Mr. CARLOS BASTARRECHE



TOP: GUESTS ENJOYING THE EXHIBITION  
BOTTOM: JUAN FERRER, UK CIVIL SERVICE AND RICARDO DE ENA,  
TECHNORIZON WITH A GUEST



OUR HOST Ms. REBECCA SALTER, PRESIDENT  
OF THE ROYAL ACADEMY OF ARTS.



TOP: RAQUEL BARRERA, DIVERSITAS INSTITUTE  
ROSANA GÓMEZ-MOVELLÁN, COUNSELLOR FOR AGRICULTURE  
NURIA COROMINAS-ROVIRA, ROMAN  
REYES ZATARAIN DE VALLE, CONSEJERA DE TRABAJO  
BOTTOM: BBC TV PRESENTER TIM WILLCOX SPEAKING  
TO TWO GUESTS

# PATRONS' EVENTS

## PATRONS' BREXIT BRIEFING

On Tuesday 22<sup>nd</sup> September the Chamber organised a private meeting for representatives from its Patron member companies. The event was held at the Spanish Embassy in London where **H.E. the Ambassador of Spain Mr. Carlos Bastarreche** gave a briefing on the latest Brexit developments.

After the guests had taken their seats, the Chamber's President **Mr. Eduardo Barrachina** welcomed the guests with a speech that highlighted our organisation's most important achievements from the year gone by, before moving on to addressing the plans for the future. He went on to thank the Patrons for the invaluable support that they provide to the Chamber and to welcome **León Fernando del Canto** from Del Canto Chambers, the newest addition to our network. Finally, Eduardo congratulated **Nacho Casajús**, North West Europe Lead of EXOLUM for the new acquisition of 15 liquid product storage terminals and welcomed the new Caixabank representative, **Gabriela Martínez de Aragón**.

Following the meeting, a Covid-19 compliant formal drinks reception took place within the Ambassador's Residence where our patron representatives were able to network further and exchange their views of the evening.

During the reception, **Eduardo Barrachina** gave a farewell speech to the Spanish Ambassador he recapped his vast experience at the Spanish Foreign Office and expressed his gratitude, admiration and acknowledgment for all his hard work.

Our Patron members **Raventós Codorníu** and **Marqués de Cáceres** kindly provided a selection of wine and cava for the evening while benefactors **Mahou-San Miguel** and **Estrella Galicia** donated the beer that accompanied the selection of canapés and Ibérico ham.

Social distancing measures were in place and all UK government guidance related to COVID-19 was adhered to.



Mr. JORGE ALCOVER MANAGING DIRECTOR AT GOLDMAN SACHS; Ms. SILVIA HOLGADO HEAD OF CORPORATE BANKING UK AT BBVA; H.E. THE AMBASSADOR OF SPAIN; PRESIDENT OF THE CHAMBER; GABRIELA MARTINEZ DE ARAGON, COUNTRY MANAGER AT CAIXA BANK AND ALBERT COLL, FORMER HEAD OF SABADELL UK

ANDREW LEPIN, IBERDROLA  
 NURIA COROMINAS-ROVIRA, ROMAN  
 RAFAEL ORTEGA, COMMERCIAL OFFICE  
 KEEGAN PIERCE, LA LIGA  
 PHILIP PÉREZ ABRAMOV, INDRA




Mr. ÁLVARO NADAL, HEAD OF THE ECONOMIC AND COMMERCIAL OFFICE OF SPAIN  
 IN THE UNITED KINGDOM, AND LEON FERNANDO DEL CANTO, HEAD OF CHAMBERS,  
 BARRISTER AT DEL CANTO CHAMBERS



BIDDING FAREWELL TO H.E. THE SPANISH AMBASSADOR



NACHO CASAJUS, NORTH WEST EUROPE LEAD AT EXOLUM  
 SENSI ÁLVARO, BUSINESS DEVELOPMENT MANAGER AT IBERIA  
 ALFONSO ÁLVAREZ, DEPUTY MANAGING DIRECTOR AT CELLNEX UK  
 JAVIER TEULÓN, MANAGING DIRECTOR, UK & IRELAND AT DRAGADOS, S.A.  
 JUAN PABLO PÉREZ-ROYO, AIRPORTS DIRECTOR UK & IRELAND AT  
 FERROVIAL CONSTRUCTION  
 DANIEL TORRES, BUSINESS DEVELOPMENT MANAGER AT GRUPPO  
 GREEN NETWORK



## II BAROMETER ON THE CLIMATE AND OUTLOOK FOR SPANISH INVESTMENT IN THE UK

On the 27th October 2020 the Spanish Chamber of Commerce held a hybrid event to present its II Barometer on the Climate and Outlook for Spanish Investment in the UK.

The event was hosted at the Spanish Embassy in London, during which our keynote speakers showcased the great importance of Spanish investment in the United Kingdom. We were delighted to have been joined by the Spanish Minister for Trade, **Ms. Xiana Méndez**, who shared her insight on the bilateral trade and investment relationship between our two countries. We also had the pleasure of welcoming the Minister for Investment at the DIT and the BEIS, **Lord Gerry Grimstone**, who discussed the British economic outlook. During their speeches, both of the guest speakers **affirmed their commitment to maintaining the vital commercial ties between the UK and Spain**.

The President of the Spanish Chamber, **Mr. Eduardo Barrachina**, as well as H.E. the Ambassador of Spain, **Mr. Carlos Bastarreche** addressed the audience (both those in attendance in person and those who were connecting online) as well as other notable panellists who discussed and analysed the topic of Spanish investment in the UK.

Next, **Mr. Gonzalo García Andrés**, Chief Economist from Analistas Financieros Internacionales (AFI) presented the key findings of the II Barometer on Spanish Investment.

The results which were published in the report depicted that a comparison with the figures from the 2019 Barometer shows how the UK's position as a destination for Spanish investment has remained stable despite Brexit.

During the years since the Brexit referendum, investment flows into the UK amount to **more than 20% of Spanish outward FDI flows worldwide in that period**. Spanish outward FDI into the UK contributed to generating 162,725 jobs in 2018.

However, the expectations of Spanish companies currently active in the UK pointed to a drop in activity in 2020, although with an expected rebound in 2021, in terms of turnover, employment and investment. **45% of companies expect to see a reduction in their turnovers in the UK market in 2021**. Expectations have indeed been affected by the impact of the crisis caused by Covid-19 and Brexit.

Moreover, the report's findings show that the UK financial sector has been the main point of attraction for Spanish investment in the country but **digitalisation is still the most valued aspect of the UK business climate**.

Following the speeches, we held a panel discussion with representatives from key companies investing in the UK, which was moderated by **Mr. Constantin Cotzias**, Director of Bloomberg Europe.

The companies' perspective was shared by **Mr. Karl Goose**, UK and Ireland Managing Director at Ferrovial Construction; **Mr. Nacho Casajús**, North West Europe Lead at EXOLUM and **Mr. Alfonso Álvarez**, Managing Director at Cellnex UK. **Mr. Álvaro Nadal**, Head of the Economic and Commercial Office, Spanish Embassy and **Mr. Michael Charlton**, Managing Director & Chief Investment Officer, DIT also participated by sharing the public sector viewpoint.

Following the discussions **Mr. Luis Pardo**, President of the British Chamber of Commerce in Spain presented the findings of the outlook of British investment in Spain.



II BAROMETER REPORT 2020

The event ended with concluding remarks being given by **Lord Kinnoull**, Chair of the EU Select Committee at the House of Lords.

This initiative was kindly sponsored by our Patron members **BBVA, EXOLUM** (which used to be CLH), **Ferrovial, Cellnex, CAF, Sabadell and Santander**; and our members **López Landa, Ribera, Uría Menéndez and White & Case LLP**. We are very thankful for their support.



TOP: SPONSORS AT THE II BAROMETER MR. ANSELMO ANDRADE, BBVA Mr. EDUARDO BARRACHINA, Mr. ALFONSO ÁLVAREZ, CELLNEX, Mr. KARL GOOSE, FERROVIAL Mr. NACHO CASAJUS, EXOLUM, Mr. JUAN PABLO PÉREZ, FERROVIAL, Mr. ISMAEL MASSO RIBERA SALUD GROUP, Mr. GUILLERMO LÁZARO BARO, LÓPEZ LANDA INTERIORS  
BOTTOM: Mr. KARL GOOSE, Mr. NACHO CASAJÚS, Mr. ALFONSO ÁLVAREZ AND Mr. CONSTANTIN COTZIAS

TOP: Mr. ALFONSO ÁLVAREZ, PRESIDENT OF THE CHAMBER AND EARL OF KINNOULL  
BOTTOM: Mr. NADAL DURING THE DISCUSSION

# FORUMS



2<sup>ND</sup> MARCH

FINANCIAL FORUM

This sector specific forum welcomed **Mr. Luis de Guindos**, Vice-President of the European Central Bank as our guest speaker. The breakfast meeting involved a talk from Mr. de Guindos followed by an active debate.



3<sup>RD</sup> DECEMBER

HUMAN RESOURCES FORUM: COVID-19:  
THE GATEWAY TO A NEW KIND OF LEADERSHIP

We were thrilled to be able to hold an edition of our popular HR Forum in 2020, an exclusive event series which is chaired by **Ms. Monica Hernanz** of Chamber member the **Client Academy** for representatives from member companies who work in this area. This session explored how leadership changed during the pandemic and the role that HR played in supporting this. The guest speaker was **Mr. Jeremy Keely**, founder of the social enterprise Sadler Heath and an Associate at the Moeller Leadership Institute at the University of Cambridge's Churchill College. The thought-provoking round table discussion saw all participants contributing with their experience, opinions and advice.

ANTONIO OPORTO, PRESIDENT OF THE FINANCIAL FORUM, TOGETHER WITH ALBERT COLL, NACHO MORAIS, JUAN BLASCO AND OTHER MEMBERS OF THE FORUM LISTENING TO LUIS DE GUINDO'S SPEECH.



XXX

## OTHER EVENTS



PRESIDENT OF THE SPANISH CHAMBER GIVING A SPEECH AT FORINVEST VALENCIA, 3 MARCH 2020



CAF'S ROLLING STOCK FACTORY INAUGURATION AT NEWPORT ON FEBRUARY 21. IN THIS PICTURE: THE HRH PRINCE OF WALES AND D. ANDRÉS ARIZKORRETA GARCÍA, PRESIDENT OF CAF

### 21<sup>ST</sup> JANUARY

**BREXIT BRIEFING IN COLLABORATION WITH THE DEPARTMENT FOR BUSINESS, ENERGY AND INDUSTRIAL STRATEGY (BEIS).**

Notable speakers from different government departments, including **Ms. Donna Leong**, Director of Business Engagement and Preparedness for EU exit, gave a briefing during which they explained the implications of the latest Brexit developments on businesses active in the UK.

---

### 31<sup>ST</sup> JANUARY

**FEEDBACK BREAKFAST WITH THE SPANISH CHAMBER**

This breakfast event, chaired by the Chamber's President, was an opportunity for members to give feedback and for the Chamber to take on board their opinions and suggestions.

---

### 27<sup>TH</sup> FEBRUARY

**ELEVATOR PITCH**

This was the first of our 2020 Elevator Pitch series, allowing participating companies to **expand their networks** by giving and receiving brief explanations of each other's activities, before exchanging contact details.

---

### 30<sup>TH</sup> MARCH

**OMFIF VIRTUAL LECTURE | COVID-19: DISPATCHES FROM MADRID AND LONDON**

This virtual lecture convened a **panel of experts** who provided an **analysis of the 'first wave' of the Covid-19** pandemic and the policy response.

### 29<sup>TH</sup> MAY

**WORKSHOP: MAKING THE MOST OF YOUR SPANISH CHAMBER MEMBERSHIP**

This webinar explained how members could maximise the **benefits** that come with their **Chamber membership**, from receiving tailored trade advice to hiring office space.

---

### 18<sup>TH</sup> JUNE

**VIRTUAL TASTING WITH CODORNÍU**

For the first of this series of more informal events, held alongside Chamber Patron **Raventós Codorníu** and the **Spanish Dinner Club**, we tried the delicious Viña Pomal Reserva 2014 wine while learning more about its features and origins.

---

### 26<sup>TH</sup> JUNE

**WORKSHOP: MAKING THE MOST OF YOUR SPANISH CHAMBER MEMBERSHIP**

This webinar explained how members could **maximise the benefits** that come with their Chamber membership, from receiving tailored trade advice to hiring office space.

---

### 30<sup>TH</sup> JUNE

**ELEVATOR PITCH ONLINE!**

This was the second of our 2020 Elevator Pitch series, during which participating companies were able to **expand their networks** by giving and receiving brief explanations of each other's activities, before exchanging contact details.

# FORINVEST 2020

The 13<sup>th</sup> international forum-exhibition of financial products & services was held on the 3<sup>rd</sup> and 4<sup>th</sup> of March at **Feria Valencia**. Almost 200 experts in economy, finance, technology and insurance attended this networking event to discuss and evaluate the present and future scenarios of the sector.

This year, guests including **Ignacio S Galán**, President of Iberdrola, **Eduardo Barrachina**, President of the Spanish Chamber of Commerce in the United Kingdom and **José Carlos García Quevedo**, President of the Spanish ICO attended the event.



IN THIS PICTURE, SPANISH CHAMBER PRESIDENT EDUARDO BARRACHINA, NEXT TO HIM JOSE VICENTE MORATA, PRESIDENT OF THE VALENCIA CHAMBER OF COMMERCE AND COUNCIL OF CHAMBERS OF COMMERCE OF THE VALENCIAN COMMUNITY.

TO THE RIGHT OF Mr. MORATA, ÍÑIGO RAMOS, PRESIDENT OF APD LEVANTE AND EXECUTIVE VICE PRESIDENT OF THE SPANISH DIVISION AT STANDLER.

## 14<sup>TH</sup> JULY

### VIRTUAL PUB QUIZ WITH MAHOU SAN MIGUEL

This virtual pub quiz was a fun opportunity for participants to **test their beer knowledge** and gave them the opportunity to win a case of delicious Mahou beer!

---

## 16<sup>TH</sup> JULY

### VIRTUAL TASTING WITH CODORNÍU

For the second of this series of more informal events, held alongside Chamber Patron **Raventós Codorníu** and the **Spanish Dinner Club**, we tried the delicious Codorníu while learning more about its features and origins.

---

## 13<sup>TH</sup> JULY

### WORKSHOP: MAKING THE MOST OF YOUR SPANISH CHAMBER MEMBERSHIP

This webinar explained how members could **maximise the benefits** that come with Chamber membership, from international advice to hiring office space, along with how these have been modified to the circumstances of the Covid-19 pandemic.

---

## 17<sup>TH</sup> AUGUST

### VIRTUAL TASTING WITH CODORNÍU

Together with the **Spanish Dinner Club** and **Raventós Codorníu**, this event gave a master class in some of the finest wines of Spain; alongside a tasting session for Septima Malbec wine.

---

## 29<sup>TH</sup> SEPTEMBER

### COUNCIL OF IBERO AMERICAN CHAMBERS ONLINE MIXER

This monthly online mixer provided an opportunity for **British and Spanish companies interested in expanding their operations into Latin America** to learn about the practicalities of doing business there, as well as to gain new contacts through the virtual networking.

---

## 15<sup>TH</sup> OCTOBER

### ELEVATOR PITCH ONLINE!

Our third Elevator Pitch virtual event of the year saw participating companies expanding their networks by giving and receiving brief explanations of each other's activities, before exchanging contact details.

---

## 29<sup>TH</sup> OCTOBER

### COUNCIL OF IBERO AMERICAN CHAMBERS ONLINE MIXER: OCTOBER EDITION

This monthly online mixer provided an opportunity for British and Spanish companies interested in expanding their operations into Latin America to learn about the practicalities of doing business there, as well as to gain new contacts through the virtual networking.

---

## 3<sup>RD</sup>, 4<sup>TH</sup> AND 5<sup>TH</sup> NOVEMBER

### A CRASH COURSE ON BREXIT: CHANGES IN THE OPERATIONS OF EUROPEAN PRODUCT AND SERVICE COMPANIES

A series of three interactive webinars that provided an **in-depth analysis of the consequences of the UK's exit from the EU** and the **new procedures** which would be carried out thereafter. This course was held in collaboration with Cámara de Madrid and Karine Brück International.

## 12<sup>TH</sup> NOVEMBER

### SPANISH WINE & SCOTCH WHISKY: A DIALOGUE

This online event was the third of our Connecting to Spain series that we carried in partnership with the **Spanish Consulate in Edinburgh**. On this occasion, the two guest speakers were **Mr. José Luis Lapuente**, General Manager of the Control Board of the **Designation of Origen Calificada Rioja** and **Mr. Martin Bell**, Deputy Director of the **Scotch Whisky Association**. They spoke about their organisations' history, the current market situation, their plans for the future and their strategies for coping with the pandemic uncertainty.

