



INDIE CAMPERS

INTERNATIONALIZATION PLAN TO GERMANY, FRANCE, SPAIN AND ITALY APPENDIXES

CONSULTING FIELD LABS

SEMESTER 2016/2017

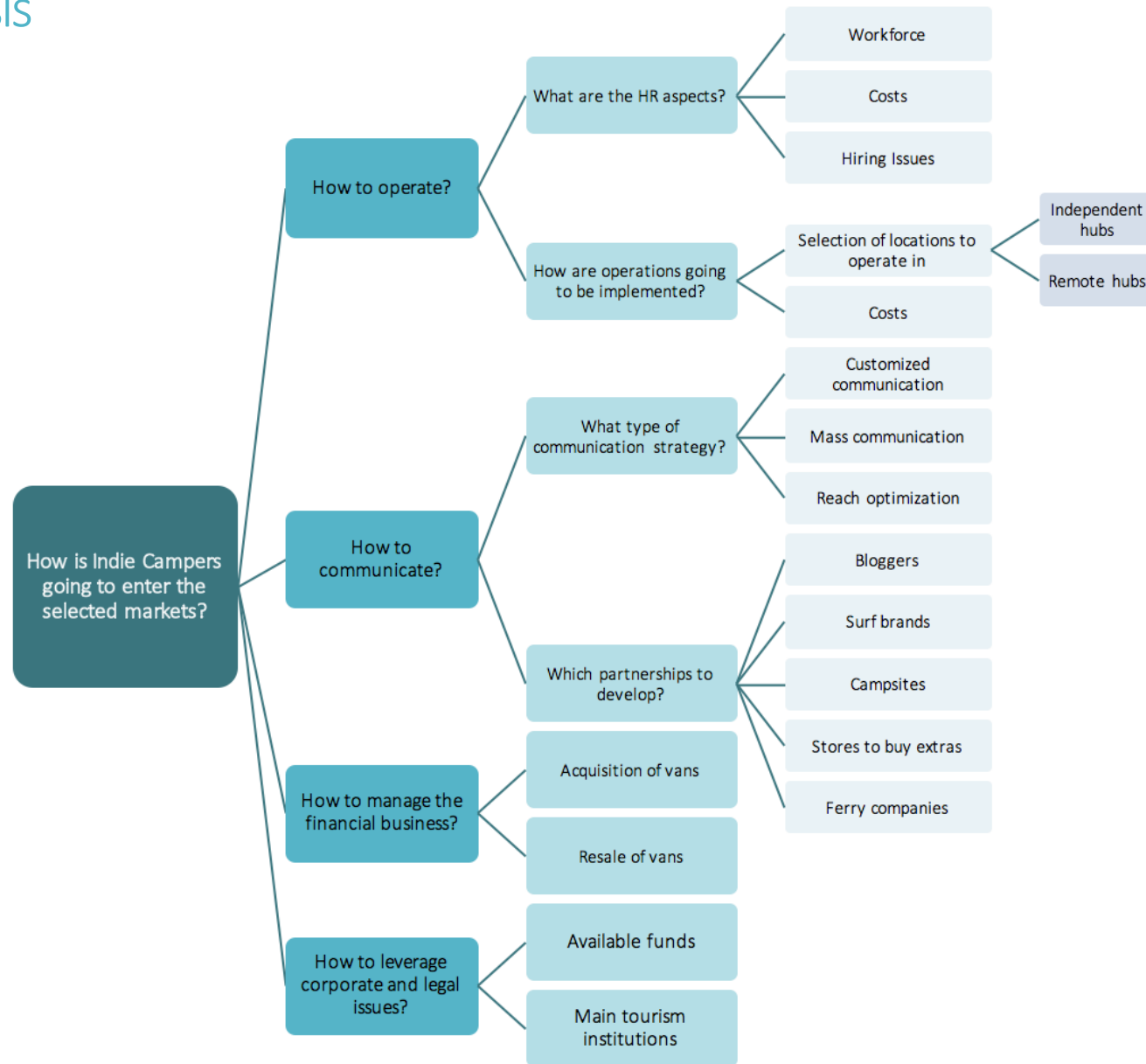
Francisca Leal 2622 | Joana Pereira 2543 | Mafalda Cosmelli 2542

