Catalonia Industry Suppliers

March 2020

ACCIÓ | Generalitat de Catalunya

Catalonia Industry Suppliers

ACCIÓ
Regional Government of Catalonia (Generalitat de Catalunya)

Execution
ACCIÓ Strategic and Competitive Intelligence Unit

Barcelona, March 2020

Catalonia Industry Suppliers

1. Context
How and when the project was created. Its context.

2. Project
What it consists of. Its goals. The information it includes.

3. Companies
The companies in the search engine. Their sectors. Their location.

4. Business
How it helps generate opportunities. How it is linked to ACCIÓ services. How registrations work.

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Catalonia: a powerful, industrial and open economy
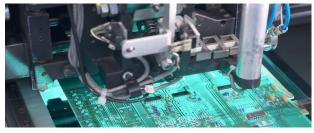
An economic driving force in Europe:

With 7.6 million inhabitants, 1.5% of the European population and in line with countries such as Switzerland or Austria, Catalonia generates GDP of 242,313 million euros, similar to that of Denmark and above that of Finland.

An industry-based economy:

The Catalan economy is diversified and industrial. Industry accounts for 21% of the GDP, above the 20% set by the European Commission for 2020. If services and activities related to industry are included, this percentage rises to 50% of the GDP.

An exporting, competitive and innovative industry:

The Catalan economy is open and exporting. Exports account for 71,624 million euros a year. The ratio of exports to GDP is similar to that of Denmark or Sweden, and higher than that of Portugal or Finland. What is more, Catalonia stood at the forefront in terms of attracting foreign investment in manufacturing in Spain in 2018.

Source: SCI (DGI-ACCIÓ), based on data from Idescat, INE, Eurosotat

National Pact for Industry

The development of a search engine for production capacities in Catalonia is one of the measures of the National Pact for Industry signed in 2017 by the Government of the Generalitat and the social partners.
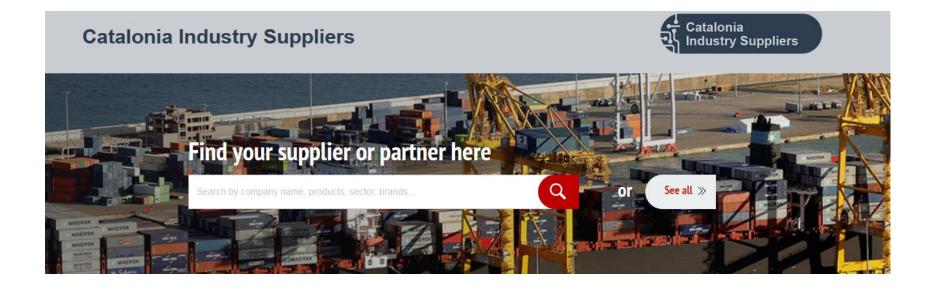
The **National Pact for Industry** strives to promote **industry** as the mainstay of the Catalan economy. One of the measures involves promoting sector-based platforms for the seven areas of the RIS3CAT, in order to **promote Catalan industry worldwide**.

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Catalonia Industry Suppliers

Catalonia Industry Suppliers is an on-line platform to promote industry in Catalonia worldwide.

It provides companies with information on products and applications by industrial companies, and must enable international manufacturers, distributors, importers and investors to find suppliers and partners in Catalonia.

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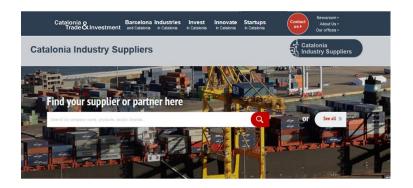The companies in the search engine. Their sectors. Their location.

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Catalonia Industry Suppliers

It offers a full description of each of the sector-based areas in Catalonia (RIS3CAT) with the production capacities and main data of each sector. From here, it is possible to download documents and reports, read success stories, and access the different players in the ecosystem.

It offers the possibility of finding products and application by industrial companies on line, and provides contact details. This generates business opportunities, as it enables international manufacturers, importers and investors to find suppliers and partners in Catalonia.

Search Engine

Catalonia Industry Suppliers provides companies with an intelligent **search engine** to find products and production capacities and locate the companies offering them in Catalonia.

A **product** search enables you to access the results and filter them by sector of origin, by **application** of that product, by turnover and employment level of the production companies, and to search by location.

It is open to production and export companies from Catalonia.

Which companies are included?

