

Castilla – La Mancha

The region in Europe with the best possibilities for the cultivation of Pistachios



Manzanares, the starting point

PRESENTATION

Why is La Mancha and specifically Manzanares and its region the central point of this project. Looking from several perspectives one can find various reasons for it:

- Its geographical location in the centre of the peninsula; equidistant from points of crucial importance (Madrid, Andalucía, Levante) and it also has excellent traffic routes for transportation by highway or train.
- The terrain type and climatic characteristics.
- Receptiveness for the project and the existent precedents.

Located in the centre of the peninsula (less than one and a half hours from the capital of Spain) Manzanares belongs to the autonomous community of Castilla -La Mancha, the third-largest community with a surface area of 79,409 km². Great part of the territory of this autonomous community consists of flat terrain of La Mancha, the natural region of shallow terrain which extends up to the provinces of Ciudad Real, Albacete, Toledo and Cuenca. About 70% of the territory is situated 600 -1,100 meters above sea level. Just to have an idea, the percentage of the surface of Spain summarised in this section is 39% out of which 27% belongs to Castilla- La Mancha.

The climate in our region is continental, characterized by the seasonality of the temperatures, cold winters and hot summers, aridity and continental aspect.

If we make a climate logical comparison between the different provinces with their orography and characteristics can be considered more suited for the cultivation of pistachios we would find the following graphical representation:

Province	T	TM	Tm	R	H	DN	DT	DF	DH	DD
Ciudad Real	14.7	21.2	8.2	396	63	2	17	31	47	84
Cuenca	12.6	18.8	6.3	507	63	9	19	9	68	-
Toledo	15.4	21.4	9.3	357	62	2	15	34	33	95

(Source: «Guía resumida del clima en España 1971-2000» del Instituto Nacional de Meteorología)

T= average annual temperature
TM= annual average of maximum temperatures
Tm= annual average of minimal temperatures
R= annual average rainfall
H= (average) relative humidity

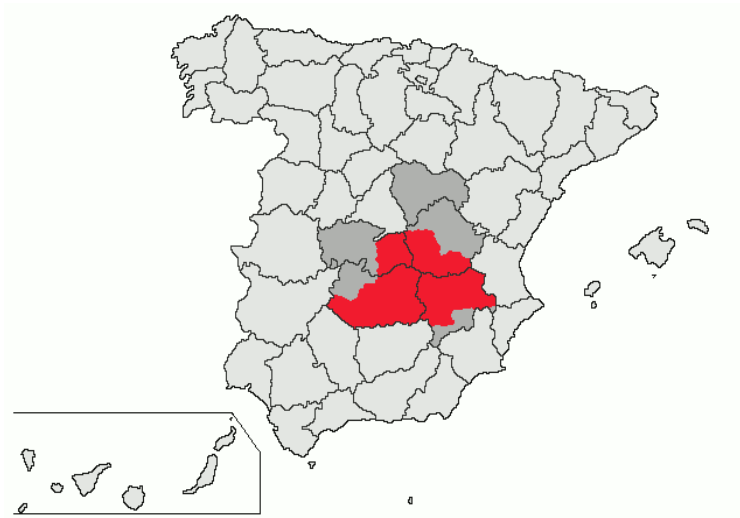
DN= average annual numbers of days with snowfall
DT= average annual number of days with storms
DF= average annual number of foggy days
DH= average annual number of frost days
DD= average annual number of clear days

% of the total surface area of the region is occupied by species of plants associated

with agriculture and livestock; the cereal agriculture, vineyard and olive groves are the most characteristic ones. The rest of the surface area is covered by other types of natural plant formations (35.45 % of the total surface area of the territory), the holm oak which is distributed throughout the region of Castilla- La Mancha, as being predominant except of certain zones where it is replaced with species that adapt better to the specific conditions of a terrain extremely arid and dry. The scarcity of water causes that kermes oak forests (bushes) and plants associated with harsh environment and low precipitations, like the cork oak, savin or pine grove, to be predominant in landscapes with low rainfall and scarce water resources.

Low geographical density. Average altitude of the high plateau is 660 metres above sea level. Location is equidistant from cities with sea access or cities with airports. Continental climatic conditions. These are some of the physical characteristics that form the plains of La Mancha.

