

Growing Internationally: Northern Spain / Basque Country

Automotive Webinar

Hosts:

Jihane Al maydki, Santander UK

Paul Brooks, Santander UK

Speakers:

Ruta Aisthorpe, SMMT

Nick Greenwood, DIT

Marian Ibarrondo, Grupo SPRI

Raquel Piñán, ACICAE

29th Sep, 9:30am BST



In partnership with:





Agenda

9:30 – 09:35 **Welcome**

Introduction and overview from Santander
Santander's presence in Spain and support

9:35 – 9:45 **SMMT**

9:45 – 10:30 **Panel Session**

Chair: Paul Brooks, Santander UK

Panel: Nick Greenwood, DIT Spain
 Marian Ibarrodo, Grupo SPRI
 Raquel Piñán, ACICAE

- Market Overview
- Market Opportunities
- COVID impact
- Setting up and Support

10:30 – 10:45 **Q&A**

Submit your questions via the Chat function

Your Santander UK hosts:



Jihane Al maydki, Country Specialist for Spain, Portugal & North Africa

jihanealmaydki@santander.co.uk

Jihane has worked for Santander group for four years. Three of these in Santander Spain as an international relationship director supporting Spanish corporates in their internationalisation.

Currently she is part of a Santander leadership program that involves 250 young professionals from Santander Group which aims is to contribute to the bank's strategy towards digitalisation and a more sustainable bank.



Paul Brooks UK Head of Manufacturing & Automotive

paul.brooks@santander.co.uk

Paul is leading Santander UK's strategy across the manufacturing sector. Having worked with SMEs in the Banking industry for 30 years, his key responsibilities include building strong relationships with industry bodies and supporting organisations. By understanding the challenges faced by UK Manufacturers he is developing a unique proposition of financial and non-financial solutions that address these and open up opportunities both in the UK and internationally.

The speakers:



Nick Greenwood, Director of Trade and Investment & Consul | Northern Spain, DIT

Nick.Greenwood@fcdo.gov.uk

Nick is the Director of the Department for International Trade in northern Spain, which covers the Basque Country and surrounding areas. His role is to help British companies export to northern Spain and support companies from the region to establish a presence in the UK. An economist by background, Nick has spent the last ten years working in Spain in both the public and private sector, including at Banco Santander's headquarters in Madrid. Prior to that he worked at HM Treasury and the Department for Health in the UK.



Marian Ibarondo, Head of Invest in the Basque Country, Grupo SPRI

mibarondo@spri.eus

Marian is Director of "Invest in the Basque Country" at the Basque Business Development Agency, SPRI, (Basque Government Department of Economic Development and Sustainability). Since 2014, she has managed more than 500 projects of Foreign Companies looking for greenfield investment in the Basque Country, more than 150 of these projects are now successfully established with more than 2,700 employees and €620 M invested.



Raquel Piñán, Internationalisation Manager, ACICAE - Basque Automotive Cluster

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Raquel has collected over fifteen years' experience in international industrial fields working for different automotive companies along the value chain in different countries. She is responsible for the international network of both ACICAE the Basque Country Automotive Cluster and AIC-Automotive Intelligence Center, defining their international strategy and executing the implementation.



Ruta Aisthorpe, Head of International and Events, Society of Motor Manufacturers and Traders, SMMT

international@smmt.co.uk

Ruta oversees the UK automotive sector's global trade promotion and overseas engagement. She has been a senior member of the SMMT's Management team since 2015, ensuring the organisation has an effective international programme of activities to promote the UK automotive sector's strengths and position the UK as a great place for automotive investment. Ruta has experience and expertise in international campaigns, trade promotion and inward investment having worked for a number of organisations including UK Trade and Investment. Multi-lingual and experienced in international communications and events, she currently helps UK automotive companies build trade links abroad.