---

## 26<sup>TH</sup> NOVEMBER

### COUNCIL OF IBERO AMERICAN CHAMBERS ONLINE MIXER: NOVEMBER EDITION

This monthly online mixer provided an opportunity for British and Spanish companies interested in expanding their operations into Latin America to learn about the practicalities of doing business there, as well as to gain new contacts through the virtual networking.

## 26<sup>TH</sup> NOVEMBER

### PANEL DISCUSSION OMFIF: THE ROLE OF GOVERNMENTS, POLICY-MAKERS AND FINANCE IN BUILDING GREEN INFRASTRUCTURE

In partnership with our Chamber and the **British Embassy in Madrid**, OMFIF convened a panel discussion

to discuss on the role of government and policy makers in building green infrastructure as well as the latest financing opportunities and trends in the sector.

---

## 10<sup>TH</sup> DECEMBER

### OMFIF | RENEWABLE ENERGY AS AN ASSET CLASS

In partnership with our Chamber and the **British Embassy in Madrid**, OMFIF convened a second panel discussion with the purpose of discussing the latest investment trends, opportunities and challenges in renewable energy.

---

## 16<sup>TH</sup> DECEMBER

### IN CONVERSATION WITH THE UK MINISTER FOR INVESTMENT LORD GRIMSTONE OF BOSCOBEL KT

This online event was held by the **Council of Foreign Chambers of Commerce in the UK (CFCC)**, which the Spanish Chamber is proud to be a member of. During the session **Lord Grimstone** shared his insight on the importance of international trade and investment post Covid-19, as well as the trends that will shape the world as it emerges from the pandemic. He went on to give an update on the UK Government's progress in the current and planned bilateral trade talks.



# GUEST SPEAKERS 2020

In 2020 we were privileged to welcome a wide range of distinguished guest speakers to share their insight at our various corporate events. In this section you can find out 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:



## 21<sup>ST</sup> JANUARY BEIS BREAKFAST EVENT - BREXIT BRIEFING IN COLLABORATION WITH THE BEIS

**Donna Leong, Director of Business Intelligence and Readiness for EU Exit, BEIS**  
**Alex Vince, HMRC**  
**Hannah Riches, BEIS**

We began the year with a briefing from the **Department for Business, Energy & Industrial Strategy (BEIS)** on the latest developments of the Brexit withdrawal agreement and parliamentary situation as well as an update on the agreement's effect on trade between UK and EU.



## 2<sup>ND</sup> MARCH FINANCIAL FORUM

**Luis de Guindos, Vice-President of the European Central Bank**

In March, as the UK continued the process of leaving the European Union, we were honoured to welcome **Mr. Luis de Guindos**, the Vice-President of the **European Central Bank** as our guest speaker for our **Financial Forum**.

**De Guindos** discussed with forum members the Brexit forecast as well as the latest news on the coronavirus pandemic at the time.





**2<sup>ND</sup> APRIL**

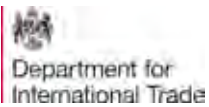
**MELIÁ BUSINESS BREAKFAST  
WITH RT HON GREG HANDS MP,  
MINISTER OF STATE AT THE DIT**

**The Rt. Hon Greg Hands MP, Minister of State at the DIT,  
British Government**

To kick off our **Meliá Business Breakfast** series of online events for the year, we were delighted to welcome the **Rt. Hon. Greg Hands MP** who gave a briefing on the latest Brexit developments and outlook.

The Minister stated that **“it is vital that we work together to keep our markets open and global supply chains intact”**.

**Mr. Michael Charlton, Managing Director & Chief Investment Officer at the DIT** also joined the session to answer questions from the participants.



**30<sup>TH</sup> APRIL**

**MELIÁ BUSINESS BREAKFAST  
WEBINAR WITH  
RT HON HILARY BENN MP - CHAIR  
OF BREXIT SELECT COMMITTEE  
AT THE HOUSE OF COMMONS**

**The Rt Hon Hilary Benn MP, Chair of the House of Commons Select Committee on the Future Relationship with the EU**

On this occasion, **Mr. Benn** shared his insight on Brexit and the profound impact of the coronavirus pandemic on businesses operating in the UK, before answering questions from the audience.





**14<sup>TH</sup> MAY**

**MELIÁ BUSINESS BREAKFAST  
WEBINAR WITH MIKE CHERRY,  
NATIONAL CHAIRMAN OF  
THE FEDERATION  
OF SMALL BUSINESSES**

**Mike Cherry OBE, the National Chairman of the Federation of Small Businesses (FSB)**

During another session of our Meliá Business Breakfasts in May, **Mr. Mike Cherry** addressed the impact of the pandemic on the UK economy and provided his advice for businesses on how to survive the crisis, while also assessing the government schemes made available to support UK companies.

**Mr. Cherry** highlighted the importance of trade as **“a vitally important driver for small businesses as it enables them to diversify their markets and become more competitive”**.



**19<sup>TH</sup> MAY**

**MELIÁ BUSINESS BREAKFAST  
WEBINAR WITH  
NADHIM ZAHAWI MP, MINISTER FOR  
BUSINESS AND INDUSTRY AT BEIS**

**Nadhim Zahawi MP, Minister for Business and Industry at the Department for Business, Energy and Industrial Strategy (BEIS), British Government**

**Minister Zahawi** shared his insight on the latest Brexit developments, the progress of the Brexit deal negotiations between the UK and the EU and his view on what the future relationship between the UK and the EU will look like.

The Minister also highlighted the fantastic trade relationship between the two countries, stating that **“2019 was a ground-breaking year for the bilateral trade relationship between the UK and Spain”**.



+



## 2<sup>ND</sup> JUNE

### MELIÁ BUSINESS BREAKFAST WEBINAR WITH KEVIN FOSTER MP, MINISTER FOR FUTURE BORDERS AND IMMIGRATION AT THE HOME OFFICE

Kevin Foster MP, Minister for Future Borders and Immigration at the Home Office, British Government

During his intervention the Minister explained the new immigration system that came into action following the end of the Brexit transition period. He went on to share his opinion on how he believed that the new point-based system for immigration is **“fairer, firmer and skills led”** and it provides **“simple, effective and flexible arrangements for skilled workers”**.

Regarding the rights of Spanish citizens residing in the UK, he stated that **“for those Spanish nationals and their families already living in the UK, we want them to stay, and we have guaranteed their rights under the EU Settlement Scheme”**.



## 24<sup>TH</sup> JUNE

### MELIÁ BUSINESS BREAKFAST WITH ALDERMAN WILLIAM RUSSELL, THE LORD MAYOR OF THE CITY OF LONDON

Alderman William Russell, the Lord Mayor of the City of London

In June, we reinforced the long-standing relationship between the City of London and Spain as we welcomed the Lord Mayor of the City of London to speak at our next online Meliá Business Breakfast session. During his talk, the Lord Mayor attested that **“Spain represents more jobs in the UK’s financial services industry than any other single European country”**. While addressing how Brexit was affecting the City, he added that **“we want to be certain both the UK and EU’s economic growth and investment is supported”**.





## 2<sup>ND</sup> JULY TRADE & INVESTMENT OPPORTUNITIES IN SCOTLAND

**Ivan McKee, Minister for Trade, Investment and Innovation, Scottish Government**

For the first of our 'Connecting to Spain' online panel discussion events which we held in collaboration with the Spanish Consulate in Edinburgh, we were delighted to welcome **Minister McKee** as a guest speaker. He discussed the specificities of the legal and institutional framework in Scotland and the key sectors in which the **greatest opportunities for trade and investment are to be expected.**

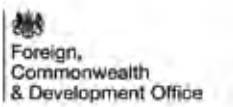
He also shared his insight with the participants on what the investment outlook is for the country and why exactly it continues to be such a prominent market for foreign trade and investment.



## 7<sup>TH</sup> JULY ANNUAL GENERAL MEETING

**Ms. Xiana Méndez, Minister for Trade, Spanish Government**

At the 133<sup>rd</sup> Annual General Meeting of the Chamber we were delighted to welcome the Minister for Trade in Spain, **Ms. Xiana Mendez** who addressed the situation of bilateral trade relation and the status of trade negotiations: **“we are facing months of negotiations of the trade agreement between the UK and the EU, where the main objective is to mitigate the negative effects on the economies of the 27 and the UK, which would add to the negative effect of the pandemic”.**



## 14<sup>TH</sup> JULY

### MELIÁ BUSINESS BREAKFAST WITH WENDY MORTON MP, MINISTER FOR EUROPEAN NEIGHBOURHOOD AND THE AMERICAS

Wendy Morton MP, Minister for European Neighbourhood and the Americas, British Government

The Minister shared her views on Brexit and the climate for trade and investment post-Brexit. She affirmed that **“the UK wants to continue our close trade relationship with the EU”** and remarked on the strong economic relationship between the UK and Spain.

The Minister also addressed how both nations were acting as allies in the fight against the coronavirus pandemic.



## 10<sup>TH</sup> SEPTEMBER

### WEBINAR | ACHIEVING SUSTAINABLE TOURISM IN SPAIN AND SCOTLAND

Óscar López, the President and CEO of Paradores de Turismo Hotels & Restaurants

Stephen Leckie, Chief Executive of Crieff Hydro and Chairman of the Scottish Tourism Alliance



For our second online panel discussion organised in collaboration with the Consulate General of Spain in Edinburgh, **Mr. Óscar López** and **Mr. Stephen Leckie** discussed the beneficial and comprehensive impact of sustainable tourism in today's societies. During their conversation they also addressed the **current challenges facing the industry as a result of the coronavirus pandemic**. Finally, they provided ideas for companies within the industry to **rethink and reform their strategies for a more sustainable future** and shared some success stories.





**13<sup>TH</sup> OCTOBER**

## **MELIÁ BUSINESS BREAKFAST WITH LORD GRIMSTONE AND JOHN GLEN MP**

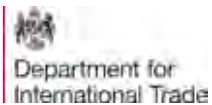
Lord Grimstone, Minister for Investment at the Department for International Trade (DIT) and the Department for Business, Energy & Industrial Strategy (BEIS)

John Glen MP, Economic Secretary to the Treasury



Lord Grimstone discussed the latest developments regarding the Brexit negotiation process and the **key changes regarding trade and investment** at the end of the transition period.

John Glen MP remarked on the **impact of the pandemic on the UK's banking and financial services sector**, before going on to mention the government's coronavirus support schemes which were available to support businesses. During his speech he also drew attention to the importance of green finance, sustainability and responsible investment.



**21<sup>ST</sup> OCTOBER**

## **MELIÁ BUSINESS LUNCH WITH TOM TUGENDHAT MP, CHAIRMAN OF THE FOREIGN AFFAIRS COMMITTEE**

Tom Tugendhat MP, British Conservative Party politician and Chairman of the Foreign Affairs Committee

We were delighted to welcome **Tom Tugendhat MP** to join us for a lunchtime edition of the online event series.

**Mr Tugendhat** discussed the evolving relationship between the UK and the EU, giving particular emphasis towards Spain. He also addressed the **work and objectives of the UK Parliament's Foreign Affairs Committee with respect to the UK - Spain relationship** and his role as the Head of the Conservative Party's China Research group.





## 27<sup>TH</sup> OCTOBER II BAROMETER ON THE CLIMATE AND OUTLOOK FOR SPANISH INVESTMENT IN THE UK

Lord Grimstone, Minister for Investment at the Department for International Trade (DIT) and the Department for Business, Energy and Industrial Strategy (BEIS)



Ms. Xiana Méndez, Minister for Trade of the Spanish Government

For the presentation of the II Barometer, which took place at the Spanish Embassy in London while also being livestreamed to a wider audience online, **Lord Grimstone** and **Minister Xiana Méndez** shared their insight on the importance of Spanish investment in the United Kingdom



The Spanish Trade Minister stated that **“trade & investment will face more administrative difficulties, but we will have to learn to operate with it”**

Following the speeches, concluding remarks were made by **Lord Kinnoull**, Chair of the EU Select Committee House of Lords.



## 12<sup>ND</sup> NOVEMBER SPANISH WINE & SCOTCH WHISKY: A DIALOGUE BETWEEN JOSÉ LUIS LAPUENTE AND MARTIN BELL

José Luis Lapuente, General Manager of the Control Board of the Designation of Origin Calificada Rioja



Martin Bell, Deputy Director of the Scotch Whisky Association.

For the third online panel discussion held in collaboration with the Spanish Consulate in Edinburgh we were delighted to be joined by **Mr. José Luis Lapuente** and **Mr. Martin Bell**. They shared with us their organisations' history, the current market situation and their strategies and future plans for coping with the pandemic uncertainty.





## 8<sup>TH</sup> DECEMBER

### MELIÁ BUSINESS BREAKFAST WITH ADAM MARSHALL, DIRECTOR GENERAL OF THE BRITISH CHAMBERS OF COMMERCE

Dr Adam Marshall, Director General of the British Chambers of Commerce.

The Director General of the British Chambers of Commerce network remarked on the **new ways in which the UK will interact and trade with Spain** and the wider world following the end of the EU transition period. Also, he discussed the impact of the UK Government and political landscape at the time on doing business in the UK, his membership in the Prime Minister's Business Council and his role as the Vice-Chair of the ICC World Chambers Federation.

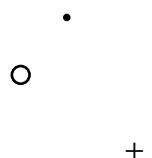


## 16<sup>TH</sup> DECEMBER

### MELIÁ BUSINESS BREAKFAST WITH ÁLVARO NADAL, HEAD OF THE ECONOMIC AND COMMERCIAL OFFICE OF SPAIN IN THE UK

Álvaro Nadal, Head of the Economic and Commercial Office of Spain in the United Kingdom.

With a matter of weeks remaining before UK's departure from the EU, **Mr. Nadal** shared the latest developments of the Brexit negotiation process and formation of a trade deal. He also addressed what could happen if no EU-UK trade deal was reached and the impact that this would have on businesses. Finally, he also discussed the new relationship between UK and Spain and **how the situation would change for Spanish nationals employed or seeking employment in the UK.**



# COMMERCIAL ACTIVITIES IN 2020

## 25

COMMERCIAL ACTIVITIES PERFORMED

### +20

COMPANIES PARTICIPATED

### +10

INDUSTRIES REACHED



- TRADE MISSION 20%
- TRADE AGENDA 40%
- WEBINAR 40%

## DISTRIBUTION OF BUSINESS CONTACTS

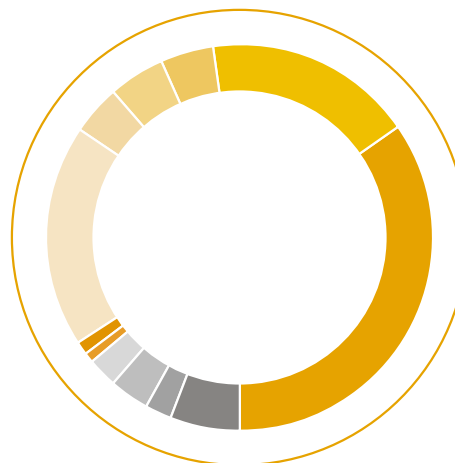
We have gained approximately 400 new business contacts this year, in addition to those already existing from 2020. These companies vary across a large range of sectors, as demonstrated in the graphs below:

## +4,500

BUSINESS CONTACTS ON OUR DATA BASE

### +400

NEW BUSINESS CONTACTS MADE IN 2020



- FOOD & BEVERAGE
- CONSTRUCTION
- BEAUTY
- ENERGY
- HOSPITALITY
- MANUFACTURING INDUSTRY
- TRANSPORT
- FOOD MACHINERY
- FASHION
- INDUSTRIAL PROCESSES
- SERVICES
- HEALTH

THE **FOOD AND BEVERAGE** INDUSTRY WAS THE MOST IN DEMAND IN 2020

# COMMERCIAL SERVICES

The Covid-19 pandemic outbreak that began in late 2019 led to unprecedented disruption of trade in most industry sectors. Since then, the Spanish Chamber of Commerce in the UK has ensured that we continue our commitment to fully supporting British and Spanish businesses with the promotion of their products and services. We are delighted that we were able to adapt swiftly to the new circumstances and continue to offer the same variety of high quality services, with most events and presentations having been transferred online.

## TRADE AGENDAS

As one of our partner organisations in Spain, **Asturex** sent us individual agendas over the course of the year, with a particularly notable influx in the month of February. A key example is the trade agenda we completed with **Termosalud**, an aesthetic medicine and physiotherapy company. Our objective was to find distributors and buyers related to medical devices, considering that this sector is particularly different from the traditional cosmetic sector and is a key target market.

We are proud to provide services for a variety of business in many sectors, and this year has been no different. We have successfully procured promising UK business contacts for **JMM**, a manufacturer and supplier of office furniture, and **Palacios**, a leader in the Spanish food sector. Throughout all trade agendas we aim to maintain close contact with the companies in order to fulfil their specific needs and produce the most favourable outcomes.

Earlier this year we conducted a reverse Trade Agenda with **Sigma Marine Technology Co.**, a fishing company with significant international trading experience looking to expand operations in Spain. In other parts of the food industry, we were delighted to be working with **Speciality Food Magazine** on a continuous contract to provide exposure for Spanish and UK companies in a high-quality publication.