For a better and more detailed information as well as the reasons why cultivating pistachios in this area, please see the reports produced by specialists in the field as they know more about this future project and can offer detailed explanations with technical precision and reliable data that we just point out here.



1. MANZANARES (THE CITY)

Source: Manzanares Town Hall



Industrial area aerial view of the city

With a population of nearly 19,000 inhabitants Manzanares is the perfect place. Due to the communication hub north-south and east-west, it was given in the nineteenth century the nickname “encrucijada de caminos” which means crossroad. It has excellent communication with Madrid (motorway or train), Levante (motorway A-43) and Andalucía (A-4); it serves as a strategic enclave in the centre of nearby cities like Ciudad Real, Alcázar de San Juan, Valdepeñas, Daimiel, La Solana or Tomelloso, which in terms of inhabitants represents more than 80% of the population of the province.

1.1 BUSINESS CENTRE: INSTITUTIONAL SUPPORT



The Business Centre is the ultimate expression of support provided by the City Council for the entrepreneurs. Its main aim is the promotion of viable business projects, especially of those with an innovative nature that contribute to a profitable diversification.

The City Council of Manzanares offers:

- Rooms and workshops at a subsidized price with the minimum rental income which is established by the existing legal provisions.
- Common support services for the companies both in terms of material support and monitoring and consultancy of the activities.

The main aim of the Business and Innovation Centre of Manzanares is to give access to advice to all the companies that want to set up a business in the locality or want to increase their competitiveness.

It also provides consultancy in all areas and immediate responses to the needs of the users, relying on a supporting point for entrepreneurs (PAE), a formula that simplifies the procedures for the constitution and beginning of the activity.

1.2 INDUSTRIAL ESTATE

The industrial estate of Manzanares enjoys of big public support since its creation as it is managed by the State Company for Promotion and Public Land Management which is 100% depending on the Ministry of Development. Its proposed extension means that there will be an increase on availability of land of 660,000 m2 for 250 new plots which make it possible to form new companies and, in addition, to guarantee a sustainable and rational urban development.

This public support is growing thanks to low square metre prices for a net plot, 48€/m2, so we can ensure that Manzanares is one of the zones where developing business projects can be highly profitable in economic terms.



Through the City Council, Manzanares provides full coverage for administrative and bureaucratic services; it has leading educational, hospital, cultural and sport centres which allow to enjoy a high quality life.

1.3 COMPETITIONS; FAIRS AND EVENTS

1.3.1 “BUSINESS CONFERENCES”



D. Jordi Sevilla, former economy minister

Conferences organized by the City Council of Manzanares serve as business meetings at a national level and contribute to the expansion of the network of contacts of the participants as a starting point to establish possible partnerships, businesses or trade relations.

The meeting events celebrated here benefit a networking area that can lead to expansion and search for new clients.



Mr. Julián Nieva (the mayor of Manzanares) and va

The idea, under the title “Con visión de futuro”, which means “forward-looking”, is centred on two key points: encouraging entrepreneurship and consolidation of a sector of crucial importance in our region, like the agri-food sector.

Our aim is to optimize time and resources offering relevant information to the participating companies through the collaboration with organizations like Bankia or Globalcaja and the valuable contribution of the Chamber of Commerce.

1.3.2 NATIONAL TRADE FAIR (FERCAM)



Amongst the most important fairs for agricultural machinery, irrigation, agricultural products in general and the agri-food sector in Spain, one can find the “FERCAM”, an event that for more than 56 years stands out for its upward progression and exceedance of expectations.

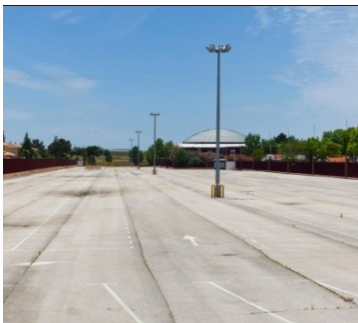
The National Trade Fair (FERCAM) takes place from the 6th to 10th of July, in a 120,000 square metres outdoor fairground and a 3,000 square metres exhibition hall, where the exhibiting companies from different sectors present their full range of products, making business contact between suppliers and possible clients and opening up new channels and possibilities for distribution.