The Society of Motor Manufacturers and Traders

SMMT is the voice of the UK motor industry

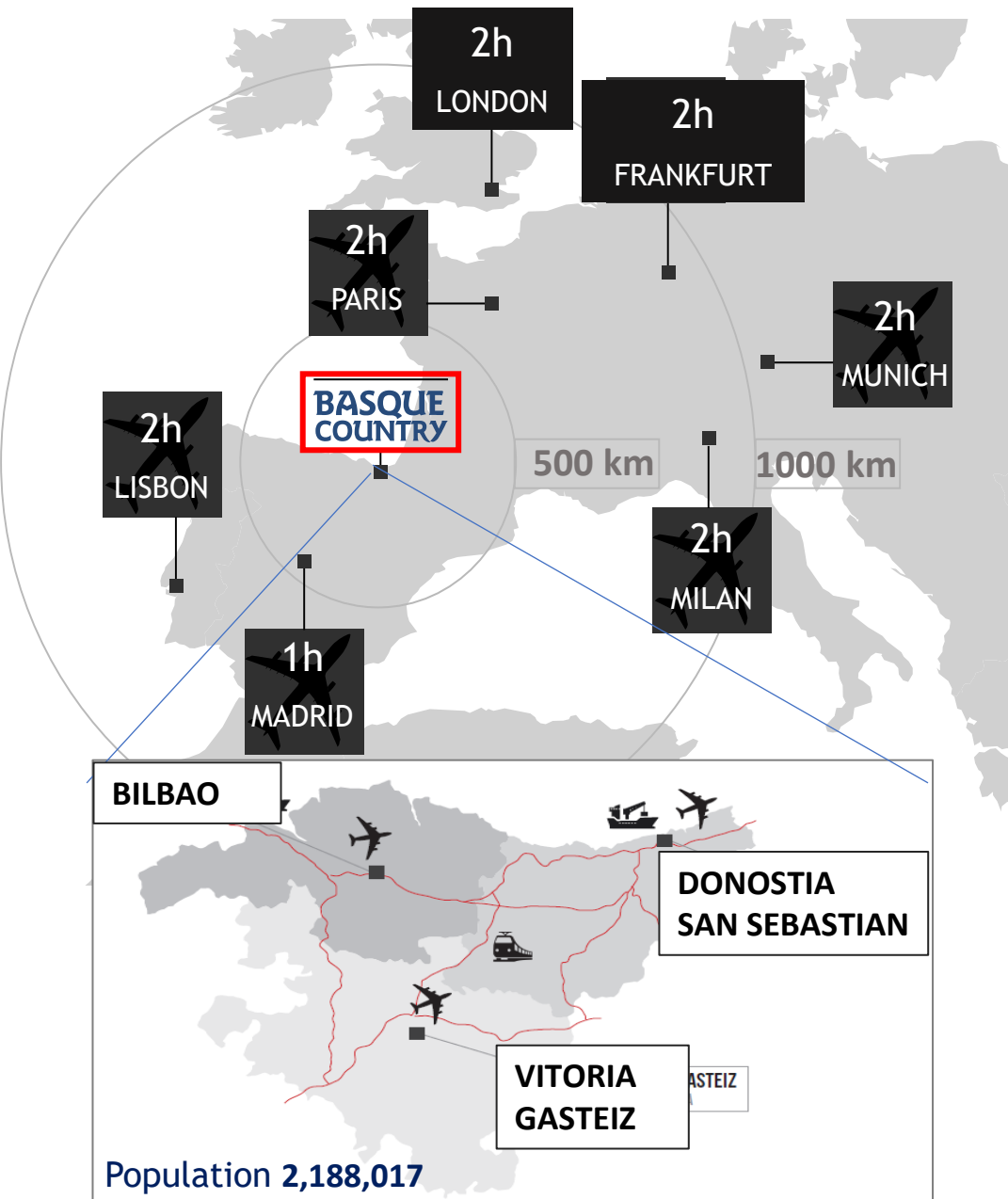
- International team supports UK companies to grow globally
- Range of overseas markets
- International delegations
- Automotive subsectors
- Member services including international membership
- Auto Supplier Finder (www.autosupplierfinder.com)
- Monthly international newsletter

