

nqabogados  
*Pioneers in India*



BARCELONA



MUMBAI



## introduction

**NQ is a Spanish law firm legally implanted in Mumbai (India)** and with full operational capability in the country to advise companies and Indian investors.

With entirely Spanish capital and Indian management, but with philosophy and processes approved by European standards, we have evolved into a Spanish-English bilingual staff.

We offer legal security to the customer, to whom we can represent in front of the Administration and third parts; we can help the establishment of the Indian business community and, in general, businesses in Spain.

We have alliances with several consultants who are specialized in doing business in Spain, with the conviction that in the process of investment and establishment of the Indian company in Spain, the lawyer is a necessary legal operator to facilitate the introduction into that market and to avoid litigation by developing a preventive legal activity.

## our philosophy

With a team of lawyers and economists, our goal has always been the achievement of a personal relationship with our customers, turning their priorities into ours. We provide high quality legal and consulting services, through a flexible and modern dynamic structure, covering the current needs and requirements of our customers, and at the same time being completely innovative in everything related to the legal practise both in Spain and in India.



# why to invest in spain?

## attractive economy

### ✓ Dynamic & stable

- 9th largest economy in the world
- Annual GDP growth of 3.9%, outpacing the EU average and surpassing UK, France, Germany and Italy
- Stable economy with low inflation, low interest rates and budget surplus



### ✓ Employment creation

- Employment growth higher than the EU average, with 40% of all jobs which were created in the EU in 2006

### ✓ Globalized

- Open economy, with a 55.7% trade to GDP ratio, above the 51% OECD average
- 6th largest FDI recipient in Europe and ninth in the world
- 8th largest investor in the world and 2nd in Latin America

## international business hub

### ✓ Geostrategic location:

- Privileged position for southern Europe's and Latin America's key markets
- More than 11,100 foreign companies already established in Spain, from which 50 were Fortune 100 companies in 2005
- Presence of 86 foreign banks in the country, with over 1,310 operating offices. Potential access to over 1.2 billion consumers:
- 44 million consumers in Spain
- 443 million consumers in Europe
- Entry point for non-EU Mediterranean countries with 264 million consumers
- Hub for South and Central America, with 560 million consumers

### ✓ Ultra Modern Transport Infrastructure:

- **Airports**  
47 airports and 250 airlines with international connections to all major international cities, with Madrid and Barcelona as main hubs
- **Ports**  
Excellent maritime connections, with 53 ports on both the Atlantic and the Mediterranean coasts, placing Spain in 4th position in sea freight transportation, after UK, Netherlands and Italy
- **Roads**  
665,000 km of road network (413,000 miles)  
3rd largest highway network in the EU, with 10,296 km in 2003 (6,400 miles)
- **Railways**  
Dense railway network, with 14,387 km (8,940 miles) in 2003  
Ambitious plan for high speed train, which will turn Spain into the world leader, with 2,230 km (1,385 miles) in 2010  
State-of-the-Art metro system in major cities



# why to invest in spain?

## competitive business environment

### ✓ Competitive Operating Costs:

- Salaries well under the EU average
- Costs for commercial space
- Utilities and communication costs
- Exceptional quality of life, with a very reasonable cost of living

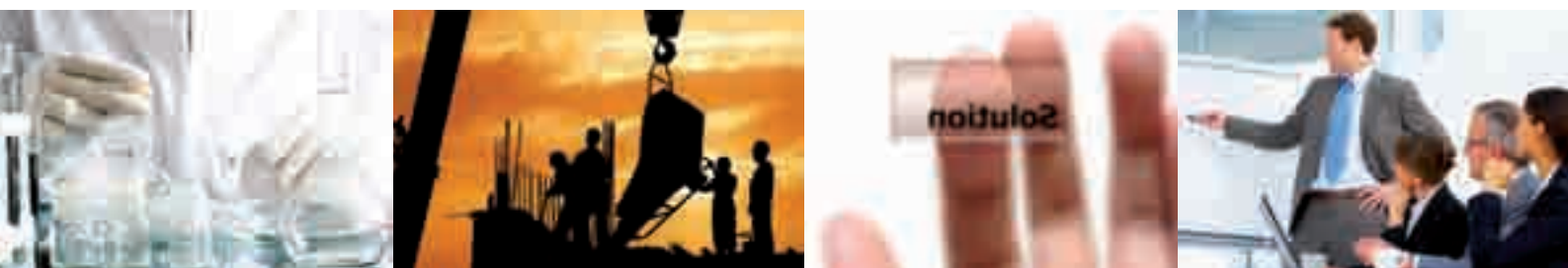
### ✓ Tax System:

- Attractive tax system for foreign investment
- The most favourable fiscal incentives for R&D for large companies among OECD countries, and the second one for SMEs

### ✓ Return on Investment:

- The return on investment ratio (ROI) in Spain is higher than Germany, UK and France Generous incentives
- Investment incentives granted by the European Union, the national Government and regional authorities, which may vary depending on the investment location
- Incentives for hiring and training workers within certain categories provides major labor cost savings to employers
- R&D: numerous financial and tax incentives to encourage innovation, technological improvement, and R&D projects in certain industries considered a priority due to their growth potential and to their impact on the Spanish economy