Here in the Foreign Trade department, we are also dedicated to the promotion of foreign direct investment from the UK to Spain. To this end, we enrolled in a joint collaboration with **Deloitte** on **“Invest in Cádiz”**, a project created by the local regional government of Andalusia to inform potential investors of the opportunities in Cádiz. This resulted in one-on-one business meetings between UK investors and representatives of **IDEA**, the agency at the centre of the event.

“

WE ARE PROUD TO PROVIDE SERVICES FOR A VARIETY OF BUSINESS IN MANY SECTORS, AND THIS YEAR HAS BEEN NO DIFFERENT.

## TRADE MISSIONS

Over the course of 2020 we conducted a wide variety of trade missions with other Chambers of Commerce and Institutions.

From August onwards, together with the **Chamber of Commerce in Zaragoza** we set up a trade mission with two very different companies with the objective of connecting them to British importers. The first company was **Kel Grupo Alimentario** which are highly experienced in the production of extra virgin olive oil. Our other trade agenda was carried out with an engineering company named **UMEC** which manufactures high precision parts and mechanical assemblies.

Then in September, together with the **Chamber of Commerce in Coruña** we set up trade missions with a range of different companies, working closely with them to secure large distributors for the future. We worked with a naval engineering company called **Progener** (Propulsión y Generación), **Quival – El Nogal** which is a manufacturer and distributor of healthy foods such as dried fruit and nuts, and **Worldwide Fishing Company (WOFCO)**, who work in the frozen fish industry.

## ONLINE WEBINARS

Over the course of 2020 we significantly increased the number of webinars that we carry out annually. We find that these online presentations provide a useful source of information that can support companies with their decision making. Our webinars have also provided excellent opportunities for British businesses to meet and work alongside other Spanish businesses. At the end of every webinar, we always ensure that we allocate some time for members to voice their concerns about the challenges they are experiencing.

Most of these webinars had been centered on Brexit and addressed individual company concerns. In February, April and October, we partnered with the **Chamber of Commerce in Zaragoza** to hold three webinars. These webinars had more of a focus on Brexit and discussed how it will affect and challenge different sectors.

Other webinars have had more of a focus on explaining the British market more generally. A useful example would be the webinars we held in April and December for which we partnered with the **Chamber of Commerce in Huesca**. This online presentation explored the existing benefits for Spanish companies operating in the UK and assessed the challenges or opportunities they may face in the future.

We also organised webinars that were industry specific. In July and November, for instance, we held ICT webinars with the **AERTIC**, an organisation for technology companies in La Rioja. Both of these thoroughly examined the technology sector in the United Kingdom.





MIGUEL JANÍN, FOUNDING PARTNER AT LONDON PROPERTY PARTNERS



19 on SMEs and entrepreneurial businesses



NICK ATKINS, PARTNER AND HEAD OF ENTREPRENEURS AT STEVENS & BOLTON LLP

TOP: SPANISH WINE & SCOTCH WHISKEY: A DIALOGUE  
 JOSÉ LUIS LAPUENTE, GENERAL MANAGER OF THE CONTROL BOARD OF THE DESIGNATION OF ORIGEN CALIFICADA RIOJA  
 MARTIN BELL, DEPUTY DIRECTOR OF THE SCOTCH WHISKY ASSOCIATION  
 IGNACIO CARTAGENA NUÑEZ, CONSUL GENERAL OF SPAIN IN EDINBURGH  
 EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER

MIDDLE: OPTIMIZING ROI  
 RICARDO DE ENA, HEAD OF SALES UK AT TECHNORIZON  
 KOH ONOZAWA, DIRECTOR AT DOCUTEN  
 NURIA COROMINAS-ROVIRA, FORMER VICEPRESIDENT OF THE SPANISH CHAMBER



TOP: HOSPITALITY ROUND TABLE  
 ADAM MUNDAY, GENERAL MANAGER AT MELIÁ WHITE HOUSE HOTEL  
 ALVARO TORRES, LEAD CONSULTANT EUROPE AT TSA SOLUTIONS  
 YVONNE WISSART, DIRECTOR OF SALES AT N HOW LONDON (NH GROUP)

BOTTOM: WEBINARS IN 2020  
 JOSÉ ANTONIO DÍAZ, VECTOR ITC AND  
 RUBÉN GARCÍA-QUISMONDO, QUABBALA



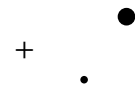
Back to the  
ocean breeze



Back to Spain soon



Balearic  
Islands

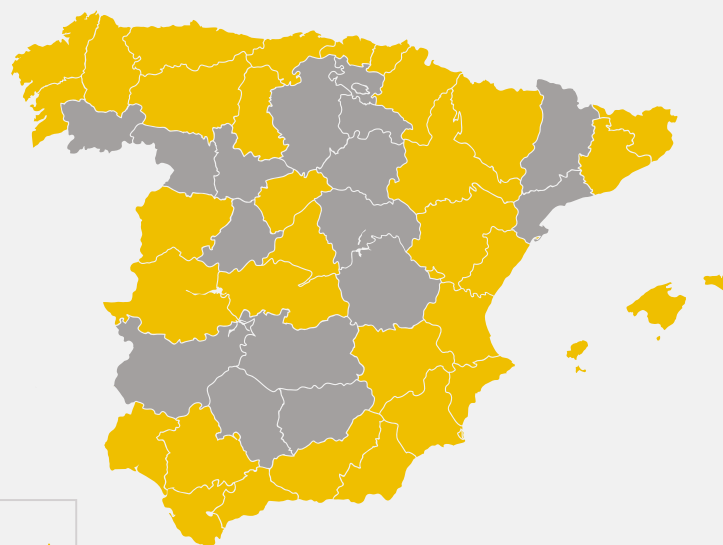
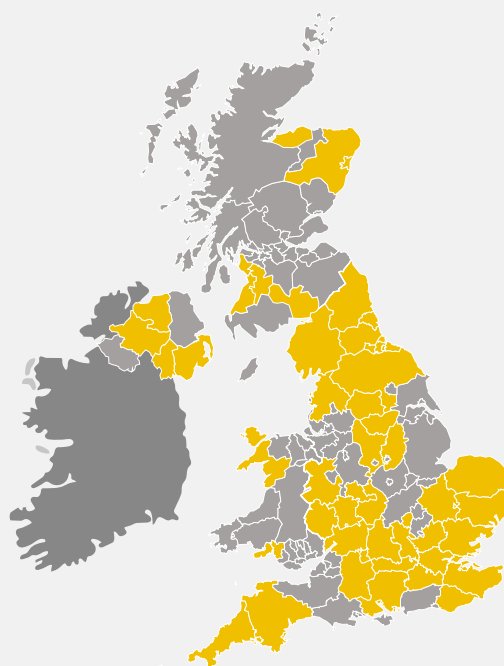


IN 2020 WE WORKED WITH 50 DIFFERENT AREAS OF THE UK  
AND WE COLLABORATED WITH 36 AREAS OF SPAIN

**50**  
AREAS OF THE UK

---

**36**  
AREAS OF SPAIN



# MEMBERS' EXPERIENCE DURING COVID-19

As COVID-19 continues to cause disruption and uncertainty, many companies are struggling to ensure the continuity of their businesses. Companies of all sizes are dealing with unprecedented difficulties but, as life begins to regain some sense of normality, they are able to look back to see what they have learnt.

We have interviewed some of our members to find out about their experience during the pandemic: the challenges they faced during the outbreak and how this crisis will affect the future of their business. Have there been any positive outcomes from this situation?



**MILAGROS GRANIZO**

**Lawyer-Consultant for investments and projects in Spain**

**MTSPAIN I CONSULTANCY AND GLOBAL SERVICES IN INVESTING REAL ESTATE ASSETS IN SPAIN FOR NATIONAL AND INTERNATIONAL CLIENTS.**

---

**Q: How has your company adapted to the pandemic and what measures have you taken?**

**A:** Our main means of adaptation has been through the **digitalisation of our services**, meetings with clients on online platforms, adapting product information for its digital presentation...

**Q: What positive aspects has your company seen as a result of the pandemic?**

**A:** I would say that in my case the most positive aspect would be that **I have had access to people through digital meetings that I wouldn't have been able to meet otherwise** and to be able to reach beyond our borders without any extra cost related to travel, accommodation or time.

**Q: How will the Covid crisis affect the future of your company?**

**A:** In a positive way, it has been a **huge boost for globalisation** in a digital way and also for companies to become aware of **family reconciliation** through remote working.

In all areas it has been a **revolution**, in the hotel and catering industry the demand for high standards in terms of health and safety, in health in terms of research and infrastructures, in civil security in terms of prevention, in housing (which is my sector) in terms of the search for more spacious homes with views, gardens and more!

**Q: How has your company adapted to the pandemic and what measures have you taken?**

**A:** We started the digitisation process of the entire company three years ago when we opened our offices in London, Madrid and Barcelona. The adaptation has therefore been agile also given the average age of the team and our creative work that was linked to design and innovation. These three factors - **digitalisation, team and innovation** - made us react fast and today we are all working remotely together on exciting projects where we help to visualise, create and develop new potential futures, transforming ideas into relevant business and brand strategies. We design and imagine new business futures.

**Q: What positive aspects has your company seen as a result of the pandemic?**

**A:** Our role is always to design the corporate identity of companies. Our aim is always to **seek new challenges in graphic communication**, such as the ability to synthesise messages that catalyse values of innovation, adaptation and professional value. Taking it to the limit without fear but with immense respect for our work allows us to implement our team, if possible with even more strength, what we transmit to our clients through communication, design and innovation.

**Q: How will the Covid crisis affect the future of your company?**

**A:** In our case, the pandemic has served to **highlight the importance of the omnichannel strategies** that we have been developing for some time for different companies in Spain and the UK. This new context has led to a high demand for our services, tools and solutions. Brands must become liquid brands, digital brands.

It is time to **generate new business scenarios** in which users will look to them for reliable sources of information that make us feel confident through the brands themselves. **Brands must also be useful to their community, with social leadership initiatives** with a high emotional level and, in turn, they must have a voice and position themselves in environmental awareness. Brands are much more than the products they sell. Welcome to the era of branding, the new language required in this new economic context.

+

.

●



GVA GÓMEZ-VILLARES & ATENCIA  
ABOGADOS

SANTIAGO GÓMEZ-VILLARES PÉREZ-MUÑOZ

Socio-Abogado

GVA, GÓMEZ- VILLARES & ATENCIA

SPANISH LAW FIRM WITH LARGE INTERNATIONAL PRESENCE

---

**Q: How has your company adapted to the pandemic and what measures have you taken?**

**A:** The year 2020 ended with no loss of business. Thanks to the firm's **technological adaptation** to meet the new needs of our clients, the reorientation of the commercial strategy towards services in greater demand as a result of the crisis and, above all, the efforts made by our entire team of professionals, 2020 has yielded good figures.

In terms of measures, our working system already allowed for "out of office" work, so **remote working** has worked very well. We have put in place all the **health controls** because the health of our team was a priority. On the business side, a **much more up-to-date and dynamic economic information protocol had been created to enable instant decision-making and anticipation** of possible unexpected changes in the economic situation.

**Q: What positive aspects has your company seen as a result of the pandemic?**

**A:** Development of **technical measures** for communication and work, **protocols** to keep information on key business indicators up to date and more developed internal organisation of operations.

**Q: How will the Covid crisis affect the future of your company?**

**A:** As I mentioned earlier, the **reorientation of the commercial strategy towards other sectors and specialities** has made it necessary to deepen the professional profile of our team, adapting it to the requirements of the "new market" towards which our sector is moving.

**Q: How has your company adapted to the pandemic and what measures have you taken?**

**A:** We have closed the offices and implemented **remote working** for everyone by providing **financial assistance** to employees that have additional utility costs.

**Q: What positive aspects has your company seen as a result of the pandemic?**

**A:** Development of technology for meetings and training. There's also been a surprisingly **improved communication, better human relations and new lines of business** by having to somehow reinvent ourselves.

**Q: How will the Covid crisis affect the future of your company?**

**A:** In my industry, personal development in general is often the part of the budget that companies cut first. This is a big mistake as you need the help of talent to put recovery plans in place, but it is relatively understandable. However, **in the area of Career Coaching, requests for services have increased as many people are preparing for a new professional future** either individually or through outplacement services offered by the company as part of a restructuring process.



**RICARDO DE ENA**  
Country Manager  
**TECHNORIZON**  
IT SERVICES PROVIDER

---

**Q: How has your company adapted to the pandemic and what measures have you taken?**

**A:** We arrived in the UK four years ago with the idea of being a cybersecurity provider for companies of any size and in any sector. We had 25 years of experience behind us but the pandemic made us learn a valuable lesson.

**Just before the first outbreak arrived we were approaching the break even,** so business was going well and we were growing organically by adjusting costs.

During the first few months of the pandemic, we survived as best we could, to the point where **I was forced to go into furlough** to try to save the employees. Eventually our customers stopped paying and we only heard "I am not going to spend on cybersecurity as I don't see it as a necessity right now". Other customers didn't even answer the phone. Many of our main points of contact had also been made redundant or furloughed. We were confronted with the decision: to **reinvent ourselves or to close down.**

Selling cyber has two problems: The first problem is the lack of confidence. You can be the best at something but you need local references to prove it. The second problem is that **nobody thinks that cyber is necessary until something happens.** We think of ourselves as bearing similarities to an advertisement asking people to wear a helmet when riding a motorbike.

This last problem is solved through awareness and gradually the market seems to be becoming more aware. The first problem we had was the lack of trust (due to the lack of knowledge) from our potential customers. As a result **we decided to become distributors.**

**Q: What positive aspects has your company seen as a result of the pandemic?**

**A:** We have learned that there is **NO fear of change** and you must always be open and ready to pivot your business if necessary.

**Q: How will the Covid crisis affect the future of your company?**

**A:** Indirectly our customers will be affected and some will have to close, but those that survive will have to face new market challenges such as remote working. **We will be there to help them to be more secure, to yield good sales online and improve confidence for their customers.**

**Q: How has your company adapted to the pandemic and what measures have you taken?**

**A: We made a conscious effort to ensure all staff had a comfortable workspace at home**, offering any resources required to make that possible, including sending additional monitors, specific work chairs and standing desks.

We made the conscious decision not to furlough anyone or reduce working hours, but **reallocate resources** instead. This created a lot of goodwill among our staff.

Our **fully flexible working scheme** allows the team to pick their own hours and work around home schooling intervals.

**Direct communication, repeatedly and at all levels**, has been key throughout the last year. We did that in Week 1 – and we are still doing so now.

Our Social Committee has done a fantastic job of **organising virtual events**.

**Q: What positive aspects has your company seen as a result of the pandemic?**

**A:** Hausfeld has always had a strong team culture and the pandemic has definitely accentuated that. The key is to have a team of great people and to trust each other. As a relatively new law firm, we have always done things differently and embraced the unknown. For some time now, we have offered flexible working and the pandemic really has brought it home that **working whenever and wherever does not need to have an adverse effect on productivity and the ability to deliver continuous excellent work**. On the other hand, the extended lockdown has also proven that working together in person remains very important.

**Q: How will the Covid crisis affect the future of your company?**

**A:** I think **people will question the need for extensive travel and large offices**. I know we will. Now that our clients have seen us in our home with sleeves rolled up, will wearing suits and meeting in a swish conference room still matter? The **ability and willingness to work remote** will impact the need for office space. This crisis has pulled us together as one family from the most junior to the most senior. That is without a doubt one of our silver linings and I would like to think we can preserve that **spirit of community**.

**We learned that we can still work effectively with less formality, less hierarchy and a great deal more transparency**. Remote working doesn't lessen work drive.



**MARY SHEPHERD**  
International Business Manager

**BLICK ROTHENBERG**  
TAX, ACCOUNTING & BUSINESS ADVISORY FIRM

---

**Q: How has your company adapted to the pandemic and what measures have you taken?**

**A:** The pandemic forced us to make a number of changes to how we work in a very short time. Previously we predominantly worked in our offices and this was something our people were very used to. Therefore, **we had to make fast investments into the right infrastructure to enable everyone to work from home efficiently and effectively**, while continuing to support our clients through this difficult time. Whilst the technology needed to be right, so did an understanding of the new working patterns required to **help our people balance their work/home life** and the support to them to face this unprecedented time. We focused on getting our people the right tools to work in this new way as well as the wellbeing and personal support they required. **We communicated regularly and worked collaboratively** to adjust together to this new world, and in doing so retained our culture and lived by our values.

**Q: What positive aspects has your company seen as a result of the pandemic?**

**A:** We moved quickly to provide our clients with support and advice at an unnerving time when circumstances changed on a daily, if not hourly, basis. We were able to give our clients up to the minute, practical guidance to help them navigate the challenge and positively address the impacts on their businesses and them personally. By supporting our clients through such difficult times, **our relationships have grown even deeper** and we are now working with them towards the future, whatever it holds.