ADVISOR: Constança Casquinho

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Appendix 1 | Issue Analysis

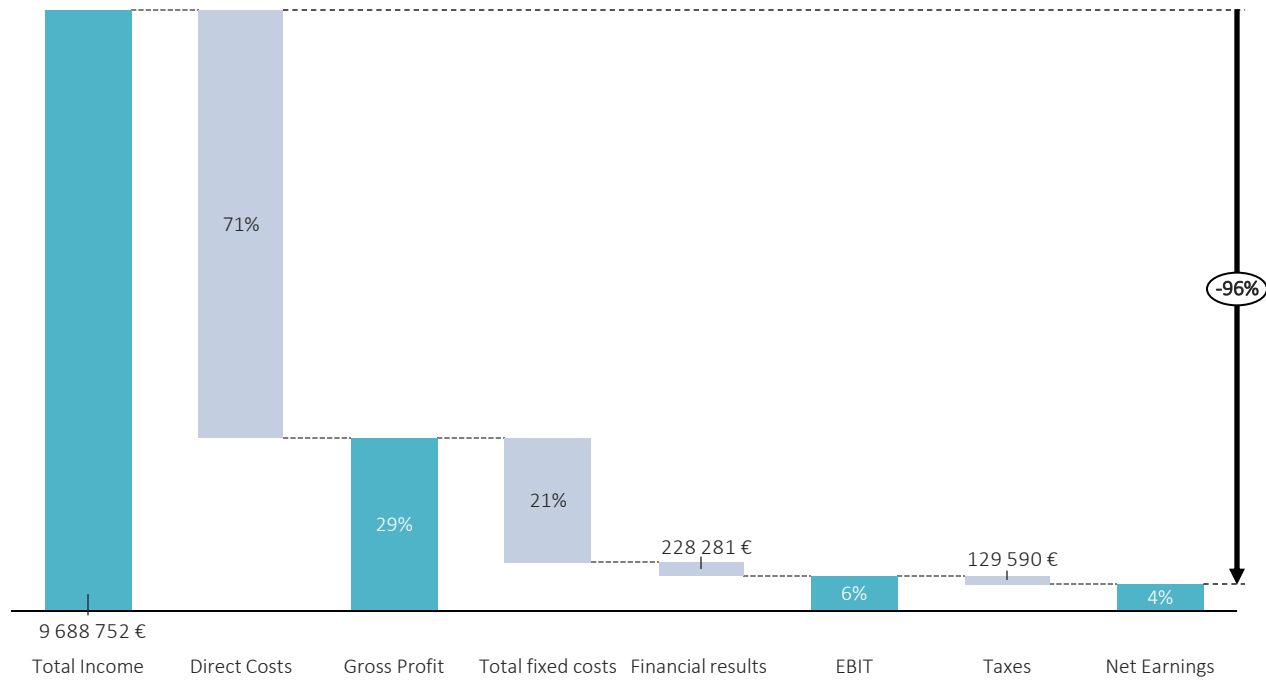


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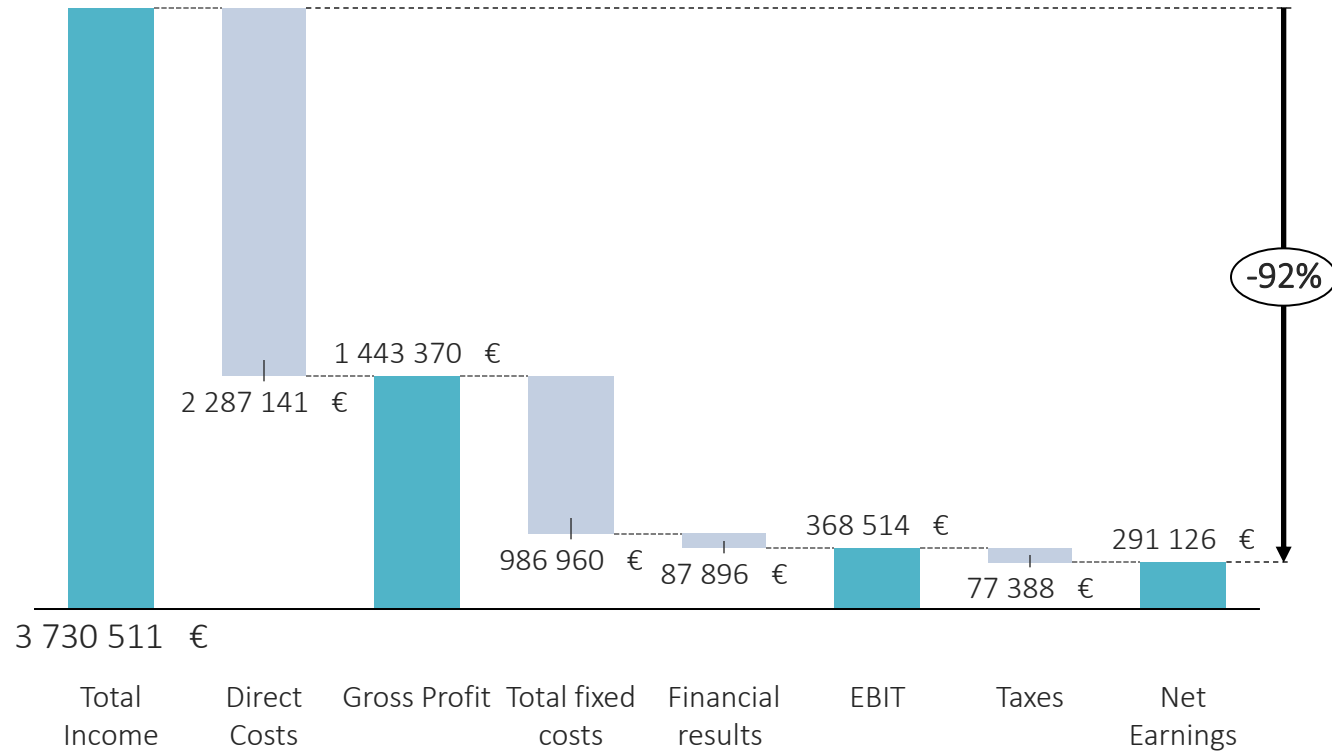
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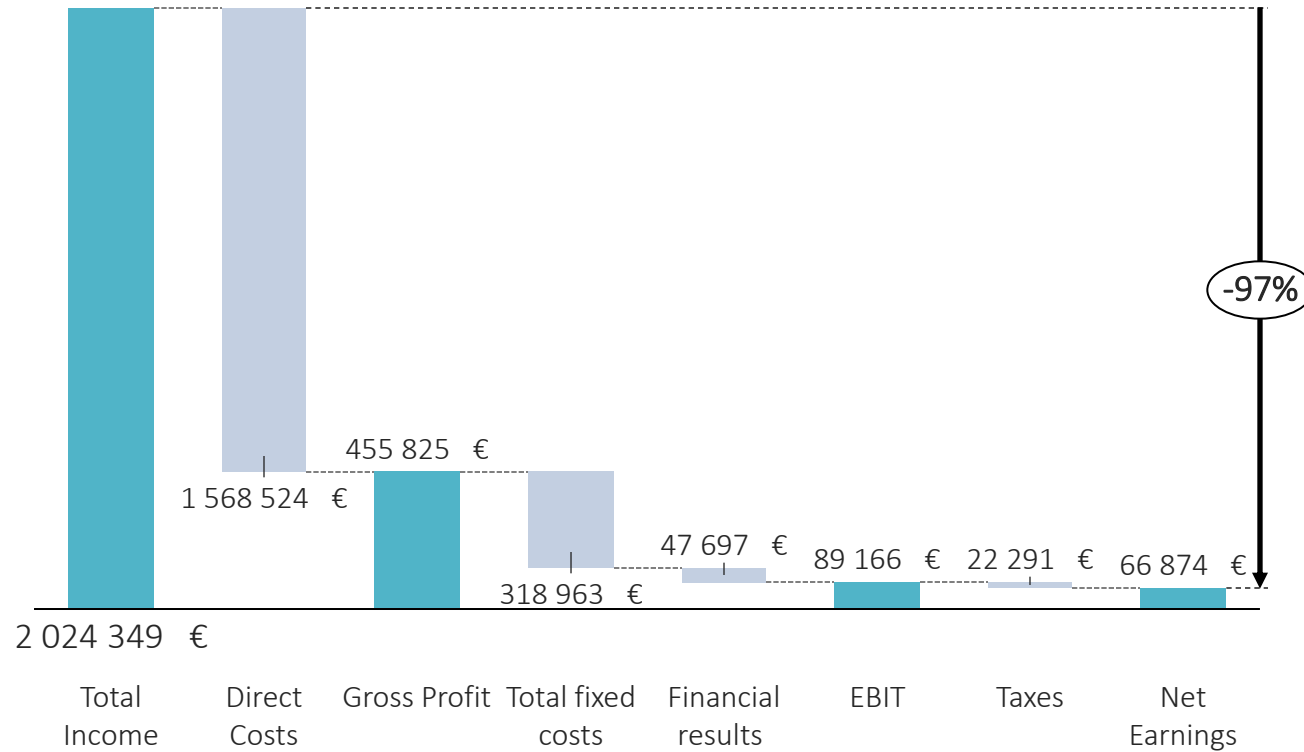
Appendix 2 | P&L in 2017 for all countries



