

2021 ANNUAL REPORT



Spanish Chamber
of Commerce in
the United Kingdom
EST. 1906

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2021 ANNUAL REPORT



Spanish Chamber
of Commerce in
the United Kingdom
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H.E. JOSÉ PASCUAL MARCO, AMBASSADOR OF SPAIN, AT THE ANNUAL FEDECOM AWARD RECEPTION, 2021

GREETINGS FROM...

THE PRESIDENT



Dear Members and Patrons,

The relevance of the Spanish Chamber of Commerce in the UK has never been clearer.

Whether it is helping SMEs entering into the British market, generate business opportunities for our Members as we emerge from the pandemic or facilitate the dialogue between companies and the British Government, our experience give us a privileged position from which to contribute meaningfully to these profound challenges and opportunities.

Summarising our activity over the past twelve months has been no mean feat. Being able to hold in-person corporate events has brought us back to normality and has been a welcome relief. Even in the most arduous moments, we never gave up. The pandemic was never an excuse for us. We continued delivering.

Last year we welcomed the new **Spanish Ambassador, José Pascual Marco** and the collaboration could have not been greater. Equally, **the relationship with British institutions, HMA Hugh Elliott, DIT, FCDO and BEIS has been exceptional**, as many Meliá Business Breakfast held online will demonstrate.

We have set out a strategy to gradually change

the Chamber so as to be able to play our part in tackling broader challenges and use our unique combination of assets, capabilities and experience to the clear benefit of our Members.

The number of Members and Patrons is going up and we are holding more technical events to help you in a post-Brexit market.

We will not get everything right at the first attempt, but we will do our best to learn from our experiences, listen to our Members and make a genuine effort to do the right thing – recognising that we live in a world with divergent views on what good looks like.

The war in Ukraine is having a profound impact on trade, the economy and our perception of the future. It remains to be seen what the long-term effects of the conflict will be, but already we are witnessing a horrendous humanitarian crisis, as well as trade disruptions and geopolitical changes that will likely have impacts for a long time.

For the first time ever, **we have a social agenda and the Chamber** will play its role in matters that affects us all: diversity, inclusion, etc.

I look back over this year with admiration for all those who work in the Chamber, and the great effort they have put in to achieve this years' results.

MR. EDUARDO BARRACHINA

President of the Spanish
Chamber of Commerce
in the United Kingdom

It is thanks to our Members' and Patrons' forward-thinking approach to digitalisation that **we continue to do what we do best: being your partner in the UK market.**

Fortunately, not every decade begins with the extremes of pandemic and war involving alliances of multiple nations. In the face of adversity, we see time and again that our model works. We have never before been so close to our Members.

This year we celebrate 135 years of presence in the UK. We will continue building an organisation that is constantly striving to live its purpose and have a positive impact in the bilateral trade relations between Spain and the UK. We are resolved to transform the Chamber for the future, with the capability, culture and partnerships to continue the good work we have inherited for years to come.

In June 2021 the Members elected a new Board. Even during very complicated circumstances, participation was high, thus showing the good health of our institution. We have a very diverse and solid Board with many trade sectors represented. This is very good news. I want to express my gratitude to the Board of Directors for giving to the Chamber part of their free time. In particular, I want to thank Vice-Presidents **Juan Botín** and **Cristina Ginés**, and **Gabriela Martínez de Aragón**, our Treasurer, for their constant support and commitment.

It is with gratitude that I introduce you to this annual report, and I look forward to yet greater success to come.



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

It is always a pleasure for the **Ministry of Industry, Trade and Tourism of Spain** to introduce readers to the Annual Report put together by the Spanish Chamber of Commerce in the United Kingdom. This year, this is especially true considering that **2021 has been momentous for the Chamber**. A year during which this institution celebrated 135 years of service to the Spanish Business Community in the UK. Despite this honorable milestone, however, 2021 has proved to be another challenging year. We have continued to feel the effects of the Covid-19 pandemic on the trade relations between Spain and the UK, and the end of the Brexit transition period has presented new challenges very relevant to the progress of the commercial relationship between these two nations, a relationship that has historically been exceptional.

The EU-UK Trade and Cooperation Agreement - despite not matching the degree of economic integration that existed whilst the UK was a member of the European Union - lays a foundation for maintaining the well-established cooperation previously formed. It sets out favorable measures for trade in goods and services as well as digital trade, for example. It has been essential to ensure that the UK can continue to be one of Spain's key trading partners.

The pandemic continued to present equally unique challenges. Nevertheless, the Chamber demonstrated perseverance and facilitated business continuity in the face of disruption. The Chamber's notable achievements began early in the year, with the introduction of the new online event series **Brexit and Beyond**, which welcomed senior guest speakers from the British Government and provided Members with guidance during a critical period.

The Chamber has succeeded in proving its ability to be adaptable and reliable, both to its Members, and to the Spanish and British administrations.

Throughout the year, the Spanish Chamber of Commerce in the UK has been able to count on the unconditional support of our Ministry, directly in the UK, as well as here in Spain. The Chamber is also continuously supported by the Spanish Economic and Commercial Office in London and counts on the excellent work of its Honorary Vice-President **Álvaro Nadal**.

The Ministry is proud of the achievements and high standards upheld by the Spanish Chamber of Commerce in the United Kingdom. The Chamber is a model of private-public partnership and an example for other Chambers of Commerce around the world. **Celebrating the 135th Anniversary of its creation is a testament of their exceptional work.** I am certain that they will reach many more milestones as they continue to bring together the Spanish and British markets, and as they do, they will receive full support from the **Ministry of Industry, Trade and Tourism of Spain**.

Kind Regards,

A handwritten signature in black ink, appearing to read 'Reyes Maroto', enclosed within a circular flourish.

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. JOSÉ PASCUAL MARCO

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

Since being appointed Ambassador of Spain to the United Kingdom in August 2021, I have been warmly welcomed by the Spanish Chamber of Commerce as Honorary President, on the year of its 135th Anniversary.

I must say the Chamber has kept me very busy and I am grateful for it. At my first official event as Honorary President, I had the privilege to host the Chamber's Annual Golden Award. This also served as an introduction to many of the Chamber's Patrons, Benefactors and Members, albeit following strict coronavirus safety measures. It was also a pleasure to participate in the III Barometer on the Climate and Outlook for Spanish Investment in the United Kingdom attended by both Trade Ministers and the British Ambassador to Spain, our friend Hugh Elliott. I have also enjoyed attending the Meliá Business Breakfast amongst other bilateral events and activities.

Despite the changing external factors, the economic and commercial relations between Spain and the UK continue to advance. **The British market continues to be one of the most important destinations for Spanish companies to invest, and it will not cease to be an appealing market that offers innovative opportunities.**

The Spanish Chamber of Commerce has maintained its role as a supportive and adaptable institution.

I am delighted we are celebrating its 135th Anniversary. Since its establishment in 1886, it has fostered an environment for deeper economic and cultural interconnections: international expansion, commercial success, and collaboration, particularly with the Spanish and British States.

The President of the Chamber, Eduardo Barrachina, has demonstrated a firm

commitment to strengthening the institutional relationship between the Chamber and both the British and the Spanish Governments. I commend his excellent work. The presence and participation of both institutions at many of the Chamber's events is a testament to this. The 2021 Brexit & Beyond technical webinar series, for example, welcomed representatives from several civil service departments of HMG, and aimed to communicate the post-Brexit considerations for operating in and trading with the UK. As such, the Chamber succeeded in maintaining its Members informed and connected, despite the distance. **I thank Eduardo for ensuring the Board of the Chamber is as participative and proactive as possible.**

I would also like to thank the Team of the Chamber that **Igor Urrea** leads and, of course, all Members of the Chamber that support the institution.

The Spanish Chamber of Commerce is the first and best partner of this Embassy in promoting the interests of Spanish companies in the United Kingdom. I wish it the best of luck in reaching its new goals and achievements in 2022. This is a Chamber I am proud of. Undoubtedly, it will continue to play a key role in assisting in the development and promotion of commerce and investment between Spain and the United Kingdom.

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

H. E. José Pascual Marco

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

PRESIDENT OF CÁMARA DE ESPAÑA



MR. JOSÉ LUIS BONET

President of
Cámara de España

It has never been more important for the Business Community to remain united, and it is widely understood that Chambers of Commerce are key to this unity. As a business network, Chambers of Commerce make it their mission to support businesses, to connect them, and to provide them with the resources that they need to thrive. In this context, **the Spanish Chamber of Commerce in the United Kingdom has played a fundamental role** and been the **main advocate for Spanish companies in the UK**, as well as many British companies in Spain, throughout the trials and tribulations that we continued to face globally.

Throughout the duration of 2021 we witnessed governments introduce new measures to adapt to the rapidly changing circumstances of the pandemic and the considerable effects caused by it. The gradual reactivation of the economy in the second half of the year, as such, was warmly welcomed. The challenges encountered by the UK economy, with the end of the Brexit transition period presented additional obstacles to those companies operating in the UK. Under such complex circumstances, the Spanish Chamber of Commerce in the United Kingdom has demonstrated its ability to go the extra mile in assisting in the development and promotion of the economic and commercial relationship between our two nations.

Throughout 2021 the Spanish Chamber in the UK has **consistently maintained their Members informed on the key developments that have been vital for businesses to consider.**

We are pleased to note that the Chamber has succeeded in expanding its services, catering them to the specific needs of their Members and demonstrating its ability to be a reliable ally. **Although it has been a year full of challenges, the Chamber has been presented with a wealth of opportunities.**

From the Spain Chamber of Commerce we are fully committed to continue reinforcing our fruitful cooperation with the Spanish Chamber of Commerce in the UK in our common endeavour to explore new ways to assist Spanish companies seeking to enter the UK market.

A handwritten signature in blue ink, reading 'José Luis Bonet'. The signature is written in a cursive style with a horizontal line underneath.

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

BOARD OF DIRECTORS

HONORARY ROLES

HONORARY PRESIDENT

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



HONORARY VICE-PRESIDENT

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



EXECUTIVE COMMITTEE

PRESIDENT

Mr. Eduardo Barrachina
Solicitor
Linklaters LLP



VICE-PRESIDENT

Mr. Juan Botín
Project Director
Banco Santander



VICE-PRESIDENT

Ms. Cristina Ginés
Director Europe
Sener



TREASURER

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



SECRETARY GENERAL

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



BOARD OF DIRECTORS

COMMITTEE MEMBERS

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



Mr. Adriá Galian
Deputy General Manager
SABADELL UK



Mr. Alfonso Álvarez
Deputy Managing Director
CELLNEX



Mr. Ignacio Morillas-Paredes
Partner
COLMAN COYLE LTD.



Ms. Raquel Barrera
Founder
DIVERSITAS INSTITUTE



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



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



Mr. Nacho Morais
Director
FRANK CONSULTING LTD.



Mr. Javier Fernández Hidalgo
General Manager
HISPANIA



COMMITTEE MEMBERS (CONT.)

Ms. Sensi Alvaro
Business Development Manager
IBERIA



Mr. Keegan Pierce
International Development
LALIGA



Mr. Miguel Janín
Director
LONDON PROPERTY PARTNERS



Mr. Javier San Basilio
General Manager
MAPFRE RE, LONDON BRANCH



Mr. Andrew Thomson
General Manager
MELIÁ WHITE HOUSE



Ms. Carla Vargas
Director
ROMAN RM



Mr. Gonzaga Kutz
Manager
UNICAJA



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



SHORT SEA NETWORK

Roll-on/Roll-off service

Zeebrugge – Bilbao – Zeebrugge

Saturday – Tuesday – Thursday

Frederikstad – Bilbao – Frederikstad

Monday – Tuesday (week after) – Monday

Gothenburg – Bilbao – Gothenburg

Thursday – Tuesday – Sundays

Teesport – Bilbao – Teesport

Sunday – Tuesday – Friday

Hull – Bilbao – Hull

Friday – Tuesday – Saturday

Tilbury – Bilbao – Tilbury

Sunday – Tuesday – Sunday

Helsinki – Hull – Helsinki

Thursday – Sunday – Wednesday

Antwerp – Cork – Antwerp

Wednesday – Monday – Saturday



Other connections:

Antwerp, Helsinki, St. Petersburg,

Paldiski, Rostock, Travemünde

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finland-northsea.bookings@finnlines.com

MEET THE TEAM



IGOR URRA

SECRETARY GENERAL

igor.urra@spanishchamber.co.uk

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

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



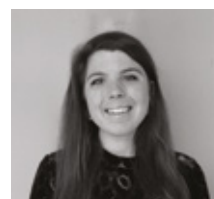
THOMAS NEWMAN

HEAD OF ACCOUNTS & MEMBER RELATIONS

t.newman@spanishchamber.co.uk

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

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



HANNAH SANDERS

HEAD OF CORPORATE RELATIONS & EVENTS

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

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

Pilar takes care of the digital strategy for the Chamber, making sure all the communication channels maintain a steady stream of content, with the aim that you never miss a beat on what's in store and also enabling every event to run smoothly.

When she is not working, you can find Pilar practicing yoga or experimenting with new smoothie recipes.



REBECCA WALL

EVENTS AND COMMUNICATIONS LEAD

rebecca.wall@spanishchamber.co.uk

Rebecca assists in the digital strategy for the Chamber, curating engaging content for the Chamber's social channels and ensuring that Members make the most of the communication tools available to them. Rebecca also coordinates the Chamber's Annual Report, and helps to ensure that the Chamber's events run smoothly.

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

THE 135TH ANNIVERSARY OF THE SPANISH CHAMBER OF COMMERCE IN THE UNITED KINGDOM

In 2021, the Spanish Chamber of Commerce in the United Kingdom celebrated its **135th Anniversary**. This milestone could not have been reached without our Members.

The Chamber was founded in 1886, and since, we have shared a rich history of interconnections with our Members, and our collaborations have contributed to inform the long endured economic, political and social relationship between Spain and the United Kingdom. This could not have happened without the uncompromising dedication that our Member companies have demonstrated.

The past two years have been particularly critical for the economic and commercial relations between Spain and the United Kingdom. Despite the challenges presented by Brexit and the Covid-19 pandemic, we have been delighted by the optimism, efforts, and resilience demonstrated by our Members, who have provided us with continuous support as we remain committed to mobilise strategies to strengthen, develop, and promote commerce and investment between our countries.

The Chamber is its Members, and we appreciate each and every contribution made by our extensive network.

As we look towards the future of the Chamber, we look forward to engaging in more prosperous collaborations with our Members, as we continue evolving as a successful and relevant institution.

From the Spanish Chamber of Commerce in the UK, we would like to extend our sincere gratitude to all of our current and past membership network.



RECEPTION OF THE 135TH ANNIVERSARY OF THE SPANISH CHAMBER OF COMMERCE IN THE UK, IN MADRID



H.E. JOSÉ PASCUAL MARCO, AMBASSADOR OF SPAIN, AND EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK, AT THE ANNUAL GOLDEN AWARD RECEPTION, 2021



H.E. JOSÉ PASCUAL MARCO, AMBASSADOR OF SPAIN; H.E. HUGH ELLIOTT, BRITISH AMBASSADOR TO SPAIN; AND LORD GERRY GRIMSTONE, BRITISH MINISTER FOR INVESTMENT (*SECRETARIO DE ESTADO*), AT THE PRESENTATION OF THE III BAROMETER, 2021

SERVICES OF THE CHAMBER

WHAT IS THE SPANISH CHAMBER OF COMMERCE?

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

Today, we aim to:

1. PROMOTE TRADE AND INVESTMENT

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

2. FACILITATE BUSINESS OPPORTUNITIES

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

3. PROVIDE SUPPORT AND ADVICE

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

4. OFFER ADVOCACY

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

5. HELP SMEs

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



WHAT CAN THE CHAMBER DO FOR YOU?

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

EXPAND YOUR NETWORK

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



INCREASE YOUR BRAND VISIBILITY

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



EVENTS • MEMBERS • SERVICES • NEWS



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.



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

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



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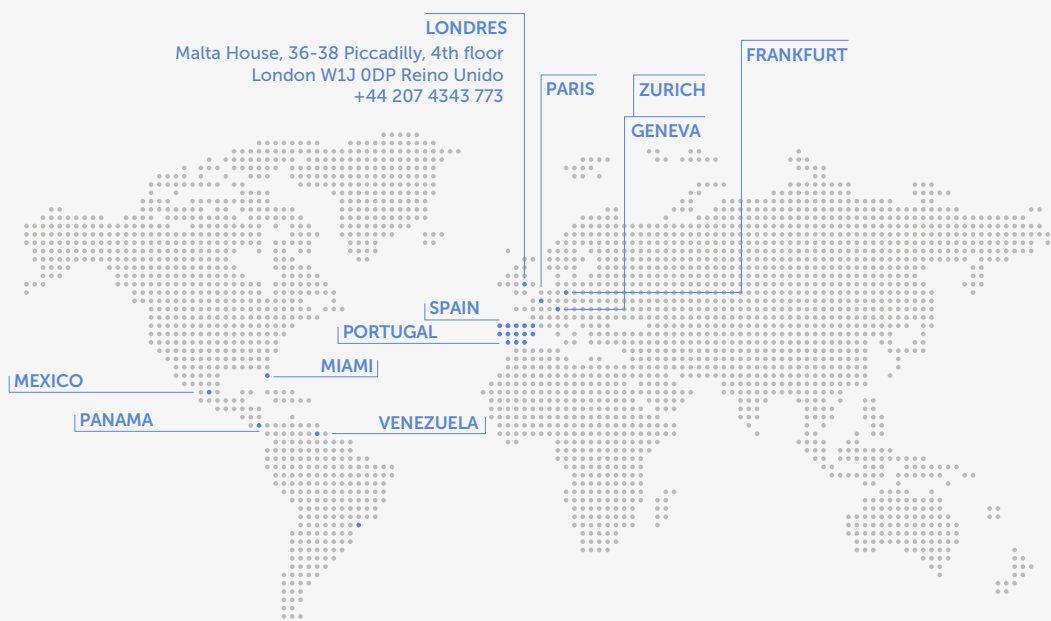
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further but making you feel closer

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

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and 6,059 employees
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THE CHAMBER'S INSTITUTIONAL NETWORK

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

UK	SPAIN	INTERNATIONAL	CULTURAL
			
			
			
			
			
			
			
			
			
			

EVENTS OF THE CHAMBER

The Spanish Chamber of Commerce in the UK organises up to 100 events each year. In 2021, the Chamber successfully continued to conduct events online, organising a total of 71 events and webinars. As restrictions began to lift, we resumed holding in-person events for our Members. Each event provides a profitable networking opportunity for representatives from companies of all industries and sizes.

CORPORATE EVENTS

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



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.

MELIÁ BUSINESS BREAKFASTS

We resumed holding these events in-person in 2021. 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.

SPORTS TOURNAMENTS

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

EVENTS WITH OTHER CHAMBERS OF COMMERCE

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

BILATERAL TRADE

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

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

FIND A COMMERCIAL CONTACT

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

ACCESS TO NEW MARKETS

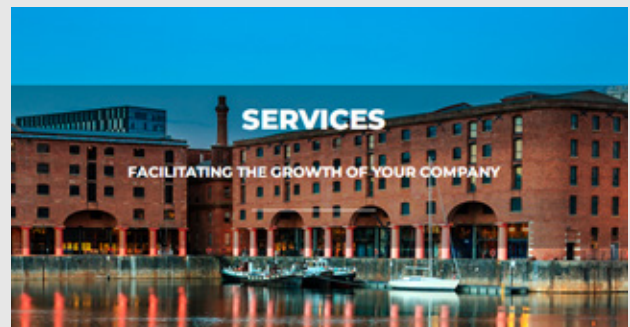
Commercial presentations aim to provide a market overview by presenting the products of the contracting business to potential new customers or partners, facilitating the establishment and integration of the company into the target market.

DEFINE YOUR MARKET

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



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



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

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

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

COMMUNICATION TOOLS

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

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

WEBSITE AND BLOG

In 2021, our website received over **90,000** page views.

Our blog receives in excess of **2500** visits per year and provides a source of **information about our recent developments, past and upcoming events**. Our Patrons and Benefactor Members can publish up to two entries/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 7,500 combined followers**. We publish relevant news as well as promotions and events from our Members.

YOUTUBE CHANNEL

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



+3,047 followers
+9,000 tweets

25 newsletters

Released in 2021

+2,700

Newsletter subscribers



+491 posts

On our blog

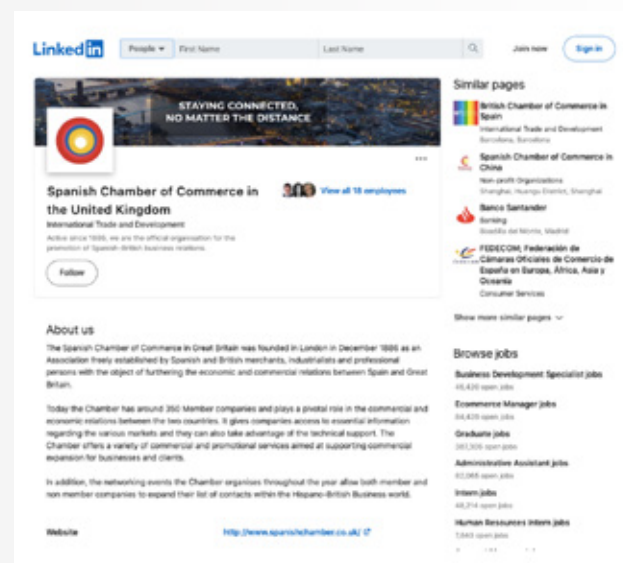
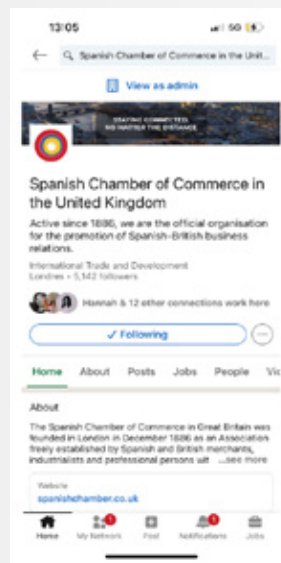
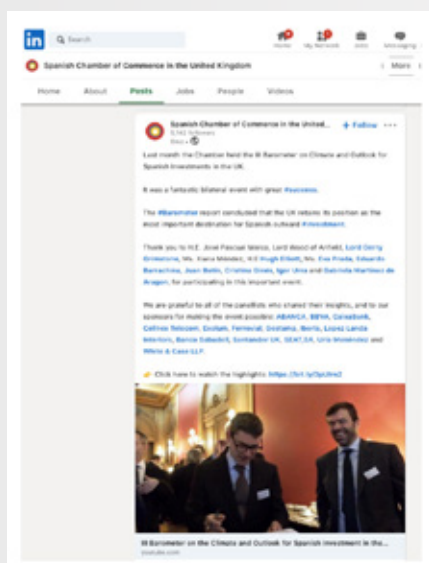
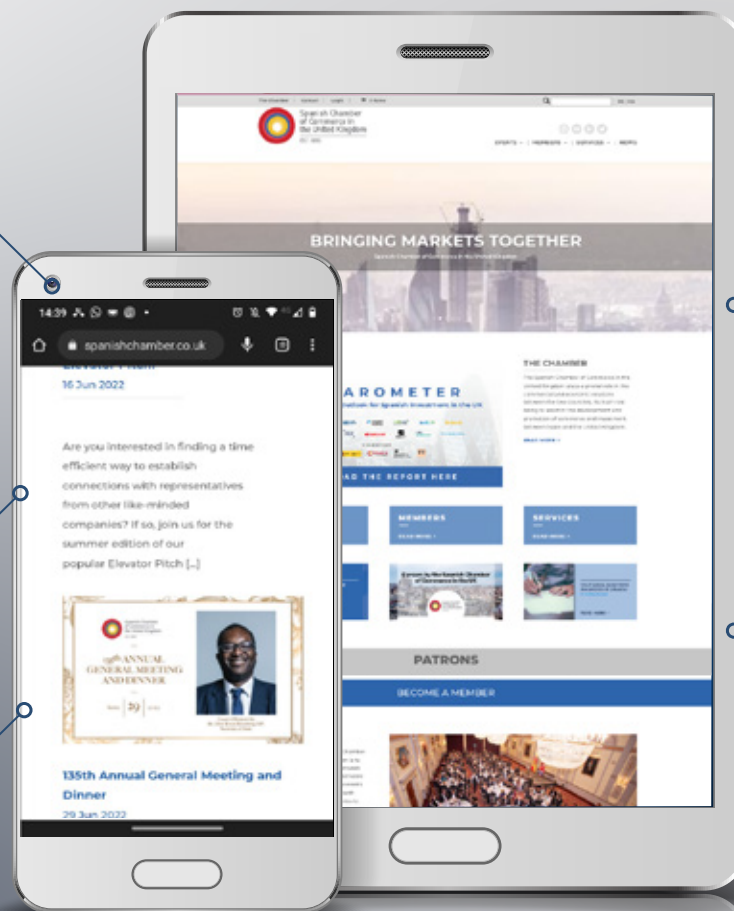


+135 videos
on our YouTube channel

+4,000 views in 2021



+5,151 followers
1,735 more than 2021
+250 entries



MEMBERS' BLOG POSTS

As a part of our aim to give our Members as much visibility as possible during yet another tough year, we continued to offer our Members the possibility to feature in the Chamber's blog free of charge.



