



PUERTOLLANO
HEART OF IRON



PUERTOLLANO: HEART OF IRON

In the heart of the Iberian Peninsula, on the slopes of the pass between Campo de Calatrava and Sierra Morena, the history of a city is forged: Puertollano.

Today, iron giants stand in memory of its mining past, encircling and protecting the city. The most powerful giant is *El Minero*, the Monument to the Miner, a 9-metre-high, 14-tonne colossus that watches over the city from the summit of Santa Ana with open hands and chin held high. In the city, four iron lions roar, brave and loyal creatures standing guard over their neighbours. And near the lions is the fountain of Fuente Agria, spouting water issuing from the heart of the earth with the taste of iron, a historical potion which gave those who drank it an iron constitution: an iron-flavoured elixir. In the periodic table, the element iron appears as Fe, but in Spanish '*fe*' means faith - and here it means faith in the future, faith in history, faith in possibilities and, above all, faith in the people of Puertollano.

And it is here where you can find more than 50,000 strong and courageous hearts of iron.

Welcome to Puertollano!



'A miner with a sunken chest and no heart. You are his heart.' Pepe Noja, sculptor of the Monument to the Miner.

REASONS TO INVEST IN PUERTOLLANO

01

STRATEGIC LOCATION

Geographical
location

02

STRATEGIC LOCATION

Communications
network

03

BUSINESS- FRIENDLY AREA

Industrial plots
available

-
La Nava Industrial Estate

04

INCENTIVES

Subsidies and
support for
investment

05

TALENT

Human
resources

06

BUSINESS SECTORS

Consolidated
business networks
and environment

07

LA CENTRAL

Exhibition and
Convention Centre

08

THE CITY

Quality
of life

09

FUNDESCOP

The Puertollano
Development
Agency

01 STRATEGIC LOCATION

GEOGRAPHICAL LOCATION



Height above
sea level:
708 metres

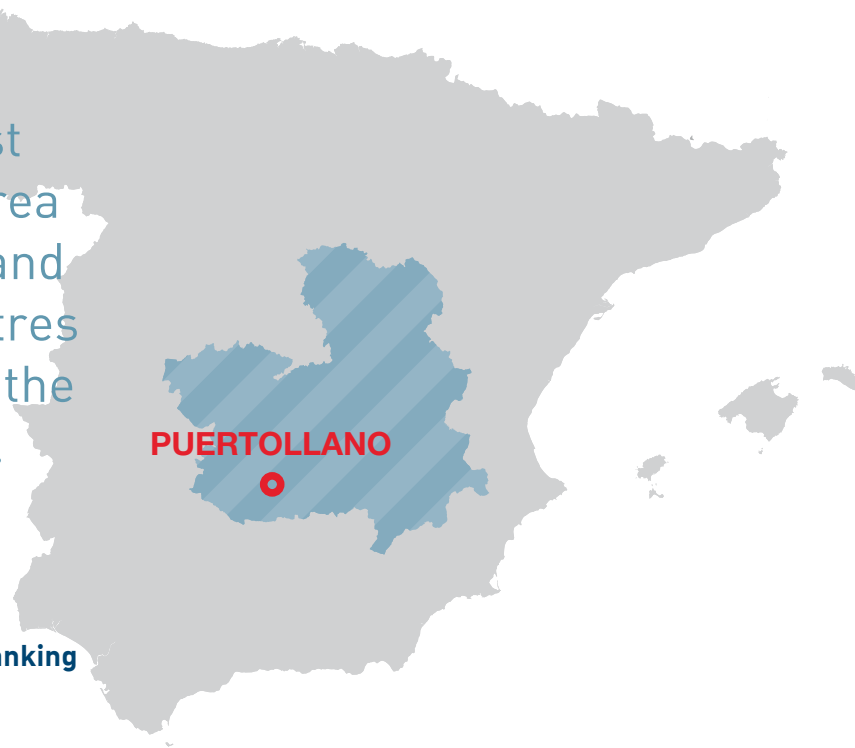


38° 41' 07" N
4° 06' 40" W

Puertollano is located in the south-central area of the Iberian Peninsula. It has an excellent strategic location as a point of connection with the peninsula's major cities, and with the Europe-Africa Corridor and Portugal.