**Q: How will the Covid crisis affect the future of your company?**

**A:** The pandemic has accelerated our move towards a **smarter way of working** and given us the impetus to **introduce new technologies** and share ideas on the future of our workplace. We are now looking at innovative ways to make us **more efficient and effective**, whether that is on a relatively small day-to-day activity or something more ground-breaking. **All of our people are involved in this**, sharing their ideas to continue to make Blick Rothenberg an even better place to work. We now hope that this will become embedded in our culture and continually evolve our business. Our ambitions for the future of our company and our values have not changed but how we deliver our high quality and our focus on our people and clients will always be the same.



**ANTONIO ARENAS**  
Managing Partner  
**SCORNIK GERSTEIN LLP**  
**INTERNATIONAL LAW FIRM**

---

**Q: How has your company adapted to the pandemic and what measures have you taken?**

**A:** Covid-19 has served as a measurement tool to assess how advanced we were in the implementation of digital solutions, connectivity and process automation.

Fortunately, our office already had **cloud cluster and remote data access systems** in place before the pandemic, so our adaptation period consisted of achieving maximum optimisation on an already established working system, with which my entire team was familiar.

We have made a great effort to **increase our presence on social networks** and to accelerate parallel projects to promote the firm digitally, such as the creation of **The Brexit Law** ([www.thebrexitlaw.com](http://www.thebrexitlaw.com)) and **ALA** (Anglo Latam Association) (website under construction), as it is clear that in these circumstances, it is the only way to gain notoriety and exposure to stand out from our competition and thus continue to gain potential clients.

**Q: What positive aspects has your company seen as a result of the pandemic?**

**A:** There is no doubt that the pandemic has accelerated the **digital transformation** in which we have all taken a step further, even analogue laggards have made the leap to digitalisation.

But we are also seeing the flaws of a system that, in the old normality, we may have idealised and seen as a panacea.

In my opinion, we must analyse the weaknesses and strengths of both systems so that, by conjugating and combining the positive aspects of face-to-face and remote work, we can **get closer to the perfect equation: work performance, personal life and family reconciliation.**

**Q: How will the Covid crisis affect the future of your company?**

**A:** It is difficult to answer that question. However, at Scornik Gerstein LLP we do not limit ourselves to a short-term vision of mere survival. We believe that **every crisis is an opportunity**, which is why my team and I meet weekly to share ideas and try to identify new projects such as the Brexit Law and Anglo Latam Association projects mentioned above.



**NOELIA CASTILLO CALAHORRO**  
Resident Manager – Meliá London Kensington

**MELIÁ HOTELS INTERNATIONAL**  
**HOTELS AND ACCOMMODATION**

**Q: How has your company adapted to the pandemic and what measures have you taken?**

**A:** In March **we had to drastically interrupt our international operations**, closing almost all of our hotels and managing more than **40,000 employees at home**, which led us to launch a contingency plan to deal with this crisis.

Since March, our crisis management has been two-speed:

-In the short term, our efforts are aimed at tactical management of the current crisis, based on five pillars:

1. **Health safety and trust:** with a clear focus on the safety of our customers and employees through the Stay Safe with Meliá programme.
2. **Preservation of employment and talent,** with employment protection and teleworking measures.
3. **Ensuring liquidity,** key to the company's viability.
4. **Ensuring business continuity,** establishing a plan for the agile management of hotel closures and openings, as well as marketing and sales.
5. **Reputational management,** reinforcing our social commitment.

-In the medium/long term, we are looking beyond to an evolution of our Strategic Plan, with a special emphasis on digitalisation and sustainability.

**Q: What positive aspects has your company seen as a result of the pandemic?**

**A:** Although the pandemic has been a huge blow to the industry, this standstill has given us the opportunity to **prepare to be better when tourism recovers**. Thus, we have given a major boost to the digital transformation of the company, renewed our organisational structure deepened our **expansion strategy** driven new attributes in our brands, etc. Our **Stay Safe with Meliá programme**, created in the wake of Covid-19, has been our great success in regaining the business and trust of our customers.

In addition, **Covid-19 has also brought out our most caring side**, having medicalised several hotels during the pandemic.

**Q: How will the Covid crisis affect the future of your company?**

**A:** The reality is that we were in a very good starting position before the crisis. We did our homework on financial, digital and product upgrades, and **we were ahead of the curve in taking action on Covid-19 thanks to our experience in China**. All of this has put us in a better position to withstand this crisis, but unfortunately the low visibility offered by the evolution of the pandemic prevents us from making a realistic forecast for the coming months. Although we expect the summer to be a turning point, we believe that we will not recover to pre-crisis levels until possibly 2023-24.

**Q: How has your company adapted to the pandemic and what measures have you taken?**

**A:** Our response, even from the early days of the pandemic, has been to **look after the safety of our people, supply chain and clients first**. The responsibility we felt at that time has continued to grow as we have seen the positive role that infrastructure has had throughout the pandemic in keeping the country moving, people in employment and in providing a sustainable route to economic recovery for the UK. Our operations both on site and in offices have adapted to become greatly agile, continuing to deliver a great product as a geographically dispersed but **digitally connected team. Innovation has soared** throughout this time too as we have found solutions for all stakeholders and we have demonstrated the commitment to our people and their wellbeing.

**Q: How has the pandemic caused Iberia to change for the better?**

**A:** It is very difficult to see anything resulting from the pandemic as positive, but I can say I am immensely proud of the following actions that were taken in response:

- The **Ferrovial Together COVID 19 Fund** which was created to raise funds for the fight against the consequences of the pandemic. A total of 8.7million euros was given to hospitals, universities, research & development centres and NGOs in a series of specific projects.
- For the UK, we enabled the **provision of 1 million euros** to food banks across the country, SSAFA, the Lighthouse Club charities and a huge donation to fund research for the Oxford vaccine.

Moreover, we needed to accelerate the digitisation of our operations over the various lockdown periods, and that has been a huge advantage for us.

**Q: How do you envisage that the coronavirus crisis will affect the future of your company?**

**A:** We have been able to navigate the business well through the pandemic. Our approach has been cautious and every step has been taken with the safety of our teams and stakeholders at the very core. We understand the predicament that all businesses in all industries have been in.

We feel very fortunate that we have not needed to make any of our staff redundant, in fact we have been able to recruit more people to the team during this time. So whilst it is hard to predict the future, we have a robust forward order book that means **we will continue to grow, in line with our strategy**, and this will enable us to **offer sustainable employment** to those groups who have been most affected by the ongoing impact of COVID, with a firm focus on apprenticeships. We are aiming at **sustainable profitable growth by delivering frameworks, smaller projects**, as well as continuing to position ourselves well for **large infrastructure schemes**.



**GUILLERMO GONZÁLEZ VALLINA**

Sales Director Spain, Portugal & North Africa at Iberia-British Airways

**IBERIA**  
SCHEDULE AIRLINE

**Q: How has your company adapted to the pandemic and what measures have you taken?**

**A:** Since the start of the pandemic, our main objective has always been to build trust and a sense of security among customers so that when they decide to fly, they can do so with peace of mind. To achieve this we have:

- Strengthened **security, hygiene and prevention measures** along the whole travel experience. We recently received a 4 star Skytrax rating for this.
- Maintained a **steady flight schedule**.
- Promoted a **flexible fare policy**.
- Provided **information** regarding each destination country, region or city's regulations.

At the same time, internally we have adopted measures aimed at **saving costs, safeguarding our cash and protecting jobs** in order to guarantee the sustainability of the company.

**Q: How has the pandemic caused Iberia to change for the better?**

**A:** I believe that above all the pandemic has tested our ability to adapt, however we have also seen great signs of solidarity.

In terms of **flexibility** we have quickly adapted to the ever-changing circumstances, reviewing our flight schedule and adjusting it according to the development of the pandemic and the restrictions of each country. In addition, we advanced the **withdrawal of the A340s** to keep a more modern and sustainable twin-engine fleet and, of course, we **sought further business opportunities**.

The pandemic has also **raised the solidarity of many companies** and, in Iberia's case, in the first months of the pandemic we dedicated our activity almost exclusively to **cargo flights for medical supplies**, which were sorely lacking at the time. We also scheduled **repatriation flights** to more than 20 destinations. Without forgetting the **transportation of vaccines**, in collaboration with IAG Cargo.

**Q: How do you envisage that the coronavirus crisis will affect the future of your company?**

**A:** The first and most important challenge of all is to **adapt our operations and flight schedule to the global context** caused by the coronavirus. In this sense, all these months have provided us with experience to respond with greater agility and flexibility.

The second challenge is to continue working on two fundamental pillars within the company's strategy, namely innovation and sustainability.

- Within **innovation, promoting our customer's digital experience** with new tools that simplify and help the planning of their next trip.
- And regarding **sustainability**, COVID has served to reinforce our commitment to the goal that has been set by our group, IAG, which consists in achieving 0 net emissions by 2050.

CLH is evolving into

exolum

We create innovative solutions  
to improve our world

We need a change for the coming challenges.  
That's why we're becoming Exolum,  
a company better prepared to identify  
opportunities and innovate in new sectors.

We're a company open to the future. We're Exolum.

## THE RT HON GREG HANDS MP, MINISTER OF STATE FOR TRADE POLICY



“

THE GOVERNMENT'S  
AMBITION IS TO SECURE  
FREE TRADE AGREEMENTS  
WITH COUNTRIES  
COVERING 80% OF  
UK TRADE BY 2022

**With the UK's departure from the EU, how do you think the UK-EU trade relationship will evolve?  
Will there be new trade alliances with other regions or countries?**

2021 will be our opportunity to show what Global Britain means to the rest of the world: striking trade deals with new markets, reasserting ourselves as a liberal and free trading nation; and acting as a force for good in the world.

We have agreed a deal with the EU that is based on friendly cooperation between sovereign equals, centred on free trade and inspired by our shared history and values. **This is the beginning of a new relationship with the EU, and thanks to the zero tariff, zero quotas deal we have with our EU friends and neighbours, we are confident that this will be a thriving relationship.**

We share a belief in a **global rules-based trading system**, and we can work together with the EU and partners around the world to restore its credibility and ensure we are able to build back better from the Covid-19 pandemic.

There is also an opportunity to develop rules on issues relevant to our 21st Century global economy – in particular in services, on digital, on trade in healthcare, and on environmental issues. We are looking forward to making further progress on these pressing issues with our EU partners as part of the UK Presidencies of the G7 and COP26.

**The government's ambition is to secure free trade agreements with countries covering 80% of UK trade by 2022.** We are working to open markets for UK exporters both inside and outside the EU and will do whatever it takes to ensure they have what they need to succeed. After agreeing a deal with Japan last year, we are continuing to make good progress in negotiations with a variety of partners including Australia, New Zealand and the USA. We've also recently announced our intention to join the **Comprehensive and Progressive Trans-Pacific Partnership (CPTPP)** to deepen the UK's access to a network of 11 fast-growing economies around the world, including Mexico, Malaysia and Vietnam.

**At present, bilateral trade relations between Spain and the United Kingdom are very important. How do you see them evolving in the coming years?**

We have a deep and broad relationship with Spain, and we look forward to building on it in 2021 and beyond. There are numerous opportunities for us to work together through trade and investment on shared priorities, including the **fight against climate change and increasing gender equality**.

We already share close trade and investment ties: **globally the UK is the second largest investor in Spain, and bilateral trade reached £53.4bn in 2019**. More than 400 Spanish companies are registered in the UK. From Santander's 20,000 strong UK workforce to Iberdrola's significant investment in green energy, **Spanish businesses play a major role in a variety of UK sectors, from banking, renewable energy and rail, to retail and automotive**. I am confident this investment in each other's economies is set to continue; **Cellnex** are a great recent example, a leading Spanish telecoms operator who has recognised the opportunities in the UK and **invested over £2 billion entering the UK market**.

The UK and Spain can also forge a closer partnership to raise climate ambition globally, through COP26 and beyond. We want to **work together to drive the transition to net-zero** by deepening our cooperation, from exporting more British expertise to Spain while increasing business engagement with Spain's Next Generation decarbonisation agenda and our own 10 Point Plan for a Green Industrial Revolution. There is clear opportunity to build on our natural synergies in technology and innovation in the coming years.

Our export strategy will maximise the benefits of these new opportunities for British businesses, supporting them with finance and effective regulation to grow their presence in Spain. The UK is open for business: **we're a nation of innovative, forward thinking and collaborative people and businesses, making us an ideal partner of choice for Spanish companies**.

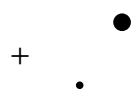
**What do you think should be the fundamental role of the Chamber in a post-Brexit era, and how can it help British business and administration in the upcoming years?**

The Spanish Chamber of Commerce in the UK plays a key role in strengthening the commercial and economic relations between our countries. As I said on my recent Zoom call with my opposite number, **Xiana Méndez, the Spanish Chamber in London is one of the very best and most active foreign chambers of commerce in the UK**.

As we look to recover from the economic impact of Covid-19, **we want to ensure that businesses have the support** available to build back better and the Chamber is ideally placed to support. Coronavirus has shown us the importance of keeping trade flowing and building diverse supply chains that are robust in a crisis. I recognise that our new relationship with the EU means a period of change for businesses, at a time when everyone has been responding to the unprecedented coronavirus pandemic, but this is an unparalleled opportunity for us.

“ **THE SPANISH CHAMBER IN LONDON IS ONE OF THE VERY BEST AND MOST ACTIVE FOREIGN CHAMBERS OF COMMERCE IN THE UK** ”

**The Spanish Chamber of Commerce in the UK gives invaluable practical support to businesses, especially SMEs, to help seize new opportunities and make the trading process smoother.** Moving forward the Chamber has a vital role to play in bringing businesses together to take advantage of the UK's new trading relationship with EU. Our network of trade, policy and communication specialists in the UK and in Spain also stand ready to provide support wherever it is needed to UK businesses. Whether it be engaging with customs authorities to ensure smooth clearance of products, or providing advice on Intellectual Property and other concerns affecting trade.



## BREXIT CORNER

Brexit was a very important theme at many of our events in 2020. These included the new series of online sessions, the **Meliá Business Breakfasts**, in which we invited senior Government officials to provide an analysis on the latest Brexit developments and outlook. We had the honour of welcoming guest speakers including **Greg Hands MP, Nadhim Zahawi MP, Kevin Foster MP, Alderman William Russell, Wendy Morton MP, Lord Grimstone, John Glen MP and Tom Tugendhat MP.**

We held an exclusive **Patron's Brexit Briefing** and organised virtual conferences in collaboration with local Chambers of Commerce in Spain to discuss the business challenges and opportunities presented by Brexit.

Different departments from HM Government including the **DIT, FCO** and **BEIS** were in attendance to our events over the course of the year.

We also set up a dedicated area of our website in which you can find relevant government publications on the subject of Brexit which convey the key developments which could be vital for your business to consider.

### EVENTS

Over the course of 2020 our institution continuously supported a stable UK exit from the EU and welcomed the signing of the **Trade and Cooperation Agreement** between the United Kingdom and the European Union. The Spanish Chamber of Commerce in the UK hopes that from now on the British Government will focus on building a close and amicable working relationship with the EU.

**In 2021 the Chamber will continue to strengthen its links with the British authorities.** Also, in collaboration with both British and Spanish governments we will continue to support Spanish companies during this new form of bilateral relationship that has begun between the two countries.

---

## COVID-19 CORNER

Since the beginning of the pandemic, the Chamber has remained committed to continuing to support each and every one of our member companies.

We have **actively promoted our member businesses and their services** across all of our digital platforms: blog, newsletter and social media. We have also taken the majority of the events online offering weekly webinars, workshops and networking events.

Moreover, we have **encouraged our members to create their own webinars** in partnership with the Chamber, in order to share their expertise to help others adapt to this difficult situation. Our guest speakers from the British Government have also shared their insight and addressed the impact of the pandemic on the British economy during online events held with us.

# 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 the world.

FEDECOM was constituted with the aim of promoting the development of the economic, commercial and cultural relations between Spain and the four continents, 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. José Miguel García** (Official Spanish Chamber of Commerce in France), **Mr. Guillermo Cobelo** (Official Spanish Chamber of Commerce in the United Arab Emirates) and **Ms. María José Rodríguez** (Official Spanish Chamber of Commerce in Australia).

Every year FEDECOM awards a Spanish company for standing out for its commercial activity and international profile. On the 14<sup>th</sup> of December 2020, FEDECOM presented the annual award to **SEAT**, Spain's top industrial investor and the industry's leading export company in an event hosted by H.E. the Spanish Ambassador to France, **José Manuel Albares**. The Spanish Prime Minister, **Mr Pedro Sánchez**, presented the FEDECOM Prize to the Director General of SEAT France, **Robert Breschkow**. **Robert Breschkow** underlined his appreciation of "being recognised for promoting trade, business development and our contribution to the good name of Spain and Spanish companies abroad".