OPPORTUNITIES AND CONSEQUENCES OF THE PANDEMIC ON BUSINESS TRANSFORMATION
BY **FASTRACKTOREFOCUS COACHING**



USE A HIGH INCLUSIVE APPROACH WHEN LEADING CHANGE
BY **FASTRACKTOREFOCUS COACHING**



5 REASONS WHY ORGANISATIONAL CHANGE FAILS
BY **FASTRACKTOREFOCUS COACHING**



LEADERSHIP OR ENTREPRENEURIAL LEADERSHIP?
BY **FASTRACKTOREFOCUS COACHING**



THE LINK BETWEEN MENTAL HEALTH AND ATHLETIC PERFORMANCE IS BECOMING MORE AND MORE EVIDENT
BY **PSYCHOANALYST LONDON**



BENEFITS TO DIGITALLY TRANSFORMING KEY ADMINISTRATIVE PROCESSES
BY **DOCUTEN**



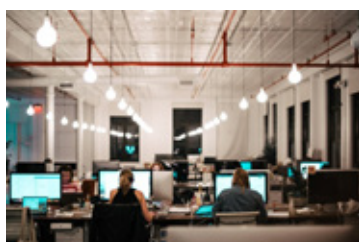
BLOG POST | WHY COMPANIES NEED DIGITAL STRATEGIES IN 2021
BY **DOCUTEN**



LIFE ON A GOLF COURSE BY THE MEDITERRANEAN SEA
BY **MT SPAIN**



HOW SECURE IS THE FUTURE OF YOUR FAMILY OR BUSINESS? BY **WESTMINSTER WEALTH MANAGEMENT LLP**



THE NEW SPANISH STARTUP LAW: TAX CUTS AND BENEFITS FOR INVESTORS
BY **SCORNIK GERSTEIN LLP**



HAUSFELD'S 2021 TEAM NEWS
BY **HAUSFELD**



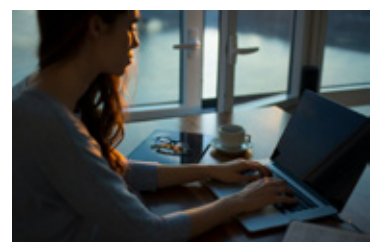
BREXIT JURISDICTION AND ENFORCEMENT OF JUDGMENTS
BY **SCORNIK GERSTEIN LLP**



BUYING A PROPERTY IN SPAIN AFTER BREXIT: FREQUENTLY ASKED QUESTIONS
BY **SCORNIK GERSTEIN LLP**



DOING BUSINESS IN SPAIN AFTER BREXIT: PERMANENT ESTABLISHMENT – FAQ BY **SCORNIK GERSTEIN LLP**



HOW TO MANAGE THE CHANGING WORKPLACE
BY **GIAMBRONE & PARTNERS LLP**

MEMBERS' WEBINARS

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



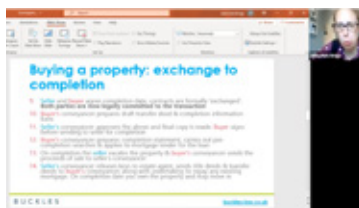
B2B FAMILY BUSINESS: COMPETING WITH YOUR COMPANY CULTURE WITH **ESADE & JUSTB2B**



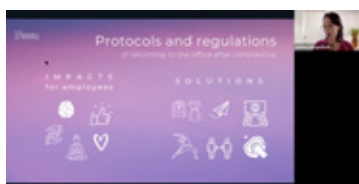
LEADERSHIP COMPETENCIES IN THE NEW NORMAL WITH **IESE BUSINESS SCHOOL**



EMPLOYMENT ISSUES IN THE NEW NORMAL: YOUR QUESTIONS ANSWERED WITH **CRIPPS PEMBERTON GREENISH**



ENGLISH LAW IN 2021: YOUR KEY QUESTIONS ANSWERED WITH **THE BRITISH SPANISH LAW ASSOCIATION**



RETURNING TO THE OFFICE AND HOW TO CONSCIOUSLY UPDATE YOUR BUSINESS CODE FOR AUTUMN/WINTER WITH **DEL CANTO CHAMBERS**



SETTING YOURSELF UP FOR SUCCESS DURING TURBULENT TIMES WITH **FASTRACKTOREFOCUS COACHING**



INCENTIVOS FISCALES PARA LA I+D EN EL REINO UNIDO WITH **FI GROUP UK**



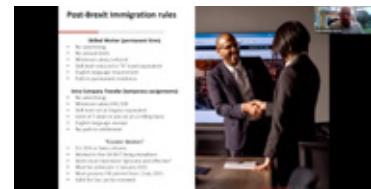
EXPLAINED: THE EU'S NEW VAT E-COMMERCE PACKAGE WITH **SOVOS**



INNOVATION AS A DRIVER OF COMPETITIVENESS WITH **AXIS CORPORATE**



OPERATING IN THE UK VIA A COMMERCIAL AGENT WITH **SCORNIK GERSTEIN LLP**



ARE YOU BREXIT READY? ADVICE FOR BUSINESS TRAVELLERS WITH **NEWLAND CHASE**



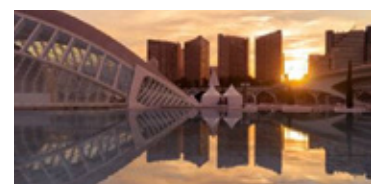
HOW TO ACHIEVE AN OPTIMAL LEVEL OF DIGITISATION FOR YOUR BUSINESS WITH **AXIS CORPORATE**



MENTAL HEALTH IN THE WORKPLACE: THINKING DIFFERENTLY WITH **PSYCHOANALYST LONDON**



INNOVATION THROUGH BRANDING WITH **BRANDLOND**



TRADING OPPORTUNITIES WITH SPAIN WITH **THE HAMPSHIRE CHAMBER OF COMMERCE**

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:

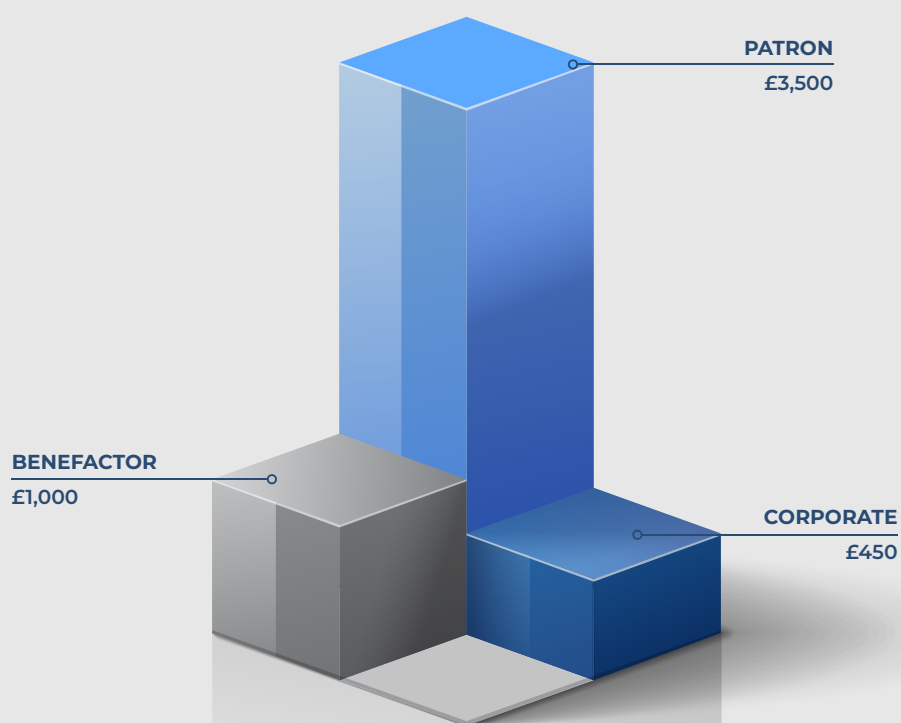
- Are larger SMEs.
- Wish to upgrade their membership and sample some of the benefits enjoyed by our Patron Members.

PATRON

This category is appropriate for companies that:

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

2021 MEMBERSHIP FEES



FIND OUT WHICH MEMBERSHIP CATEGORY MIGHT BEST SUIT YOUR COMPANY:

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

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



OFFICE SPACES



DAILY DESK HIRE



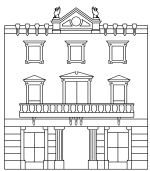
ADVERTISING
OPPORTUNITIES



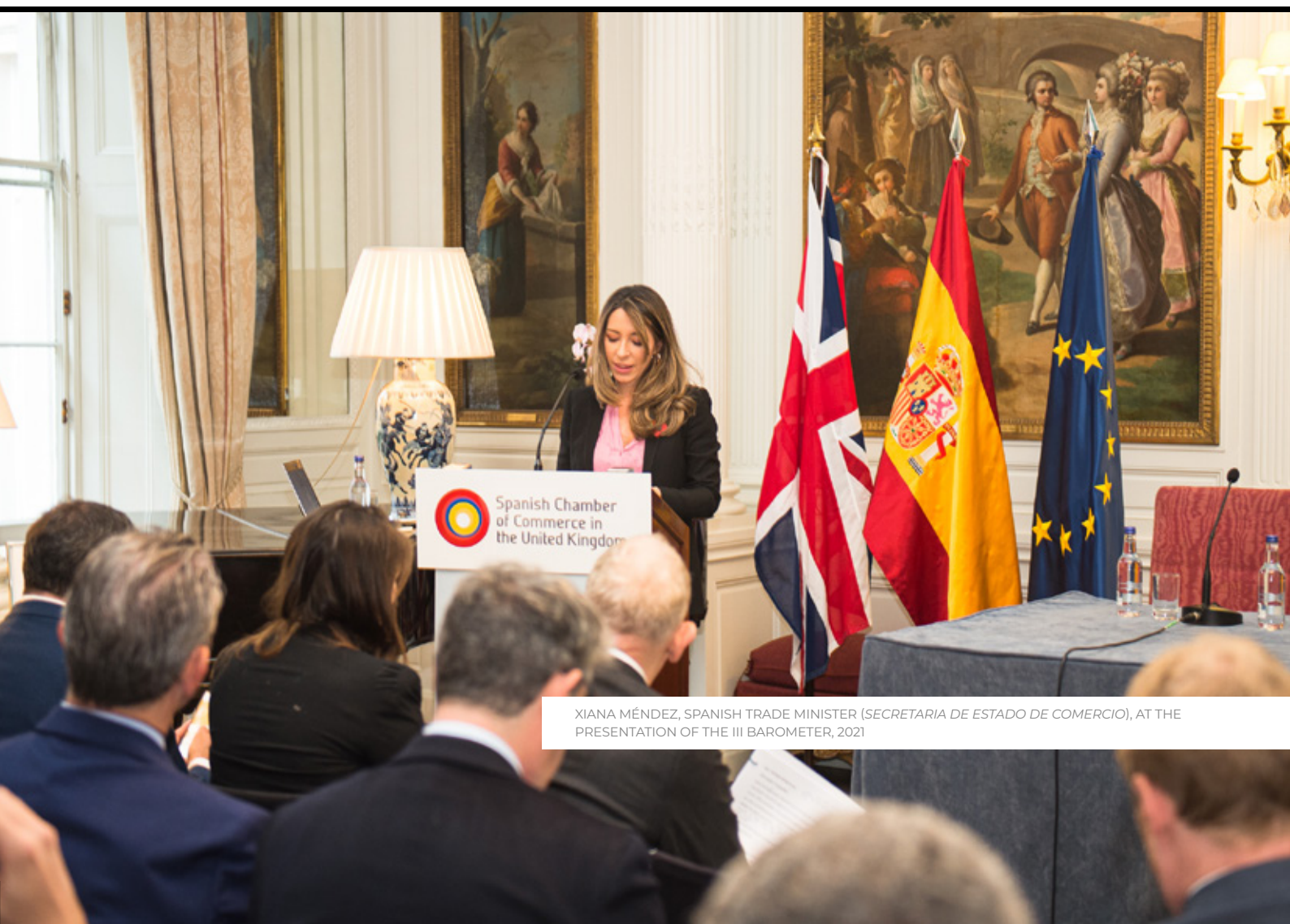
POSTAL ADDRESS

DERBY HOTELS COLLECTION

BARCELONA MADRID
LONDON & PARIS



DERBYHOTELS.COM



XIANA MÉNDEZ, SPANISH TRADE MINISTER (SECRETARIA DE ESTADO DE COMERCIO), AT THE PRESENTATION OF THE III BAROMETER, 2021

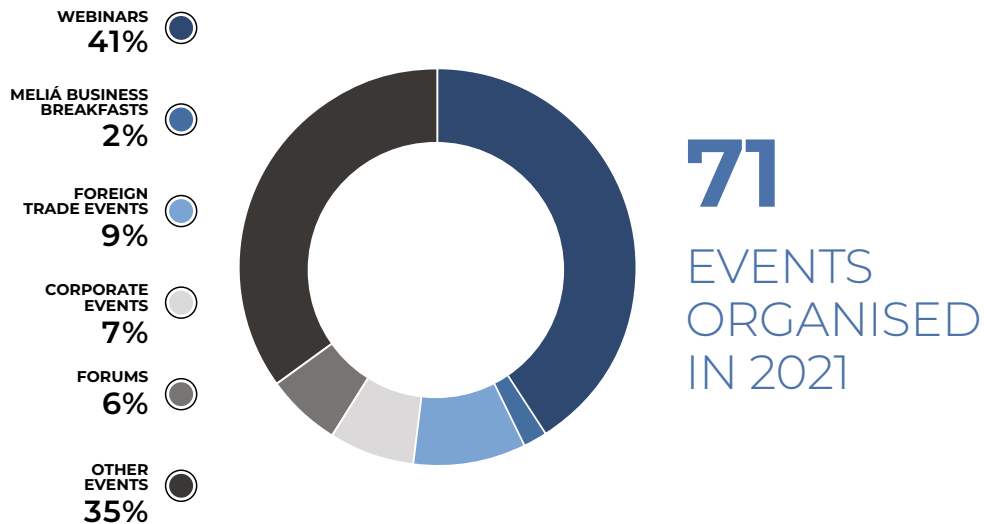
EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK, AT THE PRESENTATION OF THE III BAROMETER, 2021



ANNUAL REPORT 2021

EVENTS

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



+1,616
GUESTS WELCOMED

+179
COMPANIES TOOK PART AT OUR EVENTS

+1
NEW SERIES OF EVENTS LAUNCHED IN 2020

SPONSOR COMPANIES OF 2021 CORPORATE EVENTS

ABANCA

Sabadell

BBVA

CaixaBank

cellnex
driving telecom connectivity

Estrella Galicia

exolum

ferrovial

FT
FINANCIAL TIMES

Gestamp

IBERIA

LOPEZ LANDA
INTERIORS

MAHOU SANMIGUEL

MC
Marqués de Cáceres

RAVENTÓS CODORNÍU
WINERIES & VINEYARDS

Santander

SEAT

URIA MENENDEZ

WHITE & CASE

EMBASSY OF SPAIN TO THE UNITED KINGDOM

GOBIERNO DE ESPAÑA
MINISTERIO DE INDUSTRIA, COMERCIO Y TURISMO

Cámara
de Comercio de España

Department for
International Trade



ANNUAL GOLDEN AWARD RECEPTION, 2021

EVENTS DURING THE CORONAVIRUS PANDEMIC

Covid-19 had a significant impact on the Chamber's activity. It changed the way we work, and how we could offer support to our Members. Despite the disruptions to our in-person events in 2020, **it was the Chamber's priority to continue offering bespoke services to all Members**, until we were able to return to hybrid and in-person events in 2021.

In 2020, the Chamber quickly mobilised digitalisation strategies to hold online webinars to help our Members in the times of uncertainty. This service continued in 2021, and in **substitution of the networking opportunities at our in-person events, we helped our Member companies to meet with each other by means of virtual introductions and online networking events, both formal and informal.**

Our online events continued to be a huge success in 2021, and our Members had the opportunity to create their own webinars to share their expertise in order to reach new potential clients. We promoted their news and events through our social media and e-newsletter and published blog posts regularly.

We continued to be more active on social media and in promoting our Members' businesses, services, special offers and events. We also continued 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.**

The Chamber collaborated with Members across various sectors to organise a series of online webinars. Together with our Members, the Chamber continued to hold webinars based on useful topics and reached out to interesting and recognised leaders from specialised companies as

guest speakers. **The Chamber's main goal was to continue informing Members about the latest developments of the pandemic and to share ideas on how businesses could continue to adapt to "the new normal".**

By summer 2021, the Chamber was able to return to in-person events, taking into careful consideration the government guidelines in place. Our first in-person event post-pandemic, the 134th Annual General Meeting, was a hybrid event to ensure that those Members who could not attend would still be able to participate. The Chamber was able to hold a further 9 events in person, and it was wonderful to welcome back our Patrons, Benefactors and Members.



 Spanish Chamber
of Commerce in
the United Kingdom

Gerardo Barrachina
President of the Spanish Chamber
of Commerce in the United Kingdom

2021 EVENTS



JAN

- 13
WEBINAR | B2B Family Business: Competing with your Company Culture
- 21
JORNADA PAÍS ZARAGOZA | Brexit: Final del periodo transitorio - La situación actual
- 21
WEBINAR | Setting Yourself up for Success during Turbulent Times
- 26
VIRTUAL NETWORKING EVENT | CIAC Monthly Mixer
- 27
JORNADA PAÍS GRANADA | Brexit: Desafíos y Oportunidades
- 27
WORKSHOP | Talleres Brexit. Guías de acceso al mercado de Reino Unido a partir del 1 de enero de 2021
- 28
Elevator Pitch Online!

FEBRUARY

- 8
WORKSHOP | Talleres Brexit. Guías de acceso al mercado de Reino Unido a partir del 1 de enero 2021.
- 12
WORKSHOP | Making the most of your Spanish Chamber membership
- 15
WORKSHOP | Murcia - Guías de acceso al mercado de Reino Unido a partir del 1 de enero 2021. Procedimientos aduaneros
- 17
WEBINAR | Are you Brexit Ready? Advice for Business Travellers.
- 18
WORKSHOP | Talleres Brexit. Guías de acceso al mercado de Reino Unido a partir del 1 de enero 2021
- 22
WEBINAR | In conversation with the UK Minister of State for Trade Policy The Rt Hon Greg Hands MP
- 23
WEBINAR | Overflying the Crisis: Airport Management Strategies in Critical Times
- 24
WEBINAR | Brexit & Beyond: Everything you need to know about Digital Trade with the UK
- 25
WEBINAR | Leadership Competencies in the New Normal
- 26
VIRTUAL NETWORKING EVENT | CIAC Monthly Mixer & Wine Tasting

MAR

- 9
WEBINAR | Brexit & Beyond: The New UK Migration Rules
- 11
WEBINAR | Brexit & Beyond: Rules of Origin
- 17
WEBINAR | Brexit & Beyond: Financial Services in the UK post-Brexit
- 18
WEBINAR | In conversation with the Chief Executive of Make UK, Stephen Phipson CBE
- 24
WEBINAR | Incentivos Fiscales para la I+D en el Reino Unido
- 24
WEBINAR | Trading Opportunities with Spain
- 24
ONLINE HUMAN CAPITAL FORUM | Tackling Racial Discrimination in the Workplace
- 25
WEBINAR | Formalidades para desplazar trabajadores de España a Reino Unido tras el Brexit
- 25
WEBINAR | Brexit & Beyond: Transporting goods to the UK by road
- 30
WEBINAR | CIAC Monthly Mixer - New UK immigration system: what you need to know

APR

- 8
WEBINAR | How to achieve an optimal level of digitisation for your business
- 21
WEBINAR | Employment issues in the New Normal: Your questions answered
- 21
WEBINAR | Accessing the UK market post-Brexit: a BSI perspective
- 23
WORKSHOP | Making the most of your Spanish Chamber membership
- 27
WEBINAR | Brexit & Beyond: The VAT Implications of EU Exit

MAY

- 4
WEBINAR | In conversation with the Rt Hon Kwasi Kwarteng MP, Secretary of State for Business, Energy & Industrial Strategy
- 12
WEBINAR | Keeping remote teams engaged during and beyond the coronavirus pandemic
- 13
WEBINAR | Brexit & Beyond: the UK Global Tariff explained
- 13
WEBINAR | Post Brexit UK: Re-imagining the UK's Trading Environment
- 19
WEBINAR | The Green Transition: Challenges for Energy Companies
- 20
WEBINAR | Explained: the EU's new VAT e-commerce package
- 26
WEBINAR | Brexit & Beyond: Exporting to the UK after Brexit
- 27
VIRTUAL NETWORKING EVENT | CIAC Monthly Mixer & Tequila Tasting

REFERENCES

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



JUN

- 2 **WEBINAR** | Mental Health in the Workplace: Thinking Differently
- 9 **WEBINAR** | Brexit & Beyond: The impact on SMEs
- 15 Elevator Pitch Online!
- 22 **WEBINAR** | English Law in 2021: your key questions answered
- 24 **ONLINE HR FORUM** | Change and the Future of Work
- 25 **WORKSHOP** | Making the Most of your Spanish Chamber Membership
- 29 **WEBINAR** | Innovation as a Driver of Competitiveness
- 29 **VIRTUAL NETWORKING EVENT** | CIAC Monthly Mixer & Rum and Cigars Tasting
- 30 **IN-PERSON EVENT** | 134th Annual General Meeting