## highly qualified work force



## advanced ICT network

Over 1,400,000 Km (870,000 miles) of transmission network

99.9% of the Spanish Telecommunications network is digital

Mobile penetration rate of 92%

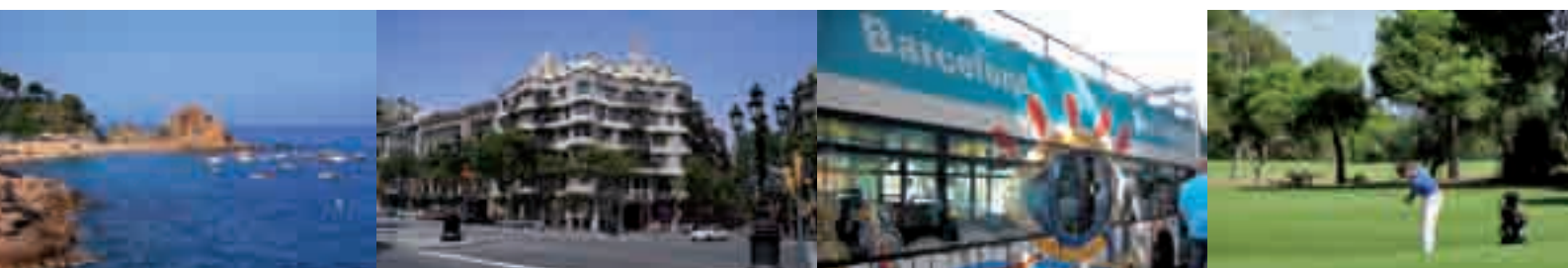
Broadband connection growth of 45% in 2005

87% corporate penetration rate

5.3 million users

## exceptional lifestyle

- ✓ 2nd tourist destination in the world
- ✓ Exceptional quality of life
- ✓ The Economist ranks the quality of life in Spain as 10th in the world, in terms of a set of social, political, cultural and economic parameters
- ✓ Outstanding and modern health system
- ✓ With the largest number of international schools in Europe according to the European Council of International Schools.
- ✓ 8,000 km (4,970 miles) of coast & beautiful beaches combined with one of the best all year round climates in Europe
- ✓ The Spanish coastline has been awarded, for the second time in a row, with 562 Blue Flags, the highest number of this eco-label all over the world. The Blue Flag is an exclusive eco-label awarded to over 3,200 beaches and marinas in 36 countries across Europe, South Africa, Morocco, New Zealand, Canada and the Caribbean in 2006 ([www.blueflag.com](http://www.blueflag.com))
- ✓ Green areas & National Parks, excellent sport facilities, 313 golf courses and a rich cultural and social life. Spain is “the European golf leader”



# why to invest in india?

- ✓ That India is the world's largest democracy is something that offers no doubt; it has more than 1,100 million inhabitants, with such a rate of population growth that it is foreseeable that by 2030 India will equal China's number of inhabitants and probably will surpass it from that date on.
- ✓ There are obvious business opportunities for those companies providing goods and services designed to meet domestic consumption of that population.
- ✓ But India is also something more to the Spanish SME; it is an excellent opportunity for growth that is committed in the domestic market by virtue of the rapidly evolving market, strong competition and labour and tax burdens.
- ✓ It is a country to which we can move our technological benefits, our know-how, taking advantage of the opportunities it offers us competitively in terms of personnel costs and, above all, production.







- ✓ The increasing globalization of the Economy supposes and important challenge to enterprises, mostly small and medium one, which turns into business opportunities. India, this emerging country with the highest development ratio in the world, is a land where all chances are yet to be created, where all markets are permanently expanding, the best place for the entrepreneurs to reach maximum competitiveness levels, a motivating challenge guided by NQ Lawyers.

Unsurpassable opportunity of increasement in a country where we can move our technological advantages to, as well as our know-how, taking benefit of the interesting chances it offers us concerning personnel costs and above all, production cost. With the certain convincement of having invested in the right markets and knowing that you will be constantly accompanied by our experts.

- ✓ Virtually all markets are expanding and almost all the needs are yet to be established, for example:
  - Tourism
  - Infrastructure
  - Airports
  - Automotive
  - Energy
  - Pharmaceuticals
  - Construction
  - Marketing by telephone
  - Another's

# why NQLawyers?

## confidence

- ✓ Because NQ abogados provides full operative capacity in the country, to advise both the company and the Spanish entrepreneurs.

## security

- ✓ Because NQ abogados assures and guarantees the success of your business, advising and informing you about expanding markets and emergent needs.

## tranquillity

- ✓ Because NQ abogados is permanently advising you and walking beside you.

## hope

- ✓ Hoping to see your business grow.
- ✓ Hoping to reach the highest competitiveness levels..
- ✓ Hoping to open new markets.

## SUCCESS

- ✓ Guaranteed business and assured success.

## our services

- ✓ Organizing, managing and resgistering companies in India.
- ✓ Coordinating the operational aspects of export and import activities.
- ✓ Issuing and filling any relevant documentation with the corresponding banks, as well as public and private bodies.
- ✓ Conducting thorough professional studies of each case, determining the most suitable option for business operation.
- ✓ Analyzing the company's legal structure and its possible adaptation: Assessment in the organisation and national and international planning of multinational groups and corporations as well as personnel assets. This activity is complemented with:
  - Incorporation and administration of subsidiaries in Spain and abroad.
  - Management and planning of foreign investments in Spain and Spanish investments abroad.
  - Mergers, demergers and multinational takeovers.
  - Taxation of non-residents in Spain and residents abroad.
  - Transfer price policy planning in international corporations.
  - Tax and international planning.
- ✓ Providing advice for drawing up and amending any relevant contracts.
- ✓ Identifying potential investors and negotiating with them if necessary.



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