H.E. THE SPANISH AMBASSADOR TO FRANCE JOSÉ MANUEL ALBARES; Mr. ROBERT BRESCHKOW THE MANAGING DIRECTOR OF SEAT FRANCE; THE SPANISH PRIME MINISTER Mr. PEDRO SÁNCHEZ; Mr. EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER IN UK AND FEDECOM AND Mr. JOSÉ MIGUEL GARCÍA PRESIDENT OF THE SPANISH CHAMBER IN FRANCE AND FEDECOM VICEPRESIDENT

“ FEDECOM’S PRESIDENT EDUARDO BARRACHINA SAID THAT “SEAT IS SPAIN’S INDUSTRIAL HERITAGE AND ECONOMIC HISTORY”, ADDING THAT “SEAT HAS A PLACE IN THE MEMORY AND EMOTIONAL UNIVERSE OF THE SPANISH PEOPLE, PRECISELY BECAUSE ITS CARS HAVE ACCOMPANIED OUR PROSPERITY”.

During his speech, the **Spanish Prime Minister** recognised the extraordinary work that Spanish Chambers of Commerce carry out abroad. The **Spanish Prime Minister** concluded by highlighting the extraordinary relationship that exists between the Spanish government, the Spanish Chamber of Commerce and the Chambers of Commerce abroad, of which **SEAT** is a major and very important player.

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**



TOP: Mr. EDUARDO BARRACHINA DURING THE FEDECOM AWARD PRESENTATION IN PARIS

BOTTOM LEFT: THE SPANISH PRIME MINISTER Mr. PEDRO SÁNCHEZ

BOTTOM RIGHT: Mr. ROBERT BRESCHKOW THE MANAGING DIRECTOR OF SEAT FRANCE



# 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.

---

## EVENTS

In July, the CFCC welcomed **Dr. Adam Marshall, Director General of the British Chambers of Commerce** to a joint virtual event in which he addressed the impact of COVID-19 on UK businesses and trade.

Before the end of 2020, the CFCC organised another online event in which **Lord Grimstone** shared his insight on the importance of international trade and investment post Covid-19, as well as the trends that will shape the world as it emerges from the pandemic.



# 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.

---

## EVENTS

In 2020 the Spanish Chamber of Commerce in the UK organised monthly **online networking events** alongside the CIAC to provide an opportunity for our member companies interested in expanding their operations into Latin America to learn more about this market and to expand their contact network there.



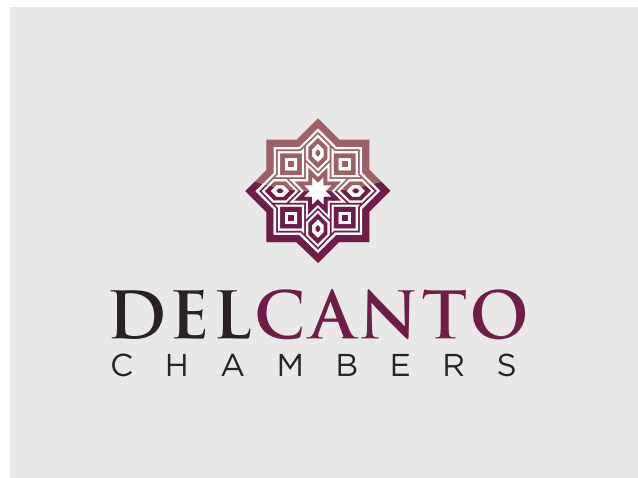


# MEMBERS OF THE CHAMBER

# MEMBER INTERVIEW DEL CANTO CHAMBERS

For almost a year, the Spanish Chamber of Commerce in the UK has been honoured to have Del Canto Chambers as a new patron of the Chamber. **Del Canto Chambers is a leading London Barristers Chambers specialising in international law and tax.** They offer dual-qualified, multi-lingual tax lawyers, experienced in acting

for clients in many countries including Spain, Qatar, Mexico, Colombia, China and the UK. Their reputation for being the go-to set of chambers on all international tax and legal matters continues to grow year on year. We interviewed **León Fernando Del Canto**, Head of Chambers, Barrister, to find out about their business journey in the UK and their experience as a new patron of the Chamber.




DEL CANTO CHAMBERS IS A LEADING LONDON BARRISTERS CHAMBERS SPECIALISING IN INTERNATIONAL LAW AND TAX.

**Q: Could you briefly describe Del Canto Chambers' business and presence in the UK?**

**A:** We are a London-based international chambers that offers comprehensive and fully-regulated tax & **legal services in the UK and Spain.** I was the **first Spanish lawyer called to the English Bar** and prior to this I had qualified as a UK tax adviser at Deloitte.

In the last 15 years we have grown our legal and tax team at Del Canto Chambers while advocating for a professional model based on the traditional English Chambers. Most of our lawyers are dual qualified and regulated by the **Bar Standards Board in the UK.**

Law is the oldest profession in England, and we make sure that our Chambers retains the **personalised and bespoke level of service** that comes with this. Most large legal firms are simply unable to offer their clients this kind of service.



**Q: As a consequence of Brexit and the global pandemic, has Del Canto Chambers considered any modification to its strategy in the UK?**

**A:** Del Canto Chambers' presence in the UK has always been regulated under English Law. **When Brexit began, we were well prepared to comply with the professional regulations, data protection, client care rules and anti-money laundering provisions in the UK.**

During 2020, Covid-19 impacted our business, but not more so than in the first month when we had to adjust to the new reality. Having said that, our team was very used to working virtually pre 2020 and we all work well from home. We are preparing for the second half of 2021 by expanding our London offices at 218 Strand in Temple to ensure we can accommodate new members at Chambers. We are of course looking forward to returning to our offices, but most probably we shall only work from the offices 3-4 days a week.

**Q: You have been a patron of The Spanish Chamber of Commerce for almost a year now – how has it benefited your business?**

**A:** I sat on the board of directors of the Spanish Chamber of Commerce back in 2002 representing Deloitte & Touche. The Chamber has changed a lot – for the better – and **Del Canto Chambers has benefited a lot since becoming a patron last year.**

We are looking forward to continuing supporting the Chamber for years to come. The Spanish business community in the UK has a long history and the trade between our two countries requires a strong Chamber of Commerce. The networking offered by the Chamber and the many opportunities to connect with Spanish, UK companies and professionals in London is unparalleled.

**Q: What would you recommend to a foreign company that would like to gain access to the British market?**

**A:** For many years we have been working for Middle Eastern, Asian and American companies in London and it is interesting to see that now, our fellow European and Spanish businesses are in the same situation as “third countries”, outside the EU. Fortunately, **the UK has a very well-developed tax and legal environment to allow international companies to set up a business here** and it will not be very difficult to do business in the UK. Being outside the European Union, there are other

opportunities for European companies to use the UK as a base to operate not only in Commonwealth countries but in any of the other countries where the UK is now strengthening its post-Brexit ties. Throughout 2021 we recommend that Spanish and UK companies alike revisit their existing legal structures and tax planning strategies looking at the years ahead. Our team is made up of seasoned tax and legal professionals who really care about our clients' businesses. Fortunately, the UK Double Tax Treaty with the UK keeps offering us a robust framework to continue doing business together.

**Q: What did you find was the most challenging part of the process?**

**A:** The most challenging part of establishing a business in the UK - as in any international adventure, but especially in England – is to realise that speaking English is not enough to set up a successful business here. **It takes years to understand the culture, the Law, the society and the business etiquette and protocols in England,** and more specifically in and around the City of London. As lawyers we selected the English Bar as our regulatory body, the Temple for our offices and we try to keep quite active in the City of London.

**Q: What vision do you have for the coming years on bilateral relations between Spain and the UK?**

**A:** We should not think that the bilateral relations between Spain and the UK are limited to the 30 years that we have been partners in the EU. Spain and the UK have a long-standing relationship. While it can be turbulent at times, **the two countries have geopolitical and commercial strategic interests in common when it comes to the Atlantic coasts and the Strait of Gibraltar area.**

These common interests, together with the investments made by citizens and companies in both countries, should not be underestimated when assessing our relationship going forward. The recent Treaty with Gibraltar is a good example of reinventing our relationship and opens the door to further cooperation.

**Spain and the UK can offer each other strategic commercial advantages to operate in our respective territories,** but we should understand our potential as bridges with the Commonwealth countries, Latin America and North Africa in particular.

# MEMBER INTERVIEW

## EXOLUM



WE CREATE  
INNOVATIVE  
SOLUTIONS TO  
IMPROVE THE WORLD

The Exolum logo, featuring the word "exolum" in a lowercase, sans-serif font. The "ex" is blue and the "olum" is green.



After their sizable investment in the UK in 2020, CLH Group announced in March 2021 their new brand direction, under the new name EXOLUM.

We have spoken with **Ignacio Casajus, North West Europe Lead**, to find out more about the brand's evolution, new strategy and positioning. In this interview Ignacio also walks us through the opportunities they are now seeing in the UK market and shares some recommendations for companies seeking to enter the British market.

### **Q: How has your brand evolved in the last year?**

**A:** 2020 has been a year marked by changes. The first, and not unfamiliar to anyone, has been the pandemic caused by covid-19. However, we have adapted quickly and swiftly to this situation while maintaining our services and providing the response that our customers expected of us: a quality service and safety as a fundamental premise for both our teams and our partner companies, as we continue to do now. **Our objective was to adapt to their needs and guarantee the country's fuel supply.**

Leaving aside the pandemic, our company has grown in every way, starting with the great leap we have taken internationally. **Our expansion in Europe materialised at the end of last year with the acquisition of 15 liquid product storage terminals belonging to Interterminals in the United Kingdom, Ireland, Germany and the Netherlands.** Thanks to this acquisition we are now present in eight countries, we are the leading logistics company for liquid products in Europe and we have consolidated our presence in the British market while starting operations in the rest of Europe.

### **Q: How have you adapted to the new Brexit regulatory measures?**

**A:** In our sector, and thanks to the fact that a last-minute agreement was finally reached, the impact of Brexit has been reduced in terms of customs procedures, etc. However, **one of the most complex issues is attracting European talent**, although for now we are coping without too many problems thanks to our experience in this regard. We are a multicultural company where diversity plays an essential role. In fact, at our London headquarters our team comprises professionals of up to 15 different nationalities.

**Q: What are your new brand values and what differentiates you from your competitors?**

**A:** CLH has evolved into Exolum: a new brand that goes far beyond just its name. Exolum is also a change of positioning and direction. The new brand reinforces our company's identification with its future objectives, based on **sustainability, diversification, innovation and digitalisation** in line with our purpose: **We create innovative solutions to improve the world.**

As a point of differentiation, aside from what we have already mentioned that we manage the most extensive network of refined products in Europe, **we are ranked first in Europe in terms of storage capacity and fifth worldwide.** To this I would add our way of operating and doing things and how we always rely on the most advanced technologies. This enables us to have **efficient processes** that are key to our ability to adapt to the changes that occur and to be able to meet the needs of our customers in a very complex environment, marked by the energy transition and the growing decarbonisation and digitalisation of the economy.

And what can I say about the people! Well, we have a **professional and personally committed team** of people with a wealth of knowledge in the storage of chemicals and biofuels, which will help us to continue to expand into new countries and new markets in response to the ambitious challenges brought about by climate change.

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

**A:** The UK is a market full of opportunities for a company like ours. We are participating in different projects to position ourselves in new sectors in which Exolum can contribute its experience within the logistics and infrastructure sector in accordance with energy transition policies, promoting, for example, the development of low-carbon liquid fuels. This will allow us to **contribute to the decarbonisation of the economy and commit to the circular economy, or to develop innovative formulas for the distribution of biofuels and low-carbon fuels.** We are aware of the challenges facing the planet in terms of energy, and at Exolum we are committed to being a relevant player that is **committed to long-term sustainability and to improving society as a whole.**

In terms of data, Exolum's contribution to the UK's economic and social growth is truly significant. We create **800 jobs** directly and generate a very significant indirect impact as a result of the economic movement induced by our activity.

**In 2020 we invested €60 million in maintenance and improvement of our facilities alone** and we aim to maintain a significant level of investment in the coming years.

**Q: As a patron, how has the Chamber helped you in your activity in the UK and to achieve your objectives?**

**A:** **The role of the Spanish Chamber of Commerce in the UK is fundamental.** When you want to internationalise your company, whether you are a large or small company, the advice of organisations or institutions with extensive knowledge of the idiosyncrasies of the country and its economic activity can make all the difference. I would also like to highlight the role of the Chamber on a personal and professional level, as it has allowed me to **meet people with different profiles**, very relevant people who have helped me to keep up to date with everything that is happening in this volatile time that we are living in. To this we must add **the events** organised by the Chamber of Commerce with top-level guests, which I always have the pleasure of attending whenever I can, and which allow me to establish and strengthen ties at an institutional level.

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

**A:** First of all, contact the Spanish Chamber of Commerce in the UK to explain your expansion project. Entering a country is always complex because of the rules, the regulatory requirements, the language, the culture... in this sense, **having the support and advice of an institution such as the Chamber of Commerce is a magnificent commercial support and can provide a source of knowledge of the sector along with guidance on its specific procedures and requirements.**

+

• ○

# SPANISH IN THE UNITED KINGDOM: A BRILLIANT FUTURE AHEAD

---

*At the Chamber we recognise the value of the Spanish language. We have invited the Director of the Instituto Cervantes in London, **Ignacio Peyró**, to share his view on the evolution of the importance of this language in the world.*

*Although the Chamber of Commerce is not a cultural institution, we do see **Spanish culture and the Spanish language as an asset**. We are proud of our collaboration agreement with the Instituto Cervantes in London, the official Spanish institution to learn about the Spanish language and culture.*

---

In the Cervantes Institute we often hear it said that Spanish is fashionable in the United Kingdom. As flattering as the remark is, however, it needs to be explained: **far from being a fashion, Spanish has come to stay**. The data speak volumes. In less than a generation—since 1996—, our language has gone from being on the margins of the educational system to enjoying a central place in it. In less than ten years, **it has stopped being the third foreign language and is now on the verge of becoming number one**. And for the first time in history, in 2019, Spanish, which is now the benchmark language in the University and in the secondary schools, became the **most sought-after language in A-levels**.

These are changes of historic depth: in the 1930s, for every student of Spanish, there were seventy studying French. Today, however, the British world has turned its attention to the Spanish speaking end of the spectrum: in loyalty to its global aims, the United Kingdom is sensitive to the demographic, economic, and cultural importance that the Hispanic world has acquired, with its almost 600 million inhabitants. Yes, the future of our language is bright: a survey from 2017 indicates that **Spanish is the language most Britons would like to learn, and it is ten points above the language coming in second**.



This favourable outlook is confirmed in recent reports—such as the **British Council's Languages for the future (2017)** or the **British Academy's Born Global (2016)**—which attest to the “crucial” nature of Spanish among the different languages when it comes to speaking of a post-Brexit future.

In fact, in the ranking of the British Council, Spanish holds first place among languages whose study is recommended for coming times.

In the midst of the celebration of our institution's thirtieth year, the Cervantes Institute—with centres in London, Manchester and Leeds—moved all its classes in record time to a virtual environment. Thousands of students have benefitted from this, just as our whole community has benefitted from having a cultural programme, as broad as it is varied and ambitious in quality, entirely online. We have in this way fulfilled one of the priorities of our mission: **to establish enduring links with institutions and figures of prestige**.

If in 2019 we held public events with more than seventy collaborating institutions—ranging from the University of Oxford to the National Gallery—, in 2020 we have not fallen behind, despite the pandemic.

In closing I should not wish to miss the chance to express our gratitude to the Spanish Chamber of Commerce in the United Kingdom for the opportunity to speak about our common language in its Annual Report.



“

A SURVEY FROM  
2017 INDICATES  
THAT SPANISH IS  
THE LANGUAGE  
MOST BRITONS  
WOULD LIKE  
TO LEARN,  
AND IT IS TEN  
POINTS ABOVE  
THE LANGUAGE  
COMING IN  
SECOND



IGNACIO PEYRÓ

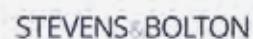
Since our agreement for collaboration was signed at the end of 2019 at the Spanish Embassy, **the Chamber has strengthened its position as a strategic partner of the Cervantes Institute in the United Kingdom, lending valuable advice and opening many doors for the presence of Spanish and Spanish culture in the City.** This spirit of cooperation between institutions bolsters our effectiveness in an extraordinary way and reflects positively on what matters most to us: our country and its image.

**Ignacio Peyró.**

Published writer.

Director of the Cervantes Institute in London and Coordinator in the United Kingdom and Ireland.

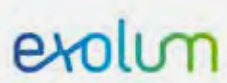
# BENEFACTORS



ÁLVARO NADAL, KEEGAN PIERCE FROM LA LIGA GLOBAL NETWORK AND LEÓN FERNANDO DEL CANTO

# PATRONS

We would like to thank our Patron members for their consistent support over the course of 2020.