Appendix 2 | P&L in 2017 for Portugal

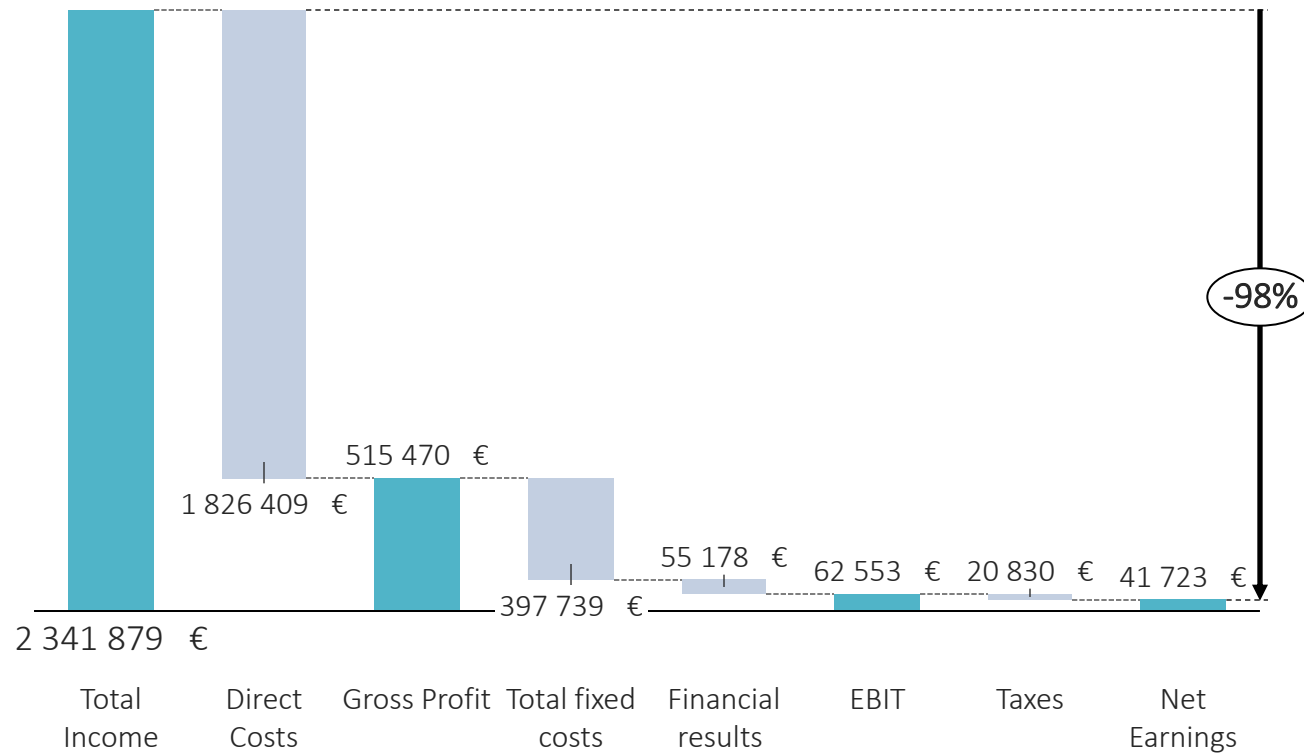


Appendix 2 | P&L in 2017 for Spain



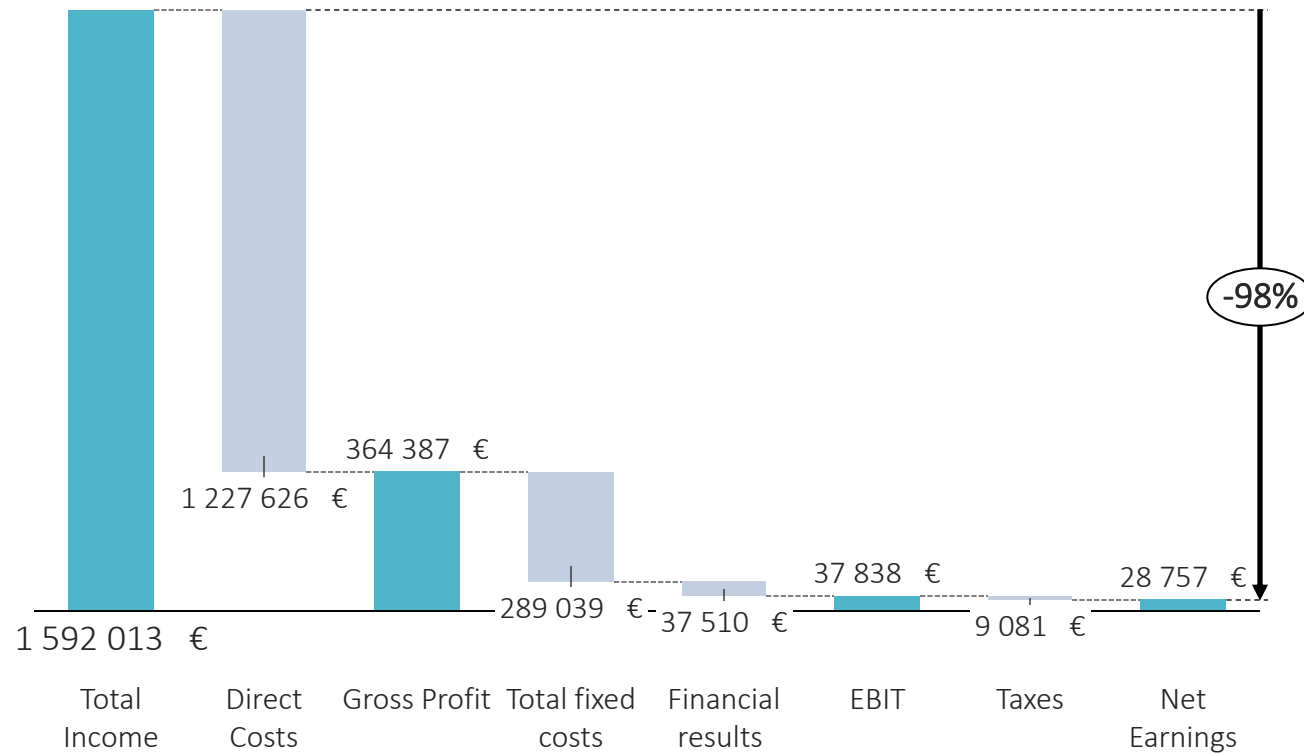


Appendix 2 | P&L in 2017 for France





Appendix 2 | P&L in 2017 for Italy