SEPTEMBER

- 8 **WORKSHOP** | Making the most of your Spanish Chamber membership
- 14 **PATRONS EVENT** | Central America's Bicentenary Celebration Networking Reception
- 15 **WEBINAR** | Financial services and transitioning to net zero
- 16 **WORKSHOP** | Innovation through Branding
- 21 **WEBINAR** | In Conversation with Terry Scuoler CBE, Chairman of the Institute of Export and International Trade
- 22 **IN-PERSON EVENT** | Annual Golden Award 2020
- 28 **VIRTUAL NETWORKING EVENT** | CIAC Monthly Mixer & Rum Masterclass

OCT

- 5 **IN-PERSON SEMINAR** | An Introduction to Estate and Inheritance Tax Planning: UK rules and how they affect UK residents & expats
- 14 **IN-PERSON EVENT** | Reception of the 135th Anniversary of the Spanish Chamber of Commerce in the UK
- 21 **IN-PERSON EVENT** | Meliá Business Breakfast with Wendy Morton MP, Minister for Europe and the Americas
- 25 **WEBINAR** | The Future of the City of London, Post Pandemic
- 27 **WEBINAR** | Returning to the office and how to consciously update your business dress code for autumn/winter
- 28 **WORKSHOP** | Making the most of your Spanish Chamber Membership

NOV

- 4 **IN-PERSON PANEL DISCUSSION** | ESG Leadership – Lead a positive change and learn how to drive sustainability in your organisation
- 9 **IN-PERSON EVENT** | Meliá Business Breakfast with Hugh Elliott, British Ambassador to Spain
- 10 **IN-PERSON EVENT** | III Barometer on the Climate and Outlook for Spanish Investment in the UK
- 11 **ONLINE HR FORUM** | The Intergenerational Workplace
- 23 **IN-PERSON EVENT** | Patrons' Event: FEDECOM Award Reception
- 25 **WEBINAR** | Operating in the UK via a Commercial Agent
- 30 **WEBINAR** | CFCC Event: Shevaun Haviland – Focus for UK Ltd – trade, purpose and ESG

DEC

- 2 **WEBINAR** | El mercado británico a partir del 2022

WEBINARS
41%

MELIÁ BUSINESS
BREAKFASTS
2%

FOREIGN
TRADE EVENTS
9%

CORPORATE
EVENTS
7%

FORUMS
6%

OTHER
EVENTS
35%

71
EVENTS

STATISTICS

MEMBERS' WEBINARS

13TH JANUARY

esade

WEBINAR | B2B FAMILY BUSINESS: COMPETING WITH YOUR COMPANY CULTURE

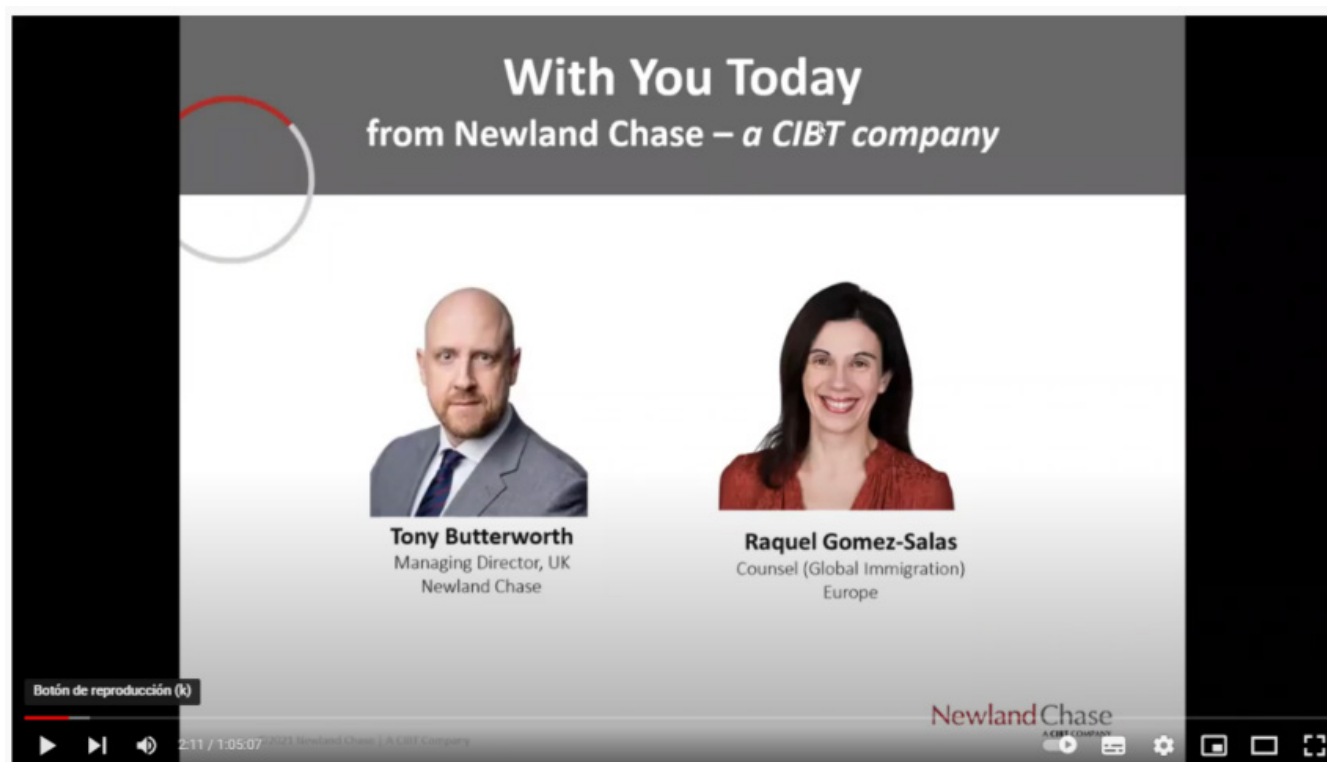
Our first webinar of the year was organised in collaboration with Chamber Member **ESADE Executive Education**, during which the topics of family businesses and the importance of company culture as a competitive tool in business-to-business relationships were discussed.

17TH FEBRUARY

NewlandChase

WEBINAR | ARE YOU BREXIT READY? ADVICE FOR BUSINESS TRAVELLERS

For this webinar, we were joined by UK and EU immigration experts from Chamber Member **Newland Chase**, to discuss the actions businesses should be taking and looking ahead to how the end of the Brexit transition period would impact business travelers and employees moving between the EU and the UK. **Tony Butterworth** – Managing Director UK, and **Raquel Gómez Salas** – Global Immigration Counsel, were our guest speakers.



WEBINAR | Are you Brexit Ready? Advice for Business Travellers

NEWLAND CHANSE WEBINAR ON THE 17TH FEBRUARY

24TH MARCH

fi group

WEBINAR | INCENTIVOS FISCALES PARA LA I+D EN EL REINO UNIDO

During this webinar, suitable for any Spanish company with subsidiaries in the United Kingdom, we were joined by **Marta Sebastiá**, Managing Director of Chamber Member **FI Group UK**, an expert in tax incentive systems in the United Kingdom and Spain. Marta discussed the financing mechanisms that companies can benefit from, as well as the different advantages offered in the current economic context.



24TH MARCH

WEBINAR | TRADING OPPORTUNITIES WITH SPAIN

This webinar was hosted by the **Hampshire Chamber of Commerce**, alongside **Bonita Bhandari**, Foreign Trade Manager of the Spanish Chamber of Commerce in the UK. During the informative session they discussed general information on the UK-Spain trade relationship; opportunities within the Spanish market for UK exporters; points to consider for UK importers as well as potential challenges and useful resources for attendees to use and keep themselves informed.



25TH MARCH

WEBINAR | FORMALIDADES PARA DESPLAZAR TRABAJADORES DE ESPAÑA A REINO UNIDO TRAS EL BREXIT

This webinar was held in collaboration with the **Official Chamber of Commerce, Industry and Services of the province of Huesca**. It addressed the necessary conditions to take into account in the posting of workers to the United Kingdom from Spain after Brexit.



8TH APRIL

WEBINAR | HOW TO ACHIEVE AN OPTIMAL LEVEL OF DIGITISATION FOR YOUR BUSINESS

During this webinar we spoke to experts in the field of digital transformation of companies from Chamber Member **Axis Corporate**. Participants were given the opportunity to learn how to effectively analyse the degree of digital maturity of their business and how they can advance smartly and sustainably in the digital transformation process.



19TH MAY

WEBINAR | THE GREEN TRANSITION: CHALLENGES FOR ENERGY COMPANIES

This “Connecting to Spain” session was held in collaboration with the **Consulate General of Spain in Edinburgh**. We hosted a virtual dialogue on the topic of environmental sustainability issues for energy companies. **José Luis Muñoz**, CEO of **Repsol Sinopec Resources UK** and **Hazel Gulliver**, Director of Engagement at **ScottishPower**, part of the Iberdrola Group and Patron of the Chamber, joined us to discuss the topic.



SPEAKERS AT SOME OF OUR WEBINARS IN 2021

20TH MAY



WEBINAR | EXPLAINED: THE EU'S NEW VAT E-COMMERCE PACKAGE

In this informative webinar, **Andy Spencer**, Director of Consulting Services at **Sovos**, provided a breakdown of the modernisation of VAT for cross-border e-commerce. Sovos is a provider of tax compliance & regulatory reporting software and a Benefactor of the Chamber.

22ND JUNE



WEBINAR | ENGLISH LAW IN 2021: YOUR KEY QUESTIONS ANSWERED

On this occasion, the Chamber teamed up with the **British Spanish Law Association** to organise this panel discussion which provided a one-stop survival guide to English law in 2021. The panel was made up of **Álvaro Aznar Azcarate**, **Julia Hutchins** and **Stephen Oliver** from Chamber Benefactor **Buckles Solicitors LLP**, as well as **Victoria Gonzalez**, **John Venn and Sons**; and **Gemma Ospedale**, **Royds Withy King**.



WEBINAR | English Law in 2021: your key questions answered

ÁLVARO AZNAR AZCARATE, SENIOR ASSOCIATE AT BUCKLES SOLICITORS LLP

29TH JUNE



WEBINAR | INNOVATION AS A DRIVER OF COMPETITIVENESS

During this technical online session, the Chamber once again teamed up with experts from our Member **Axis Corporate**. Senior experts from their team shared their methodological approach and advice for implementation of innovation processes and operational practices in any company.



ENRIQUE LARA, DIRECTOR OF DIGITAL & INNOVATION AT AXIS CORPORATE

SCORNIK GERSTEIN LLP

25TH NOVEMBER

WEBINAR | OPERATING IN THE UK VIA A COMMERCIAL AGENT

Alongside our Member **Scornik Gerstein LLP**, we presented this webinar for Spanish companies considering or with current operations in the UK through a commercial agent. Participants were able to find out how to protect themselves contractually against potential claims by the Agent to its Principal.



LAURA GALLEGO HERRÁEZ, SOLICITOR, SCORNIK GERSTEIN LLP

RESUMING IN-PERSON EVENTS

In the second half of 2021, the Spanish Chamber of Commerce in the UK was delighted to return to holding in-person events. Taking into careful consideration the government guidelines related to the Covid-19 pandemic, the Chamber was able to successfully hold a total of 10 hybrid or in-person events. It was wonderful to welcome our Members back!

MARÍA DOMÍNGUEZ, MELIÁ HOTELS INTERNATIONAL AND ANNE GADD, GIAMBRONE & PARTNERS LLP, AT THE ANNUAL GENERAL MEETING, 2021



SIMON COHEN, MANAGING ASSOCIATE, ONTIER LLP, AND EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK



ÁLVARO NADAL, HEAD OF THE ECONOMIC AND COMMERCIAL OFFICE OF SPAIN IN THE UK; JOSÉ SOL, COVAP; JOSÉ MARÍA FERNÁNDEZ LÓPEZ DE TURISO, DEPUTY HEAD OF MISSION, SPANISH EMBASSY; AND EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK, AT THE ANNUAL GENERAL MEETING, 2021



Spanish Chamber
of Commerce in
the United Kingdom

JUAN CARLOS MACHUCA, HEAD OF THE LONDON OFFICE, URÍA MENÉNDEZ, AT THE ANNUAL GENERAL MEETING, 2021

134TH 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 2021 it was the first event assembly following the Brexit transition period.

The 134th edition of our AGM was held as a hybrid event on Wednesday 30th June. **Mr. Eduardo Barrachina, Mr. Nacho Morais, Mr. Igor Urrea, Mr. Álvaro Nadal, and Mr. José María Fernández López de Turiso**, were joined by some of the Chambers Patrons and Benefactors at the Spanish Embassy. The event was live streamed to our wider membership network.

The AGM started with opening remarks by **Mr. José María Fernández López de Turiso**, Deputy Head of Mission at the Spanish Embassy in London, who was acting as *chargé d'affaires*.

Following this, the Chamber's President, **Mr. Eduardo Barrachina**, updated the Board of Directors and Members on the **current situation** of the Chamber, stating: "Our main priority is to resume face-to-face events, we are looking forward to being able to see our Members once again". He added that "our main purpose is to digitalise the Chamber and help SME companies reach their goals". This was preceded

by a **financial overview** by **Mr. Nacho Morais**, the Chamber's Treasurer.

Mr. Igor Urrea, the Secretary General of the Chamber, then provided a summary of the **Chamber's activities** in 2020, emphasising the efforts made to go online during the pandemic.

Members were then given the opportunity to vote on a number of proposed changes to the Statutes which govern the Chamber, received by the State bar. **All changes were approved**. This was followed by the ratification of the honorary Members of the Chamber.

Mr. Álvaro Nadal, Head of the Economic and Commercial Office of Spain in the United Kingdom, then reported on the **commercial relations** between Spain and the UK.

Closing remarks were given by **Mr. José María Fernández López de Turiso**.

The meeting was followed by a **drinks reception** on the terrace of the Spanish Embassy.

This event was kindly sponsored by our Patron **Marqués de Cáceres**, and Benefactor **Mahou San Miguel**.



NACHO MORAIS, DIRECTOR, FRANK CONSULTING; EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK; JOSÉ MARÍA FERNÁNDEZ LÓPEZ DE TURISO, DEPUTY HEAD OF MISSION, SPANISH EMBASSY; AND ÁLVARO NADAL, HEAD OF THE ECONOMIC AND COMMERCIAL OFFICE OF SPAIN IN THE UK

ENRIQUE MEDINA MALO, GENERAL COUNSEL, TELEFÓNICA; JUAN CARLOS MACHUCA, HEAD OF THE LONDON OFFICE, URÍA MENÉNDEZ; AND ÁLVARO NADAL, HEAD OF THE ECONOMIC AND COMMERCIAL OFFICE OF SPAIN IN THE UK



SIMON COHEN, MANAGING ASSOCIATE, ONTIER LLP; MARÍA DOMÍNGUEZ, SENIOR SALES MANAGER, MELIÁ WHITE HOUSE; ADAM MUNDAY, GENERAL MANAGER, MELIÁ WHITE HOUSE; AND EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK



IGNACIO CASAJÚS, CEO, EXOLUM AND ALEJANDRO VERDU DE HARO, PARTNER, BUCKLES SOLICITORS LLP



GUESTS AT THE 134TH ANNUAL GENERAL MEETING, IN JUNE 2021



EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK; JOSÉ MARÍA FERNÁNDEZ LÓPEZ DE TURISO, DEPUTY HEAD OF MISSION, SPANISH EMBASSY; AND ÁLVARO NADAL, HEAD OF THE ECONOMIC AND COMMERCIAL OFFICE OF SPAIN IN THE UK

MELIÁ BUSINESS BREAKFASTS

The Chamber's Meliá Business Breakfast series which began in 2019 went online in 2020 as a response to the pandemic to provide Members with useful insights directly from a variety of very senior guest speakers. **This initiative enabled the Chamber to enhance its relationship with the British Government and other important business institutions in a time of global economic turmoil.**

Thanks to the easing of the government-imposed restrictions, in October 2021 the Chamber was delighted to bring back the in-person Meliá Business Breakfasts, both of which were held at the **Meliá White House** hotel in London.



TRADITIONAL SPANISH BREAKFAST AT THE MELIÁ WHITE HOUSE HOTEL IN LONDON

21ST OCTOBER

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

The first in-person Meliá Business Breakfast welcomed **Wendy Morton MP**, Minister for Europe and the Americas as its special guest. The Minister gave a briefing on the climate for trade and investment post-Brexit, addressing Spain and the UK as the two countries with the largest exchange of travellers in the world and with the greatest exchange of residents in Europe. The talk was followed by an open discussion between all event participants and a networking breakfast.

9TH NOVEMBER

MELIÁ BUSINESS BREAKFAST WITH H.E. HUGH ELLIOTT, BRITISH AMBASSADOR TO SPAIN

For the second Meliá Business Breakfast of 2021 we were joined by **HM's Ambassador to Spain and non-resident Ambassador to Andorra, H.E. Hugh Elliott** as our special guest. Welcoming words were given by **Mr. Gabriel Escarrer**, the CEO of Meliá Hotels International. The Ambassador gave a briefing on the current state of the commercial relationship between Spain and the UK and the movement of people between the two nations. The talk was followed by an open discussion between all event participants and a networking breakfast.

H.E. HUGH ELLIOTT, BRITISH AMBASSADOR TO SPAIN



ADAM MUNDAY, GENERAL MANAGER, MELIÁ WHITE HOUSE; WENDY MORTON MP, MINISTER FOR EUROPE AND THE AMERICAS (*SECRETARIA DE ESTADO PARA EUROPA*); EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK; ELISA CARBONELL, ICEX; AND ÁLVARO NADAL, HEAD OF THE ECONOMIC AND COMMERCIAL OFFICE OF SPAIN IN THE UK

TRADE WITH SPAIN

14TH JANUARY

JORNADA PAÍS SEVILLA

During this presentation we discussed how to do business in the UK after Brexit. The evolution of the top 10 sectors exported to the UK from 2018 to 2020 was also analysed, as well as the benefits, strengths and **trends and opportunities** of the UK market.

15TH JANUARY

JORNADA PAÍS TORTOSA

The main purpose of this presentation was to guide entrepreneurs on how to continue doing business in the UK despite Brexit. The new **Trade Agreement** was explained in depth, as well as the challenges and opportunities for the future.

21ST JANUARY

JORNADA PAÍS ZARAGOZA

Our team provided an analysis of the **evolution of foreign trade** between Spain and the UK and gave recommendations for maintaining the same trading relationship with the UK post-Brexit.

27TH JANUARY

JORNADA PAÍS GRANADA

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



27TH JANUARY

JORNADA PAÍS VALENCIA

During this session, we discussed the **opportunities and outlook** for doing business in the UK after Brexit.

8TH FEBRUARY

JORNADA PAÍS VALENCIA

This virtual trip to Valencia gave an update about Brexit on UK **market access guides** and the agri-food sector and packaging returns.



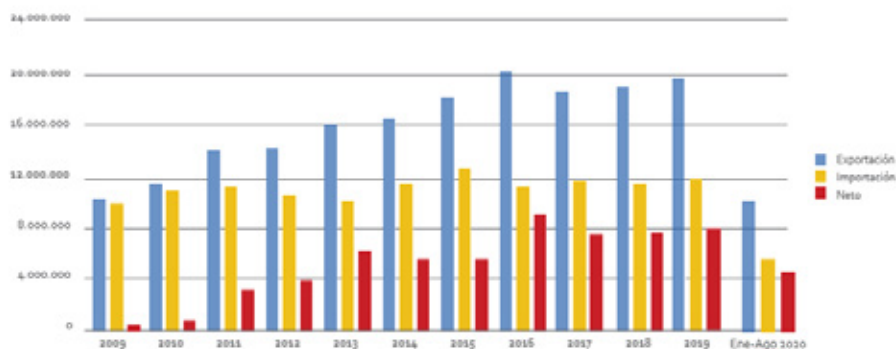
10TH FEBRUARY

JORNADA PAÍS CÁDIZ

Another virtual event in which the system developed by the United Kingdom to carry out controls, the **customs facilities available to importers**, as well as the temporary storage and pre-clearance models that will come into force from 1 July in a generalised manner, were explained. Key points were also provided on the application of the rules of origin within the framework of the agreement, the VAT implications, and the implications of the use of certain INCOTERMS in contracts.

ESPAÑA-REINO UNIDO

Evolución Comercio Exterior 2009 – Ago. 2020. En €'000



CÓMO HACER NEGOCIOS EN EL REINO UNIDO DESPUÉS DEL BREXIT | VALENCIA | 18 FEB 2021

JORNADA PAÍS VALENCIA CELEBRATED ON THE 18TH OF FEBRUARY

10TH FEBRUARY

JORNADA PAÍS MERCADOS

This webinar was dedicated to the **Berries sector in the post-Brexit scenario**, in which we analysed how the first month of Brexit unfolded with different representatives of the sector.

18TH FEBRUARY

JORNADA PAÍS VALENCIA

A virtual trade mission to **Valencia** which sought to explain the changes that **Brexit** made to the British market and how companies wishing to trade in Britain must act.

15TH FEBRUARY

JORNADA PAÍS MURCIA

This virtual conference focused on **access guides to the British market** for companies in the cosmetics, chemical and agri-food sectors.

22ND FEBRUARY

JORNADA PAÍS ASTUREX

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

16TH FEBRUARY

JORNADA PAÍS CATALUÑA

The Foreign Trade team focused on Cataluña in this event, explaining the current post-Brexit situation for **Cataluña's agri-food sector**.

22ND FEBRUARY

JORNADA PAÍS CATALUÑA

This event mainly advised companies from **Cataluña** wishing to seek opportunities in the UK market after Brexit.

17TH FEBRUARY

JORNADA PAÍS CÁDIZ

This presentation for local companies in **Cádiz** provided general information on the main **agri-food products** exported and imported by the UK and how they are distributed. The bilateral trade in Cádiz wines was also explained.

23RD FEBRUARY

JORNADA PAÍS EXTREMADURA

In this conference, aimed exclusively at Spanish companies interested in internationalising their products to the United Kingdom, the Foreign Trade team explained the requirements for accessing the British market for agri-food products.

23RD FEBRUARY

JORNADA PAÍS EXTREMADURA

This event provided information on the **new Brexit agreement** and recommendations for companies trading both plant and animal products, wine, and organic products.

1ST MARCH

JORNADA PAÍS CASTILLA LA MANCHA

This webinar presented useful information on the **EU-UK** Trade and Cooperation Agreement, and the implications for trade in **consumer goods**.

3RD MARCH

JORNADA PAÍS MURCIA Y CATALUÑA

The main goal of this presentation was to present the situation of the **chemical industry in 2020**, the UK-EU27 agreement, and the real consequences of Brexit for companies in this sector.

9TH MARCH

JORNADA PAÍS CASTILLA LA MANCHA

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



10TH MARCH

JORNADA PAÍS CASTILLA Y LEÓN, RIOJA Y ARAGÓN

In another virtual trade mission, this online event offered information about **The Boarding Operating Model** as well as customs, VAT, logistics and transport issues.

15TH MARCH

JORNADA PAÍS ICEX NACIONAL

On this occasion, the session focused on customs facilities and **ICEX guides** to access the British market.

17TH MARCH

JORNADA PAÍS ICEX NACIONAL

We provided information on **EU-GB** trade in fishery products, live animals, designation of origin and geographical indications.

18TH MARCH

JORNADA PAÍS HUELVA

This webinar introduced and explained **investment opportunities** in the UK for Spanish companies in the context of Brexit.

24TH MARCH

JORNADA PAÍS HAMPSHIRE

The Foreign Trade team focused this time on **opportunities** in the Spanish market, providing an in-depth look at the current trade between Spain and the UK, and informing about the benefits of investing in Spain.

25TH MARCH

JORNADA PAÍS HUESCA

This virtual conference gave an update on how to do business in the UK post-Brexit.

