

THE BEST INVESTMENT  
**COMUNITAT VALENCIANA - SPAIN**



## Main Data

- ➡ 5 million inhabitants
- ➡ 13.5% of the foreign citizens who live in Spain
- ➡ 10% of Spain's GDP
- ➡ 514 km coastline
- ➡ 21 million tourists a year
- ➡ 5 ports
- ➡ 2 international airports

## **A STIMULATING WORKING AND FISCAL ENVIRONMENT**

The different bodies of the Government of Valencia offer numerous possibilities which make the adaptation of companies to the new economic and technological situations easier

There are regional subventions available for the promotion and creation of new workplaces and of qualified labour with competitive prices which ensure the high quality of the work done.





## **KEY LOCATION FOR MEDITERRANEAN LOGISTICS**

Both its excellent  
geostrategic location and  
its big offer of ports and  
road and railway network  
infrastructures have made  
the Region of Valencia  
during the last ten years  
become the logistic  
platform of the western  
Mediterranean area,

as well as the entrance and exit way for goods to the Iberian Peninsula. All of this has conferred it a great strategic value for both national and international logistic companies.

Proof of this is that the Port of Valencia, with 55 million tons, has positioned itself as the leader of all Mediterranean ports with regards to the traffic of containers.



**2008-2015 LOGISTIC STRATEGY,  
COMUNITAT VALENCIANA:**  
Take a short cut

Moreover, the Region of Valencia has situated itself in the centre of the Mediterranean Corridor, a key element in the European logistical backbone. Given its current and envisaged location and infrastructures, it can be considered the natural gateway for the trading of goods going to the south of Europe and Madrid.

The Mediterranean Corridor concentrates 45% of the Spanish gross domestic product and contains 48% of Spain's population, and would in itself represent the eighth highest-populated country in the EU. At present, the ports of general interest of the Region of Valencia generate a total traffic of 76,164,666 tons per year, 18.06% of the total for peninsular Spain. The forecast for goods traffic in the Mediterranean Corridor for 2015 is of 146,810 tons per day by road and 58,724 tons per day by rail.





## **EFFECTIVENESS BY ALL MEANS**

The five ports of the Region of Valencia provide a large volume of available area of up to seven and a half million square metres. Its closeness to the large maritime routes has favored such ports in granting them importance, and they currently receive sea transport directly from its origin.

Specifically, the Port of Valencia's progression has been spectacular. The Port Authority of Valencia heads, for the first time in its history, the Spanish ranking for the number of containers in TEU (container measurement unit), ahead of Algeciras or Barcelona. Currently, it is one of ten main European ports and the one which has experienced a greater growth with regards to the number of containers since the year 2000, with an annual growth rate of 12%.







Regarding land communication networks, it must be highlighted that the Region of Valencia is the second region in Spain





with a high percentage of high capacity routes, with around 1,000 km of dual carriageways and motorways.



Portes/Gates  
Ausgänge/**Puertas**



Salas  
**VIP**  
Lounge

**DC**



**LOGISTICS PARKS NETWORK OF  
THE REGION OF VALENCIA**  
Take a short cut





## A LIVE INFRASTRUCTURE

The efficient and modern communication networks established in the Region of Valencia experience constant expansion. During the next years, and with the arrival of the high speed train and the fulfilment of the Mediterranean Corridor, the Region of Valencia shall become the best communicated region both for people and for goods of the South of Europe.

These infrastructures make up the logistic motor which drives the industry and business of those companies working in our territory which are going to experience a big boost brought about by a second revolution through the 2010-2020 Strategic Infrastructure Plan. Regarding its financial muscle, the Region of Valencia not only owns two out of the five Savings Banks with the largest volume on a national level, but it also counts with the presence of banks, credit entities and companies with a large investment capital of international recognition. An open financial system which works towards the productive structure of the Region of Valencia.







On the other hand, we have a very significant offer of land earmarked for industrial use at very competitive prices where we are planning new initiatives,



both public and private, in order to guarantee the continuity and development of business activities.



# Ten Priority Industrial Areas





PHOSPHATE

BASE — SUGAR

PHOSPHATE

BASE — SUGAR

PHOSPHATE

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PHOSPHATE

BASE — SUGAR

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PHOSPHATE

BASE — SUGAR

## UNIVERSITIES: A PLACE OF REFERENCE

The Region of Valencia is able to offer at its universities most of the degrees in existence in the national territory. Some of them are taught at various centres, depending on their importance and on the demand there is for each of them.