Certain requirements to form part of the directory include having a production site in Catalonia, the size, the export activity, and having international internet presence.

Industries with a production site in Catalonia:

Companies with a production site in Catalonia, and industrial and machinery and equipment repair and installation activities. Companies from technological, video games, audiovisual, telecommunications sectors, etc. and sectors closely linked to industry, such as engineering companies or design centres.

Not micro-enterprises:

Companies with more than 10 employees or with a turnover of over €2 M.

With export activity:

Catalan or foreign companies identified in the ACCIÓ exporting company census.

With international internet presence / focusing on exports:

This is an important factor with regard to selling internationally.

Excluded

Companies with only an HQ in Catalonia (no plant or design or research centre) or that are marketing or distribution, construction, public, consultancy, financial, or personal service companies.

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The size of Catalonia Industry Suppliers
Over 32,000 products from more than 3,000 companies classified into 35 sectors.

Catalonia Industry Suppliers

3,066 companies included

35 sectors of activity

125 business groups identified

More than 32,200 products counted

More than 250 applications indicated

3,547 production plants located

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What data do we analyse for each company?

To make searches easier, the activity of the companies is described, the products and their applications are listed and classified, and the location details of the production plants are given.

General activity

- A brief **description** of what the company does.
- The **sector(s)** to which it belongs.
- The **CNAE** code for its main activity.

Products and applications

- The **products** it works (from the website or catalogue).
- The **areas of application** of its products, whether they are general or more specific applications. Up to 250 applications have been listed and standardised.
- One or several **product codes**, according to the CPA (Classification of Products by Activity) to be able to link companies with similar products.
- Products/classifications/**specific** terminology per sector.
- **Key words** (synonyms, related words, etc.) useful for establishing semantic relationships for the products.

Location details

- Basic **contact** details (phone no., address, e-mail, etc.).
- The location of their production **plants**.

Economic data

- Size of the company: turnover, employees.
- Exports and export markets.
- Quality certificates, brands, etc.
- Lists of company groups.

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Profile of the companies in Catalonia Industry Suppliers

3,066 companies

100% of the companies are **exporters**	19.2% of the companies are branches of **foreign** companies in Catalonia	18.3% of the companies have **branches** abroad
44.2% of the companies have a **turnover** of between €5M and €50M	58.5% of the companies have between 10 and 50 **employees**	Average **exports** account for 43.4% of turnover

11% of the companies have **more than one production plant**

19.9% of the plants are in **Vallès Occidental**

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In which areas do the companies in Catalonia Industry Suppliers operate?

Food Industries (619)

Agriculture
Food and Gourmet Products
Wine and Beverage (tobacco included)

Chemical, Energy and Resources Industries (750)

Chemical and Plastics (except packaging)
Circular Economy
Energy and Resources
Raw Materials

Health, Well-being and Life Sciences Industries (294)

Biotechnology
Pharmaceutics
Health and Medical Equipment
Wellness and Beauty

Industrial Systems, Smart Industry and 3D Printing (1.988)

Electronics and Electricity
ICT and Digital Transformation
Machinery and Equipment (with components)
Metal and Metallurgy
Paper and Packaging (all materials)
Smart Industry and 3D Printing

Design Industries (550)

Fashion and Textile
Homewares and Furnishings
Other Consumer Goods

Sustainable Mobility and Smart Cities Industries (399)

Automotive and Motorcycle
Other Transportation Industries
Logistics, Transport and E-commerce
Smart Cities

Cultural and Experience-based Industries (181)

Digital Content and Media
Mobile and Videogames
Education, Training and Editorial Services
Sports
Tourism, Culture and Leisure

Other Industries (270)

Consulting, Professional & Human Resources
Financing and Insurance
Infrastructures and Construction
Other Services
Public Administration
R&D

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Location of the production plants

The 3,097 companies in Catalonia Industry Suppliers have 3,580 associated production plants.

11% of the companies have identified more than one production plant in Catalonia.

Plants	Companies	%
One plant	2,761	89.20%
Two plants	255	8.20%
Three plants	53	1.70%
Four plants	16	0.51%
Five plants	4	0.13%
Six plants	1	0.04%
Seven plants	3	0.09%
Eight or more plants	4	0.13%
TOTAL	**3,097**	**100.00%**

76.6% of the plants are in the districts of Barcelona, 11.1% in Girona, 7.3% in Tarragona, and 5.0% in Lleida.