FERCAM is a perfectly consolidated multisector fair in which several productive sectors of our society coexist in harmony, among which the agricultural machinery,

irrigation and agricultural products exhibitions stand out and are paid particular attention to.



The fairground FERCAM is located in the street Paseo Príncipe de Asturias and it is municipal property which consists of an extensive open air area, press room and meeting centre, a covered hall, restaurants and a service area. It's fully equipped with electricity, water, PA system and internet.



The perimeter of the fairground is completely fenced and is provided with paved car parks with capacity for 3,000 vehicles. In the interior of the car parks is a loading and unloading dock for the exhibitors who bring heavy machinery for the exhibition.



The organization has at its disposal offices and rooms inside the fairground, that are provided and equipped to respond to any administrative needs of the exhibitors, as well as two rooms, available for the exhibiting companies and public institutions, equipped with illumination and sound where technical conferences are held.

In addition to its use in the FERCAM week, the fairground is available for various official and private events during the rest of the year: congresses, exhibitions, commercial samples etc.

2. INVESTMENT PERSPECTIVES FOR FOREIGN CAPITAL. PROCEDURES.

The administrative and fiscal procedures for any person of foreign nationality who wishes to start an activity in Spain has to obey a protocol of performances common for each national company although with some previous steps which have to be taken into consideration.

There are several formulas for the foreign investor who wishes to be present in Spain. Different requisites but with a common starting point: the economic and fiscal control of the capital to be brought, its origin, the personal data of every person, its relation with Spain and all the previous protocols which have to be done prior to any economic disbursement. The first step to take into consideration is the judicial form to be given to the business entity which will commence the activity. The following explanation, and taking as an example the one we consider being the most common one, starts from the idea of adopting the most convenient form of commercial capital corresponding to the investment without any prejudice for a natural person, who as an individual can also perform it.

2.1 THE INVESTOR IN HIS/HER COUNTRY OF ORIGIN



Once taken the decision, there are several alternatives for the foreign investor, dependin:

- The capital to be invested over 500,000 euros (for real estate assets)
- An inferior amount of this quantity
- Capital contribution shares from a company (1,000,000.000 euros)
- Business project considered of special interest

In any of the above mentioned cases and as we have also previously stated, we would start considering as if the company was a limited one with legal personality

omitting thus the natural individual person. The limits and amounts mentioned above will be determined once the residency card in Spain will be issued.



Ahmad is interested in expanding his pistachio tree production. He is requesting information and after collecting data he gets to the conclusion that the best place for the cultivation of this kind of tree is Spain, especially some areas due to their type of terrain, extension and possibilities. He decides to start the adventure but...How to do it? How to start?

Once the decision has been taken and knowing that there are other producers interested in the same issue, he gets to an agreement with two other business partners with whom he takes the decision to start the company: invest in Spain through a Commercial Company.

Once informed and being aware that some other persons might be interested in the project they decide to create a Limited Company.

2.2. STEPS TO FOLLOW IN THE COUNTRY OF ORIGIN (IRAN).

The Spanish government has approved the Law 14/2013, from the 27th of September, on support for the entrepreneurs and their internationalization. This norm facilitates to the commercial interests of any foreign person who wishes to invest in Spain. Before entering into details, it is fundamental to take into consideration a necessary pre-requisite of which normally the interested persons are not being informed and of which there is not much information available: the foreign citizen before creating a company, if s/he wishes to make transaction in Spain (independently of their nature) s/he has to obtain the accreditation from the Public Spanish Ministry of Finance. How to do it?



In Iran the future business partners have to personally go to the nearest Consulate of the area where they live

Why and what for is this procedure?

The foreigners who because of their economic, professional or social interests are connected with Spain will be assigned, previous request and for identification purposes, a foreigner's number of identification (NIE). This NIE is personal, unique and exclusive as well as sequential (it is valid for three months) and it also serves as a Fiscal identification number (NIF). Once this number is obtained, any foreigner can make commercial transactions in Spain or, depending on the case, can obtain a document which allows creating a company.