There are five state universities where about 127,000 students enjoy higher education: the Jaime I University in Castellón, The University of Valencia and The Polytechnic University of Valencia both located in the capital, The University of Alicante and lastly the Miguel Hernández University in Elche. There are also two private universities: The Cardenal Herrera CEU University and The Catholic - San Vicente Mártir University of Valencia.

To complete the higher educational offer, there are also open universities such as the Valencian International University, the VIU and the UNED.

**I+D+I**

## The Valencian Government has promoted the Network of Technological Institutes of the Region of Valencia (REDIT), comprising 14 institutes,

aiming at providing solutions to the requirements of different sectors (textile, footwear, furniture, ceramics...) as well as those of the new 'horizontal technologies' (new materials, renewable energies, information technology, etc.). This efficient, integrated network offers a wide array of quality services for the diffusion of technology and innovation, providing companies with qualified human resources (more than 1.600 professionals) and technological infrastructures for the promotion of a highly competitive industrial fabric. The institutes forming part of REDIT are associated with 8.000 companies and 15.000 customer companies.

Their activities reach beyond our borders, as the technological institutes take part in diverse European R&D&i programs on a regular basis, in addition to their participation in existing international networks. One of the main functions of REDIT is to coordinate and develop synergies in matters of R&D&i among the participating institutes. Through this policy, efficient support organizations have been created to develop strategies of corporate competitiveness. Thus, the Network plays an important role in the promotion of the regional economic development and is recognized as one of the main technological networks in Europe.



## STRATEGY IN THE DIFFERENT SECTORS

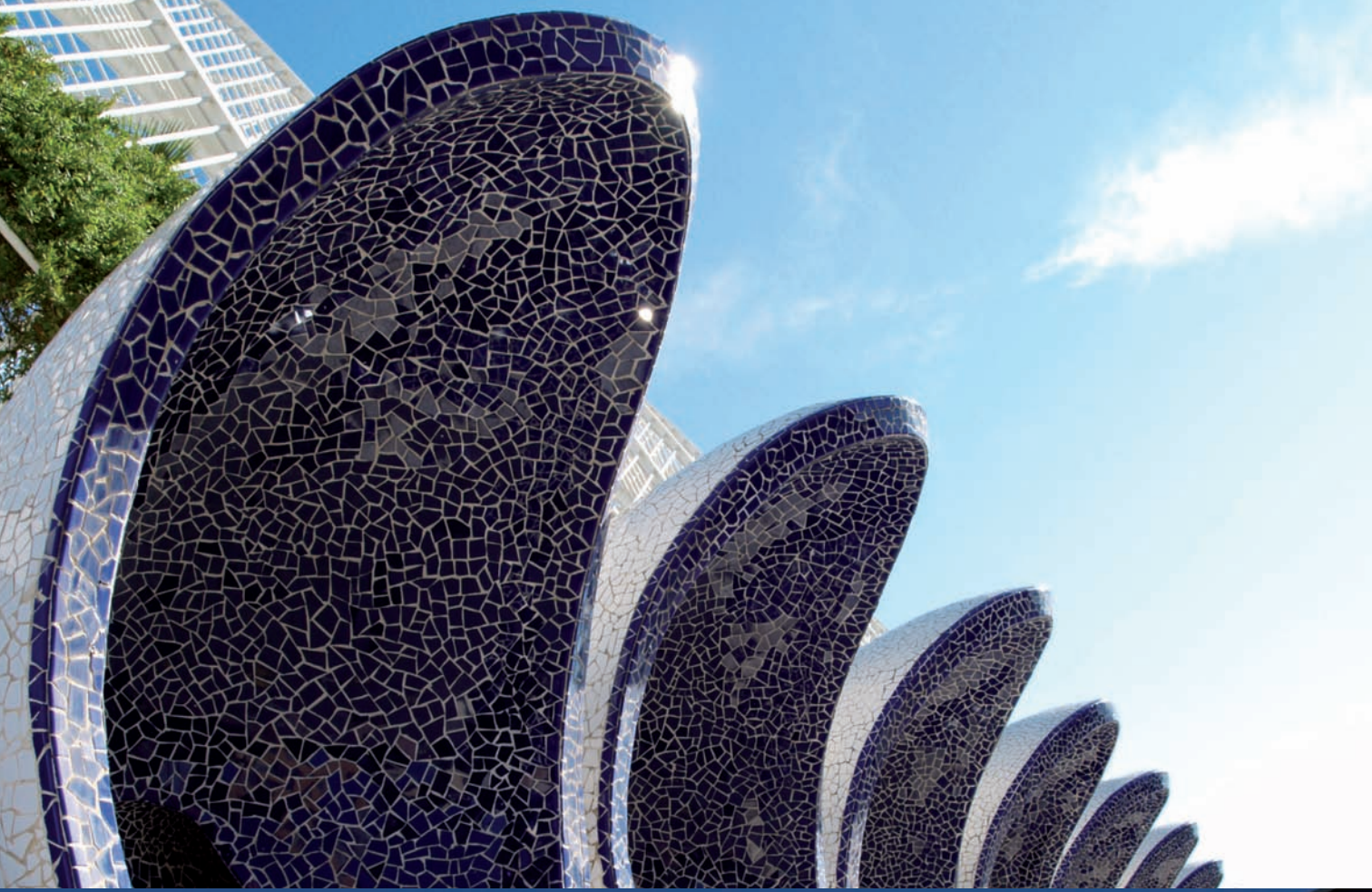
A strategy which is based on the constant improvement of the competitiveness of our traditional sectors and the boost of emerging sectors.