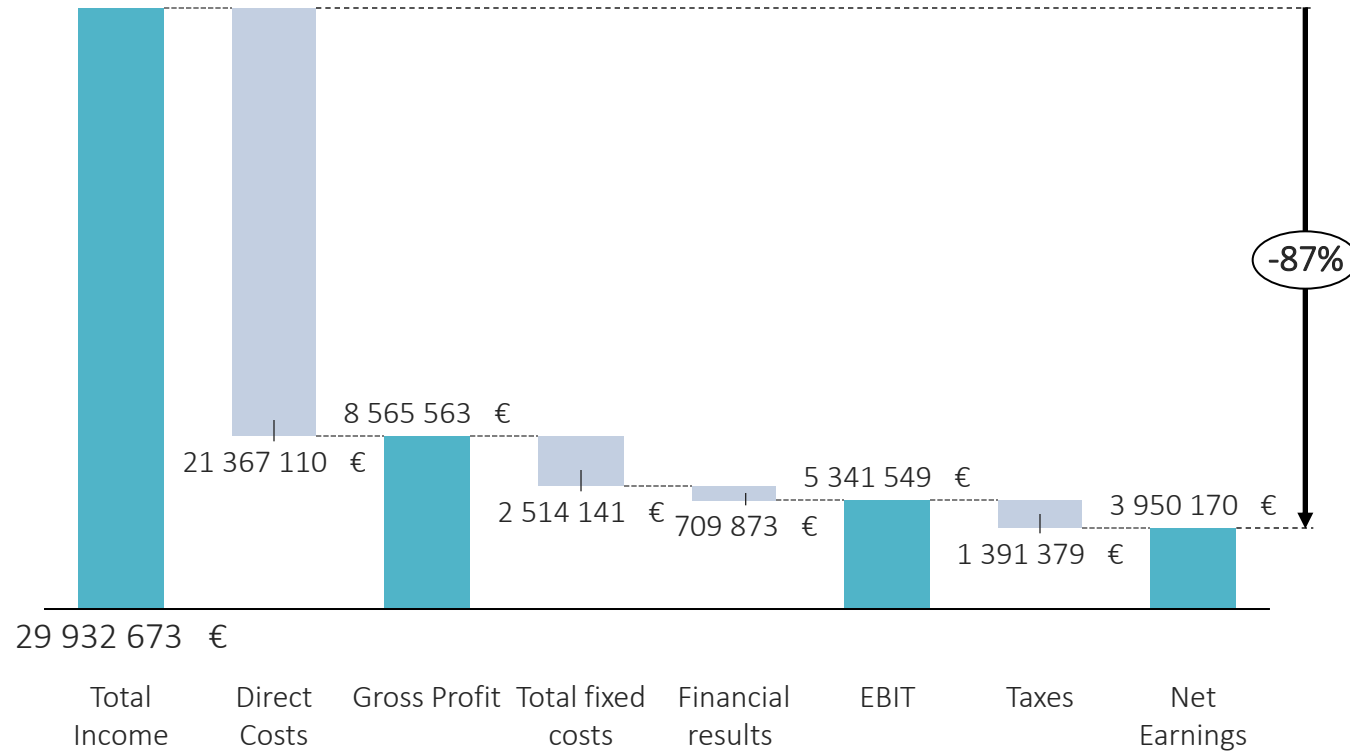


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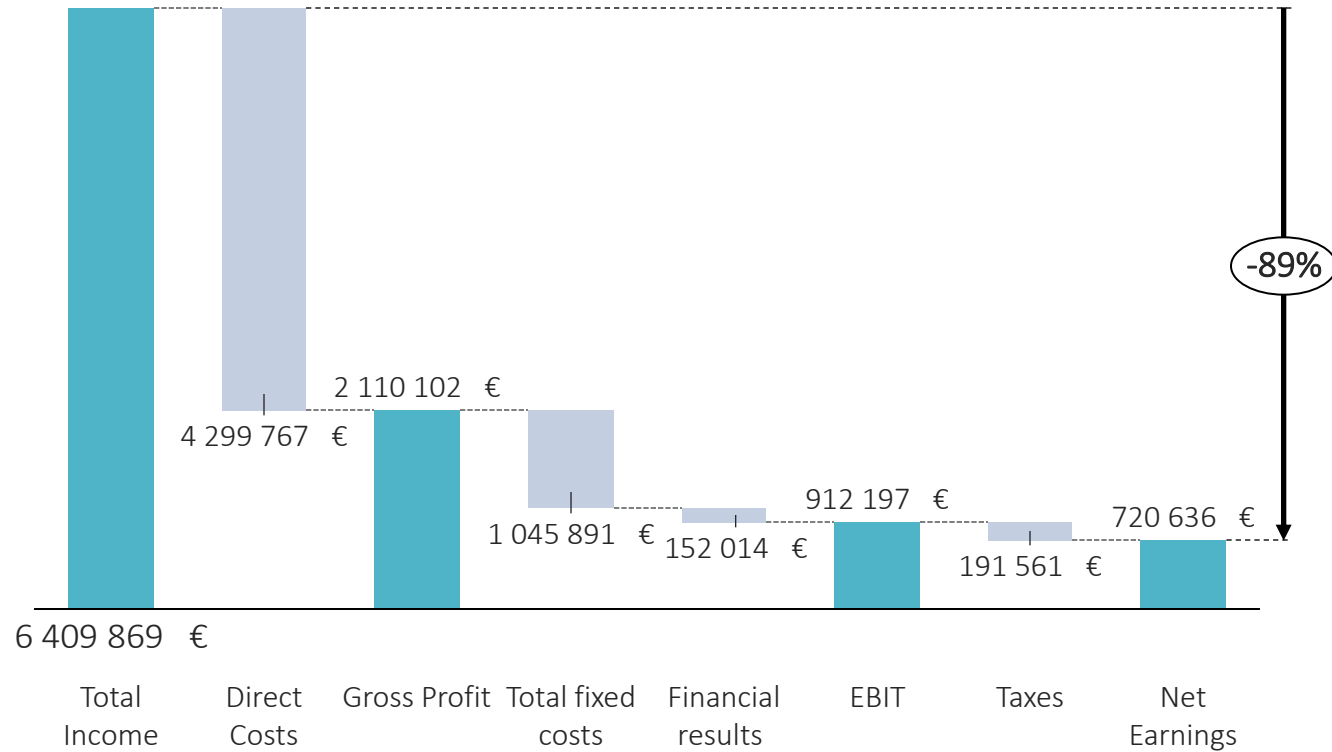
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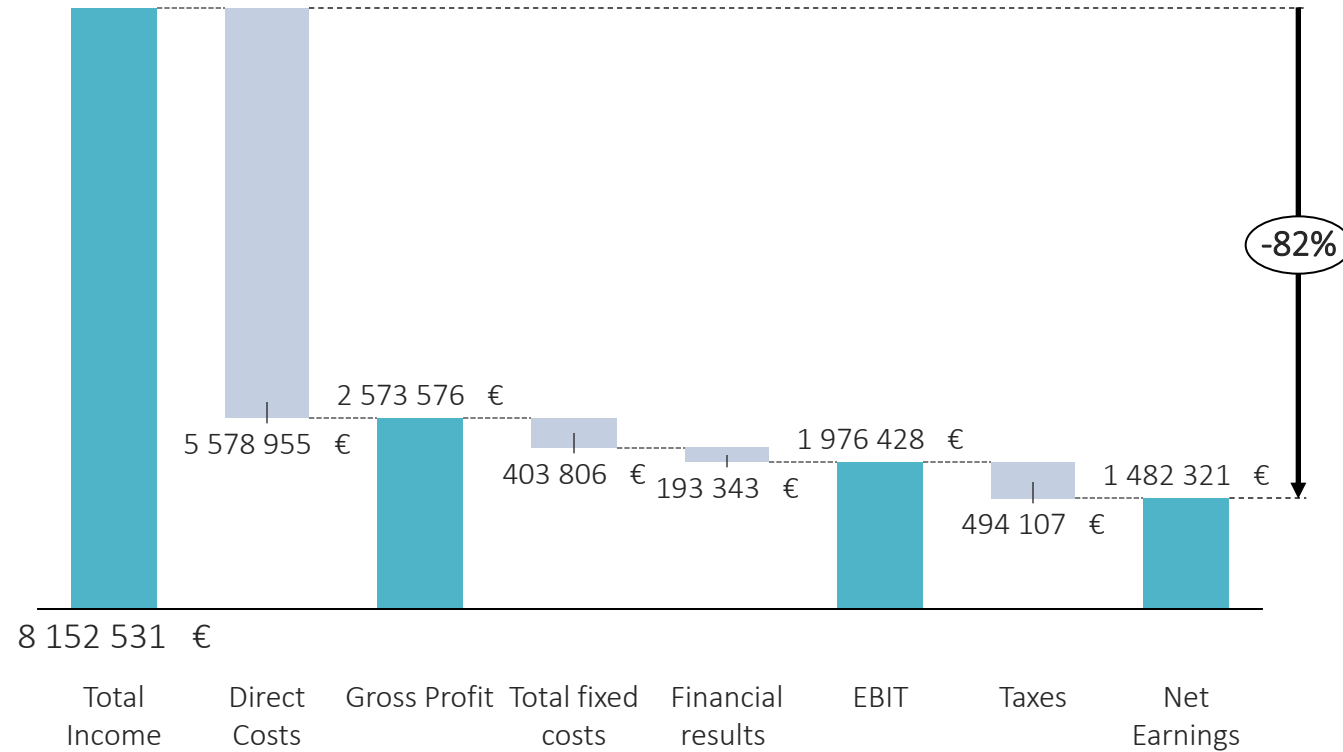
Appendix 3 | P&L in 2018 for all countries