Foreign citizens who live outside Spain can **PERSONALLY** request to the consulate their NIE or through a legally authorized representative according to the Spanish legal system.

Documents needed:

- Official request form to obtain the NIE EX-15 filled in
- Original passport (and a photocopy) and a residency certificate
- Cash payment at the consulate of the fee requesting the NIE
- Payment form of the fee (model 790)
- The applicant will specify the reason of the request of the NIE
- Criminal record certificate

The general consulate will send the NIE assignment request to the General Department of Alien Affairs and Borders (Comisaría General de Extranjería y Fronteras) from Madrid so that from the Central Registry of Immigration (Registro Central de Extranjeros) you will be assigned a NIE.

It normally takes up to two weeks from the initial request of the NIE at the consulate until the foreign citizen receives the certificate with the identification number.

Once the request is sent to the corresponding authority, the consulate no longer disposes of information regarding the status of the procedure for the NIE and from the consulate there is nothing that can be done to accelerate the process and the applicants have to address directly or through a representative legally authorized by a notary and the power of attorney or private authorization recognized by a notary has to be written in Spanish or officially translated into Spanish, to the General Department of Alien Affairs and Borders (Comisaría General de Extranjería y Fronteras), street General Pardiñas, No. 90, 28006 Madrid.

2.3 SIMULTANEOUS ACTIVITY IN SPAIN

Meanwhile Ahmad and his future business partners are finishing the administrative procedures in Iran they can perform the following actions in Spain through a legally authorized representative:

- Reserve the registration of the future name of the commercial society (three months validity) at the Central Commercial Register (Registro Mercantil Central)
- Open a Spanish bank account in order to deposit funds from Iran which will constitute the initial capital of the company.

- Submit the requested documentation to the notary where the legal public documentation for the constitution of the commercial society is being written so that, in a short period of time, these official documents be revised and be ready for when the request NIE is obtained.

Once fulfilled these requisites and obtained the legal public document for the constitution of the company, the following steps must be followed:

- Register the society at the Commercial Registrar (Registro Mercantil)
- Obtain the CIF which is compulsory for all the legal administrative procedures of the company.
- Register at the Spanish Revenue (model 036)

After all the administrative procedures it is compulsory to submit the statement of investment at the Spanish Register of Foreign Investments, Registro Español de Inversiones extranjeras (there are official forms). Taking into consideration the peculiarities of the monetary transaction (capital disbursement) which implies the incipient Spanish-Iranian commercial relation the Spanish authorities might ask to submit a previous statement of investment.

2.4 THE LAW 14/2013 FROM 23RD OF SEPTEMBER ON SUPPORT FOR THE FOREIGN ENTREPRENEURS IN SPAIN.

Regardless of the general administrative procedure and with the objective to support the foreign inversion in Spain, the Government enacted a law in order to ease the residency in Spain of investors, entrepreneurs and workers who perform intra-entrepreneurial movements as well as to their spouses and minor children.

This Law includes a speeding-up of the procedure by establishing a 10 days general deadline for all the visas mentioned in it. The residency visa which is issued through this law is sufficient to live in Spain for a year without starting any other procedures of obtaining the foreign citizen identity card. The renewal of the residency could be made even with more than six month absences a year in the case of residency visas and authorizations for investors who have realized activities from abroad and who have their operation center based in Spain.

GENERAL REQUESITES:

- Not being irregularly on Spanish territory
- Be of 18 years old

- Not having criminal records in Spain and in the countries where the applicant lived in the last 5 years for crimes included in the Spanish legal system.
- Not being listed as rejectable for the territory of the countries with which Spain has signed an agreement in this sense
- Having a public or private health assurance with an authorized company which can be valid in Spain.
- Having enough economic resources for him/herself and the family members during the period of residency in Spain (2,130 euros per month for the applicant and 532 euros for each member under his/her charge).
- Paying the fee corresponding to the processing of the visa

IMPORTANT: It is not required the presence of the applicant for the visa. The visa for residency can be requested and picked up through a correctly authorized representative according to the Spanish legislation.

WHAT ARE THE BENEFITS?