26TH MAY

JORNADA PAÍS AJE

The penultimate Jornada País of the year focused on the main investment sectors in the UK and the evolution of Spanish trade.

23RD JUNE

JORNADA PAÍS ACUITY LAW

In the last Jornada País we gave an overview of challenges and opportunities in the Spanish market for **British businesses**.



 Spanish Chamber
of Commerce in
the United Kingdom
EST. 1886

TRADE BETWEEN UK AND SPAIN

- Leading sectors are:
 - Automotive and auto parts
 - Electrical equipment
 - Chemicals & pharmaceutical products
 - Consumer goods
 - Food (edible fruits & vegetables) and drinks (beverages, spirits & vinegar)
- Over 900 UK companies operate in Spain
- Over 700 Spanish companies have a presence in the UK

CHALLENGES AND OPPORTUNITIES IN THE SPANISH MARKET | Acuity Law | 23rd June 2022

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 to the UK who holds the role of Honorary President of the Chamber, as well as welcoming one or multiple esteemed guests of honour from the business or political sphere.

ANNUAL GOLDEN AWARD

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

This year, this award was granted to **Ebro Foods** for its notable achievements in the UK. Ebro Foods is a world leader in the rice market and the second largest global company in the premium dry and fresh pasta markets.

The recognition was received by the Chairman of Ebro Foods, **Mr. Antonio Hernández**. The event was also attended by the Spanish Ambassador to the UK, **H.E. José Pascual Marco Martínez**, as his first official act as Ambassador with the Spanish Chamber of Commerce in the UK. Chamber Benefactor **Mahou San Miguel** and Chamber Patron **Raventós Codorníu** kindly sponsored the event.



H.E. JOSÉ PASCUAL MARCO, AMBASSADOR OF SPAIN; ANTONIO HERNÁNDEZ, CHAIRMAN OF EBRO FOODS; AND EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK



ANTONIO HERNÁNDEZ, CHAIRMAN OF EBRO FOODS, RECEIVING THE GOLDEN AWARD FROM H.E. JOSÉ PASCUAL MARCO, AMBASSADOR OF SPAIN

INTERVIEW WITH THE ANNUAL GOLDEN AWARD 2020 WINNER EBRO FOODS

We interviewed **Mr. Antonio Hernández**, the Chairman of Ebro Foods, to find out more about the company's operations in the UK, and how the Ebro Foods Group has benefited from being presented the Annual Golden Award 2020 by the Spanish Chamber of Commerce in the UK.

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

A: The Ebro Foods Group is the leading food group in Spain, global leader in the rice sector and has a prominent global position in the categories of premium and fresh pasta, leader in the countries in which it operates. **Through a network of 34 subsidiaries, it operates in the principal rice and pasta markets in Europe, North America and South-East Asia, with a growing presence in other countries.**

The Ebro Group operates through a portfolio of 84 brands in 71 countries, with 75 industrial and commercial facilities in 16 of them.

Our presence in the UK started in the eighties, so nearly 40 years ago. We began in the ethnic and industrial business with a rice mill and flour plant in Liverpool. After this we bought the companies **S&B** and **Vogan**, increasing our presence in the ethnic and BTB segment, and a few years later we acquired a second rice mill in Cambridge.

In 2019, the acquisition of **Tilda** was a big achievement that gave us a leadership in the retail market, especially in the basmati and aromatic premium range.

Q: What brand values and business strategies do you try to follow at Ebro Foods?

A: Leadership, innovation, quality and added value are the key attributes of our products.

We are committed to investing in the product through a demanding Research, Innovation and Development (R&D&i) Policy championed by our own R&D&i Centers and an investment policy whose main objective is to materialise new concepts or ideas and anticipate the consumption needs of our customers and final consumers.

One of the main points of our strategy is incorporating leading brands in their respective segments, which we accompany with an advertising investment commitment that allows us to reinforce both their growth and their positioning. We care about developing products that offer a complete culinary experience, expanding the catalogue with new formats, flavours and preparations.

In the UK our brands represent what we could call real experts on rice. We are leaders in the aromatic segment with **Tilda®** and **Kohinoor®** brands but we also have a very strong risotto brand which is **Riso Scotti®**.

On the other hand, we also have a premium pasta brand, **Garofalo®**, which is the leader of the premium pasta segment in many European countries.

Q: What differentiates Ebro Foods from the rest of your competitors?

A: Our Group has a multi-company, multi-country and multi-brand business model. We have a decentralised culture in each of our subsidiaries for certain management areas, such as Commercial and Marketing, Logistics, Procurements, Human Resources and Environment, with a clear focus on an adequate business for each country, taking account of its specific idiosyncrasies, culture, laws, etc.

INTERVIEW WITH THE ANNUAL GOLDEN AWARD 2020 WINNER EBRO FOODS (CONT)

When we acquire a company we consider that the local teams are the ones that have to continue managing the business because they are the ones who have a deep knowledge of the local market, of what consumers like, of the retail channel... regardless of whether there is a Spanish controller supervising that management. I think that is one of our main strengths.

But without doubt our most relevant strength is our global diversification. Ebro has a very strong supply chain with factories in India, Thailand, Cambodia, Argentina, Spain and Italy which guarantees our access to the best qualities of raw materials and helps us to maintain a perfect service level even in difficult times like the Covid-19 pandemic or wars.

Q: Ebro Foods was presented with the 2020 Golden Award by the Spanish Chamber of Commerce in the UK, how has your business benefited from this recognition?

A: Being awarded by the Spanish Chamber of Commerce in the UK with this prestigious award has been **a real source of pride for the Ebro Group.**

It has helped us significantly improve our intangible assets, increase the knowledge about the Group in UK, increase the company's level of reputation and the visibility of our brands, granting them market recognition, etc., in short, **it has been very helpful to generate value for the Group at a global level and for our British companies in particular.** We are very happy with this recognition.

Q: How have you adapted to the new regulatory measures following the end of the Brexit transition period?

A: The adaptation has been quite smooth, as our factories are located in the UK, while not all our competitors have the same situation. The UK is not a rice producing nation and thus we have to bring the raw material from other world areas, mainly from India

and not that much from the EU. Only the present full employment situation has caused some logistics and labour problems, but we have, so far, dealt with them in a satisfactory way.

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

A: It is difficult to give a specific recommendation, since each sector has its own recipe and singularity; what I can say is that it has been a positive experience for us and **the UK is a very important market for Ebro**, so yes, I would encourage everyone to explore this important market, where if you find your space, it is without any doubt a very good one to develop.

“

BEING AWARDED BY THE SPANISH CHAMBER OF COMMERCE IN THE UK WITH THIS PRESTIGIOUS AWARD HAS BEEN A REAL SOURCE OF PRIDE FOR THE EBRO GROUP”



ANTONIO HERNÁNDEZ, CHAIRMAN OF EBRO FOODS

PATRONS' EVENTS

CENTRAL AMERICA'S BICENTENARY CELEBRATION NETWORKING RECEPTION

For our first in-person Patrons' event of 2021, **the Chamber held a formal networking reception in collaboration with the Central American Embassies in London** to celebrate Central America's Bicentenary.

At the Spanish Chamber of Commerce in the UK, not only are we committed to bilateral relations with our primary market, the UK, but we are also **determined to always generate new business opportunities, in particular with Latin America.**

During his opening speech, **Mr. Eduardo Barrachina**, President of the Chamber, **highlighted the**

importance of the Latin American market for our Patrons to generate new investment opportunities: "We need to redouble our efforts to re-forge here in London this close bond".

At this unique event we were joined by 17 Latin American Ambassadors in the UK, including **H.E. Iván Romero-Martínez**, Ambassador of Honduras; **H.E. Guisell Morales**, Ambassador of Nicaragua; **H.E. Rafael Ortiz Fábrega**, Ambassador of Costa Rica; **H.E. Vanessa Interiano**, Ambassador of El Salvador; and **H.E. José Alberto Briz Gutiérrez**, Ambassador of Guatemala.



EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK; JAMES DAURIS, HEAD OF THE FCDO LATIN AMERICAN DEPARTMENT; AND AMBASSADORS OF THE CENTRAL AMERICAN EMBASSIES IN THE UK

EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK; H.E. IVÁN ROMERO-MARTÍNEZ, AMBASSADOR OF HONDURAS; AND JAMES DAURIS, HEAD OF THE FCDO LATIN AMERICAN DEPARTMENT



MIDDLE LEFT: NACHO MORAIS, DIRECTOR, FRANK CONSULTING; GABRIELA MARTÍNEZ DE ARAGÓN, COUNTRY MANAGER UK, CAIXABANK UK; IGOR URRA, SECRETARY GENERAL OF THE SPANISH CHAMBER OF COMMERCE IN THE UK; AND JOSÉ ANTONIO OLANO, GLOBAL HEAD OF LOAN SYNDICATE, SOCIÉTÉ GÉNÉRALE
MIDDLE RIGHT: H.E. ELNIO MANUEL DURÁN, AMBASSADOR OF THE DOMINICAN REPUBLIC AND LEÓN FERNANDO DEL CANTO, BARRISTER, DEL CANTO CHAMBERS
BOTTOM: AMBASSADORS OF THE CENTRAL AND LATIN AMERICAN EMBASSIES IN THE UK

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

The Barometer on Climate and Outlook for Spanish Investments in the UK was presented and discussed on **Wednesday 10th** November at the **Spanish Embassy** in London.

This was a bilateral event co-hosted by **Lord Gerry Grimstone**, Minister for Investment from 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; **H.E. José Pascual Marco**; Spanish Ambassador to the UK; and **H.E. Hugh Elliott**; British Ambassador to Spain. Almost one hundred companies were represented at the event, thus **reflecting the role that the Chamber plays in bringing together companies and public institutions**.

The Barometer, which was put together by the Chamber, analysed trade flows between Spain and the UK and views and overall appetite for investment of Spanish companies in the UK during the 2019-2020 period.

Following the institutional welcome given by **H.E. José Pascual Marco**, **Mr. Eduardo Barrachina**, President of the Spanish Chamber of Commerce in the UK, welcomed guests and stated that “if you flick through the pages of the Barometer, you will see that the UK receives nearly 17% of Spanish foreign direct investment. **When Spanish companies think of venturing abroad, they think first of the British market.**”

Next, the Minister for Trade of the Spanish Government, **Ms. Xiana Méndez**, touched on the challenges being faced around the world with regards to international trade, reiterating that “**if there is something that will resist, that will get stronger, it's the bilateral relations between Spain and the United Kingdom**”.

Mr. José Manuel Alameda, Partner, **Analistas Financieros Internacionales (Afi)**, then presented the key findings of the III Barometer.

Some of the main conclusions included:

- **The UK retains its position as the most important destination for Spanish outward investment.**
- **54% of the Spanish companies invested in the UK rate the British business climate in the wake of Brexit as ‘acceptable’ or ‘good’.**
- **However, their perception of the labour market has deteriorated: one-quarter of the firms surveyed reported not being able to find the skills they need.**
- **Though the new UK-EU TCA has put an end to uncertainties over Brexit, one third of the respondents rated transport and energy services as ‘inadequate’, as well as increasing perceived barriers to entry into the market.**
- **Despite the pandemic and consequences of Brexit, 91% of the firms surveyed continue to view the British market as strategic.**

Following the speeches, we held a panel discussion with representatives from key companies investing in the UK which was moderated by **Mr. Peter Foster**, Public Policy Editor at the Financial Times. Our panellists, **Mr. John Carroll**, Head of International, Santander UK; **Mr. Ignacio Casajus**, CEO, Exolum; **Mr. Alfonso Álvarez**, Deputy Managing Director, Cellnex; and **Mr. Esteban García de Motilola**, Manager, Corporate Diplomacy & European Affairs, Gestamp, shared intelligent and thought-provoking opinions and ideas.

The second panel discussion focused on the public view on the climate and outlook for Spanish investment in the UK. The panel was made up of **Mr. Álvaro Nadal**, Head of the Economic and Commercial Office of Spain in the UK and **Ms. Lucy Buzzoni**, Director Investment (interim), DIT.

Ms. Eva Prada MBE who is the Director of the British Chamber of Commerce in Spain also gave a briefing on the outlook of British investment in Spain.

The event ended with concluding remarks being given by **Lord Wood of Anfield**, Member of the European Affairs Committee of the House of Lords.

This initiative was kindly sponsored by our Members **ABANCA, BBVA, CaixaBank, Cellnex, Exolum, Ferrovial, Gestamp, Iberia, Lopez Landa, Banco Sabadell, Santander, SEAT, Uría Menéndez** and **White & Case LLP**.



TOP: H.E. HUGH ELLIOTT, BRITISH AMBASSADOR TO SPAIN; EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK; MS. XIANA MÉNDEZ, SPANISH TRADE MINISTER (*SECRETARIA DE ESTADO DE COMERCIO*); LORD GERRY GRIMSTONE, BRITISH MINISTER FOR INVESTMENT (*SECRETARIO DE ESTADO*); H.E. JOSÉ PASCUAL MARCO, AMBASSADOR OF SPAIN; AND ÁLVARO NADAL, HEAD OF THE ECONOMIC AND COMMERCIAL OFFICE OF SPAIN IN THE UK
MIDDLE TOP: LORD GERRY GRIMSTONE, BRITISH MINISTER FOR INVESTMENT (*SECRETARIO DE ESTADO*)



PETER FOSTER, PUBLIC POLICY EDITOR, FINANCIAL TIMES; JOHN CARROLL, HEAD OF INTERNATIONAL, SANTANDER UK; IGNACIO CASAJÚS, CEO, EXOLUM; ALFONSO ÁLVAREZ, DEPUTY MANAGING DIRECTOR, CELLNEX; AND ESTEBAN GARCÍA DE MOTILOA, MANAGER, CORPORATE DIPLOMACY & EUROPEAN AFFAIRS, GESTAMP



MIDDLE BOTTOM: BLANCA CANO, SPANISH LABOUR, MIGRATION AND SOCIAL SECURITY COUNSELLOR; RAFAEL ORTEGA, SPANISH TRADE COUNSELLOR; AND CRISTINA GINÉS, VICE-PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK
BOTTOM: ÁLVARO NADAL, HEAD OF THE ECONOMIC AND COMMERCIAL OFFICE OF SPAIN IN THE UK

FORUMS

24TH MARCH

WEBINAR | HUMAN CAPITAL FORUM: TACKLING RACIAL DISCRIMINATION IN THE WORKPLACE

This was the first 2021 online edition of our HR Forum, during which we focused on the issue of racial discrimination in the workplace and how the pandemic has exacerbated this. During this online edition **Mónica Hernanz**, Chamber Member and the Forum's Chairwoman, carried out an open conversation with our esteemed guest speaker for the session, **Shereen Daniels**. Shereen is the **Vice Chair of the Black Business Association** and the **Founder & Managing Director of HR Rewired**.

24TH JUNE

WEBINAR | HUMAN CAPITAL FORUM: CHANGE AND THE FUTURE OF WORK

This was the second 2021 online edition of the HR Forum. The session commenced with an open conversation between **Mónica Hernanz** and our esteemed guest speaker for the session who was **Dr. Leandro Herrero** - the **CEO and Lead Designer** of products and services at **The Chalfont Project Ltd**. The dialogue explored organisational architecture, the myths of company culture, sustainable large scale behavioural and cultural change and the role of digitalisation in the future of work.

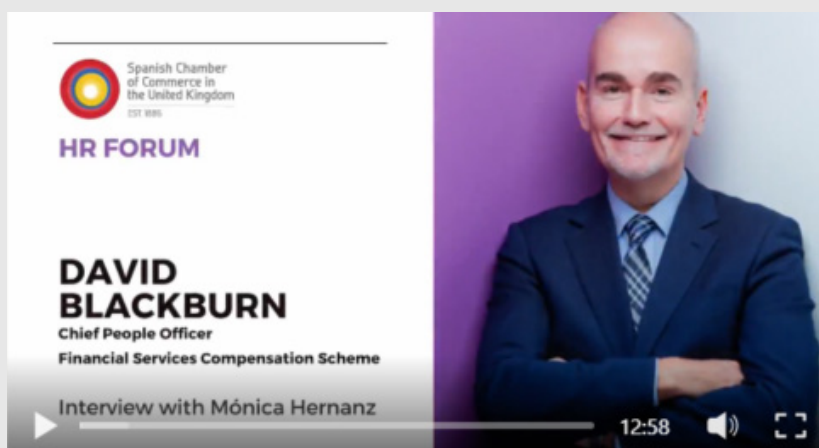
11TH NOVEMBER

WEBINAR | HUMAN CAPITAL FORUM: THE INTERGENERATIONAL WORKPLACE

This edition of the HR Forum carried the same format as the last one in that **Mónica Hernanz** began by carrying out an open conversation with our esteemed guest speaker for the session, **David Blackburn**. David is the **Chief People Officer, Financial Services Compensation Scheme (FSCS)** – an organisation that was set up in 2001 under the Financial Services and Markets Act 2000 to protect customers of financial services firms that have failed.



MÓNICA HERNANZ, CHAMBER MEMBER AND
CHAIRWOMAN OF THE HUMAN CAPITAL FORUM



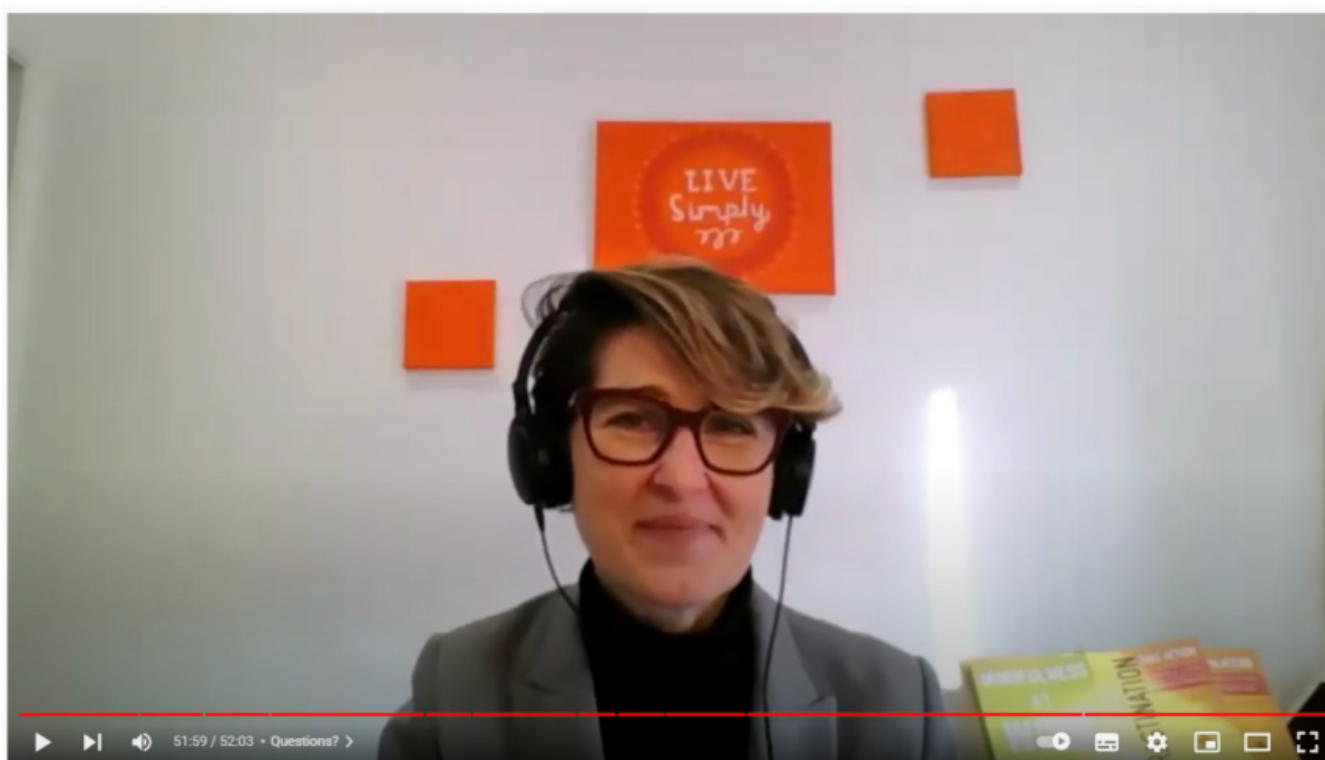
COVID-19 WEBINAR SERIES



21ST JANUARY

WEBINAR | SETTING YOURSELF UP FOR SUCCESS DURING TURBULENT TIMES

For this webinar we teamed up with **Nieves Rodríguez**, founder & executive certified coach at **FastrackToRefocus Coaching**, Members of the Chamber. This virtual workshop laid out a fool-proof plan to help participants reach their professional goals in the year ahead, in light of the unprecedented uncertainty faced by employers. Participants learnt from a true expert about: Change vs Crisis; Leading vs Managing during times of change; the importance of managing transition (internal) vs change (external); and the Steps to Extraordinary Productivity.



WEBINAR Setting Yourself up for Success during Turbulent Times

NIEVES RODRÍGUEZ, FOUNDER & EXECUTIVE CERTIFIED COACH AT FASTRACKTOREFOCUS COACHING



22ND FEBRUARY

WEBINAR | IN CONVERSATION WITH THE UK MINISTER OF STATE FOR TRADE POLICY THE RT HON GREG HANDS MP

This **Council of Foreign Chambers of Commerce in the UK webinar** with the **Rt Hon Greg Hands MP**, UK Minister of State for Trade Policy, provided an opportunity for the Minister to share insights on the importance of international trade and investment post-Covid-19, as well as the trends that will shape the world coming out of the crisis. He also gave an update on the UK Government's progress of current and planned bilateral trade talks.



IGNACIO CARTAGENA NÚÑEZ, CONSUL GENERAL OF SPAIN IN EDINBURGH



25TH FEBRUARY

WEBINAR | LEADERSHIP COMPETENCIES IN THE NEW NORMAL

This webinar was held in collaboration with **IESE Business School** who are Patron Members of the Chamber. We were joined by guest speaker **Yih-Teen Lee**, Professor at IESE Business School. During this webinar we discussed how companies and managers can better prepare themselves to cope with the new challenges posed by the new normal caused by the pandemic and reap its opportunities.



21ST APRIL

WEBINAR | EMPLOYMENT ISSUES IN THE NEW NORMAL: YOUR QUESTIONS ANSWERED

This topical discussion was hosted in collaboration with **Cripps Pemberton Greenish**, Member of the Spanish Chamber. Experts from their team addressed the following topics: return to normality, concerns about the back to work, ensuring health and safety; the renegotiation of contracts for remote and hybrid working and its risks; the furlough leave extension and what happens next; and the impact of the Uber decision on contractors and IR35.



2ND JUNE

WEBINAR | MENTAL HEALTH IN THE WORKPLACE: THINKING DIFFERENTLY

This informative virtual workshop was held alongside Chamber Member **Psychoanalyst London**. It discussed the importance of mental health and how the pandemic magnified the psychological challenges that many people were already dealing with.

The screenshot shows a Zoom webinar interface. On the left, there are logos for Cripps Pemberton Greenish and the Spanish Chamber of Commerce in the United Kingdom. The main title of the webinar is "The new normal- top employment issues as businesses look ahead for the end of lockdown". Below the title, it says "21 April 2021". On the right side, there is a small video feed of a woman, identified as Melanie Stancliffe. Below the video feed, the names of the speakers are listed: "Melanie Stancliffe and Ed Dickinson", followed by their email addresses: "Melanie.stancliffe@crippspg.co.uk" and "Ed.dickinson@crippspg.co.uk". A large, stylized image of a virus particle is in the background. At the bottom left, there is a button that says "Botón de reproducción (K)".

