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Canary Islands





/// ABOUT US



CANARY ISLANDS SUPPLIERS (CIS)

shows a solid offer of services with contracting guarantees, to companies operating in the Mid-Atlantic Ocean and Africa, as an Atlantic ONE-STOP-SHOP.



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provides an easy way for companies to find services from their places of origin, that need their base of operations in Africa or the Mid-Atlantic Ocean.



CANARY ISLANDS SUPPLIERS

promotes associated companies on a pooled basis, showing nationally and internationally their high level of professionalism.



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commits to obtain the greatest benefits for associated companies, showcasing their values in terms of service quality assurance policies, legal and regulatory compliance, security, specialisation and qualification, to the attraction of national and international clients.



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contributes to turning the Canary Islands into a logistics and services hub in the Mid-Atlantic Ocean.



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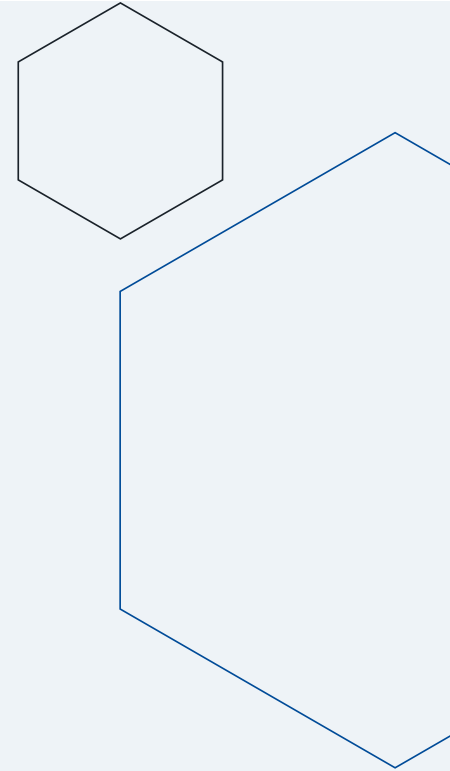


//// OUR VALUES

We are a guarantee of

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- Security
- Health & Safety
- Customer Commitment
- Accountability
- Integrity

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Markets:

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- Maritime Aquaculture Mining Public Sector
- Subsea Nutrition Sector Green Energy Petrochemical Industry
- Agricultural Industry Refining Industry Water Desalination Industry

Hoses and couplings

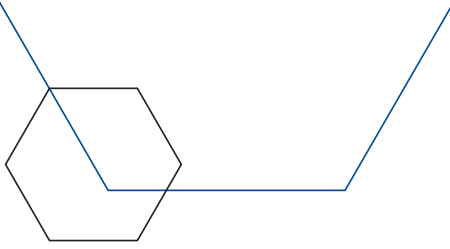
- Industrial, hydraulic and ultra-high pressure hoses
- Bunkering and drilling hoses
- Fire resistant - Warmguard hoses
- Fittings and valves
- Pipe fittings and quick coupling
- Steel hoses, compensators and pipes

Services

- Hose production and testing (approved hose workshop)
- Mobile hose workshop (Containers)
- Hose survey, inspection and replacement
- Hose management
- Project management



In addition MRO products delivered on order.

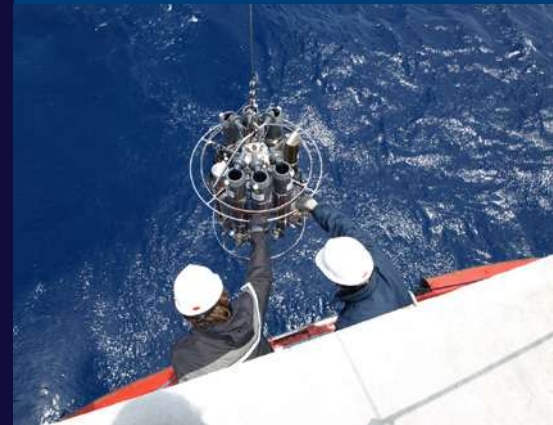


GEO-STRATEGIC SITUATION AND TIES

The Canary Islands have an ideal geographical position as the southern gateway to the European Union and tri-continental bridge between America, Africa and Europe, making the Islands a magnificent platform for trade, logistics and to services and technology between continents, as they are positioned on the main international trading routes. This enables investors to use the Canary Islands for tackling strategic projects in West Africa and Latin America, with all the legal security implicit in basing their business in Europe.

