

S E C T O R S

A U T O M O T I O N

Key data and overview

The automotive sector in Galicia comprises a total of 76 companies.

23,000 direct posts, with a further 12,000 jobs in companies providing services including engineering, logistics, security and maintenance.

The Galician automotive sector as a whole ended the last financial year with a turnover of 7.2 billion Euros. In the last decade the number of jobs and invoicing has doubled.

15% of all vehicles manufactured in Spain are made in Galicia.

Also, Galicia generates 70% of the value of the vehicles it produces.

Training

Master in Automotive Company Management

Under the auspices of the Galician Automotive Company Cluster (CEAGA), the University of Vigo, the Galician Automotive Technology Centre (CTAG) and PSA Peugeot Citroën.

School of Industrial Engineers University of Vigo.

**CTAG (Galician Automotive Technology Centre)** This is one of the main projects promoted by the CEAGA. The technology centre guarantees the competitive edge of the sector through R&D&I.

Programme for attracting graduates with great potential

In collaboration with the IGAPE, the Galician Automotive Company Cluster has set up its own programme for attracting graduates with great potential. This programme starts with an induction course for Project Managers, with training and placements lasting 12 months in companies within the cluster.



15 of all vehicles in Spain are made in Galicia.

Citroën will increase production by 28% to manufacture 3000 cars a day, in excess of 500,000 per year. The PSA centre in Vigo will be the group's most productive for the fifth year running.

In its nine years' experience, CEAGA has become consolidated as the automotive cluster of reference in Spain.

The German consultancy firm Roland Berger has qualified Galicia, in this sector, as an "island of excellence".

Sectorial support

CEAGA (Galician Automotive Company Cluster).

The automotive and components industry is grouped around the cluster, forming an ideal model for industrial organisation, whose mission is to heighten the competitive edge of the manufacturers in a decisive bid for the future.



In its nine years' experience, CEAGA has become consolidated as a cluster of reference in Spain. Since its beginnings, the activity of CEAGA in including new members has grown by 89%, growing from its initial 37 companies to the 76 that are currently members of the Foundation. During this period, CEAGA has fostered the incorporation of new companies into Galicia's economic fabric, and thanks to the efforts of all those involved, has developed projects of high strategic value, such as the Galician Automotive Technology Centre.

For further information on activity within the sector:

IGAPE  
 Complejo Administrativo San Lázaro s/n  
 15703 Santiago de Compostela  
 Spain

T. +34 981 541 000  
 F. +34 981 541 111  
 promocion@igape.es  
 www.investingalicia.com

# S E C T O R S

## S e c t o r i a l c o o p e r a t i o n

### Strategic Plan

In recent years, the automotive sector in Galicia has worked intensely on the development of the **PESA (Strategic Automotive Strategic Plan)**, which represents the sector and serves to promote excellence and competitiveness within the sector to face up to the challenges posed by globalisation.

The **PESA** includes a total of 52 projects in the following areas: MARH (management and human resources), CADE (supply chain), COMA (commercial and marketing), IMACO (image and communication), CTAG II (process and product technology) and INFRA (infrastructures).



Cluster car

### Reducing costs thanks to collective purchasing

The collective negotiation of energy is aimed at improving costs and the quality of supplies. Negotiating telephony costs led to savings in excess of 30%, both in fixed and mobile lines. An agreement with Air France resulted in discounts of up to 29% in flights from Vigo to France, Basle, Prague and Frankfurt, etc.

### B2B EDI WEB Application

A project for a purchasing portal was set underway, with the domain name "comprasauto.com". The portal is used by the sector for sending production orders using electronic data interchange (EDI) to suppliers (normally SMEs) who do not have the costly equipment required.

## F i n a n c i a l s u p p o r t

**XesGalicia** is a management company for Risk-Capital companies, 70% of which is owned by the IGAPE and the remaining 30% by *Ahorro Corporación*. Its main objective is the administration and management of Risk Capital funds and the assets of SODIGA, Risk-Capital Company. It finances business development through temporary and minority holdings in the share capital of companies that are not officially quoted. As a complementary service, it grants ordinary or participative loans to investee companies.

**Strategic Investments of Galicia (INESGA)**. This was created as a Development Fund in November 1994, with the aim of providing financing for viable investment projects from a private perspective which are of particular interest for the Galician economy.

### B e n c h m a n a g e r

This programme allows the companies to compare their performance against 250 indicators and good working practices.

This makes it possible to identify areas for improvement. By combining data, the system produces a ranking for the performance of each company within the different functional areas.

### C l u s t e r C a r

In collaboration with the Xunta de Galicia, the Automotive Cluster has developed the *Cluster Car*, a prototype making it possible to demonstrate the competitive abilities of the automotive sector in Galicia.

The characteristics of this prototype and its documentary value make it a highly strategic instrument for the opening of new markets.

For further information on activity within the sector:

IGAPE  
 Complejo Administrativo San Lázaro s/n  
 15703 Santiago de Compostela  
 Spain

T. +34 981 541 000  
 F. +34 981 541 111  
 promocion@igape.es  
 www.investingalicia.com