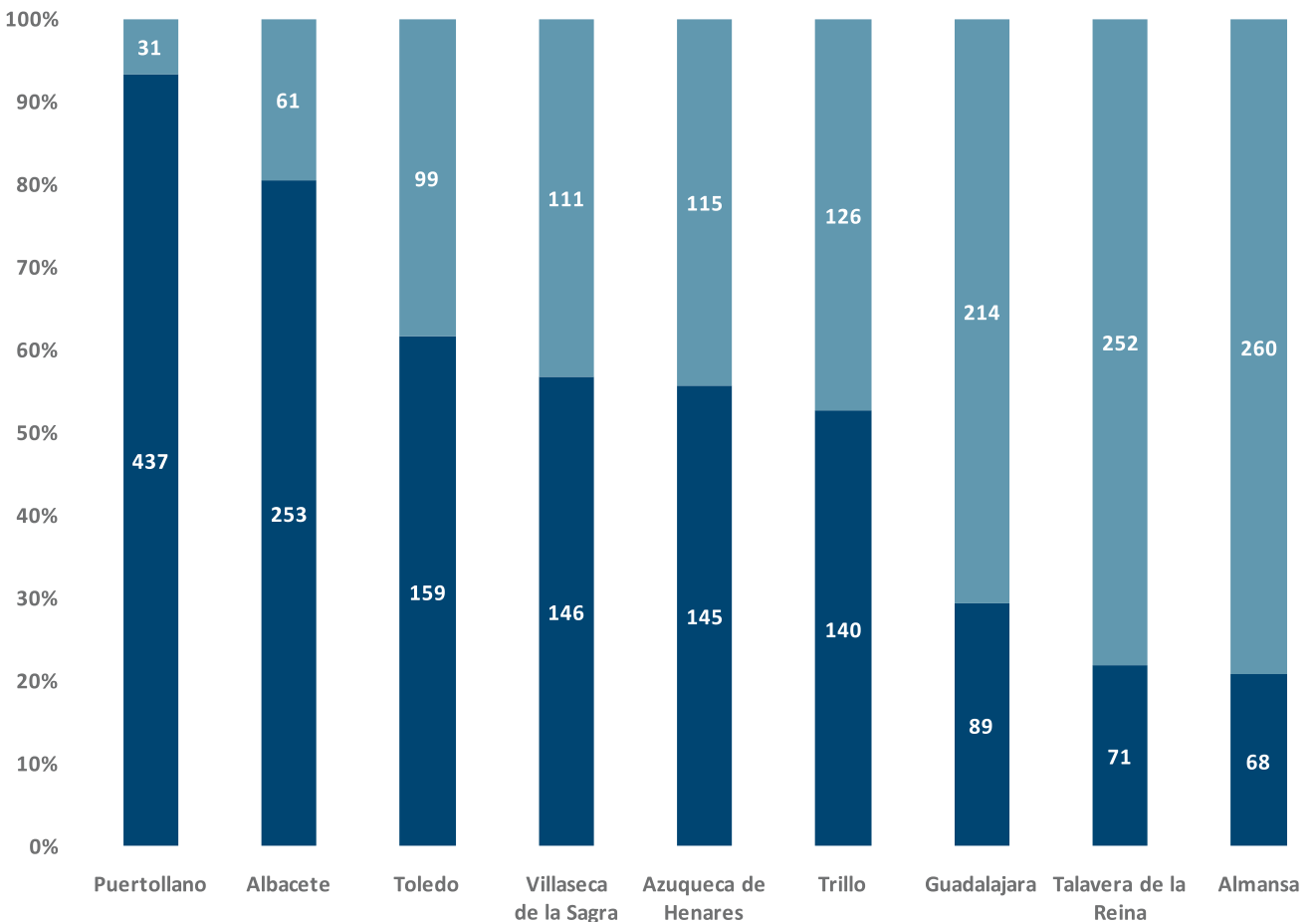
Puertollano is the most important industrial area in Castile-La Mancha and one of the leading centres of economic activity in the southern half of Spain.