All the advantages of Europe just 90 kms away from Africa: The Canary Islands is one of Spain's seventeen autonomous communities and forms part of the European Union (EU) and of the euro area.

The Archipelago is situated opposite the African coast, just 100 kms away from Morocco, 1,100 km away from Nouakchott (Mauritania) and 3,700 kms away from Malabo (Equatorial Guinea).



GASIMSA

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TAX REGIME COMPARATIVE



EXCELLENT TRANSPORT AND COMMUNICATIONS FACILITIES

The Canary Islands have eight airports, six of which are international, receiving over 34 million passengers a year. These allow for approximately 1,500 direct flights a week to all the main European cities with the leading international airlines, including low-cost companies that have been booming in recent years. By way of example, in 2009, the Canary Islands had 467 direct flights to the United Kingdom and 334 a week to Germany.

The Canary Islands have an extensive network of commercial and fishing harbours and marinas, with the Port of La Luz and Las Palmas (Gran Canaria) and the Port of Santa Cruz (Tenerife) among the leading ports of Spain in passenger and cargo traffic, both between the Islands and from and to the rest of the world.

The Canary Islands are on all the shipping routes between Europe, America, Africa and, in recent decades, Asia too, making it a strategic ship supply and repair station in the Mid Atlantic. The ports in the Canary Islands are connected to more than 500 ports throughout the world by some thirty-odd shipping lines. They have spacious, modern docks and large storage and operations capacity, as well as many container terminals in constant expansion, vehicle terminals, large cold storage capacity and high-quality facilities for passengers and cruise ships.

GENERAL DATA



NAUTICAL

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BEST TAX REGIME IN EUROPE

The Canary Islands have a different and stable tax and economic regime to offset the island factor, fragmentation and distance in comparison with the rest of Spain and Europe. They have their own Economic and Tax Regime (REF, from mainland Spain) under Spanish legislation and with the full authorisation of the European Union (EU).

THE CHANCE TO PAY LESS IN COMPANY TAX	<ul style="list-style-type: none"> Flat 4 % tax rate on ZEC companies Up to 90 % reduction on the tax base for undistributed net profits 50 % rebate on the production of tangible goods More beneficial tax deductions on investments than in the rest of Spain
MANY EXEMPTIONS FROM INDIRECT TAXES	<ul style="list-style-type: none"> For setting up a company For increasing capital For acquiring capital goods
SET UP FREE PORTS WITH AMAZING ECONOMIC ADVANTAGES	<ul style="list-style-type: none"> Economic advantages for importing and exporting and for actively processing goods



QUALIFIED AND COMPETITIVE WORKFORCE

The Canary Islands possess a solid know-how in key sectors and have an excellent workforce to assist the needs of the companies settled in the Canaries for operating in neighbouring countries. Companies can expect to rely on qualified personnel and expertise while operating in the Canary Islands.

The average age of the population is younger than the rest of Spain and is highly qualified. The Canary Islands, as part of the European Union, allows personnel mobilization without visa requirements. Low personnel rotation provides higher levels of worker loyalty.

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TELECOMMUNICATIONS

The Canary Islands is the ideal place for setting up and operating any kind of information and communication technology - related activity, as you can see from the wide satellite cover (around 50 satellites provide services in the Canaries) and their fibre optic submarine cable connections. As for mobile telephone services, they are no different from the rest of Spain and Europe as mobile phone use is similar to that of the Spanish regions with the highest Gross Domestic Product (GDP) and it is on a par with the European Union average. Regarding hard-wired networks, the growth of ADSL services and fibre optic lines is the result of all the modernisation that the Canary Islands have been through in recent years. High-speed, broadband internet connections offer enhanced security and standards in line with the rest of Spain and Europe.



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CANARY ISLANDS SUPPLIERS
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CANARY ISLANDS SUPPLIERS
offers a diverse range of services from maritime services to marine renewable energy services or from industry services to professional services or other auxiliary services.