international@smmt.co.uk



Market Overview

BASQUE COUNTRY





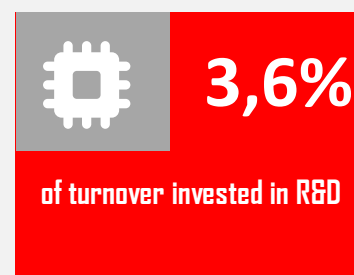
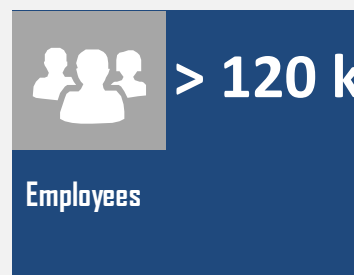
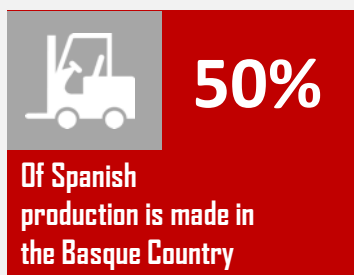
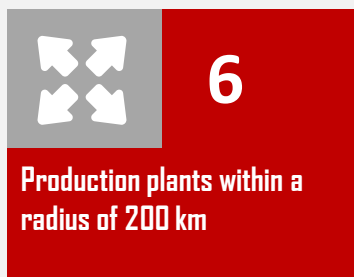
Basque Country – Leading automotive region in Europe