This is how the Region of Valencia has built up a diversified business picture including its traditional sectors like toys, footwear, textile and furniture which have all managed to renovate themselves. Lead industries and sectors tied to our economy which, thanks to their importance, effort and dynamism, make up a vital part of our economy, agriculture and tourism.

An agricultural sector which is complemented and coordinated with an enterprising, innovative and modern food and agricultural sector. Together, they contribute with a richness of more than 10,000 million Euros.

The tourist sector is our letter of introduction to the world. It is a revitalizing richness which contributes with 13.500 million Euros to the GDP and employs 315,000 people.







## CERAMICS

94.5% of the Spanish production coming from the CERAMIC SECTOR is concentrated in the Region of Valencia, and more precisely in the province of Castellón.

The Spanish CERAMIC SECTOR is the first European producer and the third in the world, with 38% of the European production and 8% on a world scale. Spain holds the third place in the world of exporting countries, very close to Italy and China, with a quota of 19%. The Region of Valencia's CERAMIC SECTOR is of great importance on a national level. So much so that it agglutinates 77% of the companies, 91% of the employment, 95% of the exports of tiles, with more than 2.000 million Euros, 95% of the exports of ceramic glazes and 91% of the business volume belonging to the Spanish ceramic sector, with more than 4.000 million Euros.





## FOOD & AGRICULTURE

The Region of Valencia is the lead Spanish region in the export of citrus fruits, with a value which exceeds the amount of 1.900 million Euros, which represents 76% of Spain's total. The contribution to the GDP coming from the Food and Agricultural Sector is of 10%, figure which represents around 10,000 million Euros.

This sector creates 15% of the employment, which translates into more than 300.000 people and exports more than 4,100 million Euros, which represents 16% of the national figure.

The Region of Valencia is the third wine producer in Spain, and positions itself amongst the first ten producers in the European Union (with 3 million hectolitres per year).

In order to continue promoting this sector, in the year 2009 five million square metres of land are going to be set up and devoted to production, innovation and cooperation for the use of technology and for the permanent adaptation of it to the law of supply and demand.



## THE AUTOMOTIVE INDUSTRY

The Region of Valencia's production exceeds the amount of 7.400 million Euros and represents 15% of the Spanish vehicle production.

85% of this production is devoted to exports. It is the lead exported product, with 17% of the Region's total value of exports. The Region of Valencia contributes with 8.5% of the total Spanish export rate of these products.



## **FOOTWEAR**

The Region of Valencia heads the production of footwear, hosting 66% of the Spanish production, and exceeding the amount of 2.200 million Euros. It is the first export region with more than 1.100 million Euros, which represents 57% of the total Spanish exports of this sector.