CANARY ISLANDS SUPPLIERS
have management procedures under internationally recognised standards that allow their clients to obtain guarantees in hired services.

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CANARY ISLANDS SUPPLIERS

values are service quality assurance, legal and regulatory compliance, management transparency and professionalism in everything they do.

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PORTS

There is no doubt that shipping (maritime transport and ports) is a key activity for the Canary Islands in terms of economic and social development. In the Canary Islands, there is an extensive network of commercial, fishing and sports activities dependent on ports.

/// MARITIME INDUSTRY

The Port of La Luz (Gran Canaria) and the port of Santa Cruz (Tenerife) are leaders amongst Spanish ports regarding passengers and goods transport. Notably, the Canary Islands ports are a key and strategic refuelling and ship repairing station in the Middle Atlantic, for ships based in all continents, especially in Africa and, in recent decades, Asia. Maritime connections with Africa include destinations to: Angola, Benin, Cape Verde, Cameroon, Congo, Côte d'Ivoire, Gabon, Gambia, Ghana, Guinea Bissau, Guinea Conakry, Liberia, Mauritania, Morocco, Nigeria, Senegal, Sierra Leone, South Africa and Togo.

The Canary ports include spacious and modern basins with large storage and operation capacity, with multiple container and rolling traffic terminals, with a large storage refrigerator capacity and excellent facilities for passenger traffic and cruise ships. The port infrastructure is completed by a wide variety of repairing companies which cover both technical and safety demand from international companies.

In relation to bunkering, the Port of Las Palmas is a great Atlantic gas station and the first in Spain in bunkering (1 795 858 tonnes in 2014). This port has a large storage capacity, with an extensive network of pipelines for dock supplying and a large fleet of barges and tankers. The port of Las Palmas provides an important activity of maintenance of oil platform during technical stops from South Africa. Finally, it is worth mentioning that during the last years the Port Authority of Santa Cruz de Tenerife and Las Palmas have carried out several dredging projects.



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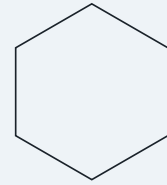
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SHIP REPAIR INDUSTRY



During the first decade of the 2000s the activity of ship repairing suffered the impact of the access limitations to the Canary Islands-Saharan fishing ground and to the waters of other African nations (see chapter 2). The inspection and repair of oil platforms have emerged, however, as market niches are generating substantial income and employment in the ports of Gran Canaria and Las Palmas. This activity is oriented to provide inspection and repair services to oil platforms based in West African waters, e.g. there are 180 platforms in the Gulf of Guinea. Platforms need to pass revisions every five years. According to interviewees the inspection of a small platform may cost 3 - 5 million euro, while the larger ones may cost up to 30 million euro. In addition, the platform may need repair and pay port charges. This activity could employ around 200 – 300 people, depending on the size of the platform.

In 2013, the ship repair activity, which includes oil platform revision and repair, reached a GVA of around 73 million euro. It employed 1075 people and reached a turnover of approximately 160 million euro. The sector comprises of large shipyards, mainly located in the ports of Las Palmas, and a large number of micro-enterprises (workshops).



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/// MARINE RENEWABLE ENERGY SERVICES

Marine renewable energies, that many European countries are investing in, have enormous potential in the Canary Islands: The Islands could cover 22 times their electricity consumption only with offshore wind power, using 12% of their territorial waters and at 23 % lower costs.

The Canary Islands fulfil all the requirements to be a leading region in the growth of marine renewable energies and possess a significant potential to push forward and diversify other subsectors such as maritime, ports and logistics, where the Canary Islands can claim to have a lot of experience and give quality service.



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Apart from this, research and development in matters concerning marine renewable energies and the related infrastructure, have the potential to transform the Canary Islands into an international laboratory for the development and testing of new marine technologies. The R&D and academia systems provide sound education in sea sciences, naval and nautical engineering, while other institutions offer mid level education in metal and electric topics. Nowadays, national and international companies are developing and testing prototype infrastructures in the Canary Islands. Knowledge and R&D infrastructures and the oceanographic conditions of the archipelago have the potential of transforming the Canary Islands into a world referent in this sector.