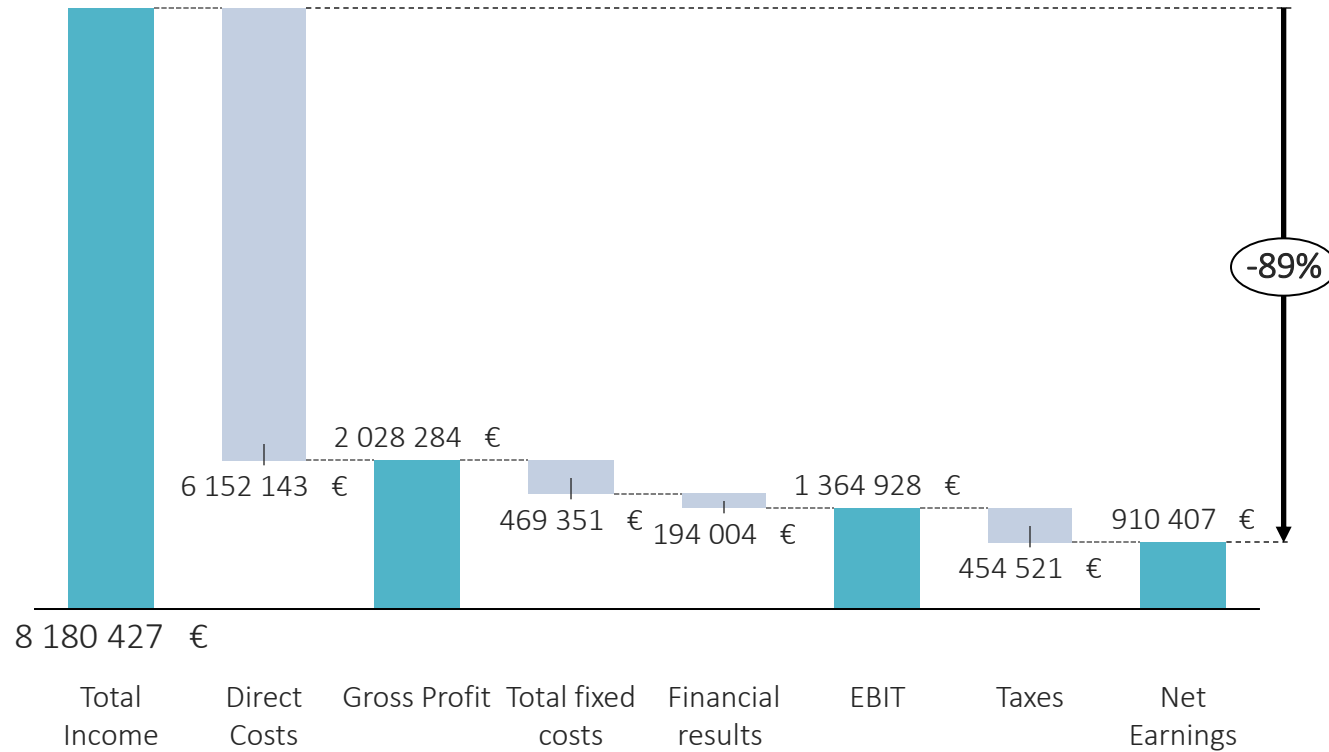
Appendix 3 | P&L in 2018 for Portugal



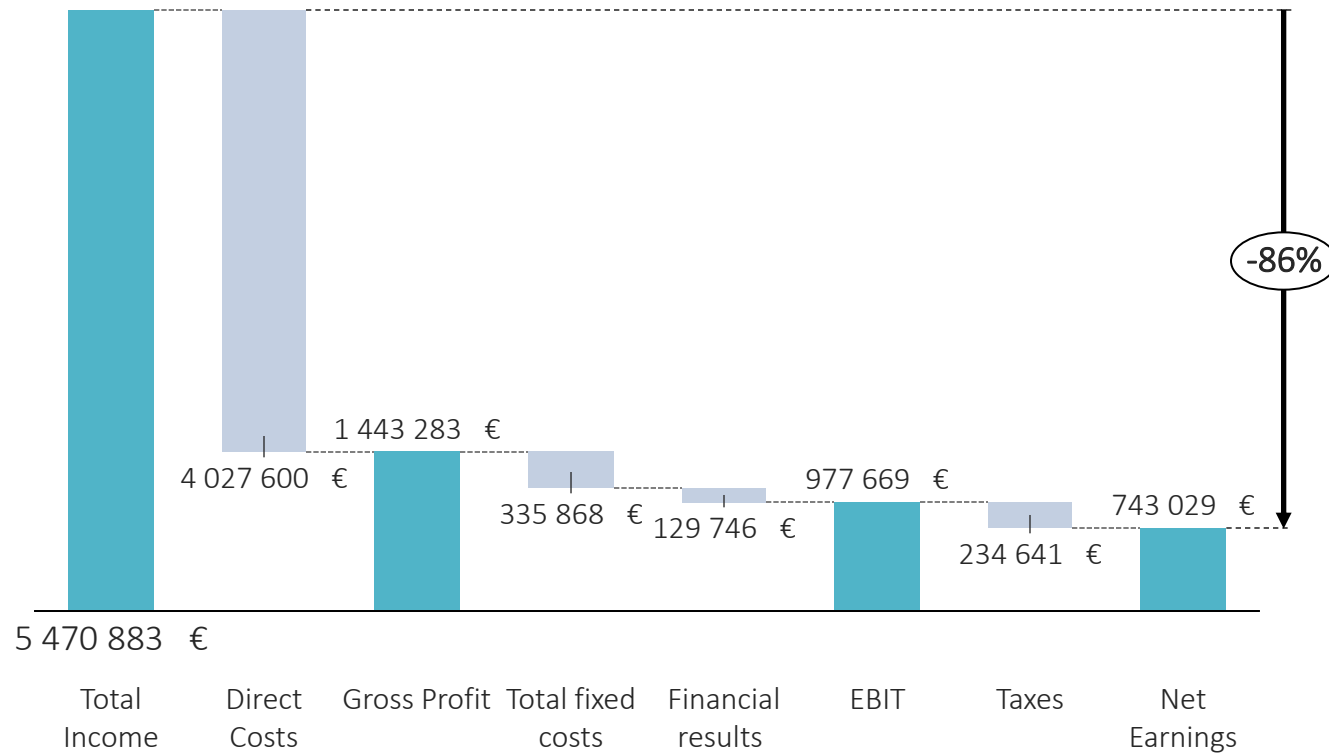
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Appendix 3 | P&L in 2018 for France