Castile-La Mancha Industrial Index Ranking

Source: 'La Caixa' Economic Yearbook 10

■ National ranking
■ Industrial index



02

STRATEGIC
LOCATION

COMMUNICATIONS
NETWORK

Road network: direct connection with the A-43 motorway (East coast-Extremadura) and the AP-41 toll motorway (Madrid-Córdoba).

High-speed rail: High-speed rail (AVE) station connecting Puertollano with Madrid in 70 minutes.

Conventional rail network: connection with the conventional railway network and a freight station, located next to the La Nava industrial area.

Ciudad Real Central Airport: located less than 20 km from Puertollano.



Road

Madrid: 242 km
Sevilla: 290 km
Lisboa: 540 km
Valencia: 390 km



High-speed Rail

Madrid: 70 min
Sevilla: 90 min
Málaga: 100 min
Barcelona: 240 min



Airports

Madrid: 250 km
Barcelona: 726 km
Valencia: 400 km
Sevilla: 276 km
Málaga: 313 km



Ports

Valencia: 390 km
Cartagena: 400 km
Algeciras: 436 km
Huelva: 378 km

Puertollano has excellent communication infrastructures for road, rail and air.



Projects under development

- Upgrading of the railway between Badajoz and Puertollano to improve the freight routes between Sines (Portugal), Badajoz, Puertollano, Zaragoza and the rest of Europe.
- Extension of the A-43 motorway toward Extremadura from Puertollano.
- Tunnel linking the Ciudad Real motorway with the La Nava industrial estate.



03 BUSINESS- FRIENDLY AREA

INDUSTRIAL PLOTS AVAILABLE

Puertollano has a wide range of plots available in industrial estates with modern layouts and designs ready to meet the needs of today's industries.

The entrepreneurial ecosystem of Puertollano boasts large open spaces, green areas and amenities.



Highly competitive prices



Excellent communications



Aragonesa Industrial Estate

Predominantly auxiliary industries for the petrochemical complex and manufacturing.

Located next to the complex, providing easy access via the East Mine turnoff, which links directly to the Ciudad Real-Puertollano motorway (A-41), or via the South turnoff, which connects to the N-420 to Córdoba.



Sepes Industrial Estate

Business activity revolves around the petrochemical complex's auxiliary industries, including industrial assemblies, industrial metalwork, industrial hardware and engineering.

Located on the local road between Puertollano and Calzada de Calatrava (CR-504), very close to the petrochemical complex, connecting with the Ciudad Real-Puertollano motorway (A-41) via the East Mine turnoff.



Aragonesas.



Extensive range of plots

- 5 industrial areas differentiated on the basis of the predominant economic activities.
- Excellent communications with the country's most important urban and industrial areas via high-capacity roads.

Aragonesa Industrial Estate

Sepes Industrial Estate

Cerro de la Azucena Industrial Estate

Escaparate Industrial Estate

La Nava Industrial Estate



Modern infrastructures and services



Solid, in-place business network



Cerro de la Azucena Industrial Estate

This industrial estate is geared toward companies engaged in commercial activity.

Located on the CM-410 toward Almodóvar del Campo.



Escaparate Industrial Estate

All companies here are engaged in commercial activities and services.

A private industrial estate on the N-420 toward Ciudad Real.



03 BUSINESS- FRIENDLY AREA

INDUSTRIAL PLOTS AVAILABLE



LA NAVA: LARGE-SCALE INDUSTRIAL PARK

La Nava is one of the most important industrial areas in Castile-La Mancha. It covers an area of 2,000,000 m². An extensive, consolidated business network is in place, with activities related mainly to sectors including energy, technology, R&D and agri-foodstuffs.

Located on the N-420 to the southwest of Puertollano, with planned direct access to the A-41 motorway (Toledo-Córdoba).



SMEs

La Nava has a dedicated 'Business Park for SMEs' for meeting the needs of small and medium-sized enterprises. It consists of 34 units of between 300 and 450 m², at a cost well below market price.

Entrepreneurs

The Ciudad Real Chamber of Commerce has a business centre designed especially for new entrepreneurs, equipped with offices and units for starting and developing businesses.



Plots

From 2,000 to 200,000 m², with access to both low and medium voltage electrical power supply, drinking water, natural gas and fibre-optic connectivity.