Subsectors such as shipping maintenance (shipyards and auxiliary industry) which are leading in the Canary Islands, offering specialized services to the OIL & GAS industry, could strengthen the value chain of marine renewable energies by offering transport, supplies, maintenance or installation services, taking the most of their capacities and infrastructures for the implementation of offshore wind farms.

Recent studies show that there are 3,950 km² of marine area in the Canary Islands, with space for 1,980 fixed wind turbines and 9,465 floating wind turbines, that could produce 178,988 gigawatts / hour per year (22 times the total annual consumption of the Islands). In these data, only those economically viable parks have been computed, including all types of costs: construction, operation and use of energy in the electricity grids. The Canary Islands government intends to reach 2025 with 45% of their demand for electricity covered with renewable sources.

Based on the same studies, to cover all the current electricity demand of the islands with wind turbines on land, 1,350 2 MW turbines would be needed, which would occupy 500 km² of land. However, with offshore wind power, 515 turbines of 5 Mw (370 fixed and 145 floating) would be enough, which would only occupy 180 km² of the sea area.



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/// NAUTICAL TOURISM

The combination of the trade winds, which regularly hit the Canary archipelago, a rugged orography and cold sea currents, give the islands a unique climate, characterised by gentle year-round temperatures, ranging from 18°C in winter to 24°C in summer. Good weather, high biodiversity, a large surface and variety of natural areas, 1583 kilometres of coast, 257 kilometres of beaches, natural beauty and cultural attractiveness make the Canary Islands the main tourist destination in Europe. In fact, according to statistics of ISTAC and FRONTUR, the main reasons for going to the Canary Islands are the weather and its beaches. However, in recent years other reasons are taking on importance, such as security, cultural supply, rural tourism, leisure parks, and adventure and sports tourism.

Tourism is the main economic activity in the Canary Islands. In this way, tourism in these islands contributes to 30% of the GDP for tourism in the whole of Spain. In 2014, the number of tourists was 12.7 million and in 2015 reached 13.3 million. In terms of employment, tourism represented 34.5 % of the total employment, i.e. approximately 300 000 jobs. According to the IMPACTUR report, the importance of tourism is explained by its direct and indirect effect, i.e., tourism creates 44.6 indirect jobs per 100 direct jobs.



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Cruise tourism in the Canary Islands is also highly relevant. In fact, in 2015 the number of cruise passengers was 2.19 million (16.4 % over the total number of tourists). It is worth commenting that the sector showed resilience to the worst years of the crisis and its growth was sustained. This growth can be explained by the moderate weather of Canary Islands, even in winter, together with the political stability and security. The USA is the main country of origin for cruise tourists. They generate an important economic impact on the islands.

Nautical tourism is an important branch of the coastal tourism sector. Other recreational activities taking place in the sea are increasing e.g. sport fishing, diving, surfing, sailing and rowing amongst others. These activities attract tourists, and they provide opportunities for coastal communities besides the traditional accommodation and food and beverage subsectors. As a result, there are many new shops

and schools emerging along the coast supplying services for these activities.

In turn infrastructures have been developed such as the Puerto Deportivo of Las Palmas which provides 1.250 moorings. The Canary Islands offer a total of 7.226 moorings distributed in 32 sport harbours. The archipelago is becoming an international reference in nautical tourism. In fact, international nautical events are continually taking place in the islands.

It is worth mentioning the initiative 'Ciudad del Mar' promoted by the municipality of Las Palmas of Gran Canaria, which attempts to motivate sustainable economic and leisure activities associated to a responsible use of the littoral space. Fairs and events such as FIMAR (international fair of the sea) are being carried out in order to generate added value to the use of the coasts in Las Palmas. 'Ciudad del Mar' is a unique initiative in Spain.



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The advertisement features a scenic view of the Puerto de Mogán harbor. In the foreground, several sailboats are visible on the blue water. The harbor is filled with numerous boats moored at the piers. The background shows the town of Mogán built on a hillside overlooking the sea. The logo for Puerto de Mogán is in the top left corner, and the text is overlaid on the image.