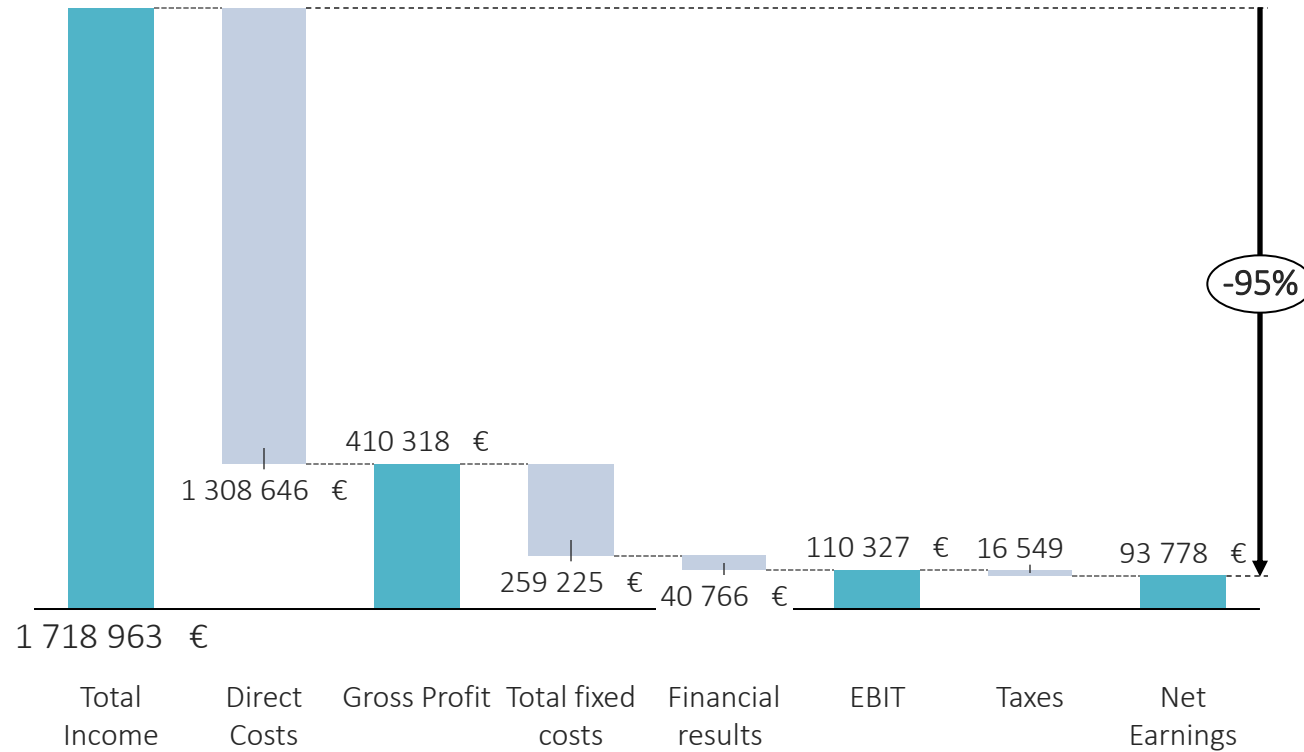


Appendix 3 | P&L in 2018 for Italy





Appendix 3 | P&L in 2018 for Germany

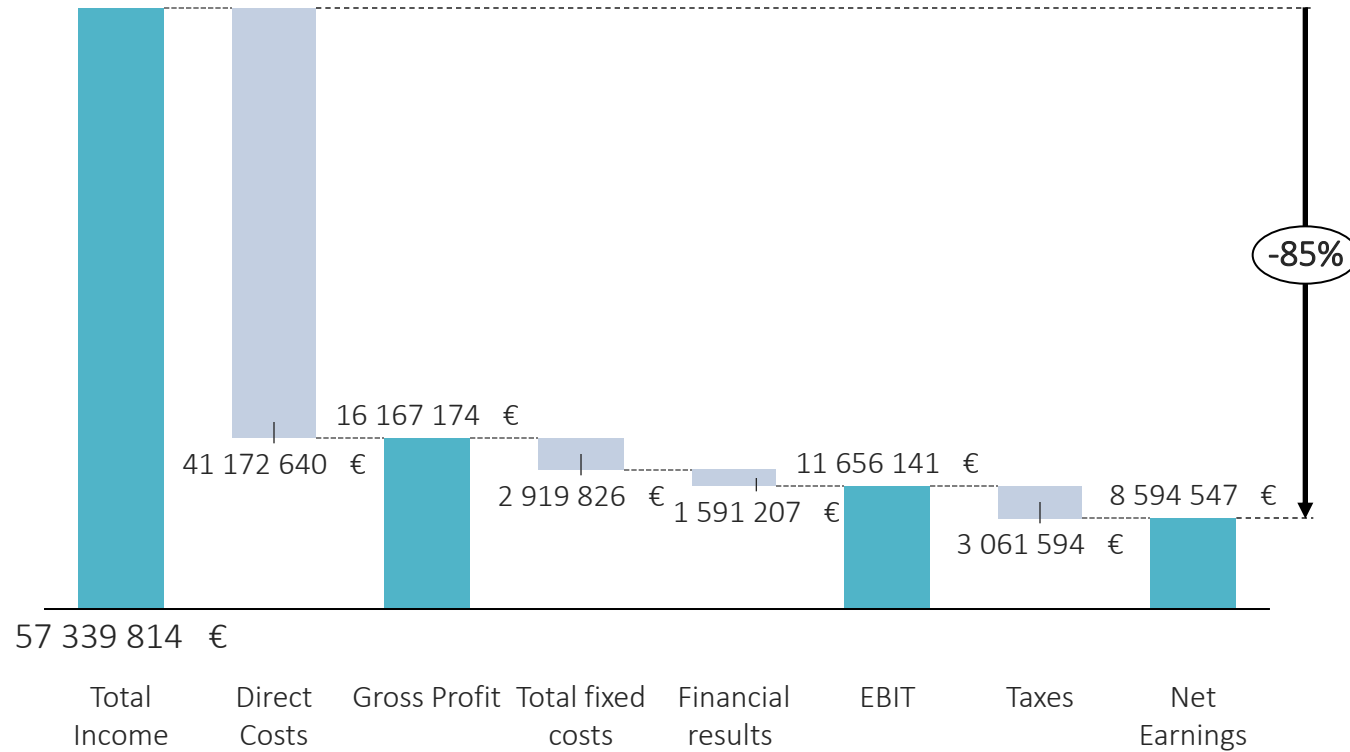


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