Competitive prices

From €2/m² for employment-generating projects.



- Technological and innovative environment.
- Prestigious companies and unique research and development projects.
- Commitment to the green economy and respect for the environment.

- Electrical supply: up to 50 MW at 45 kV.
- Drinking water: up to 3,000 m³/day.
- Raw water: up to 5,000 m³/day.
- Storm water drainage and sewerage.
- Telecommunications with fibre-optic connectivity.
- Natural gas.

The Puertollano Development Agency, Fundescop, manages Puertollano's industrial land and reports on current availability and requirements for acquiring plots.

Puertollano's 'Vicente Buendía' Business Park is a modern and functional infrastructure designed to accommodate newly formed, innovative companies.

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Pol. Industrial La Nava
Av. de Europa, s/n
Puertollano



03 BUSINESS- FRIENDLY AREA

**INDUSTRIAL PLOTS
AVAILABLE**




LA NAVA: LARGE-SCALE INDUSTRIAL PARK



LEADING COMPANIES





Company	Sector
Aurinka Photovoltaic Group, S.L.	Energy
Incarnava, S.L.	Agri-foodstuffs
El Mesto, S.L.	Agriculture, livestock, catering
Prefabricados C. Real, S.L.	Construction
Ibermóvil Motor Puertollano, S.L.	Automotive
Dulcinea Nutrición, S.L.	Food
Industrias y Estructuras Tercero, S.L.	Metallurgy and specialised construction
Maepa Puertollano, S.L.	Construction
Cámara de Comercio de Ciudad Real	Services
Recuperaciones Nieto, S.L.	Recycling
ISFOC (Instituto Investigación sistemas Foto-voltaicos de Concentración)	Science and technology
Deimos Castilla-La Mancha, S.L.	Research and development
Calatrava La Mancha TV, S.L.	Image and Sound
COS Mantenimiento, S.A.	Computer engineering
Grupo Sur Vigilancia y Seguridad, S.L.	Security
Recuperaciones Industriales Tacho, S.L.	Recycling
Sodasa Climatización, S.L.	Air conditioning
Puertónarcea, S.L.	Industrial assemblies and boilers

The Puertollano Development Agency, Fundescop, manages Puertollano's industrial land and reports on current availability and requirements for acquiring plots.

04 INCENTIVES

SUBSIDIES AND SUPPORT FOR INVESTMENT

Puertollano is one of the most advantageous municipalities in Spain in terms of incentives for employment-generating, productive investment.



Puertollano City Council

With the aim of encouraging companies to locate to the municipality, Puertollano City Council offers financial incentives ranging from discounts on the price of industrial plots to significant deductions in municipal fees and taxes.



Regional Government of Castile-La Mancha

With a firm commitment to boosting business projects in the region, strengthening the existing business network and improving companies' competitiveness, the Regional Government of Castile-La Mancha offers a comprehensive support package for businesses, covering investment, innovation, commercialisation and internationalisation, as well as promotion of stable employment and access to financing.



National Coal Mining Plan

Puertollano is the only municipality in Castile-La Mancha that receives support from the National Coal Mining Plan.

These incentives are compatible with each other and, for certain projects (SMEs), the percentage subsidised can reach a total of 35%.

financing

internationalisation

support

innovation

investment

discounts

TALENT

HUMAN RESOURCES

As a result of the municipality's long industrial tradition, Puertollano has a large number of highly qualified professionals with both experience and training - valued personnel in high demand across the Spanish industrial sector. In addition, the city offers educational provision for training specialists in various sectors of industry and services. In the field of innovation and new technologies, Puertollano offers high-level training in solar energy, hydrogen energy and biotechnology.



Specialised Training Centres

- **10 Vocational Training and Secondary Education Centres**
- **Official Language School**
- **Research and Study Centres:**
 - Institute of Concentration Photovoltaic Systems (ISFOC).
 - National Centre for Experimentation in Fuel Cell and Hydrogen Technologies (CNH2).
 - Castile-La Mancha Bio-Economy Region Project (CLAMBER Project) - the basis for making this region southern Europe's benchmark for research related to the use of biomass.