# MEMBER DIRECTORY

<b>BANKING, FINANCIAL &amp; INSURANCE SERVICES</b>	<b>PAGE 113</b>
<b>BUSINESS CONSULTANCY SERVICES</b>	<b>PAGE 114</b>
<b>CONSTRUCTION AND RELATED INDUSTRIES</b>	<b>PAGE 116</b>
<b>EDUCATION, TRAINING AND LANGUAGE SERVICES</b>	<b>PAGE 118</b>
<b>ENERGY</b>	<b>PAGE 119</b>
<b>FASHION: CLOTHING, FOOTWEAR AND ACCESSORIES</b>	<b>PAGE 119</b>
<b>FOOD &amp; BEVERAGE PRODUCERS AND DISTRIBUTORS</b>	<b>PAGE 119</b>
<b>HEALTH</b>	<b>PAGE 120</b>
<b>HOSPITALITY</b>	<b>PAGE 121</b>
<b>TOURISM AND RELATED SERVICES</b>	<b>PAGE 121</b>
<b>INDUSTRIAL EQUIPMENT</b>	<b>PAGE 121</b>
<b>TRANSPORT VEHICLES AND AUTOMOBILES</b>	<b>PAGE 122</b>
<b>INSTITUTIONS AND ASSOCIATIONS</b>	<b>PAGE 122</b>
<b>LEGAL AND NOTARIAL SERVICES</b>	<b>PAGE 123</b>
<b>LEISURE &amp; EVENT MANAGEMENT</b>	<b>PAGE 126</b>
<b>MARKETING, PR AND PUBLISHING SERVICES</b>	<b>PAGE 126</b>
<b>REAL ESTATE</b>	<b>PAGE 126</b>
<b>TELECOMMUNICATIONS AND IT</b>	<b>PAGE 127</b>
<b>TRANSPORT &amp; LOGISTICS</b>	<b>PAGE 128</b>

## **BANKING, FINANCIAL & INSURANCE SERVICES**

---

### **ABANCA**

36-38 Piccadilly St - 4th Floor  
Malta House  
LONDON  
W1J ODP  
www.abanca.com  
+44 (0)20 7434 3773

#### **Bank**

### **ADVANTA GLOBAL SERVICES**

41 Trinity Sq  
Wakefield House  
LONDON  
EC3N 4DJ  
www.advantaglobal.com  
+44 (0)20 7702 4000

#### **Insurance**

### **AFEX**

Calle Génova 27, PL 6º  
MADRID  
28004  
www.afex.com  
+34 917 904 837

#### **Financial Services**

### **BBVA**

One Canada Sq - 4th Floor  
Canary Wharf  
LONDON  
E14 5AA  
www.bbva.es  
+44 (0)20 7623 3060

#### **Bank**

### **BANCO SABADELL**

120 Pall Mall  
LONDON  
SW1Y 5EA  
www.bancsabadell.com  
+44 (0)20 7321 0020

#### **Bank**

### **BANCO SANTANDER**

2 Triton Sq.  
Regent's Place  
LONDON  
NW1 3AN  
www.gruposantander.com  
+44 (0)20 7756 6050

#### **Bank**

### **CAIXABANK**

63 St. Mary Axe - 8th Floor  
LONDON  
EC3A 8NH  
www.caixabank.com  
+44 (0)20 7936 4227

#### **Bank**

### **EASTNETS EUROPE**

3 More London Riverside  
LONDON  
SE1 2RE  
www.eastnets.com  
+44 (0)2032834044

#### **Financial Services**

### **J.P. MORGAN SECURITIES**

**PLC - MADRID BRANCH**  
Paseo de la Castellana 31  
MADRID  
28046  
www.jpmorgan.com  
+34915161200

#### **Financial Services**

### **EBURY**

100 Victoria St  
Westminster  
LONDON  
SW1E 5JL  
www.ebury.com  
+44 (0)84 5519 1009

#### **Financial Services**

### **FINALBION**

Paseo La Castellana, 21 - Piso 4  
MADRID  
28046  
www.finalbion.com  
+34 911 474 700

#### **Financial Services**

### **GOLDMAN SACHS INTERNATIONAL**

Plum Tree Court  
25 Shoe Lane  
LONDON  
EC4A 4 AU  
www.goldmansachs.com  
+44 (0)20 7774 1000

#### **Bank**

### **GRAZIANO LONGO**

11 Hamilton Pl  
LONDON  
W1J 7DR  
www.grazianolongo.co.uk  
+44 (0)20 7744 0273

#### **Financial Services**

### **MAPFRE**

1 Lloyds Av - 1st Floor  
Dixon House  
LONDON  
EC3N 3DQ  
www.mapfre.es  
+44 (0)207 283 7877

#### **Insurance**

### **MONEYCORP**

70 Victoria St - Floor 5  
Zig Zag Building  
LONDON  
SW1 E6SD  
www.moneycorp.com  
+44 (0) 207 828 7000

#### **Foreign Exchange**

### **NU CURRENCIES**

38-40 Bell St  
Skinner House  
REIGATE  
RH2 7BA  
www.nucurrencies.com  
+44 (0)79 1715 5880

#### **Foreign Exchange**

### **OCASO**

3rd Floor, 12 Appold Street  
LONDON  
EC2A 2AW  
www.ocado.es  
+44 (0)20 7377 6465

#### **Reinsurance**

### **RATIONAL FOREIGN EXCHANGE**

One Canada Square, 32nd Floor  
LONDON  
E14 5AB  
www.rationalfx.com  
+34 931 842 414

#### **Foreign Exchange**

### **RIA MONEY TRANSFER**

55 Baker Street  
LONDON  
W1U 7EU  
www.riamoneytransfer.com  
+44 (0)84 5600 8537

#### **Banking and Financial Services**

### **UNICAJA**

C/ Mauricio Moro, 6 - Piso 4  
Edificio Eurocom  
MÁLAGA  
29006  
www.unicaja.es  
+44 (0)77 9974 0586

#### **Bank**

### **BUSINESS CONSULTANCY SERVICES**

---

#### **CRESCENDER**

Fawcett St - Flat 9  
Fawcett Court  
LONDON  
SW10 9HW  
www.crescender.com  
+44 (0)77 8725 5278

#### **Digital Transformation**

#### **FI GROUP: R&D TAX EXPERTS**

29 Throgmorton St  
Warnford Court  
LONDON  
EC2N 2AT  
www.f-iniciativas.com  
+44 (0)20 3922 2105

#### **Financial Consulting**

#### **ADVANTIUM**

126 Wigmore St  
LONDON  
W1U 3RZ  
www.advantium.co.uk  
+44 (0)79 8125 7038

#### **Debt Recovery**

#### **AUDIENSE**

22 Upper Ground - 4th Floor  
LONDON  
SE1 9PD  
www.audiense.com  
+44 (0)75 9041 5876

#### **IT Consulting**

#### **AXIS GLOBAL BUSINESS UK**

35-41 Folgate St  
LONDON  
E1 6BX  
www.axiscorporate.com  
+44 (0)20 3927 6410

#### **Consulting**

#### **BDO LLP**

55 Baker St  
LONDON  
W1U 7EU  
www.bdo.co.uk  
+44 (0)20 7486 5888

#### **Accounting & Auditing**

#### **BLICK ROTHENBERG**

16 Great Queen St  
Covent Garden  
LONDON  
WC2B 5AH  
www.blickrothenberg.com  
+44 (0)20 7544 8830

#### **Accounting**

#### **BOVÉ MONTERO Y ASOCIADOS**

Marià Cubí, 7  
BARCELONA  
08006  
www.bovemontero.com  
+34 932 180 708

#### **Accounting - Auditing - Consulting**

#### **CE CONSULTING EMPRESARIAL**

4 Magellan Terrace  
CRAWLEY  
RH10 9PJ  
www.ceconsulting.co.uk  
+44 (0)12 9353 9404

#### **Business Consulting**

#### **CLECE CARE SERVICES**

125-135 Staines Rd  
Quest House  
LONDON  
TW3 3JB  
www.clececare.co.uk  
+44 (0)20 3815 6910

#### **Business Consulting**

#### **CONTROL RISKS GROUP**

Cottons Ln  
Cottons Centre  
LONDON  
SE1 2QG  
www.controlrisks.com  
+44 (0)20 7970 2100

#### **Risk Consulting**

#### **DALTON WARNER DAVIS LLP**

6 New Bridge St  
LONDON  
EC4V 6AB  
www.dwdllp.com  
+44 (0)20 7332 2119

#### **Property Services**

#### **DELONIA SOFTWARE**

Av. Manoteras, 10 - Of. 416-417  
Edificio B  
MADRID  
28050  
www.delonia.co.uk  
+34 913 924 195

#### **IT Consulting**

#### **DIVERSITAS INSTITUTE**

7 Stanmore Gardens  
RICHMOND  
TW9 2HN  
www.diversitasinstitute.com  
+44 (0)78 0198 1423

#### **Consulting**

#### **EVERISCONSULTANCY LTD**

180 Oxford Street  
UK House  
LONDON  
W1D 1NN  
www.everis.com  
+44 (0)20 7079 7900

#### **Consulting**

#### **FRANK CONSULTING**

20 Dawes Rd  
Dawes Road Hub  
LONDON  
SW6 7EN  
+44 (0)78 7925 0898

#### **Consulting**

#### **GRANT THORNTON**

Av. Aragón, 30 - 13-A  
VALÈNCIA  
46021  
www.grantthornton.es  
+34 963 372 375

#### **Auditing, Financial and Legal Advise**

#### **MENZIES LLP**

62 Goldsworth Rd -  
1st Floor - Suite A  
Midas House  
WOKING  
GU21 6LQ  
www.menzies.co.uk  
+44 (0)14 8375 5000

#### **Accounting**

#### **MORMEDI**

Pza. República de Argentina, 3  
MADRID  
28002  
www.mormedi.com  
+34 915 158 704

#### **Consulting**

#### **OURY CLARK**

10 John St  
LONDON  
WC1N 2EB  
www.ouryclark.com  
+44 (0)17 5355 1111

#### **Accounting & Legal Services**

#### **PARADOX**

3 Elbe St  
LONDON  
SW6 2QP  
www.paradox-partners.com  
+44 (0)78 7668 6666

#### **Business Consulting**

#### **PKF LITTLEJOHN**

15 Westferry Circus  
Canary Wharf  
LONDON  
E14 4HD  
www.pkf-littlejohn.com  
+44 (0)20 7516 2251

#### **Accounting**

#### **RIBÉ SALAT BROKER**

Av. Diagonal, 622  
BARCELONA  
08021  
www.ribesalat.com  
+34 932 415 050

#### **Global Risk Consulting**

#### **RSM UK**

25 Farringdon St  
LONDON  
EC4A 4AB  
www.rsmtenon.com  
+44 (0)20 7535 1400

#### **Accounting**

#### **SMITH & WILLIAMSON LLP**

25 Moorgate  
LONDON  
EC2R 6AY  
www.smithandwilliamson.com  
+44 (0)20 7131 4000

#### **Financial Services**

#### **TAX & ADVISE**

10 Philpot Ln  
LONDON  
EC3M 8AA  
www.taxandadvise.es  
+44 (0)20 7097 1304

#### **Tax Consulting**

#### **SOVOS**

Mocatta House, Trafalgar Place  
Brighton  
BN1 4DU  
www.sovos.com/en-gb/  
+44 (0) 1273 573 950

#### **Tax Consulting**

### **ZABALA INNOVATION CONSULTING**

Paseo Santxiki, 3-Bis  
MUTILVA  
31192  
www.zabala.es  
+34 948 198 000

**Consulting**

### **VECTOR SOLUTIONS UK LTD**

Basepoint Business Centre  
Unit 34  
John De Mlerre House, Bridge  
Road, Haywards Heath  
RH16 1UA  
www.vectoritcgroup.com  
+44(0)2039 467 444

**Consulting**

### **CONSTRUCTION AND RELATED INDUSTRIES**

---

#### **ACCIONA CONSTRUCCIÓN**

Avenida de Europa 18, Parque  
Empresarial La Moraleja  
Alcobendas  
MADRID  
28108  
www.acciona-infrastructure.com  
+34 (0) 91 663 2850

**Construction**

#### **AMBIGRAM ARCHITECTS**

Studio 2,04 - 60 Gray's Inn Road  
LONDON  
WC1X 8AQ  
www.ambigramarchitects.com  
+44 (0)78 8549 9726

**Architecture**

#### **TAILORED LIVING INTERIORS**

26 Hitherwood Drive  
LONDON  
SE19 1XB  
www.tailored-living.co.uk  
+44 (0)79 7311 8936

**Interior Design**

#### **BINOM ARCHITECTS**

Unit 13, Ford Madox House  
79 Fortess Rd  
London NW5 1BG  
www.binom.co.uk  
+44 (0)20 3217 0025

**Architecture**

#### **DESIGNSPACELONDON**

126 Wigmore St  
LONDON  
W1U 3RZ  
www.designspacelondon.com  
+44 (0)20 7228 8088

**Kitchens**

#### **DRAGADOS**

1- 5 Queen St - 2nd Floor  
Regina House  
LONDON  
EC4N 1SW  
www.grupoacs.com  
+44 (0)20 7651 0900

**Construction**

#### **EVRO BIM ENGINEERING**

C/ Sierra de Cazorla, 1 - Las Matas  
Las Rozas  
MADRID  
28290  
www.evrobim.com  
+34 918 519 806

**Engineering**

#### **FERROVIAL CONSTRUCTIONS**

389 Chiswick High Rd - 10th Floor  
Chiswick Tower  
LONDON  
W4 4AL  
www.ferrovial.com  
+44 (0)20 8750 2100

**Design & Build Infrastructures**

#### **FINSA UK**

15 Ocean Park  
BIRKENHEAD  
CH41 1HW  
www.finsa.es  
+44 (0)15 1651 2400

**Timber Industry**

#### **GARCÍA CONSULTING ENGINEERS**

One Canada Square - 10th Floor  
Canary Wharf  
LONDON  
E14 5AA  
www.garcia-engineering.com  
+44 (0)20 3488 0668

**Construction**

#### **GRUPO FORMA 5**

C/ Acueducto, 12 -14  
Pol. Ind. Carretera de la Isla -  
Dos Hermanas  
SEVILLA  
41703  
www.forma5.com  
+44 (0)20 7490 8421

**Office Furniture &  
Interior Design**

#### **HYDRODISEÑO**

Pasaje Austria, 7  
ALMERÍA  
04740  
www.hydrodiseno.es  
+34 950 069 241

**Construction**

#### **IDOM UK**

106a Weston St - Unit 17C  
The Leathermarket  
LONDON BRIDGE  
SE1 3QB  
www.idom.com  
+44 (0)20 7397 5430

**Architecture & Engineering**

**JOSE MARTINEZ MEDINA, S.A.**

Calle Marques de Dosaigües, 4  
Valencia  
46002  
www.jmm.es  
+34 961 27 01 62

**Furniture****FURNITURE MANUFACTURERS  
LÓPEZ LANDA INTERIORS**

4 Crown Pl  
LONDON  
EC2A 4BT  
www.lopezlanda.co.uk  
+44 (0)75 2707 7523

**Construction****MONTESINOS EBANISTERÍA**

C/ Manso, 93 - 95  
SABADELL  
08205  
www.mueblesamedida-  
montesinos.com  
+34 937 107 722

**Furniture****OHL DESARROLLOS**

Paseo La Castellana, 259D  
Torre Espacio  
MADRID  
29046  
www.ohl desarrollos.com  
+44 (0)20 3709 5150

**Real Estate Investment****RIEL CHYC**

Pol. Ind. El Forseguer, s/n  
BENEIXAMA  
03460  
www.rielchyc.com  
+34 902 411 111

**Curtain Rails &  
Wooden Flooring****GRUPO FORMA 5 SLU**

Poligono Industrial Carretera de la  
Isla, P-35 C / Acueducto 12 -14,  
Dos Hermanos  
SEVILLA  
41703  
www.forma5.com  
+44 (0)207 490 8421

**Furniture Manufacturers****ADELANTE DESARROLLOS S.L.U**

126 Wigmore Street  
LONDON  
W1U 3RZ  
www.designarchitecturegroup.com  
+44 (0)20 7009 2002

**Architecture****ROCA**

Station Court, Townmead Rd,  
Fulham  
LONDON  
SW6 2PY  
www.uk.roca.com  
+44 (0)15 3083 0080

**Bathrooms & Sanitary****SACYR INFRASTRUCTURE UK**

1 Lyric Square, Hammersmith  
LONDON  
W6 ONB  
www.sacyrconcesiones.com  
+44 (0)20 8282 6300

**Infrastructures****SAITEC**

Iturriondo Kalea, 18  
P.A.E. Ibarbarri A-2  
LEIOA  
48940  
www.saitec.es  
+34 944 646 511

**Engineering****SENER**

20 Eastbourne Terrace  
LONDON  
W2 6LG  
www.ingenieriaayconstruccion.sener  
+44 (0)20 3871 2626

**Construction****SICE**

9 Greyfriars Rd  
READING  
RG1 1NU  
www.sice.com  
+44 (0) 1183704585

**Construction****TECMENT (NIGHTWAY)**

Moll Ponent Base 2  
VALENCIA  
46024  
www.night-way.com  
+34 960 071 875

**Construction****TYPSA**

2 Kingdom St - 6th Floor  
LONDON  
W2 6BD  
www.tyypsa.com  
+44 (0)74 5000 7216

**Engineering****EXENTIS UK LTD**

3-7 Temple Avenue  
LONDON  
EC4Y 0HP  
www.exentis.co.uk  
+34 665 479795

**Engineering**

## EDUCATION, TRAINING AND LANGUAGE SERVICES

---

### ESCUELA DE FORMACIÓN INT. EN COACHING

C/ Innovación, 6-8 - Mod 1.4  
Mairena del Aljarafe  
SEVILLA  
41927  
www.efic.es  
+34 954 021 058

