



# Spain for **ICT Industry**

INVEST IN  
SPAIN



# Why Spain for the *ICT Industry?*

- ✓ Information & Communications Technology propels economic development and modern knowledge-based societies. The digital economy is at the core of the Spanish Government's recovery strategy, in line with the European Union and at the receiving end of the Government's allocated spending for the transformation of the economy.
- ✓ A mature market:
  - With over **35,000 domestic and international ICT companies**.
  - Directly employing more than **half a million people**.
  - **€120 billion in revenue** in 2019 (3.8% of GDP).
  - Technology and business activities related to Spain's ICT industry extend beyond its borders through services exports (3.8% of the domestic total).
- ✓ A growing industry, Spain is ranked 11<sup>th</sup> in the EU for its high levels of connectivity and use of digital technology, according to the DESI -Digital Economy and Society Index 2020. In 5G readiness, Spain was one of the first European countries to design a National Strategy for 5G and has a spectrum assignment of 30%, above the EU average of 21%.



## Facts & Figures



### Market size and maturity

**46 million consumers and 34 million Internet users** (mobile penetration rate of 112.9%).



### Leader in ICT infrastructure

Spain boasts:

- The largest FTTH network in the European Union (3<sup>rd</sup> in the OECD).
- 85% of high-speed internet connections are 100 Mbps or more and **94% are 30 Mbps or above.**
- **52.5 million mobile lines.**
- **160,000** mobile telecommunications **stations.**
- The Spanish Supercomputer Network hosts **supercomputer Mare Nostrum**, the 5<sup>th</sup> fastest in Europe.
- An undersea cable network connects Spain to Europe, Africa and the American continent. **The Marea cable is the fastest in the world** and connects Spain to the USA.
- **RedIRIS**: a high-capacity optical network that connects research centres in Spain with international academic networks.



### Launchpad

Spain's geostrategic location and cultural ties make it an ideal springboard to a market of **1.5 billion consumers**:

- European Union (513 million).
- MENA countries (437 million).
- LATAM countries (638 million).



### Highly skilled talent at a moderate cost

44% of the population between the ages of 25 and 34 have **higher-education qualifications.**

**21.9% are graduates with STEM degrees** (above the average for Europe at 13.6%).

Labour costs below **those of other neighbouring** countries and below the European average.

**Wide range of educational** and training courses provided by Spanish universities, leading business schools and companies offering niche training plans.



### Institutional support and innovation

**The ICT industry is a core priority** for European and Spanish institutions: EU's Digital Strategy and Digital Spain 2025 place digitalization at the centre of economic development.

**Support for the deployment of infrastructure:** next-generation broadband and 5G technology (National 5G Observatory).

**33 technology centres and 64 science parks** are involved in the management of public/private funds to finance R&D&I projects and promote collaboration with business.

**Tax incentives** for R&D&I investment.

**Ranked 4<sup>th</sup> in the EU** in European innovation fundraising (€43 million of Horizon 2020).



### Investment opportunities

AI, machine learning, big data, 3D printing, cybersecurity, fintech, blockchain, digital entertainment, IoT, smart cities, nearshore platforms, smart grids, robotics, supercomputing, industry 4.0, social media, public administration digitalisation, data centres, rural connectivity.

## OUR SERVICES



Advice on business **start-ups**



**Locations** search



**Focal point** between central and regional authorities



Tailored industry **know-how**



Identifying **business opportunities**



Organising **agendas**



**Immigration** advice



Identifying **strategic partners** and technology partners



**Institutional** support



**Funding** and incentives **search**



Connectivity with **investors**



**After-care** service

## OUR INTERNATIONAL NETWORK



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