RESEARCH CENTRES



The National Centre for Experimentation in Fuel Cell and Hydrogen Technologies (CNH2) is a national-level research and development centre dedicated to the promotion and implementation of fuel cell and hydrogen technologies. It has been created as a consortium between the Ministry of Economy and Competitiveness and the Regional Government of Castile-La Mancha.

Its headquarters in Puertollano house 12 laboratories and various auxiliary facilities, which are at the service of the entire scientific, technological and business community, at both national and international level. It regularly works in partnership with other research centres and companies in Spain, Europe and Latin America. Hydrogen is an energy carrier that enables the efficient storage of energy generated from multiple sources, especially renewable energies. Its usefulness as an energy carrier or store is multiplied when combined with fuel cells - systems for transforming the energy stored in the hydrogen into electricity and heat - and it has many uses in domestic applications, both fixed and portable, and in automotive applications.

www.cnh2.es



The CLAMBER Project. (Castile-La Mancha Bio-Economy Region Project) has given rise to a demonstration-scale R&D biorefinery in Puertollano, created in 2015. This project was developed by the Regional Institute for Agri-food and Forestry Research and Development (IRIAF), which operates under the Regional Ministry of Agriculture and the Environment of the Regional Government of Castile-La Mancha. It is funded by the Regional Government and by the ERDF, through the Ministry of Economy and Competitiveness (MINECO).

The CLAMBER Programme, focused on boosting scientific research in the biotechnology sector, provides companies with a demonstration biorefinery where they can carry out scaled experiments and proof-of-concept testing on new bioprocesses, using all types of residual and cultivated biomass. Its main objective is to position Castile-La Mancha at the centre of the new European Bio-economy Strategy, activating synergies between biomass producers, biotechnology firms and companies using the final bioproducts, and boosting economic development with the creation of new market niches.

clamber.castillalamancha.es



Puertollano offers high-level training in the fields of solar energy, hydrogen energy and biotechnology.



The Institute of Concentration Photovoltaic Systems (ISFOC), a company belonging to the group Instituto de Finanzas de Castilla-La Mancha, is the result of an R&D plan promoted by the Regional Government of Castile-La Mancha and the Solar Energy Institute at the Polytechnic University of Madrid. The project is co-financed by the Ministry of Economy and Competitiveness.

- In operation since 2006.
- More than 2MW of different photovoltaic technologies from around the world, mainly concentration photovoltaics (CPV), connected to the network.
- Involved in R&D projects at regional, national and international level.
- Composed of experienced professionals from various branches of science and engineering, with the aim of supporting companies and institutions in the technological development of products and services related to renewable energy and energy efficiency.

The ISFOC's focus is research and development in concentration photovoltaic technology through the installation and operation of experimental photovoltaic plants connected to the network, as well as consulting, engineering and R&D on energy efficiency and energy saving, renewable energy and developments in electrical and electronic equipment.

The company also develops and provides training activities related to renewable energy, energy efficiency, engineering and consultancy.

The ISFOC provides a stimulus for the business network related to the photovoltaic sector and the implementation of initiatives and programmes of activities for research, study and support related to energy technologies. It promotes improved energy efficiency and savings, rational energy usage through integrated environmental protection and optimal management of resources in various economic sectors across Castile-La Mancha.

www.isfoc.net





65.2% of the
population is of
working age.

Puertollano offers talent, training resources and a commitment to boosting economic growth, productivity and technical progress.