#### Business Training

### FASTRACKTOREFOCUS COACHING

113 Twickenham Rd  
ISLEWORTH  
TW7 6AW  
www.fastracktorefocus.co.uk  
+44 (0)74 4894 7145

#### Coaching, Workshops & Lectures

### IE UNIVERSITY

C/ María de Molina, 13  
MADRID  
28006  
www.ie.edu  
+34 917 452 125

#### Business School

### IEB (INSTITUTO DE ESTUDIOS BURSÁTILES)

C/ Alfonso XI, 6  
MADRID  
28014  
www.ieb.es  
+34 915 240 615

#### Business School

### IESE BUSINESS SCHOOL

Av. Pearson, 21  
BARCELONA  
08034  
www.iese.edu  
+44 (0)20 7016 9246

#### Business School

### LONDON WORK EXPERIENCE

19 Parmer St  
LONDON  
E2 9EF  
www.londonworkexperience.com  
+44 (0)20 8983 9421

#### Education

### NETEX (UK)

19 Eastbourne Terrace  
Paddington Station - Platform 1  
LONDON  
W2 6LG  
www.netexlearning.com  
+44 (0)77 9613 8049

#### Education

### NORAK

30 Moorgate  
LONDON  
EC2R 6PJ  
www.norak.co.uk  
+44 (0)14 4439 0645

#### Translating

### QUALITY SPANISH TRANSLATIONS

4 THE TYNINGS  
CORSHAM  
SN13 9DE  
www.qualityspanishtranslations.  
co.uk  
+44 (0)12 2594 1041

#### Translating

### SPANISH LEGAL TRANSLATIONS

4 Bow Street  
ALTON  
GU34 1NY  
www.spanishlegaltranslations.co.uk  
+44 (0)74 6879 1337

#### Translation Services

### THE CLIENT ACADEMY

2 Clove Crescent - 8th Floor  
Anchorage House  
East India Quay  
LONDON  
E14 2BE  
+44 (0)78 9059 3408

#### Human Resources Consultancy

### THE LANGUAGE PLAN

5 Stratford Pl  
LONDON  
W1C 1AX  
www.thelanguageplan.com  
+44 (0)20 3816 0799

#### Translating

### VAMOS LANGUAGE TEACHING

45 Bank St  
Jubilee Pl, Canary Wharf  
LONDON  
E14 5NY  
www.letslearnspanish.co.uk  
+44 (0)20 7242 3436

#### Education

### VEN LANGUAGE SERVICES

394 Muswell Hill Broadway -  
Office 572  
LONDON  
N10 1DJ  
www.venlanguageservices.com  
+44 (0)77 1489 3207

#### Education

## ENERGY

---

### CEPSA UK

Audrey House  
LONDON  
EC1N 6SN  
www.cepsa.com  
+44 (0)20 7831 2788

#### Energy

### EXOLUM

69 Wilson St - 2nd Floor  
LONDON  
EC2A 2BB  
www.exolum.com  
+44 (0)20 7657 1253

#### Energy

### GRUPOTEC

Little Green - 1st Floor  
Boston House  
RICHMOND ON THAMES  
TW9 1QE  
www.grupotec.co.uk  
+44 (0)20 8878 8294

#### Renewable Energy

### IBERDROLA

C / Tomás Redondo, 1  
MADRID  
28033  
www.iberdrola.com  
+34 917 842 955

#### Energy Provider

## FASHION: CLOTHING, FOOTWEAR AND ACCESSORIES

---

### TBA LIFE

261 Pavilion Rd  
LONDON  
SW1X 0BP  
www.tbalife.com  
+44 (0)20 7495 7000

#### Fashion

## FOOD & BEVERAGE PRODUCERS AND DISTRIBUTORS

---

### A&A WINES

Guildford Rd  
Manfield Park  
CRANLEIGH  
GU6 8PT  
www.aawines.co.uk  
+44 (0)14 8327 4666

#### Imports of Spanish Wine

### AGROVILLARTA

C / Oruro, 6 - Bajo-Dcha.  
MADRID  
28016  
www.haciendavillarta.com  
+34 913 441 990

#### Wines & Spirits

### BRINDISA

9B Weir Rd  
Balham  
LONDON  
SW12 0LT  
www.brindisa.com  
+44 (0)20 8772 1600

#### Imports of Spanish Foods

### C&D WINES

Kangley Bridge Rd  
Amapola House  
LONDON  
SE26 5BW  
www.canddwines.co.uk  
+44 (0)20 8778 1711

#### Imports & Distribution of Wines

### GONZÁLEZ BYASS UK

Coopers Green Ln  
The Hyde  
Woodcock Hill  
ST. ALBANS  
AL4 9HJ  
www.gonzalezbyass.com  
+44 (0)17 0727 4790

#### Imports of Sherry, Brandy, Cava & Wines

### ESTRELLA GALICIA

C/José María Rivera, 6  
Pol. Ind. La Grela  
A CORUÑA  
15008  
www.estrellagalicia.es  
+34 981 901 906

#### Drinks

### DELICIAS DE AQUI S.L

Carretera de Valladolid 2  
Aranda de Duero  
BURGOS  
9400  
+34663966281

#### Food Products

### LISONS

Suite 4, 2 Stations St,  
Townmead Rd  
LONDON  
SW6 2PY  
+44 (0)20 7731 7979

#### Importers of Fruits & Vegetables

### **MAHOU SAN MIGUEL**

8 Devonshire Sq  
LONDON  
EC2M 4PL  
www.mahou-sanmiguel.com  
+34 915 269 100

#### **Drinks**

### **NICOLÁS Y VALERO, S.R.L.**

Ctra. de Abanilla, km. 1600  
SANTOMERA-MURCIA  
30140  
www.nicolasyvalero.es  
+34 968 863 034

#### **Food Products**

### **PRODUCTS FROM SPAIN**

Cumberland Av - Unit 17-18  
Cumberland Business Park, Park  
Royal  
LONDON  
NW10 7RT  
www.productsfromspain.co.uk  
+44 (0)20 8965 7274

Imports & Distribution of Spanish

#### **Food Products**

### **RAVENTÓS CODORNÍU**

20 Saint Dunstons Hill  
LONDON  
EC3R 8HL  
www.groupcodorniu.com  
+44 (0)20 7260 1800

#### **Wines & Sparkling Wines**

### **RODANTO**

c/o M J Fruit Farms Ltd | Honey  
Farm Packhouse  
217 Maidstone Road | Sidcup  
KENT  
DA14 5AW  
www.rodanto.co.uk  
+44 (0)20 8305 2000

#### **Importers of Fruits & Vegetables**

### **SEVEN SEAS SEAFOOD PTE**

Haven Lodge, West Hann Lane  
BARROW HAVEN  
DN19 7HD  
+44 (0)78 6749 4604

#### **Food Industry Products**

### **MARQUÉS DE CÁCERES**

Ctra. de Logroño, s/n  
CENICERO  
26350  
www.marquesdecaceres.com  
+34 941 455 094

#### **Wines**

### **VICTORIA TRADING (FRUIT IMPORTERS)**

35 Kings Hill Av  
Kings Hill  
WEST MALLING  
ME19 4DG  
www.victoria-trading.com  
+44 (0)17 3287 8280

#### **Imports of Fruits & Vegetables**

### **RIOJA WINE UK**

17 Exeter St  
LONDON  
WC2E 7DU  
www.uk.riojawine.com  
+44 (0)20 7759 7400

#### **Wines & Spirits**

### **HEALTH**

---

### **ALMIRALL UK**

1 George St  
Harman House  
UXBRIDGE  
UB8 1QQ  
www.almirall.com  
+44 (0)20 7160 2500

#### **Pharmaceutical Products**

### **D&F DENTAL CLINIC**

22 Chiswick High Road  
LONDON  
W4 1TE  
www.dfclinic.co.uk  
+44 (0)20 8037 7333

#### **Healthcare**

### **MOONZ**

C/ Valle del Roncal, 12 -  
Piso 1 - Of. 17  
Las Rozas  
MADRID  
28232  
www.moonz.es  
+44 (0)20 7385 9469

#### **Dentist**

### **NATURA BISSÉ**

15-17 Grosvenor Gardens  
LONDON  
SW1W 0BD  
www.naturabisse.com  
+44 (0)20 7821 8910

#### **Beauty & Personal Care**

### **STONEHEALTH CLINIC**

36-38 Cornhill  
LONDON  
EC3V 3ND  
www.stonehealthclinic.co.uk  
+44 (0)20 7283 3718

#### **Healthcare**

### **COSMETRADE, S.L.**

Avenida de la Viñas, 37  
Jerez de la Frontera (Cádiz)  
CADIZ  
11407  
+34963 21 17 17  
info@cosmeserive.com

#### **Cosmetics**

## HOSPITALITY

---

### BOQUERÍA

192 Acre Ln  
LONDON  
SW2 5UL  
www.boqueriatapas.com  
+44 (0)20 7733 4408

#### Restaurant

### CIBT UK LTD

Skyline House, 200 Union Street  
LONDON  
SE1 0LX  
<https://cibtvisas.co.uk/>  
+44(0)8448004650

#### Visa Services

## TOURISM AND RELATED SERVICES

---

### NHOW LONDON

2 Macclesfield Road  
LONDON  
EC1V 8DG  
www.nhow-hotels.com  
+ 020 3907 8100

#### Hotels & Accomodation

### E J CLEANING SERVICES

21 Ridge Av  
LONDON  
N21 2RL  
www.ejcleaningservices.co.uk  
+44 (0)20 8360 0905

#### Cleaning Contractors

### H10 LONDON WATERLOO

284 - 302 Waterloo Rd  
LONDON  
SE1 8RQ  
www.hotelh10londonwaterloo.com  
+44 (0)20 7928 4062

#### Hotel

### HENRY VIII HOTELS

23 Leinster Gardens  
LONDON  
W2 3AN  
www.hotelhenryviii.co.uk  
+44 (0)20 7262 0117

#### Hotel

### HISPANIA

72-74 Lombard St  
LONDON  
EC3V 9AY  
www.hispanialondon.com  
+44 (0)75 7055 8721

#### Restaurant & Catering

### MELIÁ HOTELS INTERNATIONAL

Albany St  
Meliá White House  
Regent's Park  
LONDON  
NW1 3UP  
www.melia.com  
+44 (0)20 7391 3000

#### Hotel

### PAELLA FELLA

East St - Unit 7  
Fen Farm Pl  
TURNERS HILL  
RH10 4QA  
www.paellafella.co.uk  
+44 (0)13 4277 7846

#### Restaurant & Catering

### SAGARDI

87-95 Curtain Road,  
Ground Floor & Basement,  
Cordy House  
LONDON  
EC2A3BS  
www.sagardi.co.uk  
+44 (0)20 3802 0478

#### Bar, Restaurant & Catering Service

### THE CAESAR HOTEL

26-33 Queens Gardens  
Derby Hotels Colletion  
Hyde Park  
LONDON  
W2 3BD  
www.derbyhotels.com  
+44 (0)20 7298 0054

#### Hotels

## INDUSTRIAL EQUIPMENT

---

### BABCOCK MONTAJES

C/ Ribera de Erandio, 5  
Erandio  
BIZKAIA  
48950  
www.babcockmontajes.com  
+34 944 170 221

#### Machine Manufacturing

### CAF

C/ J.M. Iturrioz, 26  
BEASAIN  
20200  
www.caf.es  
+34 943 880 100

#### Production of Metalurgical Goods

### GES RECYCLING

Showel Rd  
Old Transformes House  
WOLVERHAMPTON  
WV10 8NL  
www.gescrap.com  
+44 (0)19 0242 5152

#### Raw Products

### ITERA AUTOMOTIVE SOLUTIONS UK LTD

10 Philpot Lane  
LONDON  
EC3M 8AA  
<https://www.iteraengineering.com/en/>  
+44 7785271616

#### Engineering

## TRANSPORT VEHICLES AND AUTOMOBILES

---

### GESTAMP

C/ Alfonso XII, 16  
MADRID  
28014  
www.gestamp.com  
+34 913 791 999

**Cars equipment**

### SEAT U.K.

Volkswagen Group UK Ltd -  
Yeomans Drive  
Blakelands  
MILTON KEYNES  
MK14 5AN  
www.seat.co.uk  
+44 (0)19 0854 8444

**Importers of Cars &  
Spare Parts**

### VERISURE

Brentside Executive Centre - Unit 1  
Brentford  
LONDON  
TW8 9DR  
www.verisure.co.uk  
+44 (0)20 8987 6400

**Security Products**

## INSTITUTIONS AND ASSOCIATIONS

---

### ASOC. DE ANTIGUOS ALUMNOS DE CUNEF

C/ Leonardo Prieto Castro, 2  
MADRID  
28040  
www.cunef.edu/alumni  
+34 916 361 459

**Association**

### BASQUE TRADE & INVESTMENT (SPRI GROUP)

6 Lloyd's Avenue - Suite 6-CL  
LONDON  
EC3N 3AX  
www.basquetrade.eus  
+44 (0)20 3006 2434

**Public Institution**

### BRITISH SPANISH LAW ASSOCIATION

C/O Buckles Solicitors LLP  
40 Furnival Street, Holborn  
LONDON  
EC4A 1JQ  
www.bsla.org.uk  
+44 (0)203 077 0000

**Association**

### CÁMARA OFICIAL DE COMERCIO DE ZARAGOZA

Paseo Isabel la Católica, 2  
ZARAGOZA  
50009  
www.camarazaragoza.com  
+34 976 306 161

**Chamber of Commerce**

### CÁMARA OFICIAL DE COMERCIO E IND. DE HUESCA

C/ Santo Ángel de la Guarda, 7  
HUESCA  
22005  
www.camarahuesca.com  
+34 974 218 899

**Chamber of Commerce**

### CÁMARA OFICIAL DE COMERCIO E INDUSTRIA DE TERUEL

C / Amantes, 17  
TERUEL  
44001  
www.camarateruel.com  
+34 978 618 191

**Chamber of Commerce**

### CÁMARA OFICIAL DE COMERCIO DE A CORUÑA

C/ Alameda, 30-32 - Piso 1  
Apartado 201  
A CORUÑA  
15003  
www.camaracoruna.com  
+34 981 216 072

**Chamber of Commerce**

### CÁMARA OFICIAL DE COMERCIO DE GIRONA

Gran Via Jaume I, 46  
GIRONA  
17001  
www.cambragirona.cat  
+34 972 418 512

**Chamber of Commerce**

### CÁMARA OFICIAL DE COMERCIO DE MÁLAGA

C/ Cortina del Muelle, 23  
Palacio de Villalcázar  
MÁLAGA  
29015  
www.camaramalaga.com  
+34 952 211 673

**Chamber of Commerce**

### CÁMARA OFICIAL DE COMERCIO E IND. DE MADRID

Pza. Independencia, 1  
MADRID  
28001  
www.camaramadrid.es  
+34 915 383 500

**Chamber of Commerce**

### CANNING HOUSE

126 Wigmore St  
LONDON  
W1U 3RZ  
www.canninghouse.org  
+44 (0)20 7811 5600

**Luso-Hispano Britanic  
Organisation**

### **CATALONIA TRADE & INVESTMENT**

17 Fleet St - 2nd Floor  
LONDON  
EC4Y 1AA  
<http://www.accio.gencat.cat>  
+44 (0)20 7583 4000

**Commercial Relations  
with Catalonia**

### **DEPARTMENT FOR INTERNATIONAL TRADE**

1 More London Pl  
LONDON  
SE1 2AF  
[www.uktradeinvest.gov.uk](http://www.uktradeinvest.gov.uk)  
+44 (0)20 7215 8719

**Promotion for  
Investment in the UK**

### **ESADE ALUMNI**

Av. Pedralbes, 60-62  
BARCELONA  
08034  
[www.esadealumni.net](http://www.esadealumni.net)  
+34 934 953 802

**Networking Service**

### **INSTITUTO CERVANTES**

15-19 Devereux Court  
The Strand  
LONDON  
WC2R 3JJ  
[www.londres.cervantes.es](http://www.londres.cervantes.es)  
+44 (0)20 7235 0353

**Education**

### **INT CHAMBER OF COMMERCE ICC UK**

1-2 Staple Inn - 1st Floor  
LONDON  
WC1V 7QH  
[www.iccwbo.uk](http://www.iccwbo.uk)  
+44 (0)20 7838 7450

**Chamber of Commerce**

### **LONDON & PARTNERS**

2 More London Riverside -  
6th Floor  
LONDON  
SE1 2RR  
[www.londonandpartners.com](http://www.londonandpartners.com)  
+44 (0)20 7234 5800