- Obtaining a visa for residency for one year minimum
 - 2 year Authorization for residency which could be renewed:
- If the investment done is being maintained
 - If at least 1 visit to Spain was done during the period of residency.

WHAT KIND OF INVESTMENT SHOULD BE MADE?

- For real estate assets (500,000 euros)
- Shares or bank deposits (1 million euros)
- Public debt (2 million euros)
- Business projects in Spain considered of general interest.

WHERE TO REQUEST IT?

- The visa will be processed at the Consulate in Spain of the country of origin or residency.
- The authorization for residency will be processed by the Large Businesses Unit and Strategic Groups.

WHAT DOCUMENTS ACCREDIT THE INVESTMENT?

- For social actions or shares: statement of investment presented at the Register of Investments from MINECO (*)
- Business project: a report favorable to the business activity which is going to be held in Spain must be requested prior to the request of visa or authorization (**)

()We would have presented it right after the constitution of the company before a notary*

*(**) For the visa, the general interest report has to be requested at the Economic and Commercial Office in Spain corresponding to the geographical area for which the visa is being requested. In Teheran: no. 29, GOL GASHT ST. Africa Avenue 19158.*

For the residence authorization the general interest report has to be requested (from Spain) at the Directorate General of Trade and Investment. This procedure can be carried out by a duly authorized person.

The business plan has to include: the professional profile of the investor, the activity to be developed, an estimated number of jobs that will be created, characteristics and qualifications requested for the jobs to be created, where will the project be developed (geographical area) and how much is the investment and where it comes from.

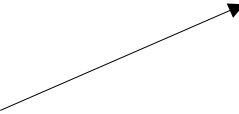
WHAT DOES GENERAL INTEREST MEAN?

- Something that implies the creation of jobs
- An investment with a socioeconomic impact in the geographical area where the business will be developed

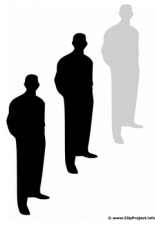
WHAT ARE THE BENEFITS?

The residency authorization allows the applicant to reside and work and is valid for the whole national territory. Obtaining it does not require an effective residence in Spain which is considered to be superior to 183 days per year. It is only request to visit Spain once during the residency period and this request includes the spouse and children.

REVIEW:



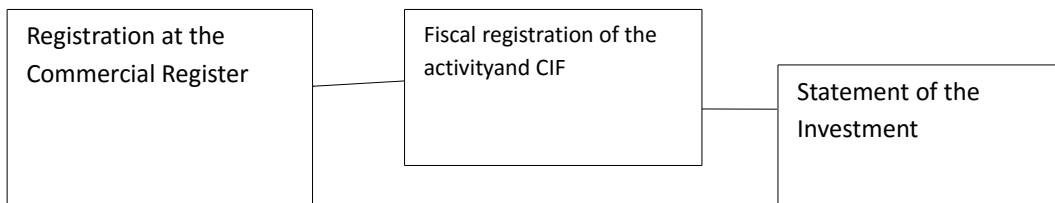
In Iran: NIE request as NO RESIDENT
(Consulate of Spain)



Ahmad and his business partners

In Spain: procedures prior to the creation of the company: reserve the name.

CREATION OF THE COMPANY:



OBTAINING THE VISA:

Consulate of Spain in Teheran

OBTAINING THE AUTHORIZACION FOR RESIDENCY

Directorate General of Trade and Investment (in Spain)
(Dirección General de Comercio e Inversiones)

3. BRIEF SUMMARY

This report has been done with the idea of summing up in a precise way as well as to serve as a guide for those persons who apply for the opportunity to invest in a future project: the cultivation of pistachios in an extended area with suitable soil and favorable climate.

We, the ones who have worked on this report are sure that our area, our village Manzanares is the central point from which an expansion can be started and

has a great potential. It is not just our love towards our ground, but we are also convinced that the most convenient circumstances are met and, above all, that the enthusiasm of having the possibility to develop an innovative project which will change the landscape of our region.

With our collaboration, experience, work and dedication we are open to receive Iranian investors who wish to come here. You will find in us the support for as many administrative procedures as necessary for the implementation, advertisement and acceleration of administrative and fiscal procedures.

Thank you خيليمنون



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