176
Lleida

399
Girona

2,743

262
Tarragona

Barcelona

3,580 plants in Catalonia

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Production plants in Barcelona

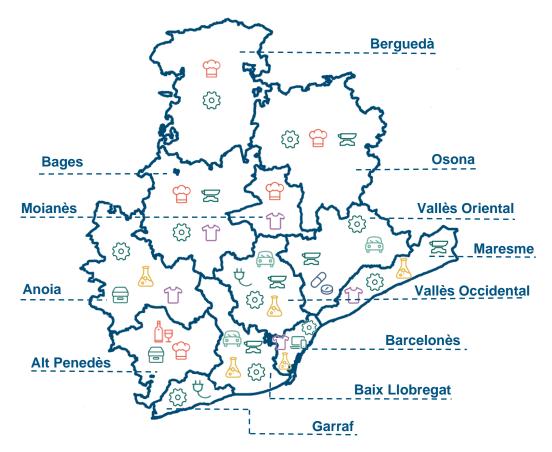**In the districts of Barcelona, machinery and equipment, chemicals and plastics account for 19.6% and 13.0% of the 2,743 production plants identified.**

Barcelona		
Main sectors	**Number of plants**	**% of the total in the province**
Machinery and Equipment	538	19.6%
Chemical and Plastics	356	13.0%
Metal and Metallurgy	280	10.2%
Paper and Packaging	242	8.8%
Automotive and Motorcycle	164	6.0%

Pharma

Chemical and Plastics

Electronics and Electricity

Food and Gourmet Products

Wine and Beverage

Paper and Packaging

ICT and Digital Transformation

Fashion and Textile

Automotive and Motorcycle

Machinery and equipment

Metal and Metallurgy

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Source: SCI (ACCIÓ) based on data from the 3,580 plants in Catalonia Industry Suppliers
Note: the map includes the icons of the sectors with most production plants in each district. Each plant can be assigned to more than one sector

Production plants in Girona

In the districts of Girona, food and machinery and equipment represent 23.8% and 16.5% of the 399 plants identified, respectively.

Girona		
Main sectors	**Number of plants**	**% of the total in the province**
Food and Gourmet Products	95	23.8%
Machinery and Equipment	66	16.5%
Metal and Metallurgy	54	13.5%
Chemical and Plastics	53	13.3%
Paper and Packaging	40	10.0%

Ripollès

Alt Empordà

Pla de l'Estany

Garrotxa

Gironès

La Selva

Baix Empordà

Chemical and Plastics

Food and Gourmet Products

Paper and Packaging

Automotive and Motorcycle

Metal and Metallurgy

Other Consumer Goods

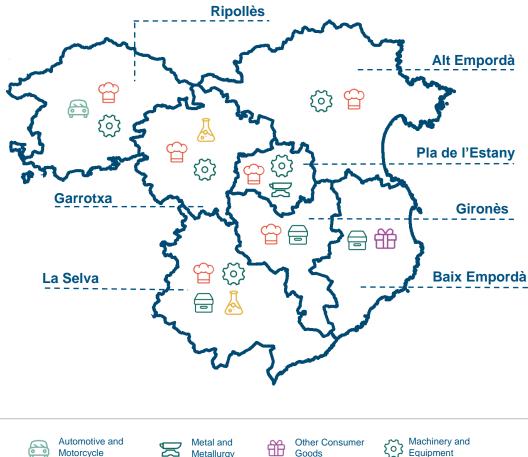Machinery and Equipment

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Source: EIC (ACCIÓ) based on data from the 3,580 plants in Catalonia Industry Suppliers
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Production plants in Tarragona

In the districts of Tarragona, food and chemicals and plastics represent 21.4% and 19.5% of the 262 plants identified, respectively.

Tarragona		
Main sectors	**Number of plants**	**% of the total in the province**
Food and Gourmet Products	56	21.4%
Chemical and Plastics	51	19.5%
Agriculture	38	14.5%
Machinery and Equipment	37	14.1%
Metal and Metallurgy	32	12.2%