Integral industry

Land of automotive industry



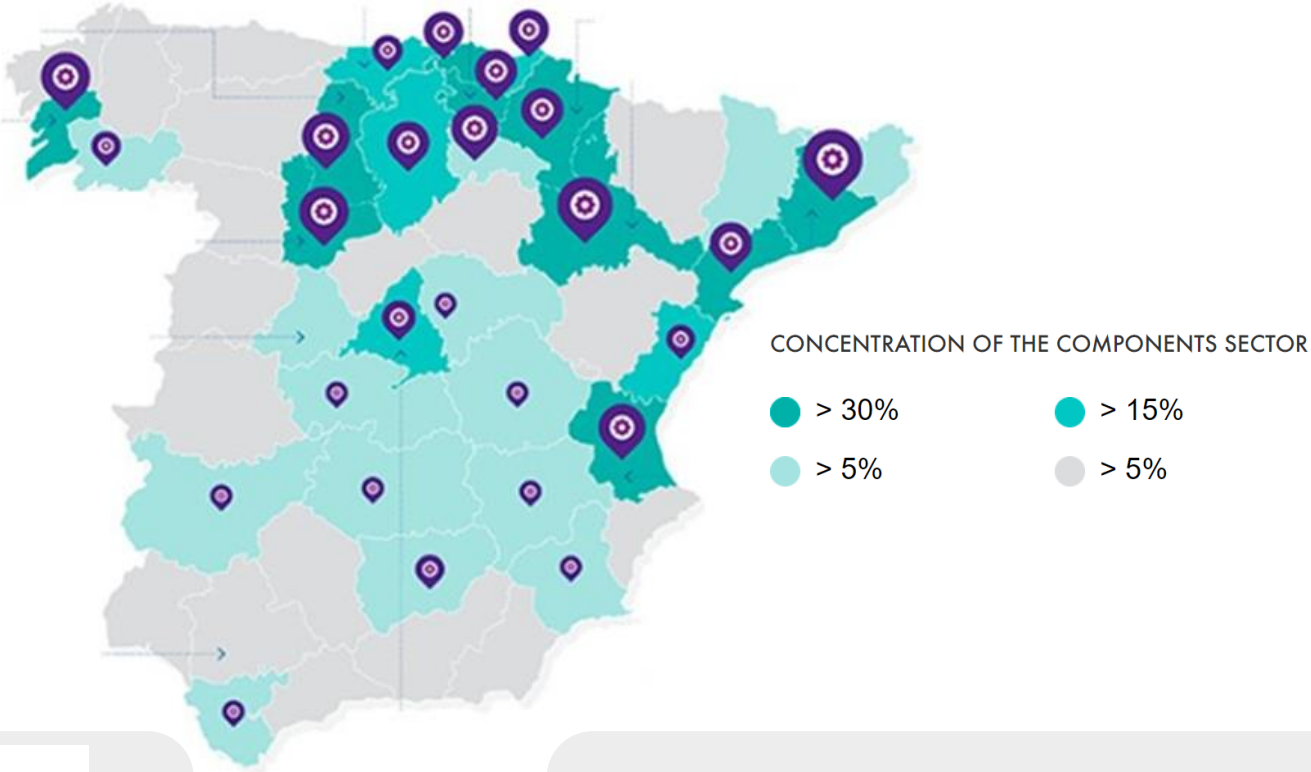
Gestamp 


€9.5bn revenues
Body-in-White, chassis
UK: 1 R&D, 5 production facilities

 **MAIER** €385m revenues
Plastic decorative parts
1 production plant

MONDRAGON

 **BATZ** €250m revenues
Tooling & automotive systems





CIE Automotive

€3.5bn revenues
Components and sub-assemblies



GRUPO ANTOLIN

€5.2bn revenues
Overheads, doors, lighting,
cockpits, electronic systems
UK: 10 sites (plants, JiTs, sales)



AIC – Automotive Intelligence Center, unique model

Innovation through cooperation



Focused on Automotive sector

AIC focuses on providing value to the automotive sector



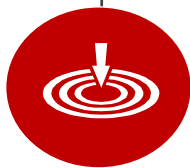
In a high-level environment

Prime location including modern first-class facilities



Open innovation center

International vocation, clustering companies from 9 different nationalities



Integrating both its own and third parties' capabilities

Creating talent by bringing together its own capabilities with the capabilities of both member companies and the network it works with



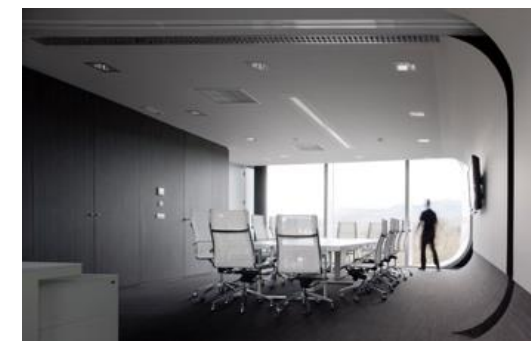
Market-oriented

Through the development of market-oriented projects



Based on cooperation and open innovation

Working under a cooperation and open innovation philosophy that contributes to the development of joint projects



Market Opportunities

Setting up

- **Enabling Companies to set up** (Free of Charge)
 - **Strategic and practical advice: Relevant information for fact-based decision making**
 - **Company establishment**
 - **Location management to find the perfect sites and locations**
 - **Search for partners & collaborators. Matchmaking opens doors to find relevant contacts**
 - **Setting up a business provides tools and plans for establishing and expanding a business. Aftercare**

- **Own Taxing System:**
 - **Policy of zero uncertainty/ transparency.**
 - **Reductions & Incentives** (Intensive in R+D could be down to 4.7%)

- **Own incentives from Basque Institutions***
 - **Grant on Company creation** Max 120,000€
 - **Loan & Subsidies on Investments**
 - 35% No interest loan on investments for SME. Max € 1,5M. (GAUZATU)
 - 10% Subsidy on investment on disadvantages areas. Max € 3M.(INDARTU)
 - **Innovation & Internationalisation subsidies**
 - SME > 5 employee. Max € 100,000. (2i)
 - SME > 10 employee Max € 500.000 (3i)
 - **Research & Development Projects**
 - Individual R+D projects. Max € 250.000. (Hazitek)
 - Strategic projects in cooperation Max €2 M€ (Hazitek)
 - **Grants on recruitment**
 - PhD or First young contract <30 years old
 - **Other incentives: Basque Industry 4.0, Cybersecurity, Internationalization, etc..**
 - **Finance: Venture Capital, Risk Capital & Others**

*Compatible among them and with other Spanish and European incentive



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Q&A

Please submit questions via the chat function.

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ACICAE

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Thank you from Santander UK

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Regulatory

Information correct as at 20 August 2020.

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