



Unlock Spain

**Develop your business and
#GoBeyond**

2024



Expanding your business in Spain

Expanding into new international markets can be challenging due to the many issues to consider and resolve. Our Unlock Spain service can provide expert advice and insight to support you every step of the way. From helping you to find the best location, to setting up a branch or subsidiary, we are committed to providing pragmatic and timely advice that allows you to focus on achieving your business goals.

International expansion is an important step, but with a dedicated international business adviser, who takes time to understand your business and customize the specific services you require, you'll know you have the support to manage the risks and maximize the potential a new market offers your business.

Our advisers can help at every stage of your company's growth cycle – from starting-up, raising venture funding, listing on a global exchange, acquiring, or merging with another company, or using Spain as a base to expand into other markets– which means that whatever the challenge, we're at your side.



We can help you with the following services



Company set up

- Incorporation of the company or branch
- M&A transactions
- Secretarial services
- Contractual advice
- Intellectual property and data protection
- Authorizations and administrative.



Labor issues

- Global mobility
- Work permits and visas
- Employment contracts and social security issues
- Employment tax issues
- Reward packages
- HR services



Supporting innovation growth

- Define the digital transformation strategy
- Facilitate the exploitation of Blockchain technology
- Support in the development of cybersecurity processes .



Tax services

- Holding creations
- Corporate and international taxes
- Indirect taxes
- Transfer pricing
- Global mobility services
- Tax structuring and tax due diligence

We can help you with the following services (continued)



Back-office services

- Flat rate accounting for start-up companies
- Fully outsourced solutions
- Financial reporting and accounting services
- Payroll services
- Conversion to Spanish GAAP



Financial advisory services

- Mergers & acquisitions
- Transactional advisory services
- Valuations
- Debt and financial restructuring advisory services
- Fund-raising



Support for business growth

- Expert, tailored support to help you grow your business in Spain and around the world.
- Personal tax advice
- Market assessment and competitive analysis
- Market entry strategy
- Introductions to key business communities
- Business risk services
- Official books and annual accounts preparation



Assurance

- Statutory and non-statutory audits
- GAAP conversions
- Financial reporting advice
- Advice on international financial reporting standards
- Guarantee of royalties/contact.

Why choose Spain?

Market opportunity

- Population of 48.6 million.
- 14th largest economy in the world and 4th in the EU.
- Providing access to 447 million consumers within the EU.
- Spain is a unique hub for the EMEA Region and Latin America.
- Spanish is the second most widely spoken language in the world.

Magnet for talent

- 2 Spanish executive education business schools rank among the top 10 in the world.
- 41.1% of the population has studied tertiary education.
- A nation of entrepreneurs.
- Spain is a nation where effort, sacrifice and competitive character are widespread. Some examples of it are Rafael Nadal, the tennis player who has won Roland Garros the most times in history (13), and the two Spaniards recently appointed as part of ESA's astronaut roster.

Business friendly environment

- 9th most open country to international investment.
- 15th largest recipient of foreign investment in the world.
- Foreign investors have the same treatment as Spanish investors.
- Spain facilitates access to a market of more than 2.3 billion potential customers throughout the EMEA region due to its geostrategic position within the EU.



There are several reasons to choose Spain as a place to be.

Unparalleled arts, history, cultural heritage and diversity go hand in hand with manufacture, innovation and research that make our country unique. Adding this to the traditional Spanish spirit of being open to life, joyful and welcoming to others makes it a perfect mix to attract foreigners to establish here.

Why choose Spain? (continued)

Quality of life

- Diverse, welcoming and tolerant country.
- Unparalleled of residential and educational opportunities.
- Spain has one of the top National Health Systems in the world.
- Spain provides access to unrivalled heritage, culture and nature sites, being world leader in Biosphere Reserves (53) and ranking fourth in the World Heritage Sites list.
- One of the most visited countries in the world. In 2023, a total of 81.5 million international tourists visited Spain.
- Spain is among the first countries with the highest life expectancy in the world.
- Spain is committed to the environment with its Strategic Health and Environment Plan improving population health.

Access to finance

- Low effective tax rate based on allowances on incentives from investments, employment and R+D+i activities compared to the EU average.
- As member of the EU, potential investors in Spain are eligible to access European aid programs.
- Some Spanish regions provide incentives for investments.
- Up to 42% corporate income tax deduction for research and development activities.
- Spain has one of the most beneficial patent box regimes in the EU: it exempts up to 60% of the net income from the use or exploitation of the intangible assets that are transferred (patents, models, designs, formulas or projects) from taxation.

Innovation Hub

- Spain is a top reference in the fields of transplant and in the research against heart disease, cancer, Alzheimer, malaria and HIV/AIDS.
- Spain is the fifth European aeronautical power.
- Spain ranked 1st in Europe and 2nd in the world, after China, in the number of high-performance kilometers in operation, with 3,402 km of high-speed railway tracks.
- Spain ranks 10th among the countries with the highest investment attractiveness in renewable energies. We are the country with the most active concentrated solar thermal power plants, representing 30% of the world's installed capacity.



Grant Thornton – A truly global network

Grant Thornton is one of the world's leading organisations of independent assurance, legal, tax and advisory firms.

Wherever you choose to do business, you want access to people with the best ideas and critical thinking that will enable you to grow your business at home and abroad. To ensure continuity of service, we have 40 international business centres (IBC) led by experts from around the world, that work together to provide and co-ordinate the gateway to the resources of Grant Thornton.



Spain

10
Offices

+850
Employees

78.06m
Revenue (USD)



Global

+700
Offices

7.5bn
Revenue (USD)

+150
Markets

+73,000
Employees

Contact

For more information about how we can help you Unlock Spain, please contact:



Andrés Gurrea

Spain International
Business Centre Partner
Grant Thornton, S.L.P

T +34 96 422 72 70

E Andres.Gurrea@es.gt.com





© 2024 Grant Thornton Spain. All rights reserved.

Grant Thornton Spain is a member of Grant Thornton International Ltd. 'Grant Thornton' refers to the brand under which the Grant Thornton member firms provide assurance, tax and advisory services to their clients and/or refers to one or more member firms, as the context requires. Grant Thornton International Ltd (GTIL) and the member firms are not a worldwide partnership. GTIL and each member firm is a separate legal entity. Services are delivered by the member firms. GTIL does not provide services to clients. GTIL and its member firms are not agents of, and do not obligate, one another and are not liable for one another's acts or omissions.