Conca de Barberà

Priorat

Alt Camp

Ribera d'Ebre

Baix Penedès

Tarragonès

Terra Alta

Baix Camp

Baix Ebre

Montsià

Agriculture

Chemical and Plastics

Homewares and Furnishings

Food and Gourmet Products

Wine and Beverage

Paper and Packaging

Raw Materials

Other Consumer Goods

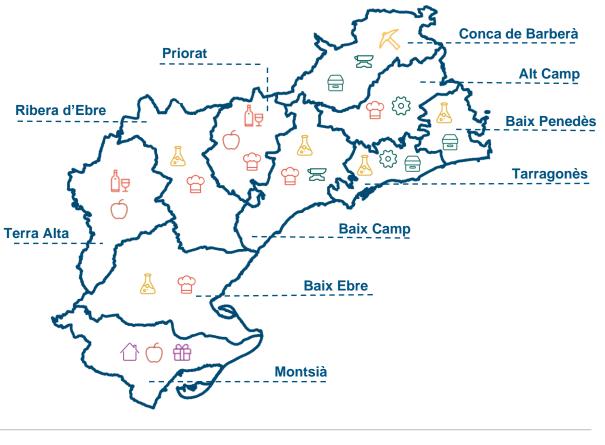Machinery and equipment

Metal and Metallurgy

Source: EIC (ACCIÓ) based on data from the 3,580 plants in Catalonia Industry Suppliers
Note: the map includes the icons of the sectors with most production plants in each district. Each plant can be assigned to more than one sector

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Production plants in Lleida

In the districts of Lleida, machinery and equipment, and food represent 22.7% and 21.0% of the 176 plants identified, respectively.

Lleida		
Main sectors	**Number of plants**	**% of the total in the province**
Machinery and Equipment	40	22.7%
Food and Gourmet Products	37	21.0%
Metal and Metallurgy	25	14.2%
Agriculture	25	14.2%
Chemical and Plastics	19	10.8%

Vall d'Aran

Pallars Sobirà

Alta Ribagorça

Cerdanya

Pallars Jussà

Alt Urgell

Noguera

Solsonès

Pla d'Urgell

Segarra

Urgell

Segrià

Garrigues

Agriculture

Chemical and Plastics

Electronics and Electricity

Food and Gourmet Products

Wine and Beverage

Circular Economy

Infrastructures and Construction

Machinery and equipment
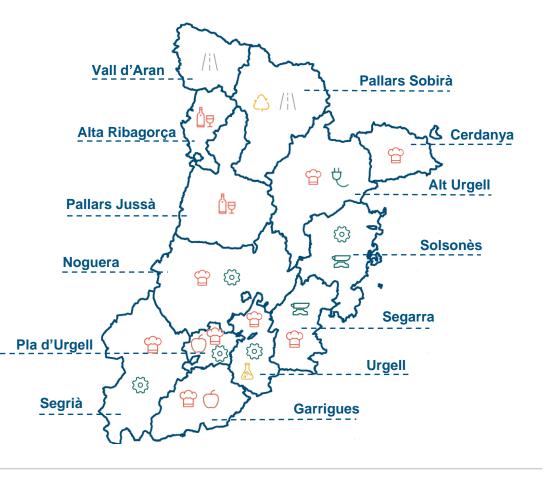
Metal and Metallurgy

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Catalonia Industry Suppliers is a tool to generate business in industry

It helps **improve the international visibility** of the industrial companies in Catalonia at no extra cost.

It provides information on **products, applications and contact details** of manufacturers and producers.

It offers the possibility of receiving **business offers** and acts as a search engine of reference in the ACCIÓ supplier search service.

It is open to **the registration of new** production and export companies and to **the permanent updating of information,** either through the incorporation of new sectors or on request by the companies themselves.

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Registering
Requests to register with the directory can be made easily on line.

CATALONIA INDUSTRY SUPPLIERS: REQUEST FOR REGISTRATION

Company data

Company VAT-Nr (NIF)*
(Ex. B12345678)

Company name*

Country*   Espanya

Postal code*   –

Town   –

Province   –

Address

Web*

Company email*

Phone*

Activity description*
(max. 700 characters)

Company data

Main sector of activity*   Choose an option

Other sectors of activity   Choose one or more options
(max. of 3 sectors)

NACE

List of products*
(Use a comma to separate different products)

Fields of application of your products*   Choose one or more options
(max. of 7 applications)

Other specific applications
(Use a comma to separate different products)

Technologies   Choose one or more options
(max. of 3 technologies)

Other technologies

Export markets

Brands

Quality certifications

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suppliers.catalonia.com

industry.suppliers@catalonia.com

ACCIÓ

Passeig de Gràcia, 129
08008 Barcelona
www.accio.gencat.cat
www.catalonia.com
@accio_cat
@catalonia_ti

Take a look at the full report:
http://catalonia.com/industries-in-catalonia/directory/about-this-directory.jsp

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