MELANIE STANCLIFFE, PARTNER, CRIPPS PEMBERTON GREENISH



WEBINAR | Mental Health in the Workplace: Psychoanalyst London. María R. de Almeida

MARÍA R. DE ALMEIDA, PSYCHOANALYST, PSYCHOANALYSIS LONDON



27TH OCTOBER

WEBINAR | RETURNING TO THE OFFICE AND HOW TO CONSCIOUSLY UPDATE YOUR BUSINESS DRESS CODE FOR AUTUMN/WINTER

In this interactive webinar which was held in collaboration with Chamber Patron **Del Canto Chambers**, we discussed the protocols and regulations of returning to the office after the pandemic, the importance of dressing consciously at work, optimisation of time and money and conscious consumption of clothing.



WEBINAR | Returning to the office and how to consciously update your business dress code

CHENXIAO HU WU, SOLICITOR, DEL CANTO CHAMBERS

BREXIT & BEYOND WEBINAR SERIES

In 2021, a key focus for the Chamber was strengthening its strategic relationship with the UK Government. We were determined to help businesses to understand the principal changes post-Brexit by facilitating meetings with numerous civil service departments from HMG.

In order to achieve this, in response to the UK's departure from the EU at the end of 2020, the Spanish Chamber organised a series of 10 technical webinars in an effort to break down and communicate the intricacies of **what the end of the Brexit transition period meant for different sectors and the key considerations and changes regarding doing business with the UK post-Brexit**. The webinars were greatly informative and presented the opportunity for participants to ask any questions they had directly to the representatives from those departments who led the sessions.

For each webinar we welcomed speakers from different departments of the UK Government:

- **Department for Digital, Culture, Media and Sport (DCMS)**
- **UK Home Office**
- **Department for Environment, Food and Rural Affairs (Defra)**
- **HM Treasury**
- **Department for Transport (DfT)**
- **HM Revenue & Customs (HMRC)**
- **Department for International Trade (DIT)**
- **Department for Business, Energy and Industrial Strategy (BEIS)**

Our civil service contacts additionally attended several of the in-person corporate events which we held in the final quarter of 2021, all of which had a networking element, thus creating a further chance for our Member companies to speak directly with them.

We are continuing to build on this relationship with the UK Government, and in 2022 and beyond, we will ensure that our Members are presented with further opportunities to ask questions and gain clarity on the challenges imposed by Brexit, so that they can operate successfully in the United Kingdom and Spain.



Brexit and Beyond
Spanish Chamber of Commerce
in the United Kingdom



HM Government



Department for
Digital, Culture
Media & Sport

24TH FEBRUARY

[WEBINAR | BREXIT & BEYOND: EVERYTHING YOU NEED TO KNOW ABOUT DIGITAL TRADE WITH THE UK](#)

The first edition of the Brexit & Beyond technical webinar series was on the topic of Digital Trade with the UK post-Brexit. We were joined by senior guest speakers from the **Department for Digital, Culture, Media & Sport (DCMS)**: **Joseph Metcalf**, Head of Australia, and Emerging Technologies in DCMS's Digital Trade team; **Steve McConnell**, Head of EU Negotiations Policy in the Digital Trade Team; and **David Hoy**, Data Policy Lead for the International Data Unit.



Home Office

9TH MARCH

[WEBINAR | BREXIT & BEYOND: THE NEW UK MIGRATION RULES](#)

This Brexit & Beyond webinar was on the topic of the **new UK migration rules post-Brexit**. We were joined by senior guest speaker **Blanca Grey**, part of the Strategy and Engagement Team at the **Home Office**, and her colleagues **Richard Jackson** and **Ragnar Clifford**, Policy Leads on the new immigration system.



WEBINAR | Brexit & Beyond: the New UK Migration Rules

BLANCA GREY, HOME OFFICE

11TH MARCH

[WEBINAR | BREXIT & BEYOND: RULES OF ORIGIN](#)

For this edition of the Brexit & Beyond technical webinar series, we were joined by **Sion Pryse** from the **Department for Environment, Food and Rural Affairs (Defra)** of the UK Government. The webinar covered the topic of **Rules of Origin** post-transition period.



17TH MARCH

[WEBINAR | BREXIT & BEYOND: FINANCIAL SERVICES IN THE UK POST-BREXIT](#)

This was the third edition of the Brexit & Beyond technical webinar series. We were joined by **John O'Regan**, Deputy Director of International Policy and Partnerships (Financial Services) at **HM Treasury**.



25TH MARCH

[WEBINAR | BREXIT & BEYOND: TRANSPORTING GOODS TO THE UK BY ROAD](#)

During this edition of the Brexit & Beyond technical webinar series, we were joined by **Charlotte Sharman** and **Navneet Sehmi**, part of the Roads Policy and Negotiations team from the **Department for Transport (DfT)**, as well as **Mike Head**, who has worked in various EU Exit and Communications and Stakeholder Engagement roles at the DfT.



MIKE HEAD, DEPARTMENT FOR TRANSPORT

27TH APRIL

[WEBINAR | BREXIT & BEYOND: THE VAT IMPLICATIONS OF EU EXIT](#)

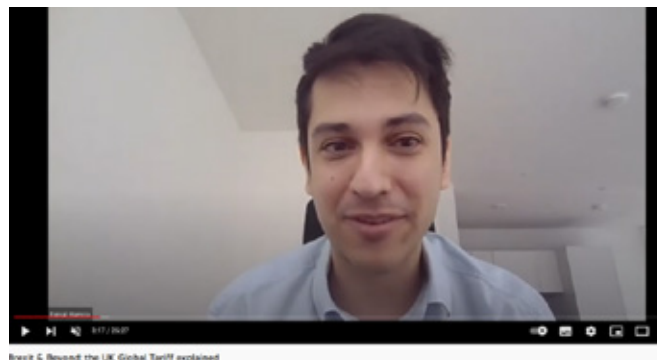
This time we were joined by representatives from **HMRC**. The guest speakers were **David Pruden**, VAT Policy Lead for Postponed VAT Accounting; **Will Perera**, VAT Policy Advisor; and **Phil Crawley**, NI Delivery and Policy Advisor.



13TH MAY

WEBINAR | BREXIT & BEYOND:
THE UK GLOBAL TARIFF EXPLAINED

This was an express edition of the Brexit & Beyond technical webinar series. We were joined by Faisal Hamza, Policy Advisor at the **Department for International Trade (DIT)**, who discussed the UK Global Tariff and the key differences between this and the EU's Common External Tariff.



FAISAL HAMZA, DEPARTMENT FOR INTERNATIONAL TRADE

26TH MAY

WEBINAR | BREXIT & BEYOND: EXPORTING TO THE UK AFTER BREXIT

This was the ninth edition of the Brexit & Beyond technical webinar series. We were joined by **Robert Harper**, Standards Policy Lead in the Office for Product Safety & Standards; **Sue Bide**, Head of Legislation, Powers & Reform for the Office for Product Safety & Standards; and **Charlotte Dickin**, Senior Policy Adviser from the **Department for Business, Energy and Industrial Strategy (BEIS)**.



9TH JUNE

WEBINAR | BREXIT & BEYOND: THE IMPACT ON SMES

This was the 10th edition of the Brexit & Beyond technical webinar series, and we were once again joined by a senior guest speaker from the **Department for Business, Energy and Industrial Strategy (BEIS)**. Head of International SME Policy, **Clare Sarson**, discussed the SME landscape in the UK, the British Government's support for SMEs during the pandemic and its plans for recovery and growth.



BREXIT & BEYOND: THE IMPACT ON SMES

CLARE SARSON, DEPARTMENT FOR BUSINESS, ENERGY AND INDUSTRIAL STRATEGY

135TH ANNIVERSARY OF THE SPANISH CHAMBER OF COMMERCE IN THE UK



Together with the **British Embassy in Spain**, we organised a formal networking reception to celebrate the **135th Anniversary** of the Spanish Chamber of Commerce in the UK.

It took place on **Thursday 14th October** at the residence of the Ambassador of the UK in Spain, in Madrid.

As our first event in Madrid, we had the pleasure of being joined by **Xiana Méndez**, Spanish Trade Minister; and **H.E. Hugh Elliott**, UK Ambassador to Spain.

This celebration recognised the important role that the **Spanish Chamber of Commerce in the UK** has played for 135 years in the strengthening, development and promotion of trade and economic relations between the two countries.

Delegates from the business sphere, ex Spanish Ambassadors to the UK, the Presidents of the Spanish Chamber of Commerce abroad such as **Ángel Asensio Laguna**, **José Vicente Morata** and **Juan José Alonso Martínez**, and the Director

General of Cámara de España, **Inmaculada Riera**, also attended the event, in addition to our Patrons and Benefactors. From the cultural sphere, **Carmen Noguero**, Secretary of the Cervantes Institute, also attended the event.

The Board of Directors was represented by our President **Eduardo Barrachina**, the Vice-Presidents **Juan Botín** and **Cristina Ginés**; **Javier San Basilio** and **Miguel Janín Santos**; and the Head of the Economic and Commercial Office, **Álvaro Nadal**.

In this framework of bilateral collaboration, **Xiana Méndez** highlighted in her speech: **"The British market is key for our companies and the Chamber is aware of this, supporting Spanish companies in their internationalisation processes and offering them advice in a close and personalised way"**.

The British Ambassador congratulated the Chamber for its work over the past 135 years.

The event was sponsored by Benefactors **Estrella Galicia & Mahou San Miguel**, and Patrons **Marqués de Cáceres & Raventós Codorníu**.



H.E. HUGH ELLIOTT, BRITISH AMBASSADOR TO SPAIN

XIANA MÉNDEZ, SPANISH TRADE MINISTER (*SECRETARIA DE ESTADO DE COMERCIO*)



TOP: JUAN BOTÍN, VICE-PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK; ÁLVARO NADAL, HEAD OF THE ECONOMIC AND COMMERCIAL OFFICE OF SPAIN IN THE UK; XIANA MÉNDEZ, SPANISH TRADE MINISTER (*SECRETARIA DE ESTADO DE COMERCIO*); H.E. HUGH ELLIOTT, BRITISH AMBASSADOR TO SPAIN; EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK; AND CRISTINA GINÉS, VICE-PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK



GUESTS AT THE RECEPTION OF THE 135TH ANNIVERSARY OF THE SPANISH CHAMBER OF COMMERCE IN THE UK, IN MADRID

MIDDLE BOTTOM: IGOR URRA, SECRETARY GENERAL OF THE SPANISH CHAMBER OF COMMERCE IN THE UK; JAIME MONTALVO, DIRECTOR, CÁMARA DE ESPAÑA; MARTA SÁNCHEZ OQUILLAS, BUSINESS DEVELOPMENT MANAGER UK & IRELAND, IBERIA; MIGUEL JANÍN, DIRECTOR, LONDON PROPERTY PARTNERS; CRISTINA GINÉS, VICE-PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK; EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK; JAVIER SAN BASILIO, GENERAL MANAGER, MAPFRE RE; AND JUAN BOTÍN, VICE-PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK

PATRICK MILNER, THEN PRIVATE SECRETARY TO THE LORD SPEAKER; INMACULADA RIERA, DIRECTOR GENERAL OF CÁMARA DE ESPAÑA; ÁLVARO NADAL, HEAD OF THE ECONOMIC AND COMMERCIAL OFFICE OF SPAIN IN THE UK; AND GUEST

COP26 & ESG EVENTS

In October 2021, the 26th United Nations Climate Change Conference (COP26), was held in Glasgow, Scotland.

COP26 brought together almost every country in the world for this global climate summit, with the aim of accelerating the actions to tackle climate change.

As Scotland prepared for world leaders, government representatives and negotiators to arrive in the UK, **the Chamber endeavoured to promote the ongoing debate around the benefits of ESG practices in business.**

15TH SEPTEMBER

WEBINAR | FINANCIAL SERVICES AND TRANSITIONING TO NET ZERO



For this event, we partnered up with the **British Embassy in Madrid** to convene two panel discussions on sustainable finance. The speakers focused on how Spain and the UK can work more closely to deliver the COP26 private finance hub strategy. Speakers included **Gonzalo Muñoz**, High Level Climate Champion for Climate Action; **William Russell**, Lord Mayor, City of London and **H.E. Hugh Elliott**, British Ambassador to Spain.

4TH NOVEMBER

IN-PERSON PANEL DISCUSSION | ESG LEADERSHIP – LEAD A POSITIVE CHANGE AND LEARN HOW TO DRIVE SUSTAINABILITY IN YOUR ORGANISATION



This in-person panel discussion was held in collaboration with prestigious universities which are Members of our institution: **CUNEF**, **ESADE** and **IE University**.

Our esteemed panellists, **Jorge Alcover**, Managing Director at Goldman Sachs; **Carlos Gómez-Mugica**, Partner, Mago Equity; and **Andrew Jacob**, Sales & Sustainability, BHP, discussed the topic of ESG leadership, including their own experience in influencing sustainability within their companies and their key learnings from better ESG practices. **Rongrong Huo**, Executive Director & Head of Investment Institute at Ninety One plc, moderated the panel, and centred the debate on ESG trends and the current key drivers for its demand, the key risks and opportunities involved industries, as well as how companies can lead a positive change and drive sustainability in their workplace.

The session was followed by a networking reception and took place at the **Meliá White House hotel** in central London, which is a Patron of the Chamber.

CARLOS GÓMEZ-MUGICA, PARTNER, MAGO EQUITY; JORGE ALCOVER, MANAGING DIRECTOR, GOLDMAN SACHS; RONGRONG HUO, EXECUTIVE DIRECTOR & HEAD OF INVESTMENT INSTITUTE, NINETY ONE PLC; AND ANDREW JACOB, SALES & SUSTAINABILITY, BHP



RONGRONG HUO, EXECUTIVE DIRECTOR & HEAD OF INVESTMENT INSTITUTE, NINETY ONE PLC



JORGE ALCOVER, MANAGING DIRECTOR, GOLDMAN SACHS; CARLOS GÓMEZ-MUGICA, PARTNER, MAGO EQUITY; ANDREW JACOB, SALES & SUSTAINABILITY, BHP; AND RONGRONG HUO, EXECUTIVE DIRECTOR & HEAD OF INVESTMENT INSTITUTE, NINETY ONE PLC



PANELLISTS DURING THE DISCUSSION ON ESG TRENDS

OTHER EVENTS



TERRY SCUOLER CBE, CHAIRMAN OF THE INSTITUTE OF EXPORT AND INTERNATIONAL TRADE



THE RT HON KWASI KWARTENG MP, SECRETARY OF STATE FOR BUSINESS, ENERGY & INDUSTRIAL STRATEGY

26TH JANUARY

VIRTUAL NETWORKING EVENT | CIAC MONTHLY MIXER

This monthly virtual networking mixer session was held in collaboration with the **Council of Ibero-American Chambers of Commerce in the UK**, which our institution is proud to be a Member of. The coffee industry was discussed with the participation of **Jaramillo Café** and **Amar Café**, followed by a live coffee tasting.

27TH JANUARY

WORKSHOP | TALLERES BREXIT - GUÍAS DE ACCESO AL MERCADO DE REINO UNIDO A PARTIR DEL 1 DE ENERO DE 2021

This was the first of three Brexit workshops organised by the **Secretary of State for Trade, Chambers of Commerce of the Valencian Community** and the **Conselleria d'Economia sostenible**, in collaboration with **Ivace International** - which aimed to help Spanish companies with commercial interests in the UK. This workshop discussed the new border controls following the end of the Brexit transition period, as well as the customs facilities that are available to importers.

28TH JANUARY

ELEVATOR PITCH ONLINE!

This year our popular 'Elevator Pitch networking event' series went digital. This session allowed participating companies to expand their networks by giving and receiving brief explanations of each other's activities, before asking questions and exchanging contact details.

8TH FEBRUARY

WORKSHOP | TALLERES BREXIT - GUÍAS DE ACCESO AL MERCADO DE REINO UNIDO A PARTIR DEL 1 DE ENERO DE 2021

This was the second of three Brexit workshops organised by the **Secretary of State for Trade, Chambers of Commerce of the Valencian Community** and the **Conselleria d'Economia sostenible**, in collaboration with **Ivace International** - which aimed to help Spanish companies with commercial interests in the UK. This workshop focused on the Agri-food sector and the customs facilities available to importers, as well as the temporary storage and prior clearance models that came into force as of 1st July 2021.

12TH FEBRUARY

WORKSHOP | MAKING THE MOST OF YOUR SPANISH CHAMBER MEMBERSHIP

This webinar explained how the benefits that come with Chamber membership have been modified and tailored to the current circumstances of the Covid-19 pandemic. The objective is to help Members ensure that they are making the most of their membership with the Chamber.

15TH FEBRUARY

WORKSHOP | MURCIA - GUÍAS DE ACCESO AL MERCADO DE REINO UNIDO A PARTIR DEL 1 DE ENERO DE 2021: PROCEDIMIENTOS ADUANEROS

This workshop aimed to update companies on what the new Trade and Cooperation Agreement (TCA) involved

and the important points to bear in mind, including the strengths and challenges of the British market and the TCA agreed by the UK and Spain. Attendees were also provided with useful resources to find out more about tariffs and customs.

18TH FEBRUARY

[WORKSHOP | TALLERES BREXIT - GUÍAS DE ACCESO AL MERCADO DE REINO UNIDO A PARTIR DEL 1 DE ENERO DE 2021](#)

This was the last of the three Brexit workshops organised by the **Secretary of State for Trade, Chambers of Commerce of the Valencian Community** and the **Conselleria d'Economia sostenible**, in collaboration with **Ivace International** - which aimed to help Spanish companies with commercial interests in the UK. This workshop discussed the controls of chemical, cosmetic and ceramic products, the customs facilities that are available to importers, as well as the temporary storage and prior clearance models that came into force as of 1st July 2021.

26TH FEBRUARY

[VIRTUAL NETWORKING EVENT | CIAC MONTHLY MIXER & WINE TASTING](#)

This monthly virtual networking mixer session was held in collaboration with the **Council of Ibero-American Chambers of Commerce in the UK**, which our institution is proud to be a Member of. A discussion on the wine industry in Latin America was followed by an interactive wine tasting session.

18TH MARCH

[WEBINAR | IN CONVERSATION WITH THE CHIEF EXECUTIVE OF MAKE UK, STEPHEN PHIPSON CBE](#)

This online event was held by the **Council of Foreign Chambers of Commerce in the UK**. During this session, **Stephen Phipson CBE, Chief Executive of Make UK**, commented on the strengths, weaknesses, challenges and opportunities facing UK manufacturing; government policy and UK manufacturing; international trade opportunities for UK manufacturers; and the education/skills requirements for the future of the manufacturing sector.

30TH MARCH

[WEBINAR | CIAC MONTHLY MIXER - NEW UK IMMIGRATION SYSTEM: WHAT YOU NEED TO KNOW](#)

This monthly virtual networking mixer session was held in collaboration with the **Council of Ibero-American Chambers of Commerce in the UK**, which our institution is proud to be a Member of. We were joined by **Vitoria Nabas**, Immigration Partner from **Gunnercooke**, who discussed the UK's new points-based immigration system. The potential new opportunities for Spanish and Latin American countries in specific sectors were also addressed.

21ST APRIL

[WEBINAR | ACCESSING THE UK MARKET POST-BREXIT: A BSI PERSPECTIVE](#)

This online event was organised by the **Council of Foreign Chambers of Commerce in the UK**. During this webinar, **Shahm Barhom**, Group Product Certification Director, and **Pietro Foschi**, Group Executive Director Assurance Services at **BSI**, commented on the importance of international standards in business & trade; BSI's contribution in tackling today's global issues such as Covid-19, Brexit, and climate change; and the new UKCA and UKNI marks to access the UK and Northern Ireland markets.

23RD APRIL

WORKSHOP | MAKING THE MOST OF YOUR SPANISH CHAMBER MEMBERSHIP

This webinar explained how the benefits that come with Chamber membership have been modified and tailored to the current circumstances of the Covid-19 pandemic. The objective is to help Members ensure that they are making the most of their membership with the Chamber.

4TH MAY

WEBINAR | IN CONVERSATION WITH THE RT HON KWASI KWARTENG MP, SECRETARY OF STATE FOR BUSINESS, ENERGY & INDUSTRIAL STRATEGY

This online event was held by the **Council of Foreign Chambers of Commerce in the UK**. The guest speaker was the **Rt Hon Kwasi Kwarteng MP, UK Secretary of State for Business, Energy & Industrial Strategy**. The Secretary of State commented on how his department was developing and delivering a comprehensive industrial strategy and leading the government's relationship with business. This was followed by a panel discussion and Q&A with **Stephanie Flanders**, Senior Executive Editor for Economics & Head of **Bloomberg Economics**.

12TH MAY

WEBINAR | KEEPING REMOTE TEAMS ENGAGED DURING AND BEYOND THE CORONAVIRUS PANDEMIC

This practical discussion was held alongside **Mónica Hernanz**, leadership team coach and Chair of the **Human Capital Forum** of the Spanish Chamber of Commerce in the UK. The key question discussed was 'What can you do to improve team engagement, motivation, and wellbeing during the next few months and in a future of hybrid work?'.

13TH MAY

WEBINAR | POST BREXIT UK: RE-IMAGINING THE UK'S TRADING ENVIRONMENT

This online event was held by the **Council of Foreign Chambers of Commerce in the UK**. During this session with **VAT IT**, their team of VAT specialists and trade experts discussed the UK's new global trading relationships, the common issues surrounding import VAT recovery, and offered insights as to where future opportunities lie for UK businesses trading internationally.

27TH MAY

VIRTUAL NETWORKING EVENT | CIAC MONTHLY MIXER & TEQUILA TASTING

This monthly virtual networking mixer session was held in collaboration with the **Council of Ibero-American Chambers of Commerce in the UK**, which our institution is proud to be a Member of. This session provided an opportunity for participants to discuss the tequila industry followed by a tequila masterclass and a one-to-one networking session.



15TH JUNE

[ELEVATOR PITCH ONLINE!](#)

This year our popular 'Elevator Pitch networking event' series went digital. This session allowed participating companies to expand their networks by giving and receiving brief explanations of each other's activities, before asking questions and exchanging contact details.

25TH JUNE

[WORKSHOP | MAKING THE MOST OF YOUR SPANISH CHAMBER MEMBERSHIP](#)

This webinar explained how the benefits that come with Chamber membership have been modified and tailored to the current circumstances of the Covid-19 pandemic. The objective is to help Members ensure that they are making the most of their membership with the Chamber.

29TH JUNE

[VIRTUAL NETWORKING EVENT | CIAC MONTHLY MIXER & RUM AND CIGARS TASTING](#)

This monthly virtual networking mixer session was held in collaboration with the **Council of Ibero-American Chambers of Commerce in the UK**, which our institution is proud to be a Member of. This session provided an opportunity for participants to discuss the rum & cigar industry presented by the **Diplomatic Cigar Club** and was followed by a masterclass and a one-to-one networking session.

8TH SEPTEMBER

[WORKSHOP: MAKING THE MOST OF YOUR SPANISH CHAMBER MEMBERSHIP](#)

This webinar explained how the benefits that come with Chamber membership have been modified and tailored to the current circumstances of the Covid-19 pandemic. The objective is to help Members ensure that they are making the most of their membership with the Chamber.