Before 1870

**NATURAL
MOVEMENT
OF
POPULATION**

Pop: 3,000

1870-1930

**MASS
MIGRATION**

Discovery of coal
and invention of
railways

Rural exodus



Pop: 19,487

1831-1970

**2nd
POPULATION
EXPLOSION**

1943/1952
ENCASO Refinery



Pop: 53,674

1971-2015

**STABLE
POPULATION**

Slow natural
increase and
migration



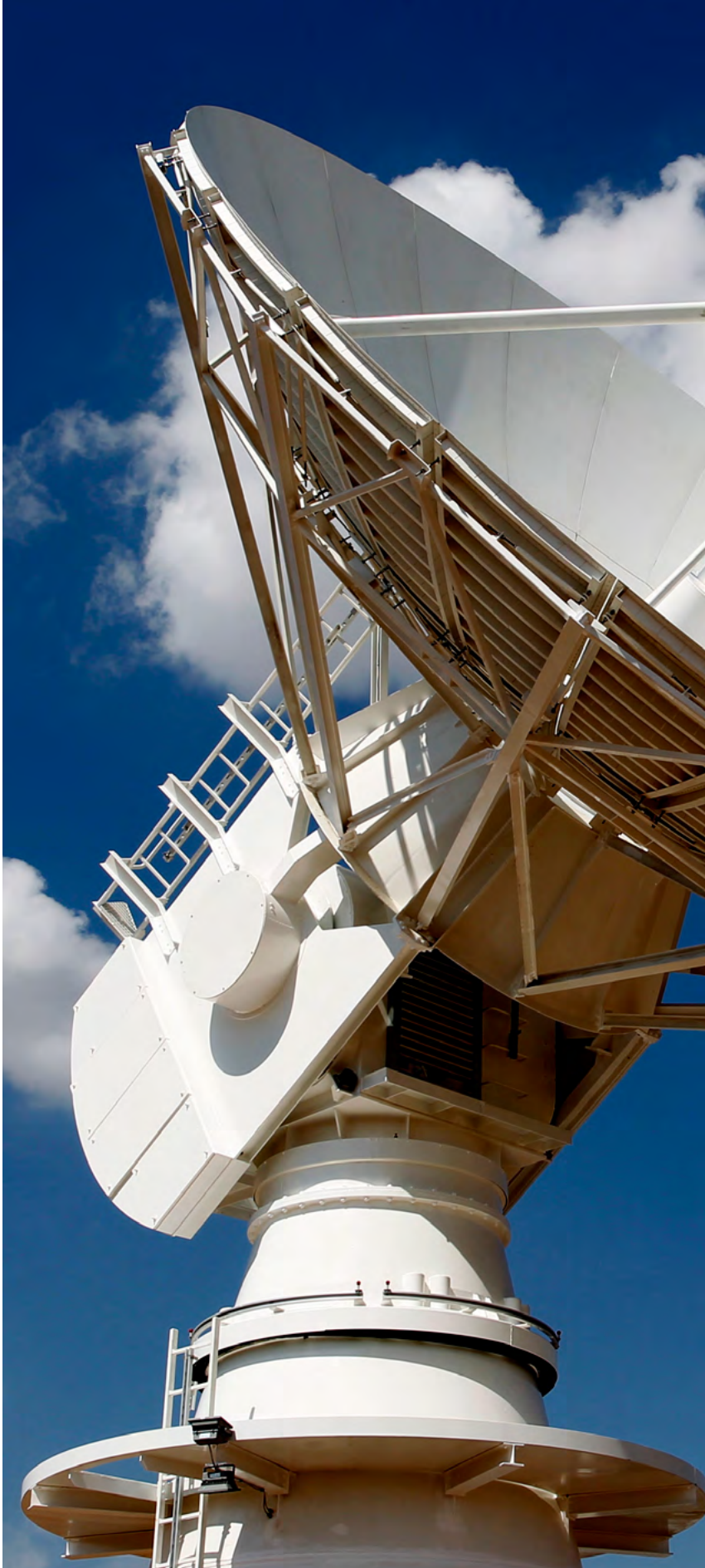
Pop: 50,035

06 BUSINESS SECTORS

CONSOLIDATED BUSINESS NETWORKS AND ENVIRONMENT

Puertollano cannot be understood without understanding its historical association with industry. Its natural resources, its experience in the transformation of energy resources (coal, oil shale and oil) and its petrochemical complex positions the city and its local area as the primary industrial area in Castile-La Mancha and one of the most important in the country.

- Puertollano has a mining area with high strategic value, which runs along the River Ojailen and has been a source of activity since the early 19th century. The city has been host to one of the largest open-cast mines in the country, the EMMA Mine, run by the company ENCASUR (Endesa Group).
- Energy has been generated by thermoelectric plants during different periods of time; in Puertollano, the thermal power plant E.ON-Puertollano and the combined cycle plant ELCOGAS have worked side-by-side.
- The refinery is another example of Puertollano's long-standing relationship with energy. The petrochemical complex has been part of the city for more than five decades.