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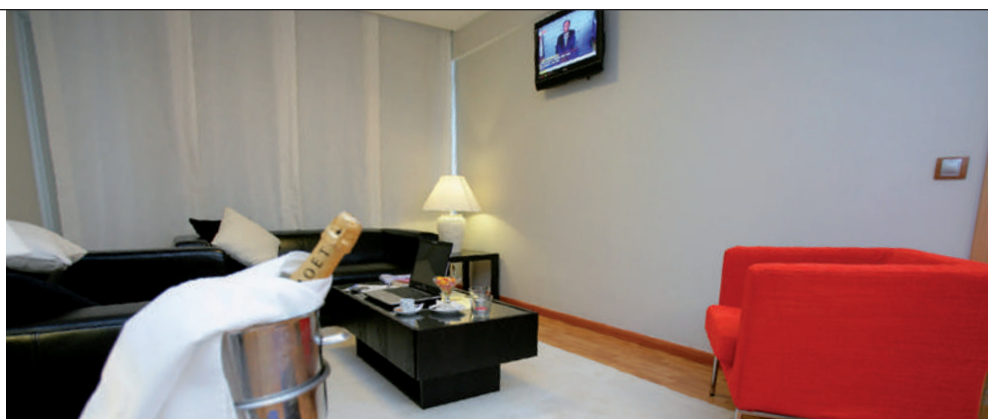
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TOGETHER FURTHER

The Maritime Cluster of the Canary Islands is constituted as a place of meeting and dialogue between all the agents related to the sea.

The Maritime Cluster of the Canary Islands is a non-profit association with a regional scope whose main objective is to promote the development and international competitiveness of the Maritime Sector of the Canary Islands, in turn raising the business, economic and social fabric of the Canary Islands. This is done through the integration, creation, strengthening and sustainability of the companies and institutions that are within the value chain of the maritime marine sector, promoting its international presence and raising the technological and innovative standards of all the agents involved, aligned with policy development and social demands. The strategy to achieve this goal is based on values such as cooperation, commitment, communication and competitiveness.

AREAS OF ACTIVITY

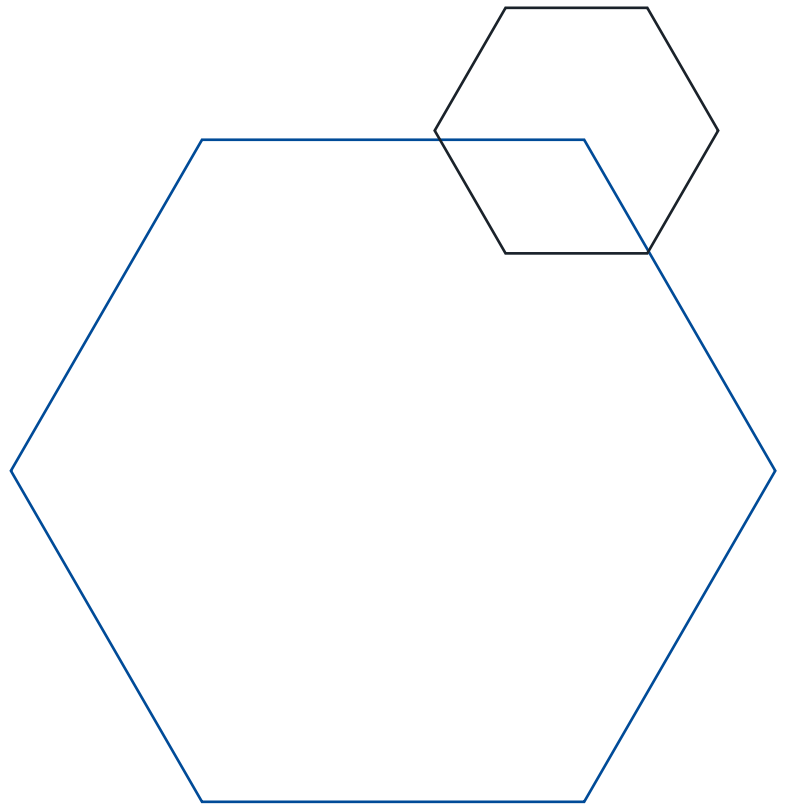
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