21ST SEPTEMBER

[WEBINAR | IN CONVERSATION WITH TERRY SCUOLER CBE, CHAIRMAN OF THE INSTITUTE OF EXPORT AND INTERNATIONAL TRADE](#)

During this online session, **Terry Scuoler CBE** shared with us his insights on the strengths, weaknesses, challenges, and opportunities facing UK trade. He also discussed the territories which hold the most growth opportunity for UK service exports and the challenges of growing service exports.

28TH SEPTEMBER

[VIRTUAL NETWORKING EVENT | CIAC MONTHLY MIXER & RUM MASTERCLASS](#)

This monthly virtual networking mixer session was held in collaboration with the **Council of Ibero-American Chambers of Commerce in the UK**, which our institution is proud to be a Member of. This month the mixer included a master class with executives from **Campari**. The event had plenty of opportunities for participants to network.

5TH OCTOBER

SEMINAR | AN INTRODUCTION TO ESTATE AND
INHERITANCE TAX PLANNING: UK RULES AND HOW
THEY AFFECT UK RESIDENTS & EXPATS

For our first in-person seminar post-pandemic, we teamed up with Chamber Member **Westminster Wealth Management**. Financial services experts **Banty Bhojraj**, **Scott Kennedy** and **Mark Everitt** discussed the Inheritance Tax rules in the UK and how it works, as well as the problems that may arise and how to resolve them. This seminar took place at the Spanish Chamber of Commerce in the UK office in central London.

Westminster
Wealth Management



TOP: SCOTT KENNEDY, FINANCIAL PLANNER, WESTMINSTER WEALTH MANAGEMENT
BOTTOM: BANTY BHOJRAJ, INDEPENDENT FINANCIAL ADVISOR, WESTMINSTER WEALTH MANAGEMENT



IBÉRICA EXPO 2021

Each year, the **Foreign Trade Department** at the Spanish Chamber of Commerce in the UK participates in numerous fairs and events.

In the last week of October 2021, **Bonita Bhandari**, Foreign Trade Manager, represented the Chamber at the Ibérica Expo, where many Spanish and Italian companies came together to celebrate the richness of Mediterranean food and drinks.

The Expo took place in the Business Design Centre in London and lasted for 2 days. It held more than 100 stands of different companies with a wide range of products from Spanish and Italian wine, cheese, olive oils, and much more.

Bonita also hosted a panel discussion with two speakers from top distributors, **David Menéndez** from **Mevalco** and **Francisco Pombal** from **Brindisa**. The discussion focused on new challenges following the pandemic, in health and safety, supply chain disruptions, and what they are looking for in their relationships with suppliers. The talk was accompanied by **Carmelo Carnevale**, President of **APCI UK**, who served La Catalana Sarda to the speakers and audience.

The Spanish Chamber of Commerce in the UK stand at the Expo allowed the Chamber to gain more visibility and to network not only with visitors but also other exhibitors.



BONITA BHANDARI, FOREIGN TRADE MANAGER, SPANISH CHAMBER OF COMMERCE IN THE UK; DAVID MENENDEZ, MEVALCO; FRANCISCO POMBAL, BRINDISA

25TH OCTOBER

WEBINAR | THE FUTURE OF THE CITY OF LONDON, POST PANDEMIC

This webinar was hosted by the **South African Chamber of Commerce** with outgoing Sheriffs of the City of London, **Michael Mainelli** and **Chris Hayward**. Mike and Chris talked about the foundations they have laid and shared some of the trials, tribulations and achievements they experienced in their double year in office and what their future plans might be within the City governance.



28TH OCTOBER

WORKSHOP | MAKING THE MOST OF YOUR SPANISH CHAMBER MEMBERSHIP

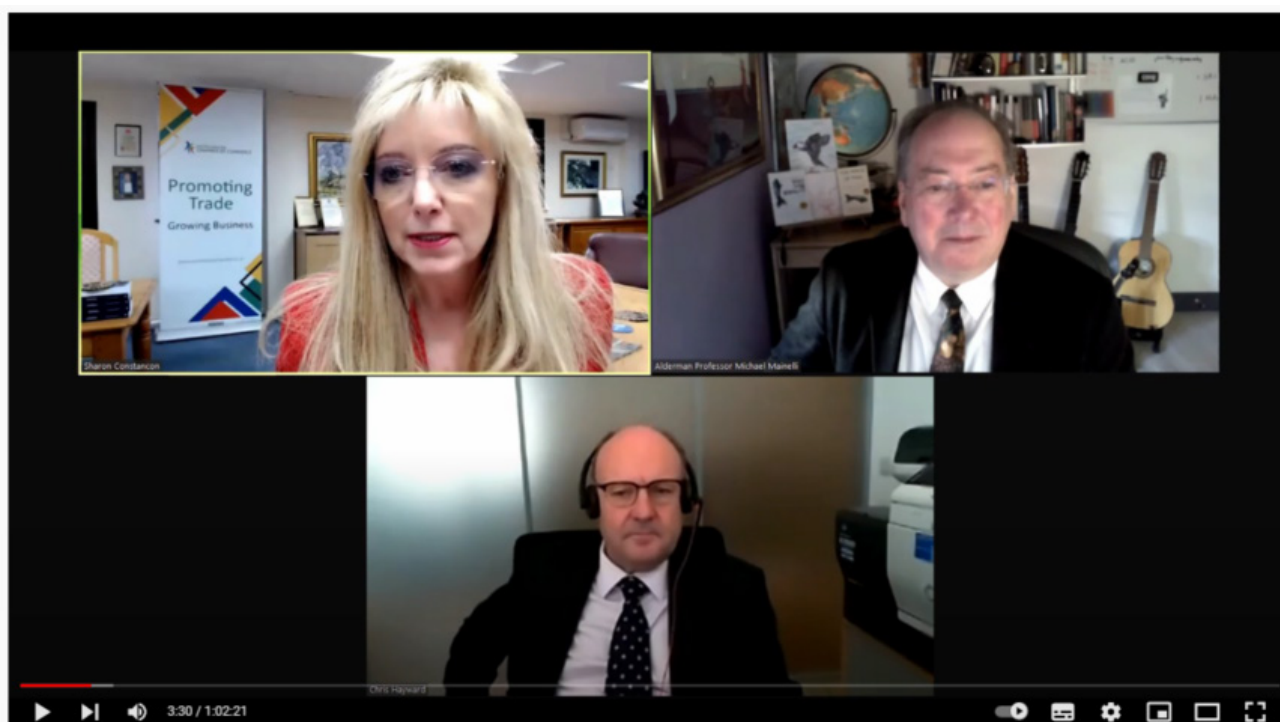
This webinar explained how the benefits that come with Chamber membership have been modified and tailored to the current circumstances of the Covid-19 pandemic. The objective is to help Members ensure that they are making the most of their membership with the Chamber.

2ND DECEMBER

WEBINAR | EL MERCADO BRITÁNICO A PARTIR DEL 2022

For this webinar, **Igor Urrea**, Secretary General of the Spanish Chamber of Commerce in the UK, spoke about the British market from 2022; trends in trade between Spain and the UK; market strengths, benefits, opportunities and challenges; and about the Trade and Cooperation Agreement.

SHARON CONSTANÇON, DIRECTOR, SOUTH AFRICAN CHAMBER OF COMMERCE IN THE UK; MICHAEL MAINELLI & CHRIS HAYWARD, OUTGOING SHERIFFS OF THE CITY OF LONDON



GUEST SPEAKERS 2021

In 2021 we were privileged to welcome a wide range of distinguished guest speakers to share their insight at our various corporate events and webinars. 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.



22ND FEBRUARY

WEBINAR | IN CONVERSATION WITH THE UK MINISTER OF STATE FOR TRADE POLICY THE RT HON GREG HANDS MP

For this **Council of Foreign Chambers of Commerce in the UK** webinar, the Rt Hon Greg Hands MP shared his insights on the importance of international trade and investment post Covid-19, as well as the trends that will shape the world coming out of the crisis.

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



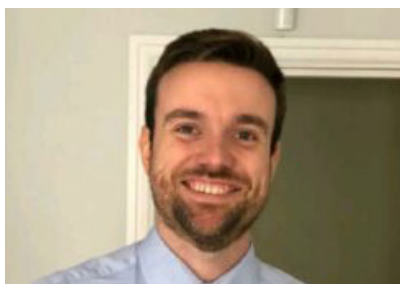
24TH FEBRUARY

WEBINAR | BREXIT & BEYOND: EVERYTHING YOU NEED TO KNOW ABOUT DIGITAL TRADE WITH THE UK

For our first **Brexit & Beyond** series of webinars, our panel of speakers from DCMS addressed the EU-UK Trade and Cooperation Agreement and what it means for the tech sector, before answering questions from the participants.



JOSEPH METCALF
HEAD OF AUSTRALIA AND EMERGING
TECHNOLOGIES AT THE DEPARTMENT FOR
DIGITAL, CULTURE, MEDIA & SPORT (DCMS)



STEVE MCCONNELL
HEAD OF EU NEGOTIATIONS POLICY AT DCMS



DAVID HOY
DATA POLICY LEAD AT DCMS





9TH MARCH

**WEBINAR | BREXIT & BEYOND: THE NEW UK
MIGRATION RULES**

In our second **Brexit & Beyond** webinar, Blanca offered an overview of the UK's new points-based immigration system and the new visa application process. Blanca's colleagues, **Richard Jackson** and **Ragnar Clifford**, joined the Q&A that followed the discussion.

BLANCA GREY,
STRATEGY AND ENGAGEMENT TEAM
AT THE HOME OFFICE



24TH MARCH

**WEBINAR | HUMAN CAPITAL FORUM:
TACKLING RACIAL DISCRIMINATION IN THE
WORKPLACE**

For our first 2021 online edition of the **HR Forum**, our esteemed guest speaker Shereen carried out an open conversation about race inequality, racial discrimination in the workplace, and the UK's legal position on discrimination on the grounds of race.

SHEREEN DANIELS,
VICE CHAIR OF THE BLACK BUSINESS ASSOCIATION



25TH MARCH

WEBINAR | BREXIT & BEYOND: TRANSPORTING GOODS TO THE UK BY ROAD

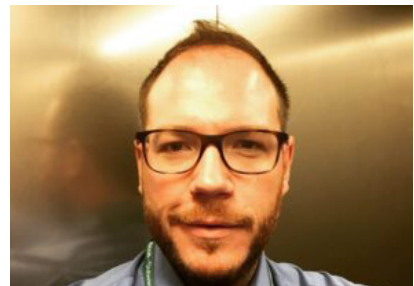
For our fourth **Brexit & Beyond** technical webinar, our senior guest speakers addressed the market access rights for hauliers and passenger transport operators under the EU-UK Trade & Cooperation Agreement, and the licensing requirements for entering the UK.



CHARLOTTE SHARMAN
ROADS POLICY AND NEGOTIATIONS,
DEPARTMENT FOR TRANSPORT (DFT)



NAVNEET SEHMI
ROADS POLICY AND NEGOTIATIONS, DFT



MIKE HEAD
COMMUNICATIONS AND STAKEHOLDER
ENGAGEMENT, DFT



4TH MAY

WEBINAR | IN CONVERSATION WITH THE RT HON KWASI KWARTENG MP, SECRETARY OF STATE FOR BUSINESS, ENERGY & INDUSTRIAL STRATEGY

During this event, the Secretary of State commented on industrial strategies, energy supplies, cutting edge science, research and innovation, and climate change. This was followed by a panel discussion and Q&A with **Stephanie Flanders**, Bloomberg Senior Executive Editor for Economics. The moderator was **Mark Mardell**, Former Radio 4 Presenter & BBC's Chief Political Correspondent & North America Editor.

THE RT HON KWASI KWARTENG MP,
UK SECRETARY OF STATE FOR BUSINESS, ENERGY
& INDUSTRIAL STRATEGY



13TH MAY

WEBINAR | BREXIT & BEYOND: THE UK GLOBAL TARIFF EXPLAINED

In this express edition of the **Brexit & Beyond** technical webinar, Faisal explained the UK Global Tariff and the key differences between this and the EU's Common External Tariff. The Wider MFN (most favoured nation) tariff policy was also addressed.

FAISAL HAMZA,
POLICY ADVISOR AT THE DEPARTMENT
FOR INTERNATIONAL TRADE (DIT)



26TH MAY

WEBINAR | BREXIT & BEYOND: EXPORTING TO THE UK AFTER BREXIT

For the ninth edition of the **Brexit & Beyond** technical webinars, our guest speakers explained the technicalities of designated product standards and product safety. They also discussed the UKCA requirements for placing goods on the British and Northern Irish markets.



ROBERT HARPER
STANDARDS POLICY LEAD IN THE OFFICE FOR
PRODUCT SAFETY & STANDARDS (OPSS), PART
OF DEPARTMENT FOR BUSINESS, ENERGY AND
INDUSTRIAL STRATEGY (BEIS)



SUE BIDE
HEAD OF LEGISLATION, POWERS & REFORM
FOR THE OFFICE FOR PRODUCT SAFETY &
STANDARDS AT BEIS



CHARLOTTE DICKIN
SENIOR POLICY ADVISER AT BEIS





9TH JUNE

WEBINAR | BREXIT & BEYOND: THE IMPACT ON SMES

For this edition of the **Brexit & Beyond** technical webinars, aimed at **small and medium sized enterprises** (SMEs) that are active in the British market, Clare discussed the SME landscape in the UK; the SME chapter of the UK-EU Trade and Co-operation Agreement (TCA); SMEs, Brexit and international trade; and the British Government's support for SMEs during the pandemic.

CLARE SARSON,
HEAD OF INTERNATIONAL SME
POLICY AT BEIS



24TH JUNE

WEBINAR | ONLINE HR FORUM: CHANGE AND THE FUTURE OF WORK

This HR Forum began with an open conversation between **Mónica Hernanz**, the Forum's Chairwoman and our esteemed guest speaker for the session, Dr. Leandro Herrero, during which they spoke about digitalisation, organisational architecture, company culture and organisational structures.

DR. LEANDRO HERRERO,
CEO AND LEAD DESIGNER OF PRODUCTS
AND SERVICES AT THE CHALFONT PROJECT LTD



14TH SEPTEMBER

PATRONS' EVENT | CENTRAL AMERICA'S BICENTENARY CELEBRATION NETWORKING RECEPTION

For our first in-person Patrons' event of 2021, the Chamber held a formal networking reception in collaboration with the Central American Embassies in London to celebrate Central America's Bicentenary. At this unique event we were joined by **H.E. Iván Romero-Martínez**, Ambassador of Honduras, who addressed the importance of the bilateral relations between the Central American nations with the UK and Spain.

H.E. IVÁN ROMERO-MARTÍNEZ,
AMBASSADOR OF HONDURAS



15TH SEPTEMBER

WEBINAR | ACHIEVING SUSTAINABLE TOURISM IN SPAIN AND SCOTLAND

In partnership with the **British Embassy in Madrid** and the Spanish Chamber of Commerce in the UK, **OMFIF** convened two panel discussions on sustainable finance. Gonzalo Muñoz and Lord Mayor William Russell focused on how Spain and the UK can work more closely to deliver the COP26 private finance hub strategy, as well as a wider global perspective ahead of COP26 which took place in November 2021.

GONZALO MUÑOZ,
HIGH LEVEL CLIMATE CHAMPION
FOR CLIMATE ACTION

WILLIAM RUSSELL,
LORD MAYOR, CITY OF LONDON





22ND SEPTEMBER IN-PERSON EVENT | ANNUAL GOLDEN AWARD 2020

This year, **Ebro Foods** received the Annual Golden Award during the reception held at the Spanish Embassy. Mr. Antonio Hernández Callejas, Executive Chairman of Ebro Foods, attended the reception as our Guest of Honour to receive this distinction.

During his speech, Mr. Hernández touched on the origins of Ebro foods in the British Market in the 1980s, and how this international presence led to the business being a world leader in the rice market.

ANTONIO HERNÁNDEZ CALLEJAS,
EXECUTIVE CHAIRMAN OF EBRO FOODS



14TH OCTOBER IN-PERSON EVENT | RECEPTION OF THE 135TH ANNIVERSARY OF THE SPANISH CHAMBER OF COMMERCE IN THE UK

Together with the **British Embassy** in Spain, we organised a formal networking reception to celebrate the **135th Anniversary** of the Spanish Chamber of Commerce in the UK. As our first event in Madrid, we had the pleasure of being joined by Xiana Méndez, Spanish Trade Minister, and H.E. Hugh Elliott, British Ambassador to Spain.

In their speeches, both Guests of Honour recognised the important role that the Spanish Chamber of Commerce in the UK has played for 135 years in the strengthening, development and promotion of trade and economic relations between the two countries.

XIANA MÉNDEZ,
SPANISH TRADE MINISTER

H.E. HUGH ELLIOTT,
BRITISH AMBASSADOR TO SPAIN





21ST OCTOBER

**IN-PERSON EVENT | MELIÁ BUSINESS
BREAKFAST WITH WENDY MORTON MP,
MINISTER FOR EUROPE AND THE AMERICAS**

The first **Meliá Business Breakfast** of the year welcomed Wendy Morton MP. The Minister gave a briefing on the climate for trade and investment post-Brexit, and addressed Spain and the UK as the two countries with the largest exchange of travellers in the world and with the greatest exchange of residents in Europe.

WENDY MORTON MP,
MINISTER FOR EUROPE AND THE AMERICAS



4TH NOVEMBER

**IN-PERSON PANEL DISCUSSION | ESG LEADERSHIP – LEAD A POSITIVE
CHANGE AND LEARN HOW TO DRIVE SUSTAINABILITY IN YOUR
ORGANISATION**

For this panel discussion, our esteemed guest speakers discussed the topic of **ESG Leadership**, as well as their own experience in influencing sustainability within their companies and their key learnings from better ESG practices. **Rongrong Huo**, Executive Director & Head of Investment Institute at **Ninety One plc**, moderated the panel.



JORGE ALCOVER
MANAGING DIRECTOR AT GOLDMAN SACHS



CARLOS GÓMEZ-MUGICA
PARTNER AT MAGO EQUITY



ANDREW JACOB
TITLE MARKETING, SALES & SUSTAINABILITY,
EUROPE & LATIN AMERICA AT BHP





9TH NOVEMBER IN-PERSON EVENT | MELIÁ BUSINESS BREAKFAST WITH HUGH ELLIOTT, BRITISH AMBASSADOR TO SPAIN

For this occasion, the Ambassador gave a briefing on the current state of the commercial relationship between Spain and the UK, and the movement of people between the two nations. Opening remarks were given by **Gabriel Escarrer**, the CEO of Meliá Hotels International.



H.E. HUGH ELLIOTT,
BRITISH AMBASSADOR TO SPAIN

GABRIEL ESCARRER,
CEO OF MELIÁ HOTELS INTERNATIONAL



10TH NOVEMBER IN-PERSON EVENT | III BAROMETER ON THE CLIMATE AND OUTLOOK FOR SPANISH INVESTMENT IN THE UK

On the 10th of November we presented the III Barometer at the Spanish Embassy in London. We were joined by Lord Gerry Grimstone and Minister Xiana Méndez, who shared their insights on the importance of Spanish investment in the United Kingdom.



During her speech at the event, Minister Xiana Méndez touched on the challenges being faced in the trade industry globally, reiterating "if there is something that will resist, that will get stronger, it's the bilateral relations between Spain and the United Kingdom".

Concluding remarks were made by **Lord Wood of Anfield**, Labour member of the House of Lords.



LORD GERRY GRIMSTONE,
BRITISH MINISTER FOR INVESTMENT AT THE
DEPARTMENT FOR INTERNATIONAL TRADE (DIT)
AND DEPARTMENT FOR BUSINESS, ENERGY
AND INDUSTRIAL STRATEGY (BEIS)

XIANA MÉNDEZ,
SPANISH TRADE MINISTER



11TH NOVEMBER ONLINE HR FORUM | THE INTERGENERATIONAL WORKPLACE

This edition of the **HR Forum** began by carrying out an open conversation with our esteemed guest speaker for the session, David Blackburn, who explored topics including the main benefits and challenges of the multigenerational workplace; how to combat bias and stereotypes in the workplace; and leadership styles across the different generations.

DAVID BLACKBURN,
CHIEF PEOPLE OFFICER,
FINANCIAL SERVICES COMPENSATION SCHEME (FSCS)



PRESENTATION OF THE III BAROMETER, 2021

COMMERCIAL ACTIVITIES IN 2021

40

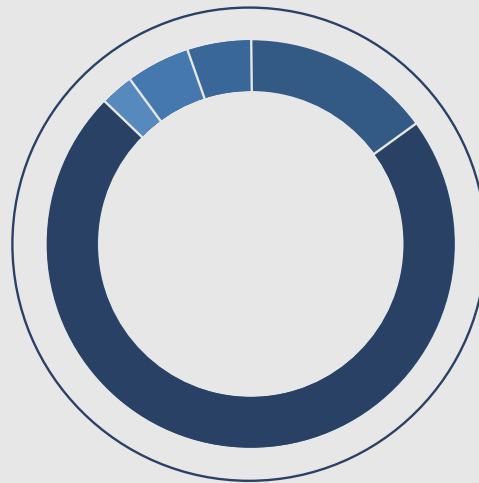
COMMERCIAL
ACTIVITIES
PERFORMED

+28

COMPANIES PARTICIPATED

+8

INDUSTRIES REACHED



- AGENDAS
- JORNADAS
- LISTADOS
- FERIAS
- OTHER

DISTRIBUTION OF BUSINESS CONTACTS

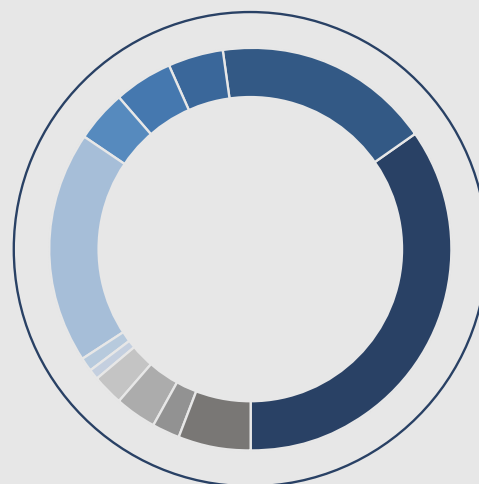
We have gained approximately 1110 new business contacts this year, in addition to those already existing from 2021. That means our total number of companies in our database is around 5600.

+5,350

BUSINESS
CONTACTS
ON OUR
DATA BASE

+850

NEW BUSINESS CONTACTS
MADE IN 2021



- 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 2021

COMMERCIAL SERVICES

TRADE AGENDAS

The **Foreign Trade Department** at the Spanish Chamber of Commerce in the UK is proud to provide services for a variety of businesses in many sectors, and in 2021 we continued to successfully deliver these high quality services.

Over the course of 2021, we collaborated with **Cámara de Girona**, with the company **Joaquín Albertí (la Selva)** to get their products into the British market, mainly cooked hams.

Moreover, we had the opportunity to collaborate with **Cámara de Navarra**, working with **Yes Fresh**, who work in fresh produce, and landed them two meetings.

We are currently working with **Mantle Packaging Machinery** on an inverse trade agenda, they are based in Yorkshire and manufacture packaging machinery for all sorts of products.

TRADE MISSIONS

Last October we had the great opportunity to participate in the **Ibérica Expo** trade fair where we helped attract distributors/buyers based in the UK. Our Foreign Trade Manager, **Bonita Bandari**, participated in a panel discussion on a buyer's perspective of what suppliers in the food and drink industry should consider in a post-Brexit/Covid world.

