

Preparing to export

Start-up considerations

Spain has been an EU member since 1986, so European business practises and standards generally apply.

To export directly to Spain you should appoint a distributor or an agent who knows the market and is well connected. Local representatives can provide either national or regional coverage.

Contact the DIT (formerly UKTI) team in Spain at: www.gov.uk/government/world/organisations/uk-trade-investment-spain#contact-us to help find tax and legal advisers before entering into any distribution or agency contracts. Always seek appropriate trade and bank references before consigning goods.

You can also:

- enter joint venture partnerships
- set up owned or partly owned subsidiaries

Almost all types of UK businesses entering Spain must obtain a clear name search certificate from the Central Mercantile Registry. Different categories of Spanish businesses are governed by different regulations.

Invest in Spain provides more information about types of businesses and procedures for opening them. See: www.investinspain.org/invest/wcm/idc/groups/public/documents/documento/mda0/mjy4/~edisp/4268480.pdf for more information on how to establish a company in Spain, purchase an existing company, establish a representation office or establish a branch etc.

[Source: DIT/gov.uk/Invest in Spain (Apr 2016)]

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