Current situation

Puertollano continues to meet the challenge entailed by energy development by promoting renewable energies. Outstanding examples include solar thermal power plants and photovoltaic plants for:

- **Iberdrola.**
- **Renovalia.**

At the same time, the arrival of Elecnor Deimos has opened up new opportunities for related markets:

- **Aeronautics.**
- **Space.**
- **Defence.**
- **Transport.**
- **Energy and Environment.**
- **Telecommunications and Security.**

Repsol Petrochemical Complex

This is the only inland refinery in Spain and the most technically complex. Its productive activity has brought with it the creation of transport, assembly, maintenance and auxiliary companies, as well as giving a strong boost to the services sector.

Puertollano Transport Centre

Advances in industrial activity have meant the expansion of the transport sector by road, and the transport and parking of heavy vehicles and dangerous goods. In this regard, Puertollano has one of the best transport hubs in Spain.

06 BUSINESS SECTORS

CONSOLIDATED BUSINESS NETWORKS AND ENVIRONMENT

Puertollano has taken a step forward and opted for sustainable industrial diversification, making itself a benchmark for current and future new energies and new technologies.



R&D&I

Puertollano is a leading force in Spain in this sector thanks to the establishment in the locality of important centres and companies dedicated to research in the manufacture of new materials and production systems and their implementation in businesses seeking new technological advances.



Elecnor Deimos is Elecnor's technological division, specialising in the design, engineering and development of solutions and integration of systems in the fields of space and information and communications technology.

300 engineers offer comprehensive solutions in the following markets:

- Aerospace.
- Aeronautics and Defence.
- Transport.
- Security.
- Energy and Environment.
- Telecommunications.
- Satellite and remote sensing systems.

DEIMOS Sky Survey (DeSS)


A European benchmark in the monitoring of asteroids and space debris. Three advanced optical telescopes capture data and images from space that are processed in the control centre at Elecnor Deimos in Puertollano.

Puertollano Satellite Integration Centre

This is where the design, integration and validation tests for satellites, space equipment and subsystems are carried out. For this purpose, the centre has a 7-metre-high, 400 m² cleanroom equipped with all the systems needed for carrying out the processes involved in integrating and testing complete systems. It is subject to strict control over environmental parameters, both in the integration area and the areas for monitoring, control and storage.

The centre also has communication stations and systems for the control and operation of satellites.

www.deimos-space.com

A large satellite component is being lifted by a yellow crane in a cleanroom. The component is a complex, multi-layered structure with a central black cylindrical part and a white, box-like base. It is suspended by a metal frame and cables. A person in a white cleanroom suit and mask is standing on the right, holding a yellow remote control. The cleanroom has white walls and a grey floor. A yellow crane arm is visible at the top, with a red 'NO SMOKING' sign. A green arrow, a red circle, and a black arrow are on the left side of the image.

“If Deimos-2, which was built in Puertollano, is one of the top five high-resolution satellites, then we want Deimos-3 to be number one or two in the world.”

Miguel Belló Mora
CEO of Elecnor Deimos



Puertollano's relationship with energy is most clearly demonstrated by the **Repsol Petrochemical Complex**. A common venture that began more than five decades ago and has brought employment, wealth and opportunities to Puertollano. This long-standing relationship continues with good prospects, as can be seen from the company's investment plans and improvements to the facilities.

- The only inland refinery, boasting an exceptional geographical location from which to meet the demand of central Spain.
- The most technically complex refinery in Spain (in terms of its variety of products and the integration of its units).
- The productive activity of the industrial complex has meant the creation of transport, assembly, maintenance and auxiliary companies, as well as giving a strong boost to the services sector.
- 430 hectares in surface area.
- 7.5 million tonnes per year of crude oil distillation.
- 1,600 employees on the payroll.
- 1,000 workers from contractors working daily with Repsol personnel.

Business units:

- Refined petroleum products.
- Petrochemicals and derivatives.
- Lubricants, asphalts and paraffins.
- Packaging and distribution of LPG.

www.puertollano.repsol.com





The **Fertiberia** factory is located to the east of the city of Puertollano, north of the River Ojailen and the Alcudia Valley. While it began operations during the 1950s, major technological changes occurred at the end of the 1960s, giving rise to improvements and diversification of production which have continued since then.