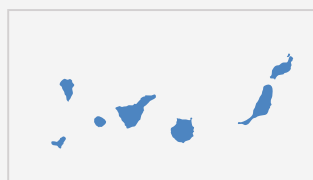
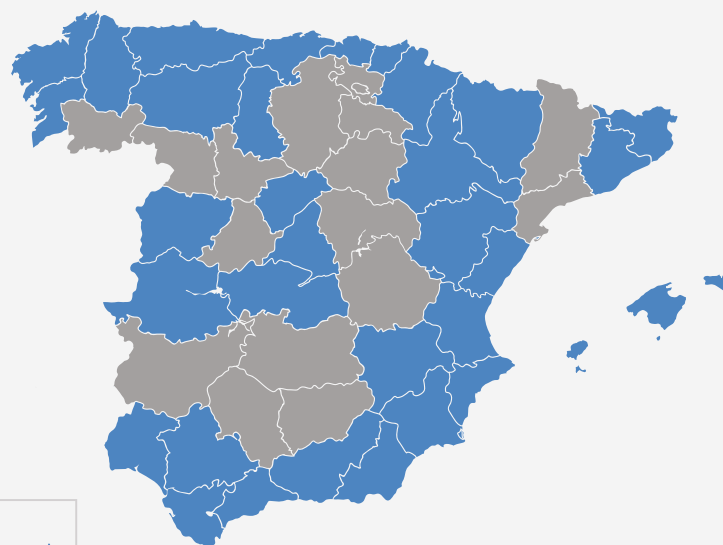
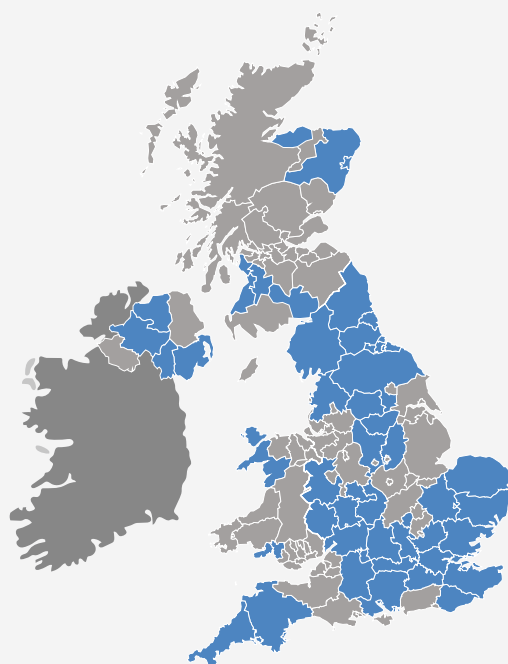
*This year we also conducted **Exporpymes**, in which we contacted UK businesses to participate in the event and connect with Galician companies in virtual meetings.

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

“

THIS YEAR WE
ALSO CONDUCTED
EXPORPYMES,
IN WHICH WE
CONTACTED UK
BUSINESS TO
PARTICIPATE
IN THE EVENT
AND CONNECT
WITH GALICIAN
COMPANIES IN
VIRTUAL MEETINGS”

IN 2021 WE WORKED WITH 51 DIFFERENT
AREAS OF THE UK AND WE COLLABORATED
WITH 34 AREAS OF SPAIN



For working so hard
for your future, you
deserve to travel
back in time

YOU DESERVE SPAIN



Travel Safe

spain.info



ALFONSO ÁLVAREZ, DEPUTY MANAGING DIRECTOR, CELLNEX AND XIANA MÉNDEZ, SPANISH TRADE MINISTER (SECRETARIA DE ESTADO DE COMERCIO), AT THE PRESENTATION OF THE III BAROMETER, 2021

MEMBERS' EXPERIENCE WITH ESG PRACTICES

In line with our goal to promote the ongoing debate around the benefits of Environmental, Social, and Governance (ESG) practices in business, we have interviewed some of our Members to find out what ESG means to them, and how they have integrated ESG practices into their companies.



ALFONSO ÁLVAREZ

Deputy Managing Director CELLNEX TELECOM

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

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

A: Cellnex is the UK's largest and fastest growing independent owner and operator of wireless telecoms infrastructure. Since 2019, the company has invested £6.1 billion in the UK, including the acquisition of Arqiva in 2020. Cellnex UK partners with all four of the UK's Mobile Network Operators, the emergency services and hundreds of private businesses to meet the ever-increasing demand for ultra-fast connectivity. Our work is integral to the roll-out of 5G, which is forecast to boost the UK economy by £15.75 billion by 2025. Cellnex UK delivers wireless infrastructure across rural and urban areas, helping to bridge the country's digital divide and ensure reliable connectivity for everyone, everywhere in the UK.

Q: What does ESG mean to your company?

A: ESG sits at the core of Cellnex's business. **For Cellnex, ESG means measuring and analysing the social and environmental impact – both immediate and long-term – of every single thing we do as a business,** and using these insights to implement a governance framework that manages and improves our impact. In 2020, the company outlined its five year 2021-2025 ESG master plan, aligned with the United Nations Sustainable Development Goals. The high priority areas that align most clearly with Cellnex's business are: quality education, gender equality, decent work and economic growth, industry innovation and infrastructure, and climate action. The five year ESG action plan outlines the targets that Cellnex has set for each goal, and how they will be achieved.

Q: What steps have you taken to integrate ESG in your company?

A: As well as aligning targets to the UN's Sustainable Development Goals, Cellnex is part of MSCI, Sustainalytics, FTSE4GOOD, GRESB, CDP and "Standard Ethics". Commitment to these bodies means that all business decisions must be made in accordance to multiple sustainability criteria. **A crucial part of delivering the ESG master plan is creating a two way dialogue with all Cellnex stakeholders** – employees, customers, suppliers, shareholders, the local community and society.

Q: Has the Covid-19 pandemic affected your ESG plan?

A: The Covid-19 pandemic both highlighted and exacerbated the issue of digital poverty, **resulting in Cellnex increasing its ESG work to help those most in need.** The Cellnex Group launched a Covid-19 relief fund of over €10 million. In the UK, this has allowed us to work with local charities and NGOs to help those most vulnerable to digital exclusion. An example of this is our partnership with The UK Community Foundations: together, we're providing devices, connectivity and digital skills training to ensure people from disadvantaged or rural communities can learn, work, apply for jobs and connect with family and friends virtually.

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

A: At Diversitas Institute, our aim is to support organisations in their journey towards Equity, Diversity, and Inclusion (EDI). **We use our expertise to help clients embed a strategic approach and drive a real change in their culture.** In order to do so, we have developed a methodology that includes a deep analysis of their policies and procedures from an EDI perspective. As a result of this assessment, we help the organisations to create a tailor-made plan. We have a proactive, collaborative, and enthusiastic approach. We operate from the UK and offer our services to both Spanish and British companies, most of them also with international presence. We work in collaboration with a diverse network of experts in different fields that ensure a wider perspective and the best outcome.

Q: What does ESG mean to your company?

A: ESG is an essential and intrinsic aspect of our business, and it is present in our mission and values as a fundamental part as well as in the projects we develop. **Internally, we integrate the ESG principles in our strategy and in our culture.** Externally, while working with our clients and collaborators we take into account their ESG strategy, especially in the Social and Governance areas where Equity, Diversity and Inclusion are included.

Q: What steps have you taken to integrate ESG in your company?

A: In our company, ESG plays a fundamental role as we integrate most of its principles in our strategy, our commercial approach, the relationship with our clients and the interactions with our collaborators. In that sense, we operate by incorporating the social aspect through ethical codes of conduct in our internal procedures and within the projects we embark on. Regarding our clients, we work in conformity with their ESG ethics. **We also believe that the projects we embark on have a social impact that can potentially drive a ripple effect.**

In terms of the relationship with our collaborators, we encourage and demand from them compliance in terms of business ethics, particularly on traits involving EDI. Finally, we participate in other spheres of activity such as culture, supporting different initiatives related with human rights, equal opportunities, gender diversity or specific actions against discrimination.

Q: Has the Covid-19 pandemic affected your ESG plan?

A: The Covid-19 pandemic has not really affected our ESG plan but **has made our commitment stronger.** This unprecedented situation has changed the workplace and the way organisations operate, with massive economic and social implications. It has also unearthed systemic inequalities making them more visible and, at the same time, triggering interesting debates and discussions. Undoubtedly, I would say that the pandemic experience has definitely consolidated our commitment towards ESG.



RAFAEL WILLISCH
Managing Director FINSA UK LTD

FINSA IS ONE OF THE LEADING EUROPEAN MANUFACTURERS OF WOOD BASED PANELS (MDF & PARTICLEBOARD) AS WELL AS FURNITURE COMPONENTS AND LAMINATE FLOORING

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

A: We are a subsidiary of the Spanish company Financiera Maderera S.A. (Finsa), one of the leading European manufacturers of wood-based panels. Finsa UK Ltd was established in 1990 in Merseyside which is where the UK office is located. In Birkenhead, we have a 150,000 sqft warehouse where we keep more than 1000 items in stock to supply more than 250 customers all over the UK. Our operation in the UK includes two companies, Finsa UK Ltd dealing with large Timber & Builders Merchants, Furniture Manufacturers and Joinery companies and Finsahome Ltd which supplies laminate flooring and kitchens to retailers, small fitters and general public.

Q: What does ESG mean to your company?

A: ESG is a fundamental part of our business as we are a company that offers solutions in wood from well managed forest complying with PEFC/FSC requirements. The company encourages staff knowledge and training at all levels promoting a higher degree of sensitivity, responsibility, and awareness about the need to protect the environment through internal and external training.

Q: What steps have you taken to integrate ESG in your company?

A: Finsa has achieved "Cradle to Cradle certified" which is the global standard for products that are safe, circular, and responsibly made; EU Ecolabel which is a label of environmental excellence awarded to products that meet **strict ecological standards** throughout their life cycle; and EPD (Environmental Product Declaration) on all our products as well as PEFC and FSC for the timber we use in our production process.

Q: Has the Covid-19 pandemic affected your ESG plan?

A: It had a huge impact in all areas of our business and especially in H&S, working conditions and employee engagement. Since the beginning of the pandemic a very strict H&S policy was put in place to safeguard the wellbeing of all the employees and everyone that could work from home was encouraged to do so. At the same time, **it has made Finsa's commitment to environmental issues stronger.**



MELISSA DRAYCOTT

Managing Director GONZÁLEZ BYASS

GONZÁLEZ BYASS ARE IMPORTERS OF SHERRY, BRANDY, CAVA & WINES

Q: Could you briefly describe González Byass' business and presence in the UK?

A: González Byass UK is a subsidiary of the historic González Byass family business, founded in Jerez in 1835 and which now owns 14 wineries in Spain, Chile, and Mexico, including leading brands Tio Pepe fino, Beronia Rioja and Soberano brandy.

González Byass UK distributes the portfolio of premium wines and spirits to the UK retail and on-premise trade, as well as wines from a carefully selected handful of complementary brands from around the globe.

At González Byass UK we all share a passion – for great wine, great service, great experiences, but most of all for great relationships. We love what we do, and there's nothing better than sharing a great glass of wine and good times with customers, suppliers, and colleagues.

Q: What does ESG mean to your company?

A: Sustainability is at the heart of everything we do. Our 5+5 Caring for the Planet initiative represents the five generations of the González family that have led the business to date and the next five generations to follow, who will continue their work. **We are committed to protecting the natural world using sustainable practices across all areas of the company**, from the vineyard to the winery, through to supply, product design and distribution worldwide.

In 2020 we committed to adhere to the United Nations Global Compact and have prioritised four sustainable development goals: quality education, work and economic growth, action for the climate and life on earth.

Q: What steps have you taken to integrate ESG in your company?

A: No part of the business is left unexamined, and our initiatives are many and varied. Our new Beronia winery in La Rioja is one of **the most ecofriendly in Europe** and has been awarded Gold Certification by LEED (Leadership in Energy and Environmental Design).

All our vineyards are farmed using sustainably, with 20% of them already organic and more being converted. We strive to maintain biodiversity and protect natural flora and fauna with dedicated habitats. All energy consumed in our wineries comes from 100% renewable sources. We have installed solar panels, biomass boilers and collect and reuse rainwater for irrigation and winery processes. Bottles have been light weighted, charging points installed for electric vehicles at our wineries, and a community garden set up for workers in Chile.

Q: Has the Covid-19 pandemic affected your ESG plan?

A: The pandemic has affected different parts of the world in varying ways, but our plan remains steadfast, and our Green Team is dedicated to achieving our goal of net zero emissions. During the pandemic we have continued to purchase and recover old native vineyards, plant trees, and create habitats for wildlife as well as our ongoing work in reducing energy consumption. **We remain 100% committed to our long-term goals.**



JAVIER JURADO

Head of International NOCKOLDS SOLICITORS

**NOCKOLDS IS AN AWARD-WINNING LEGAL SERVICES AND INDEPENDENT FINANCIAL
ADVICE FIRM WITH OFFICES IN BISHOP'S STORTFORD AND LONDON**

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

A: We are a leading law firm with offices in Hertfordshire and London. For over 190 years, we've been supporting our clients by providing quality legal advice throughout their life and business stages. As a multi-disciplined firm, we offer over 30 services including: family, employment, personal injury and clinical negligence, real estate, wills and probate, company commercial, commercial property, international and motoring law. We're incredibly proud to have received a number of awards and accreditations over the years, reinforcing our enthusiasm and passion to be the very best at what we do - **delivering the highest levels of service and legal advice to our clients.**

Q: What does ESG mean to your company?

A: As a law firm, governance is 'our business'. We are regulated in the UK by the Solicitors Regulation Authority and as a firm that works with the 'law' our goal is to achieve the best outcomes for our clients, but **our approach to ESG goes well beyond governance.** Throughout our 190-year history, we have valued our ethical and fair culture, which is the foundation of our relationship with our staff and clients. The firm's ethos is that by looking after our employees and creating a supportive and approachable culture, that will transcend onto our clients.

Our cultural heritage is enriched by having a longstanding Spanish team. Working alongside the lawyer team is Dalila Segador, our Legal and Sworn Official Translator, which reinforces our cultural ties with Spain. Our ongoing commitment to this is illustrated in our very recent opening of our business, Nockolds Lawyers Spain in Estepona. A team member recently joined our Nockolds Lawyers Spain team, and during her induction I overheard colleagues explain how they truly feel 'we are the Nockolds family' – which feels like we are getting something right. It is also important that our clients feel the same about us which is why we enjoy playing a significant role in the community, **supporting social and environmental causes regularly.**

Q: What steps have you taken to integrate ESG in your company?

A: For Nockolds, ESG is about how we treat the people involved in our business. Nockolds has always been a progressive and inclusive law firm with female leaders on our Management and Operational Board. With our Nockolds Academy, Mentoring, Graduate and Apprenticeship programmes, we pride ourselves on supporting the professional development of our diverse team. Putting people first has always been the guiding principle behind how we deliver all our policies and our legal services.

Our ESG ethos is integrated in a way that makes a real and practical difference. Working with local groups and causes within our community has always been part of our 'one firm' philosophy and seeing our colleagues make a difference inspires us all to do more. Our Charity Committee co-ordinate the firm in getting involved in paid 'charity days' for our chosen charity of the year and we know that paying back benefits each of us individually as much as the charities we help. We continue to strive for a **Net Zero environmental target** seeking suppliers with sustainable and responsible commitments, ideally within our locality. Many of them are key to helping us to preserve our historic listed premises in Bishop's Stortford and more recently in our new London office (near Liverpool Street Station) and our new home in Estepona.

Q: Has the Covid-19 pandemic affected your ESG plan?

A: In many ways the COVID-19 pandemic emphasised the importance of a fair, ethical and approachable culture. We have looked after our team and our clients during the most tumultuous of times. Like many, it may have delayed attaining a Net Zero target slightly as we invested in PPE and lateral flow tests, but it certainly highlighted that when times are tough, people must come first. For us, the biggest adjustment was remote working and latterly hybrid working whilst still trying to maintain our dynamic, approachable, and supportive culture across 160 workplaces in people's homes! The response by our team and our clients has been phenomenal though. **Our Social and Governance responsibilities came to the fore**, but as we hopefully transition out of the pandemic, we can rebalance our focus, and progress more of our Environmental goals.



ENRIQUE DOMÍNGUEZ

Managing Director TELEVES UK

TELEVES IS A WORLDWIDE TECHNOLOGY COMPANY SPECIALISING IN THE DESIGN, DEVELOPMENT, AND MANUFACTURE OF TELECOMMUNICATION INFRASTRUCTURE SOLUTIONS FOR HOMES, BUILDINGS AND CITIES

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

A: Televes UK has been in the UK market for over 30 years, building relationships throughout the years across the country. We have a permanent office in South Wales from where we offer telecommunication solutions to our customers. These solutions go from traditional satellite distribution to the more demanded fibre optic approach, both for residential and commercial environments. **Televes' business is focusing a lot now in the Hospitality sector**, providing interactive and brand enhancing offerings to clients in this important industry. Apart from being a manufacturer, we dedicate a lot of time and effort in pre-sales (designing systems) and post-sales (technical support) services, since in the always evolving telecommunication world it is always key.

Q: What does ESG mean to your company?

A: ESG is always taken into account in Televes' way of doing business. **We are always committed to reduce the impact our activities have on the environment and contribute to the community.** Our factory Headquarters in north Spain has all the measurements needed to treat any waste in the proper manner and reduce any carbon footprint that might be produced. There is a department focused only on these types of matters and all the subsidiaries like Televes UK follow suit.

Q: What steps have you taken to integrate ESG in your company?

A: We have taken many actions to integrate ESG in our company, like **energy efficiency measures**, reducing the single use plastic in our packaging to the minimum and optimizing transport between companies and to our customers.

Q: Has the Covid-19 pandemic affected your ESG plan?

A: Covid has had an impact in every part of the business, but in fairness with regards to ESG it may have helped. Not being able to leave the workplace or home when doing business, has made us realise that many meetings or visits to customers, sites, etc. were not that needed and could be solved with a conference call. This has had **a positive impact with regards to our ESG policy** since even after restrictions have been lifted, we think twice before actually driving 200 miles to have a chat that can be held using technology.

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

A: We have been present in London since 1992 and were the first Spanish law firm to establish an office here. Our three decades in London has placed us at the heart of one of the world's major corporate and financial centres as well as a truly innovative, pioneering business and legal market.

We have two resident partners and **a fully integrated team of Spanish and Portuguese lawyers** who advise investment banks, industrial and technological strategic investors, financial institutions and private capital, pension and sovereign wealth funds on their different investment strategies (private equity, infrastructure, growth, real estate and credit). **We assist our clients from London with their transactions in the Iberian Peninsula and Latin America** by providing new and innovative solutions, setting trends and developing creative strategies with them.

For decades, we have also shared our understanding of the local market with Spanish and Portuguese companies, helped them establish their businesses in the UK and, more recently, worked closely with them to shape their post-Brexit strategies.

Q: What does ESG mean to your company?

A: It is one of our core principles to **work responsibly and strive to contribute to economic, social and environmental progress** in our surroundings. We have always had the strong motivation to be a source of support to society through our contribution to the public function of the administration of justice.

Our activity is internally regulated by policies, codes and principles that reflect our firm commitment to sustainability, and everyone at Uría Menéndez has the duty to be aware of, understand and comply with them. Our priorities have always been people and their health and wellbeing. We also seek to be engaged with our communities and as respectful as possible to the environment and to contribute to economic and social progress in the settings in which we work.

Q: What steps have you taken to integrate ESG in your company?

A: Our Board of Directors is the decision-making organ responsible of our ESG policies. Furthermore, since 2018, Uría Menéndez has a **Sustainability Director to ensure that the ESG policies are looked after** and put in practice throughout the firm. We are also party to the main local and international initiatives to support sustainable growth, including the **United Nations Global Compact** and the **United Nations 2030 Agenda for Sustainable Development** and its 17 Sustainable Development Goals (SDGs). In 2020, our Senior Partner adhered to the United Nations' statement from business leaders for renewed global cooperation to confirm the firm's commitment to cooperation, peace, justice and strong institutions (SDG 16).

Q: Has the Covid-19 pandemic affected your ESG plan?

A: Our priorities have always been the safety of our staff and lawyers, which is truer now than ever before in the difficult current circumstances caused by the Covid-19 pandemic.

In 2020, **the firm implemented various ESG measures to support its employees and society in general**. The goal of these measures was to make the greatest possible contribution to minimising the impacts of the health and economic crisis caused by the virus. These include, among others: Covid-19 weekly serological tests for all members of the firm, flexible working hours and pro-bono legal advice on matters relating to Covid-19. Some of these have been maintained throughout 2021 and 2022.



FERNANDO NAVARRO, PARTNER AT WHITE & CASE LLP, AND TOMÁS GÓMEZ, CANTOR FITZGERALD, AT THE ANNUAL FEDECOM AWARD RECEPTION, 2021

PAUL SCULLY MP, MINISTER FOR SMALL BUSINESS, CONSUMERS AND LABOUR MARKETS FROM THE DEPARTMENT FOR BUSINESS, ENERGY & INDUSTRIAL STRATEGY (BEIS)



“

THE UK GOVERNMENT IS COMMITTED TO SUPPORTING INDIVIDUALS AND BUSINESSES IN ADJUSTING TO OUR NEW RELATIONSHIP WITH THE EUROPEAN UNION”

Q: In your view, what advantages (and limitations) are we beginning to see as a result of the TCA compared to when the UK was a member of the EU?

A: The deal is **the biggest bilateral trade deal signed by either side**. Europe is the UK's largest overseas region for exports and inward foreign direct investment (FDI) and based on current market shares will account for 42% of UK export growth to 2050, and of course a sizeable portion of that will be with Spain. And whilst there are some short-term challenges to overcome because of the Covid-19 pandemic to businesses adapting to new trade rules, barriers and costs, we are confident the TCA will promote cross-border trade in services and investment by providing transparency and certainty.

Data from the financial year 2020/21 on inward investment projects in the UK continues to demonstrate European investor confidence in the UK. For example, the UK attracted 598 new inward investment projects from the EU which created over 21,000 jobs - an 11% increase in jobs created in the previous year.

Significantly, the TCA gives the UK greater autonomy going forward. We will design policies that work for people across the UK, **levelling up our education, skills, infrastructure and technology, while creating a greener and more outward-looking economy**.

This includes our modern subsidy system, which will support businesses to grow and thrive in a way that best suits the interests of the UK. And we have already set out an ambitious programme that includes the development of Freeports that will empower regions across the UK to become hubs for international trade and investment.

We will help businesses capitalise on the opportunities created by this excellent deal – helping to **boost productivity, unlock investment and safe-guard high value jobs** in the UK. We will continue to engage business in sectors that are affected by our changing relationship with the EU to help them adjust and continue to successfully compete on the global stage.

The TCA provides us with an unparalleled chance to do things differently and better; improving the lives of our citizens, increasing businesses' access to new markets and growing our economy.

Q: As the UK continues to establish trade deals with non-EU countries, what advice do you have for Spanish SMEs who are worried about increased competition from new contenders in the British market?

A: I know that some Spanish producers have voiced concerns regarding cheaper imports from third countries flooding the UK market at the expense of exports from Spain. Rest assured our exit from the EU does not mean we have lowered our standards for imports. Consumers in the UK value the high quality and sustainability of Spanish products.

The UK-EU TCA included a chapter on supporting SMEs. This chapter commits the UK and the EU to help small businesses access each other's markets by providing clear and accessible information and to cooperating with us to promote areas of opportunity or address barriers. We are very keen to take a proactive approach to implementing this and look forward to working more closely with the Commission and Member States to deliver these commitments.