**Commercial Investment**

### **PROEXCA - SDAD. CANARIA DE FOMENTO ECONÓMICO**

C/Imeldo Serís, 57-4º,  
SANTA CRUZ DE TENERIFE  
38003  
[www.investinthecanaryislands.com](http://www.investinthecanaryislands.com)  
+34 928 22 95 73

**Promotion & Marketing**

### **WELSH GOVERNMENT**

QED Centre  
TREFORREST  
CF37 5YR  
[www.justask.wales.com](http://www.justask.wales.com)  
+44 (0)30 0060 3000

**Public Institution**

### **LEGAL AND NOTARIAL SERVICES**

---

#### **ADVANTIUM**

126 Wigmore Street  
LONDON  
W1U 3RZ  
<http://www.advantium.co.uk>  
+44 (0) 798 125 7038

**Debt Recovery**

#### **ADARVE ABOGADOS**

C/ Guzmán el Bueno, 133 - Piso 4  
Edf. Germania  
MADRID  
28003  
[www.adarve.com](http://www.adarve.com)  
+34 915 913 060

**Legal Services**

### **ASESORÍA JURÍDICA PÉREZ DOMINGO**

C/ Las Mantas, 10-1  
VALÈNCIA  
46001  
[www.perezdomingo.com](http://www.perezdomingo.com)  
+34 963 913 512

**Legal Services**

### **ASTER & TRUJILLO ADVISORY LLP**

3-7 Temple Avenue  
Temple Chambers  
LONDON  
EC4Y 0HP  
[www.astertrujillo.co.uk](http://www.astertrujillo.co.uk)  
+44 (0)20 7190 9812

**Legal Services**

### **B&M LAW LLP**

1 Temple Av  
LONDON  
EC4Y 0HA  
[www.bandmlaw.co.uk](http://www.bandmlaw.co.uk)  
+44 (0)20 7356 0833

**Legal Services**

### **BE LEGAL & CORPORATE ADVISORS**

Av. Valdelasfuentes, 40  
San Sebastián de los Reyes  
MADRID  
28701  
[www.belegaladvisors.com](http://www.belegaladvisors.com)  
+34 913 102 212

**Legal Services**

### **BUCKLES SOLICITORS LLP**

101 Bourges Boulevard  
Grant House  
PETERBOROUGH  
PE1 1NG  
[www.buckles-law.co.uk](http://www.buckles-law.co.uk)  
+44 (0)17 3388 8888

**Legal Services**

**CASTELO NOTARIES -  
CASTELO SOLICITORS**

20 Victoria St  
LONDON  
SW1H 0NF  
www.castelosolicitors.com  
+44 (0)20 3441 5095

**Legal Services**

**CLYDE & CO LLP**

138 Houndsditch  
The Saint Botolph Building  
LONDON  
EC3A 7AR  
www.clydeco.com  
+44 (0)20 7876 5000

**Legal Services**

**COLMAN COYLE**

80 Upper St  
Wells House  
LONDON  
N1 0NU  
www.colmancoyle.com  
+44 (0)20 7704 3443

**Legal Services**

**CRIPPS PEMBERTON GREENISH**

22 Mount Ephraim  
WELLS  
TN4 8AS  
www.crippspg.co.uk  
+44 (0)18 9251 5121

**Legal Services**

**CUATRECASAS**

125 Old Broad St - 14th Floor  
LONDON  
EC2N 1AR  
www.cuatrecasas.com  
+44 (0)20 7382 0410

**Legal services**

**DAC BEACHCROFT LLP**

25 Walbrook  
London  
EC4N 8AF  
www.dacbeachcroft.com  
+44 (0)20 7242 1011

**Legal Services**

**DEL CANTO CHAMBERS LTD**

218 STRAND  
LONDON  
WC2R 1A  
www.delcantochambers.com  
+44 (0)207 043 0648

**Legal Services**

**DLA PIPER UK LLP**

160 Aldersgate Street  
London  
EC1A 4HT  
www.dlapiper.com  
+44 (0)87 0011 1111

**Legal Services**

**ECIJA AUDITALIA SA**

PSO. DE LA CASTELLANA 259C, 9º  
MADRID  
28046  
<https://ecija.com/>

**Legal Services**

**FARRER & CO LLP**

66 Lincoln's Inn Fields  
London  
WC2A 3LH  
www.farrer.co.uk  
+44(0)20 3375 7135

**Legal Services**

**FULCRUM**

The Shard, 32 London Bridge St  
London  
SE1 9SG  
www.fulcrumchambers.com  
+44 (0)20 7186 0420

**Legal Services**

**GARRIGUES UK LLP**

100 Cheapside  
LONDON  
EC2V 6DT  
www.garrigues.com  
+44 (0)20 7398 5820

**Legal Services**

**GIAMBRONE**

12 Bridewell Place  
London  
EC4V 6AP  
www.giambronelaw.com  
+44 (0)20 7183 9482

**Legal Services**

**GÓMEZ-ACEBO & POMBO**

1 Queen St Pl  
Five Kings House  
LONDON  
EC4R 1QS  
www.gomezacebo-pombo.com  
+44 (0)20 7329 5407

**Legal Services**

**GVA GÓMEZ-VILLARES Y  
ATENCIÓN ABOGADOS**

C/ San Juan Bosco, 2 - 8-A  
Edificio Banco Central  
MARBELLA  
29602  
www.gva-abogados.com  
+34 952 857 719

**Legal Services**

**HAUSFELD**

12 Gough Square  
LONDON  
EC4A 3DW  
www.hausfeld.com  
+44 (0)20 7665 5000

**Legal Services**

#### **JLCA & AS LAWYERS**

Avda. Escandinavia, 72  
C.C. Altomar II, L. 6-7-8, M-E  
ALICANTE  
3130  
www.jlcalawyers.com  
(+34) 966 698 796

#### **Legal Services (Real Estate)**

#### **LCF LAW**

New Augustus St  
One St. James Business Park  
BRADFORD  
BD1 5LL  
www.lcf.co.uk  
+44 (0)12 7484 8800

#### **Legal Services**

#### **LEVENES SOLICITORS**

235-239 High Rd  
Ashley House  
Wood Green  
LONDON  
N22 8HF  
www.levenes.co.uk  
+44 (0)20 8826 1351

#### **Legal Services**

#### **LEWIS SILKIN LLP**

5 Chancery Ln  
Clifford's Inn  
LONDON  
EC4A 1BL  
www.lewissilkin.com  
+44 (0)20 7074 8000

#### **Legal Services**

#### **LINKLATERS LLP**

1 Silk St  
LONDON  
EC2Y 8HQ  
www.linklaters.com  
+44 (0)20 7456 2000

#### **Legal Services**

#### **LOCKE LORD LLP (LONDON)**

201 Bishopsgate  
LONDON  
EC2M 3AB  
www.lockelord.com  
+44 (0)20 7861 9000

#### **Legal Services**

#### **MIGUEL ÁNGEL GALLARDO**

C/ General Álvarez de Castro,  
39 - Piso 1-Dcha.  
MADRID  
28010  
www.gallardoabogados.com  
+44 (0)20 7873 1072

#### **Legal Services**

#### **NOCKOLDS SOLICITORS**

46 New Broad St  
LONDON  
EC2M 1JH  
www.nockolds.co.uk  
+44 (0)20 7294 7330

#### **Legal Services**

#### **PÉREZ-LLORCA UK LLP**

110 Bishopsgate  
LONDON  
EC2N 4AY  
www.perezllorca.com  
+44 (0)20 7337 9700

#### **Legal Services**

#### **PREISKEL & CO LLP**

4 King's Bench Walk  
Temple  
LONDON  
EC4Y 7DL  
www.preiskel.com  
+44 (0)20 7332 5640

#### **Legal Services**

#### **QUABBALA LTD**

66 Queen St - 2nd Floor  
Warwick House  
LONDON  
EC4R 1EB  
www.quabbala.com  
+44 (0)20 7183 4118

#### **Legal Services**

#### **SCA ONTIER LLP**

20-23 Holborn  
London Halton House  
LONDON  
EC1N 2JD  
www.scandrew.com  
+44 (0)20 7183 1701

#### **Legal Services**

#### **SCORNIK GERSTEIN LLP**

9-10 Staple Inn Buildings -  
2nd Floor  
Holborn  
LONDON  
WC1V 7QH  
www.scornik.com  
+ 44 (0)20 7404 8400

#### **Legal Services**

#### **SCUDAMORE LAW**

Plaza de Castilla 3  
15th floor E2  
MADRID  
28046  
<https://www.scudamorelaw.com/>  
+44 (0) 207 097 5550

#### **Legal Services**

#### **STEVENS & BOLTON LLP**

Farnham Road  
Wey House  
GUILDFORD  
GU1 4YD  
www.stevens-bolton.com  
+44 (0)14 8330 2264

#### **Legal Services**

### **STONE KING LLP**

91 Charterhouse St  
Boundary House  
LONDON  
EC1M 6HR  
www.stoneking.co.uk  
+44 (0)20 7796 1007

#### **Legal Services**

### **STRAIN KEVILLE**

294 Gray's Inn Rd  
LONDON  
WC1X 8DX  
www.strainkeville.co.uk  
+44 (0)20 7323 5000

#### **Legal Services**

### **URÍA MENÉNDEZ**

125 Old Broad St - 17th Floor  
LONDON  
EC2N 1AR  
www.uria.com  
+44 (0)20 7260 1800

#### **Legal Services**

### **VANNER PÉREZ NOTARIES LLP**

6 Hay's Ln  
LONDON  
SE1 2HB  
www.vpnotaries.co.uk  
+44 (0)20 3668 6626

#### **Public Notary**

### **WHITE & CASE LLP**

5 Old Broad St  
LONDON  
EC2N 1DW  
www.whitecase.com  
+44 (0)20 7532 1000

#### **Legal Services**

## **LEISURE & EVENT MANAGEMENT**

---

### **CERVANTES THEATRE**

The Cervantes Theatre  
229 Union St  
LONDON  
WC2N 5AP  
www.cervantestheatre.com  
+44 (0)20 3633 4406

#### **Art & Culture**

### **DORNA SPORTS**

C/ Narcís Monturiol, 2  
Sant Just Desvern  
BARCELONA  
08960  
www.motogp.com  
+34 934 738 494

#### **Sports Management**

### **IBÉRICA EXPO**

11C Dock St  
LONDON  
E1 8JN  
www.ibericaexpo.com  
+44 (0)20 3002 0506

#### **Events**

### **LIGA NACIONAL DE FÚTBOL PROFESIONAL (LA LIGA)**

C/ Hernández de Tejada, 10  
MADRID  
28027  
www.laliga.es  
+34 91 205 50 00

#### **Sports**

## **MARKETING, PR AND PUBLISHING SERVICES**

---

### **BRANDLOND**

31 Lexham Mews  
LONDON  
W8 6JW  
www.brandcelona.com  
+44 (0)73 0577 0995

#### **Advertising Agency**

### **DE LA COBA MEDIA LTD - EL IBÉRICO**

223 Regent St - 6th Floor  
International House  
LONDON  
W1B 2QD  
www.eliberico.com  
+44 (0)77 6626 0231

#### **Press Office**

### **FIRST COLOUR**

15 Newman St  
LONDON  
W1T 1PA  
www.firstcolour.com  
+44 (0)20 7636 2571

#### **Printing Services**

### **ROMÁN. REPUTATION MATTERS**

60 Cannon Street  
LONDON  
EC4N 6NP  
www.romanrm.com  
+44 (0)204 509 06 20

#### **Public Relations**

## **REAL ESTATE**

---

### **LACROSSE PROPERTY & LEGAL**

52 Haven Lane  
Ealing  
LONDON  
W5 2HN  
www.lacrosspl.com  
+44 (0)79 4752 5164

#### **Real Estate**

### **LONDON PROPERTY PARTNERS**

126 Wigmore St  
LONDON  
W1U 3RZ  
www.londonpropertypartners.  
uk.com  
+44 (0)20 7009 2002

**Real Estate**

### **MTSPAIN**

C/ Marqués de Encinares 1  
Madrid  
28029  
www.mtspain.es  
+34 622 255 545

**Real Estate**

### **PONTEGADEA UK**

11 Hills Pl - 1st Floor  
West End House  
LONDON  
W1F 7SE  
www.pontegadea.com  
+44 (0)20 7758 0760

**Real Estate Investment**

### **PRIME INVESTORS CAPITAL**

33 Saint James's Sq  
LONDON  
SW1Y 4JS  
www.primeinvestors.com  
+44 (0)20 3675 7000

**Real Estate Investment**

### **TELECOMMUNICATIONS AND IT**

---

### **AUDACITY PARTNERS**

6 Rosenau Crescent  
LONDON  
SW11 4RZ  
www.audacitypartners.com  
+44 (0)75 0091 7590

**Media**

### **CELLNEX UK**

Office 132, 35 New Broad Street  
London  
EC2M 1NH  
www.cellnextelecom.com  
+44 (0)74 0746 8673

**Telecommunications and IT**

### **DOCUTEN INTERNATIONAL LTD**

8 Ducannon St.  
Golden Cross House  
LONDON  
WC2N4JF  
https://docuten.com/en/  
+34 658 96 67 67

**Telecommunications and IT**

### **EVENTSCASE**

WeWork, 199 Bishopsgate  
Spitalfield  
LONDON  
EC2M 3TY.  
www.eventscase.com  
+44 (0)74 2317 1010

**Communications,  
IT and Networks**

### **FERMAX ELECTRÓNICA**

Av. Tres Cruces, 133  
VALÈNCIA  
46023  
www.fermax.com  
+34 963 178 000

**Telecommunications**

### **INDRA SISTEMAS**

4500 Parkway  
WHITELEY  
PO15 7AZ  
www.indracompany.com  
+44 (0)20 7544 8444

**IT**

### **SAFE COMPUTING**

C/Perú, 49 - Piso 1 - Mod. 36  
BORMUJOS- SEVILLA  
41930  
www.safecomputing.es  
+34 955 695 919

**IT Consulting**

### **TECHNORIZON UK**

One Canada Sq - Level 39  
Canary Wharf  
LONDON  
E14 5AB  
www.technorizongroup.com  
+44 (0)20 8049 7443

**IT Consulting**

### **TELEFÓNICA**

20 Air St  
LONDON  
W1B 5AN  
www.telefonica.com  
+44 (0)20 3549 4049

**Telecommunications**

### **TELEVES UK**

Hill St Industrial Estate - Unit 11  
CWMBRAN  
NP44 7PG  
www.televes.com  
+44 (0)16 3387 5821

**Antennas & Satellite**

### **VASSIT SERVICES**

111 Buckingham Palace Rd  
LONDON  
SW1W 0SR  
www.vassit.co.uk  
+44 (0)77 1232 9654

**IT Consulting**

### **XERIDIA**

One Canada Sq - Level 39  
Canary Wharf  
LONDON  
E14 5AB  
www.xeridia.com  
+44 (0)20 3757 6359

**IT Consulting**

## TRANSPORT & LOGISTICS

---

### AENA

C/ Arturo Soria, 109 - Piso 2  
MADRID  
28043  
www.aena-aeropuertos.es  
+34 913 212 950

#### Airports

### BRITTANY FERRIES

New Harbour Road South  
POOLE  
BH15 4AJ  
www.brittanyferriesfreight.com  
+44 (0)33 0159 5001

#### Passenger Transport

### DLF GROUP - INTERNATIONAL MOVERS

Avda. Sur 20  
MADRID  
28343  
www.dlfpain.com  
+34 650 40 10 17

#### Transport of Goods, Storage and Handling

### FINNLINES UK

Hedon Rd  
Finhumber House  
Queen Elizabeth Dock  
HULL  
HU9 5PB  
www.finnlines.com  
+44 (0)14 8237 7655

#### Logistics

### IBERIA

HAA2 Waterside  
Harmondsworth  
WEST DRAYTON  
UB7 0GB  
www.iberia.com  
+44 (0)20 8562 5096

#### Schedule Airline

### ITAL LOGISTICS LIMITED

Unit 1, Birch Business Park,  
Whittle Lane  
Heywood  
OL10 2SX  
http://www.ital-logistics.com  
+44 (0) 1706 248001

#### Transport of Goods, Storage and Handling

### MACANDREWS

75 King William St - 6th Floor  
LONDON  
EC4N 7BE  
www.macandrews.com  
+44 (0)20 7220 6100

#### Sea Transport UK & Spain

### PAPI TRÁNSITOS

Calle El Rublo  
Pol. Ind. Las Atalayas  
ALICANTE  
03114  
www.papitransitos.com  
+34 965 206 233

#### International Freight Forwarding

---

135  
YEARS

SUPPORTING YOUR BUSINESS

---



Spanish Chamber  
of Commerce in  
the United Kingdom





---

135  
YEARS

SUPPORTING YOUR BUSINESS

---



**Spanish Chamber of Commerce  
in the United Kingdom**

126 Wigmore St. London W1U 3RZ

T. +44(0)20 7009 9070

E. [spanishchamber@spanishchamber.co.uk](mailto:spanishchamber@spanishchamber.co.uk)

W. [www.spanishchamber.co.uk](http://www.spanishchamber.co.uk)