It has a facility for road and rail dispatch of the products manufactured in the factory:

- 800 tonnes/day capacity for ammonia.
- 3,000 tonnes/day capacity for urea and nitrates.

Both ammonia and nitric acid are produced at the Puertollano factory, which can either be sold as is, or as raw materials for the manufacture of urea, ammonium nitrates and nitrogen solutions as finished products.

The combined storage capacity for finished products is more than 90,000 tonnes. Natural gas is the factory's main feedstock for the production of ammonia, and this in turn forms the basis for the rest of the finished products. Natural gas is delivered by pipeline from the regasification terminal at the Port of Huelva or from the Maghreb-Europe gas pipeline.

07 LA CENTRAL

EXHIBITION AND CONVENTION CENTRE

La Central is an old power plant built in 1917. Following its recent restoration, it has been converted into Puertollano's exhibition centre, fully equipped for holding exhibitions, sporting events, concerts, company meetings, product presentations, institutional events, business seminars and large-scale events.

The exhibition centre has a prime location, due to both the excellent network of infrastructures that connect Puertollano to Spain's major cities and its easy access from any point of the city.

A multifunctional space
for exhibitions, forums,
trade fairs and events.



LA CENTRAL ■

The power plant, built in 1917 and enlarged in 1920, was in use until 1975.



- 3,100 m² of covered exhibition space.
- Two adjacent outdoor areas of 8,000 m² additional space for exhibitions.
- Large-scale, fully equipped hall for multimedia presentations.
- Conference rooms, business centre, offices, parking and cafeteria.

08 THE CITY

QUALITY OF LIFE

Puertollano is an attractive and welcoming city that offers excellent quality of life.

Natural spaces

Puertollano nestles in the beautiful Alcudia Valley, a spectacular woodland landscape of oaks, cork trees and holm oaks. A perfect spot for rural tourism, hunting and nature. In addition, the city has incorporated many green and open spaces into both its centre and its outskirts, most notably the Paseo de San Gregorio, the Pozo Norte park and the Dehesa Boyal.



Heritage and culture

Its historic buildings (including Fuente Agria and the Casa de Baños) and its industrial heritage (La Central, the Mining Museum, the Monument to the Miner and the derricks) make Puertollano a unique location. The city also offers a wide range of cultural activities that can be enjoyed in exhibition spaces such as the Municipal Museum and the Pedro Almodóvar Auditorium.



Sport

Puertollano has an impressive public network of sporting facilities. The Javier Bermejo Sports Centre is one of the best in Spain.



Gastronomy

In Puertollano you can enjoy the traditional cuisine of La Mancha, which combines perfectly with the superb local and regional wines. You can also sample its renowned and tasty tapas.



09 THE PUERTOLLANO DEVELOPMENT AGENCY



FUNDESCOP

Fundescop is the Puertollano Development Agency, a municipal entity responsible for promoting socio-economic development and entrepreneurial activity in Puertollano.

It was founded in 1998 by Puertollano City Council, in partnership with the trade unions UGT and CCOO, as well as business representatives, the Puertollano Employers' Federation and the Ciudad Real Chamber of Commerce.

It offers free specialised consulting for new employment-generating investment projects.

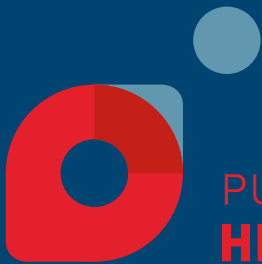
Services

- Free advice and guidance for companies.
- Information on and processing of potential locations for business projects.
- Information on incentives for investment, R&D&I, employment, etc.
- Development and promotion of projects for research, industry, technological development and innovation.
- Assistance during the procedures for financing and subsidies.
- Intermediation between investors and public administrations.
- Vocational guidance and training.



Coworking space: training session for entrepreneurs.





PUERTOLLANO
HEART OF IRON

www.corazondehierro.puertollano.es

FUNDESCOP

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Castilla-La Mancha



AYUNTAMIENTO DE
PUERTOLLANO



DIPUTACIÓN DE
CIUDAD REAL