## MARBLE & GRANITE

The Region of Valencia is the main extractor and manufacturer of marble in Spain. The companies belonging to this sector are mainly located in the area of the Vinalopó Medio (in Alicante) region where the majority of the most important quarries are concentrated, amongst which the “marble crema marfil” quarry, which is unique in the world, stands out.

Other emblematic marble types extracted in this area are “marble red Alicante” and “marble marrón imperial”. The Region of Valencia is the first exporter of these products, generating more than 500 million Euros, and representing 26% of the value of Spanish foreign sales of natural stones (when referring to crude marble, this percentage rises to 87%).





## HOME DECOR

This sector is made up of 5.525 companies which employ more than 100.000 workers. Exports exceed the amount of 4.000 million Euros, something which represents 50% of the Spanish exports of this sector.

Furniture. The Region of Valencia holds the second position in Spain for the export of furniture, with an export total which amounts to 22%, generating more than 500 million Euros.

Home Textiles. The exports in this sector coming from the Region of Valencia go up to 36% of the Spanish total for textile home products and 29% for carpets. This sector represents around 11% of the industrial companies of the Region of Valencia and 9% of the employment rate.

Lighting. The Region of Valencia comes second in Spain regarding the export of lighting, with 26% of the national total, generating more than 100 million Euros. 32% of the total number of lighting companies are located in the Region of Valencia.





## TOYS

The Region of Valencia is the main producer of games and toys in Spain, generating around 340 million Euros: this implies around 50% of both the companies and the employment of the Spanish sector. It holds the second position in Spain for the export of toys, generating around 200 million Euros, which translates into 26% of the total Spanish exports coming from this sector.



The Region of Valencia also has emerging sectors which are developing securely thanks to the innovation policies introduced. Biotechnology, fashion, audiovisual, sociosanitary and renewable energies are some of the sectors which are consolidating themselves in order to be able to continue contributing to the value and growth of the Region of Valencia.

## **RENEWABLE ENERGY SOURCES**

The Region of Valencia hosts 17% of the energy and water industries in Spain. The region firmly believes in the fight against climate change and therefore promotes the saving of both water and energy and their efficient use. We are the leaders in the treatment and recycling of water, we head the solar energy sector and we are one of the regions in Spain which has experienced a greater growth in the eolian energy sector.







## BIOTECHNOLOGY

The companies working in the biotechnological sector in the Region of Valencia generate 20% of the nation's total, and they have doubled in number in the last five years.

Our region concentrates a percentage of 13% of the Spanish biotechnological companies which goes up to 29% if we include industrial, service and business companies related to this sector.



## A MULTINATIONAL REGION

The Region of Valencia leads, together with Madrid and Catalonia, the attraction of foreign investment in Spain. In its area, large industrial multinationals which allow the development of an intense exporting activity have already settled.

Clear examples of this are companies such as Ford, UBE Chemical, Thyssen Krupp, LG or BP oil. Multinational presence in the region is headed by companies belonging to the sectors of transport and the automotive industry, chemical, petrochemical, electrical material and the metallurgical industry.

Direct foreign investment in the Region of Valencia has trebled in only five years. Our region already hosts 420 multinationals which generate an annual revenue of more than 2.500 million Euros, giving work to more than 33.000 people. Only in the year 2007, the record amount of 2.884 million Euros of foreign investment was reached, according to the data provided by the Ministry of Industry.

## **EXPORTING AS AN ESSENTIAL BOOST**

Our business activity is characterised by a clear vocation for exports. The Region of Valencia is the third region in Spain to export the most. This translates into an 11% of the total national exports.

It is the lead region in the export of citrus fruits, ceramic products, footwear, pigments and glazes, marble and granite and holds the second position for the export of furniture, lighting, home textiles and toys.





## **IVEX: THE WORLD WITHIN YOUR REACH**

Through the Valencian Regional Ministry of Industry, Trade and Innovation, the Government of Valencia set up the IVEX, the Valencian Worldwide Foreign Trade Agency, to be able to give a series of services to the companies of the Region of Valencia.

The IVEX facilitates the access of companies from the Region of Valencia to the global market with the aim of making internationalisation the key element of both their progress and their future success. It helps them go out into the outside world, show what they have to offer and open their frontiers as well as their minds. The IVEX exists in order for all of this to be possible.