We are also working across Government to ensure any concerns raised with us by SMEs are dealt with as effectively as possible.

We are working to broker deals with countries across the world because we know that supporting businesses to export and import can enhance profits, productivity and resilience.

The economies of our two countries are deeply intertwined. Spain has significant presence in UK financial service (Santander, Sabadell), Transport Infrastructure (AENA - London Luton Airport), Energy (Iberdrola - Scottish Power) and Communications (Telefónica – O2).

In 2020, Spain was the UK's 9th largest trading partner (accounting for 2.7% of total UK trade, £36.3bn), the 10th largest export market and the 8th most significant source of imports for goods and services. Spain provides a fifth of UK imports of fresh fruit and vegetables and a quarter of its olive oil – and third of all Rioja red wine are consumed in the UK. Spain has invested more in the UK than anywhere else in the world (£50 billion in 2019 - accounting for 5.0% of the total UK outward FDI stock).

The UK continues to be the second largest investor in Spain behind the US (£75 billion FDI - stock accounting for 3.2% of total UK inward FDI stock).

Q: In your opinion, how can institutions like the Spanish Chamber of Commerce in the UK ensure that their relationship with Members remains supportive and adaptable to changing external factors that affect businesses?

A: The UK Government is committed to supporting individuals and businesses in adjusting to our new relationship with the European Union and to ensuring that the TCA is fully implemented by both parties.

We have published guidance on GOV.UK and will continue to enhance the guidance for businesses to best support our new trading relationship with the European Union. Provision of information and being able to help businesses find the information they need is also really important. **Institutions such as the Chamber can help individuals and businesses by continuing to promote awareness of this guidance.**

Additionally, the UK Government hosts regular webinars, business readiness to help and support Spanish businesses and exporters. Some of this support includes a pragmatic phasing of import controls and a new Border Strategy 2025.

“ INSTITUTIONS LIKE THE CHAMBER CAN DEMONSTRATE THE IMPACT OF THEIR ENGAGEMENT AND HOW THEIR WORK IS BEING SEEN IN GOVERNMENT ”

In BEIS, we remain alert to the key issues affecting SMEs through a number of engagement programmes. To be as supportive as possible we strive to understand the needs of businesses by speaking to as diverse a range of businesses as possible and taking into account the different challenges they may face. My officials and I facilitate discussion and feedback through roundtables, regular discussion groups, visits around the UK and more.

It is also crucial to ensure conversations are guided by the stakeholders themselves to ensure the issues SMEs face are well understood. To maintain a strong rapport with businesses, institutions like the Chamber can demonstrate the impact of their engagement and how their work is being seen in Government.

BREXIT CORNER

Brexit continued to be a very important theme at many of our events in 2021. These included a series of 10 technical webinars in an effort to break down and communicate the intricacies of **what the end of the Brexit transition period meant for different sectors and the key considerations and changes regarding doing business with the UK post-Brexit**. The webinars were greatly informative and presented the opportunity for participants to ask any questions they had directly to the representatives from those departments who led the sessions.

In addition to this, for the **Meliá Business Breakfasts** held in 2021, we continued to invite senior government officials to provide an analysis on the latest post-Brexit transition period developments and outlook.

We are proud that in 2021 the Chamber significantly strengthened its links with the British authorities. In collaboration with both British and Spanish Governments we continued to support Spanish companies during this new form of bilateral relationship that had begun between the two countries.

Since the end of the Brexit transition period, we also continued to add guidance to the dedicated area of our website in which you can find relevant government publications about Brexit, which convey the key developments which could be vital for your business to consider.

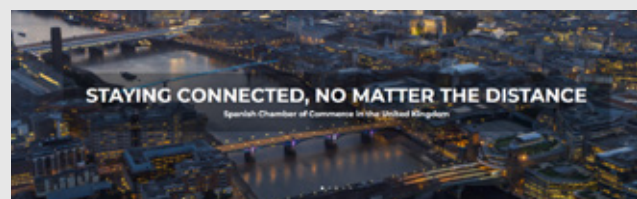


COVID-19 CORNER

Throughout the ongoing effects of the Covid-19 pandemic in 2021, the Spanish Chamber of Commerce in the UK remained committed to continuing to support each and every one of our Member companies.

We actively promoted our Members' businesses and their services across all of our digital platforms: blog, newsletter, and social media. We also continued holding the majority of the events online offering weekly webinars, workshops, and networking events, until the UK Government began easing the restrictions.

Moreover, we 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 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 those four continents**.

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

The governing body of the entity is its board of directors which is currently chaired by **Mr. Eduardo Barrachina**, who is the President of the **Spanish Chamber of Commerce in the United Kingdom**. The three Vice-Presidents representing Europe, Africa and Middle East, and Asia and Oceania are: **Mr. 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 **Tuesday 23rd November 2021**, FEDECOM presented the annual award to **Cellnex Telecom**, Europe's leading operator of wireless telecommunications and broadcasting infrastructures. The award was collected by the CEO of the company, **Mr. Tobías Martínez**, at a formal networking reception that was held at the Spanish Embassy in London, hosted by H.E. the Spanish Ambassador to the UK, **José Pascual Marco**.



EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK; TOBÍAS MARTÍNEZ, CEO AT CELLNEX UK; DR. MIKE SHORT CBE, CHIEF SCIENTIFIC ADVISOR AT THE DIT; AND H.E. JOSÉ PASCUAL MARCO, AMBASSADOR OF SPAIN

Dr. Mike Short CBE, Chief Scientific Advisor at the Department for International Trade for the UK Government, attended the ceremony to present the award to Cellnex.

Upon receiving the award, the CEO of Cellnex Tobías Martínez, said: “We are very honoured to receive the Award from the Federation of Chambers of Commerce in recognition of Cellnex’s growth since its IPO in 2015. Cellnex has grown substantially, from operating in Spain to being active in twelve countries in Europe. One of the keys to this growth has been the successful integration of acquisitions in the different countries. In each country, we have always felt supported by the relevant business Chambers, who have been key in helping us to make important contact with, and become integrated into, the economic, business, and cultural communities in each country.”



WE HAVE ALWAYS FELT SUPPORTED BY THE RELEVANT BUSINESS CHAMBERS, WHO HAVE BEEN KEY IN HELPING US TO MAKE IMPORTANT CONTACT WITH, AND BECOME INTEGRATED INTO, THE ECONOMIC, BUSINESS, AND CULTURAL COMMUNITIES IN EACH COUNTRY”

The President of FEDECOM and the Spanish Chamber of Commerce in the United Kingdom, Eduardo Barrachina, welcomed guests to the reception and stated: “with a strategic and sustainable approach, Cellnex is leading the digital transformation in Europe.”

The President also highlighted: “but Cellnex is not only about telecommunications, 5G, broadband and cellular sites. It has a very human side. It is a company strongly committed to human rights, both in the Cellnex group and among its stakeholders”, adding: “Only hard work, common sense, the right talent, ethical management, social values, cultural awareness and employee’s diversity can explain that a company like Cellnex reaches these astonishing levels of market penetration in many European countries.”



TOBIÁS MARTÍNEZ, CEO AT CELLNEX UK; H.E. JOSÉ PASCUAL MARCO, AMBASSADOR OF SPAIN; DR. MIKE SHORT CBE, CHIEF SCIENTIFIC ADVISOR AT THE DIT; AND EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK

TOBIÁS MARTÍNEZ, CEO AT CELLNEX UK; DR. MIKE SHORT CBE, CHIEF SCIENTIFIC ADVISOR AT THE DIT; ALFONSO ÁLVAREZ, DEPUTY MANAGING DIRECTOR AT CELLNEX UK AND MEMBERS OF TEAM CELLNEX UK



PABLO BOTELLA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN MALTA; JOSÉ CARLOS LOZANO, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE CZECH REPUBLIC; AMAYA DELGADO, SECRETARY GENERAL OF THE SPANISH BUSINESS COUNCIL IN THE UNITED ARAB EMIRATES; TOBIÁS MARTÍNEZ, CEO AT CELLNEX; H.E. JOSÉ PASCUAL MARCO, AMBASSADOR OF SPAIN; EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK & FEDECOM; MARTA GONZÁLEZ, SECRETARY GENERAL OF THE SPANISH CHAMBER OF COMMERCE IN BELGIUM AND LUXEMBOURG; JUAN RODRÍGUEZ-VILLA, PAST PRESIDENT OF FEDECOM; GUILLERMO COBELO, PRESIDENT OF THE SPANISH BUSINESS COUNCIL IN THE UNITED ARAB EMIRATES & VICE-PRESIDENT OF FEDECOM; IGOR URRÁ, SECRETARY GENERAL OF THE SPANISH CHAMBER OF COMMERCE IN THE UK

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**



JUAN RODRÍGUEZ-VILLA, PAST PRESIDENT OF FEDECOM AND INMACULADA RIERA, DIRECTOR GENERAL OF CÁMARA DE ESPAÑA

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 May, the CFCC welcomed **Stephen Phipson CBE, Chief Executive of Make UK** to an online event during which he commented on government policy and UK manufacturing, and international trade opportunities for UK manufacturers.

Before the end of 2021, the CFCC organised another online event in which **the Rt Hon Kwasi Kwarteng MP, UK Secretary of State for Business, Energy & Industrial Strategy**, commented on how his department was developing and delivering a comprehensive industrial strategy and leading the government's relationship with business.



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 2021 the Spanish Chamber of Commerce in the UK organised regular 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.



Welcome to the future.

At the Spanish Chamber of Commerce in the United Kingdom we have launched a Talent Pool for the best professionals looking to belong to a myriad of industries. In seeking to promote the commercial ties amongst both countries, we deliver a service that matches professionals with top tier Spanish employers in the UK.



We are transforming the traditional selection process with our innovative technology. Here, the companies can filter potential candidates and invite them to participate in their processes, with just one click.

What are you waiting for?

If you are a candidate join via:

<https://bewanted.com/landings/spanishchambersuk-candidates>

If you are a company join via:

<https://bewanted.com/landings/spanishchambersuk-companies>



EDUARDO BARRACHINA, PRESIDENT OF THE SPANISH CHAMBER OF COMMERCE IN THE UK AND DEMETRIO SALORIO, COUNTRY HEAD FOR THE UK AND IRELAND, AND CEO OF SOCIÉTÉ GÉNÉRALE LONDON BRANCH, AT THE ANNUAL GOLDEN AWARD RECEPTION, 2021

MEMBERS OF THE CHAMBER

MEMBER INTERVIEW

MARQUÉS DE CÁCERES

The Spanish Chamber of Commerce in the UK has been honoured to have Marqués de Cáceres as a Patron since 2018. **Marqués de Cáceres** is a family winery founded in 1970, and their high-quality wines are now present in over 120 countries around the world.

We interviewed **Cristina Forner**, President of Marqués de Cáceres, to find out their business journey in the UK and their experience as a Patron of the Chamber.



ON THE LEFT, CRISTINA FORNER, PRESIDENT OF MARQUÉS DE CÁCERES, AT THE RECEPTION OF THE 135TH ANNIVERSARY OF THE SPANISH CHAMBER OF COMMERCE IN THE UK, IN MADRID, 2021



BY APPLYING INNOVATIVE PRODUCTION TECHNIQUES WE HAVE ACHIEVED A LEVEL OF QUALITY IN OUR WINES THAT CAN COMPETE WITH THE BEST IN THE WORLD”

Q: Could you briefly describe Marqués de Cáceres and your presence in the UK?

A: Marqués de Cáceres is a family winery founded in 1970 by Enrique Forner.

Originally from Valencia, the family had to take refuge due to the Spanish civil war in the south of France.

In 1963 he bought two chateaux grands crus classés in the Haut Medoc region (Bordeaux), Château Camensac and Château Larose Trintaudon, convinced that he would be able to make some of the world's finest wines.

Enrique Forner turned to his friend, Professor Emile Peynaud, a true innovator of winegrowing and winemaking in Bordeaux, to steep La Rioja in the same reformist spirit. With that in mind, Enrique returned to Spain to found Marqués de Cáceres, revolutionising wine production with the introduction of new winemaking methods.

From very early on, the winery put special emphasis on the export of its wines, setting the United Kingdom as one of the preferred markets. Since then, it has been one of the main markets for Marqués de Cáceres.

Q: What brand values and business strategies do you try to follow at Marqués de Cáceres?

A: From the beginning, several values have accompanied Marqués de Cáceres: First, an **unwavering compromise with quality**; second, the production of a wide variety of wines that are distinguished by their elegance; third, our **commitment to sustainability and the environment**; and finally, a clear commitment to innovation, present from the beginning of our history and that accompanies us to this day.

A few years ago we began a strategy of expansion to other areas of Spain, producing wines in the main D.O.s of the country. In addition to our Rioja wines, we have 120 hectares of Rueda, as well as wines in Rias Baixas, Cava and Cariñena. Our latest addition has been 60 hectares of vineyards in one of the best areas of Ribera de Duero where we have a boutique winery in which we have launched a premium range of wines under the name of **Finca La Capilla**.

Q: Wine is a popular Spanish product purchased worldwide - What differentiates Spanish wines from the rest of your competitors?

A: Wine production in Spain has a tradition of many centuries. **Over the years and by applying innovative production techniques we have achieved a level of quality in our wines that can compete with the best in the world.**

The wide variety in climate, soils and grape varieties of our country offers everyone a huge variety of wines, some from already known regions and others from some yet to be discovered. Therefore, our commitment to other D.O.s of Spain, as I mentioned above.

In any case, they are all wines that offer their own characteristics and personality. I would also like to highlight not only a legendary generation of winemakers who have contributed to the prestige of Spanish wines, but also the new and thriving generation of young people who contribute with their new best to the production of modern and exciting wines.

Q: As a Patron of the Spanish Chamber of Commerce in the UK, how has your business benefited from our collaborations?

A: Bodegas Marqués de Cáceres has been a Patron

of the Spanish Chamber of Commerce in the UK for several years and from the beginning we decided to **actively participate in the activities organised by the Chamber**. We have tried, to the extent of our possibilities, to collaborate in the galas and dinners with the presence of our wines, achieving a wide visibility of them not only among the Patrons and Members of the Chamber but also with other guests. All this has allowed us that many of the Patrons have chosen our wines for their private and corporate events.

Q: How have you adapted to the new regulatory measures following the end of the Brexit transition period?

A: In addition to all this, the **activities developed by the Chamber, either face-to-face or the different webinars organised have helped us** in this Brexit process.

Our winery has been prepared for months to face all the measures imposed after Brexit. The truth is that after a period of uncertainties, the world of wine has not been particularly affected by the Brexit process, at least as it was expected at the beginning. Now we are entering a new phase in which many wineries and importers are facing a series of logistical and planning problems due to the new labelling regulations, which require the importer company name to be indicated on the label. All this leads to organisational and logistical problems that have a negative impact on production costs.

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

A: In principle I will refer to companies within the wine market, but I understand that it can be extended to other types of industries. I believe that one of the values to be recommended is perseverance. **The British wine market is, on the one hand, mature and, on the other hand, tremendously open to new experiences.** This open-mindedness is what makes the UK an interesting place for new business ventures.

MEMBER INTERVIEW

NTT DATA



NTT DATA IS A LEADING IT SERVICES PROVIDER AND GLOBAL INNOVATION PARTNER, HEADQUARTERED IN TOKYO AND WITH BUSINESS OPERATIONS IN OVER 50 COUNTRIES”



ON THE RIGHT, FERNANDO APEZTEGUIA, UK MARKET LEAD FOR NTT DATA, AT THE ANNUAL GOLDEN AWARD RECEPTION, 2021

NTT DATA was the last Patron Member to join the Spanish Chamber of Commerce in the UK in 2021. They are a top 10 global IT services provider offering an advanced portfolio of consulting, application, business process, cloud, and infrastructure services to businesses and governments worldwide.

We interviewed **Fernando Apezteguia, UK Market Lead for NTT DATA**, to find out about their brand values and business strategies, and how, as a new Patron of the Spanish Chamber of Commerce in the UK, they hope to benefit from our collaborations.

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

A: NTT DATA is a leading IT services provider and global innovation partner, headquartered in Tokyo and with business operations in over 50 countries. **We help clients navigate growing technological complexity, ever-rising customer expectations and rapidly changing business environments.**

NTT DATA UK has seen significant success over the past few years. Having almost tripled in size since 2019, the UK business now employs over 3,100 employees globally, and works across a wide range of industries including: public sector, financial services, telecoms and media, retail and consumer, travel and transport, energy and utilities, manufacturing and automotive. **We recently invested £68million into our UK business**, to promote research and development, and to accelerate technology innovation for the industries it operates in.

NTT DATA has strong partnerships with a range of well-known brands in the UK market, from Santander Group and Jaguar Land Rover, to VM 02, Scottish Power, to the Civil Service and several NHS Trusts.

Q: What brand values and business strategies do you try to follow at NTT DATA?

A: NTT DATA is committed to generating a positive impact for its clients as well as for wider society and the environment. In order to achieve this goal, **NTT DATA places a real emphasis on long-term commitment and forms lasting partnerships with its clients.**

NTT DATA leverages its Japanese heritage that focuses on quality, innovation and long-term relationships, and our purpose is to create the exceptional together with our clients and partners. The mission for NTT DATA is to become a trusted partner for our clients and to build true partnerships with them, using our innovation, engineering and transformational skills to help them achieve their goals.

The organisation is **dedicated to improving and promoting sustainable business practices**, and has also committed to on-going action to improve diversity and inclusion (D&I) in the workplace – NTT DATA UK was recognised as a Financial Times Diversity Leader in 2021.

Q: What differentiates NTT DATA from the rest of your competitors?

A: The key differentiator that makes NTT DATA stand out from all of its competitors is **our unique heritage as a Japanese business**. At NTT DATA, we are incredibly proud of our Japanese roots that centres the company around its core attributes of quality, innovation and long-term relationships. Our culture at NTT DATA draws upon traditional Japanese values, that includes a love of continuous improvement and innovation and we pride ourselves on being a trusted advisor to the clients we work with.

Moreover, we combine global reach with local intimacy to provide premier professional services, varying from consulting and systems development to outsourcing. By doing so, our clients can benefit from bespoke services tailored to their own ambitions and can grow at a pace that works best for them. We are dedicated to the long-term relationships we form with our clients and are on hand to assist them on every step of their journey.

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

A: Having joined the Spanish Chamber of Commerce in the UK as a Patron, **NTT DATA is now much better situated to share our expertise with a wider group of like-minded organisations** that are looking to network and grow. We are very much looking forward to participating in upcoming events, meetings and conferences, and contributing to the

community of businesses that attend the events held by the Spanish Chamber of Commerce in the UK.

NTT DATA has a long history of working with Spanish businesses across a number of different industries, from financial services and telecoms, to manufacturing and retail, and to energy and utilities. With this in mind, **we are looking forward to leveraging the shared knowledge of the Spanish Chamber of Commerce in the UK** to help us provide even better services to the companies that we work with in Spain. Not only this, but we can look at how we can adapt any learnings for other Spanish-speaking regions overseas, including Latin America, where we already have a strong presence and are looking to grow.

Q: How have you adapted to the new regulatory measures following the end of the Brexit transition period?

A: NTT DATA has been able to adapt to the new regulatory measures imposed following Brexit with relative ease, thanks to its presence across several countries throughout Europe. We have offices across Germany, Spain, Portugal, Italy, Romania, Benelux, and the UK and Ireland, and we are now looking to open offices in Greece. By having these local presences across markets, we have been able to continue delivering outstanding services that have a global outlook yet a local focus, for all of our clients, both inside and outside of the EU.

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

A: The UK is competing in a highly competitive global market, but it is ideally placed to thrive as an innovation hub for Europe and the rest of the world. Other companies looking to enter the British market need to **ensure that they have the right support** in place to promote their business, as it will take some time to establish yourself as a known brand in a saturated market. Innovating and creating new services to differentiate yourself from competitors is also crucial.

SPANISH LANGUAGE IN THE UNITED KINGDOM

Although the Spanish Chamber of Commerce in the United Kingdom is not a cultural institution, we recognise and value the importance of the Spanish language and culture in the UK.

We invited **Sara Caba, Founder & Director** of Chamber Member **Battersea Spanish**, a Spanish language school and Cultural Centre in Southwest London, to share her opinion on the evolution of the importance of the Spanish language and culture across the UK.

Q: Could you briefly describe Battersea Spanish and your presence in London/the UK?

A: Over 10 years ago, Battersea Spanish started in the living room, with tea and biscuits on the coffee table, offering Spanish classes to the neighbourhood. It has since exploded into a Spanish and Latin American Cultural hub in Southwest London where Londoners can learn the language and immerse themselves in the culture, music, dance and food of Spain and Latin America, but it has not stopped feeling like a home.

We offer Spanish classes for all levels, dance classes, including Flamenco, Salsa, and other Latin rhythms, as well as lessons for kids of all ages. We also run a wide range of cultural events including a Spanish Film Night, a Spanish Book Club, live music, and dance performances as well as Spanish conversation meetups and other exchanges. The school currently hosts over 500 Londoners each term and hundreds of event attendees every month!

Q: What is your view on the evolution of the importance of the Spanish language and Spanish culture in the UK?

A: It is no secret to us at Battersea Spanish just how **popular Spanish language and culture are within the UK!**



As of 2021, the UK has the world's 4th highest number of Spanish learners after the U.S., Brazil and France, with over 2 million learners (Statistica, 2021). While the relative ease of learning Spanish has been cited as one reason for this explosion among younger students, adults are returning to the language years later to convert their textbook Spanish knowledge into communicative abilities.

A recent study conducted by the RAND Corporation and Cambridge University (2022) highlights that an investment in **learning Spanish (among other key languages) has a 2:1 benefit-to-cost ratio for the UK economy** in the future in terms of trade relationships and opportunities.

Speaking to our members, most of whom are adult professionals, **learning Spanish is about opening the world - to 22 countries to be exact.** It is an extremely valuable language to learn as it unlocks the door to such a diverse range of countries and cultures.

It is not only driven by the hope of vacations in sun-rich destinations. Learning Spanish is very often motivated by family, love, future career plans for those working in multinational companies and organisations, retirement plans, a fascination with

“

LEARNING
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22 COUNTRIES
TO BE EXACT”



SARA CABA, FOUNDER & DIRECTOR, BATTERSEA SPANISH

literature, art, wine, and many other positive associations.

In recent years, these positive cultural associations have been fuelled in part by increased access to films and popular streaming series, thanks to Netflix, Amazon, AppleTV+ and the like. This also obviously creates many more opportunities for non-Spanish-speaking natives to explore the language and culture.

Moreover, we have found that the last two years have created a golden opportunity to invest time at home into learning and reflection, often resulting in both new language skills and new life plans.

As a Learning and Cultural Centre, we leverage this cultural richness and diversity to connect learners with their motivations, reinforcing learning and creating lasting bonds with one another. **Our aim is to create a bi-lingual ‘casa’ in London wherein all are welcome to explore their Spanish and Latin passions together.**

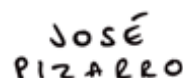
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THE FIRST MEETING OF THE NEW AMBASSADOR, H.E. JOSÉ PASCUAL MARCO, WITH SPANISH COMPANIES IN THE UK, SEPTEMBER 2021

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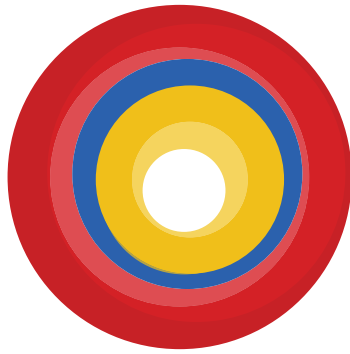
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