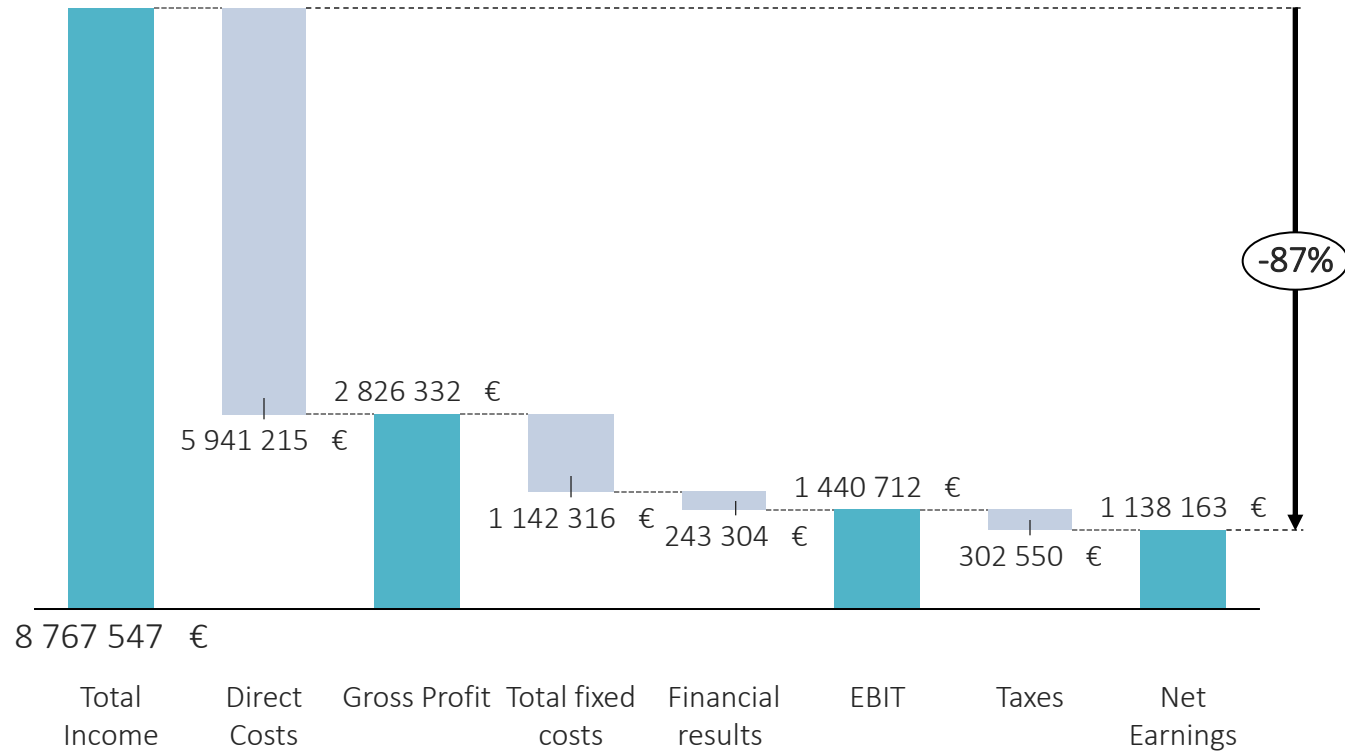
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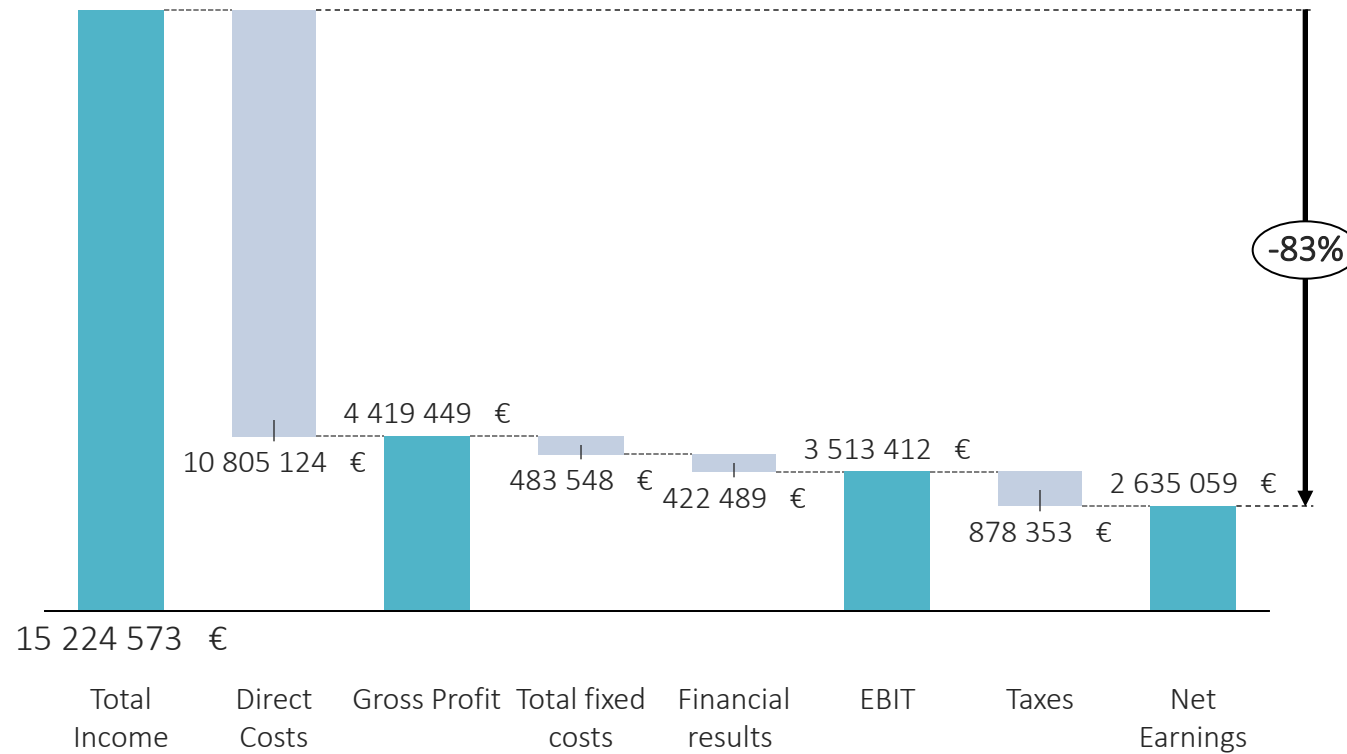
Appendix 4 | P&L in 2019 for all countries



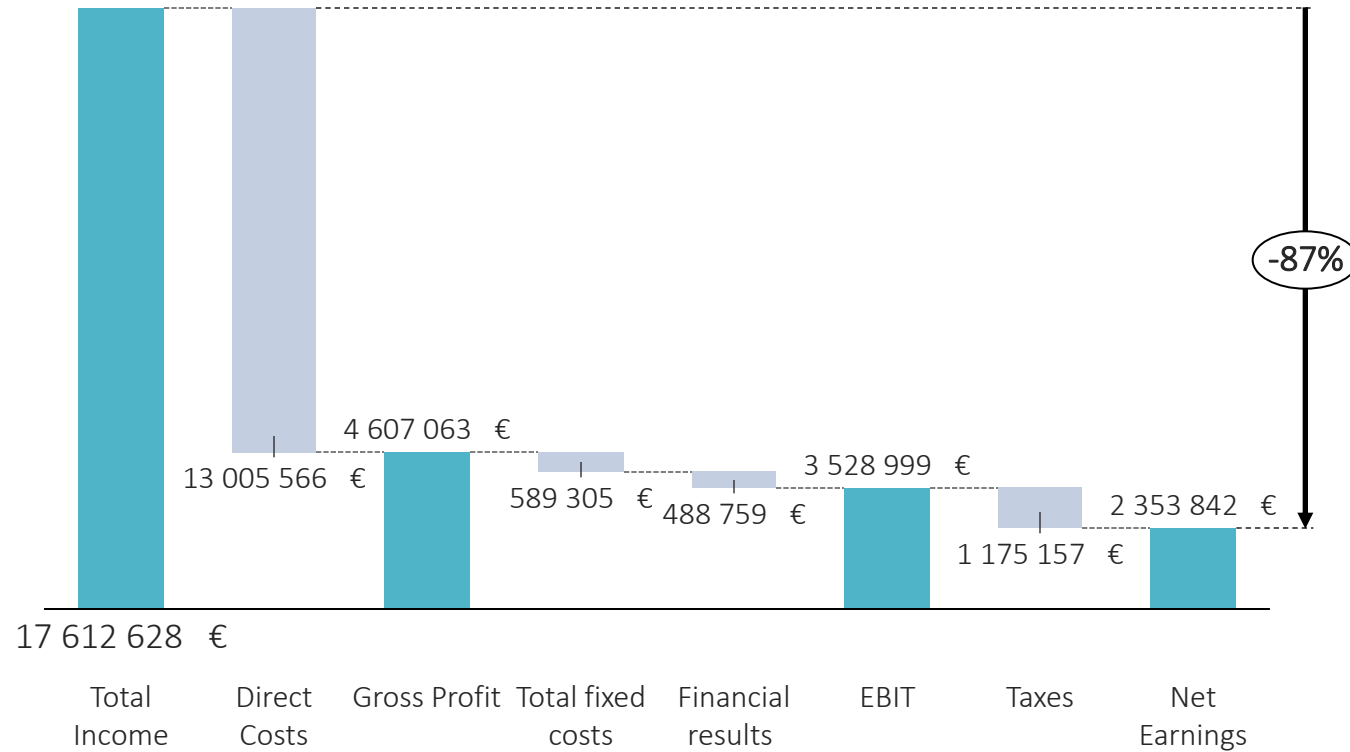
Appendix 4 | P&L in 2019 for Portugal



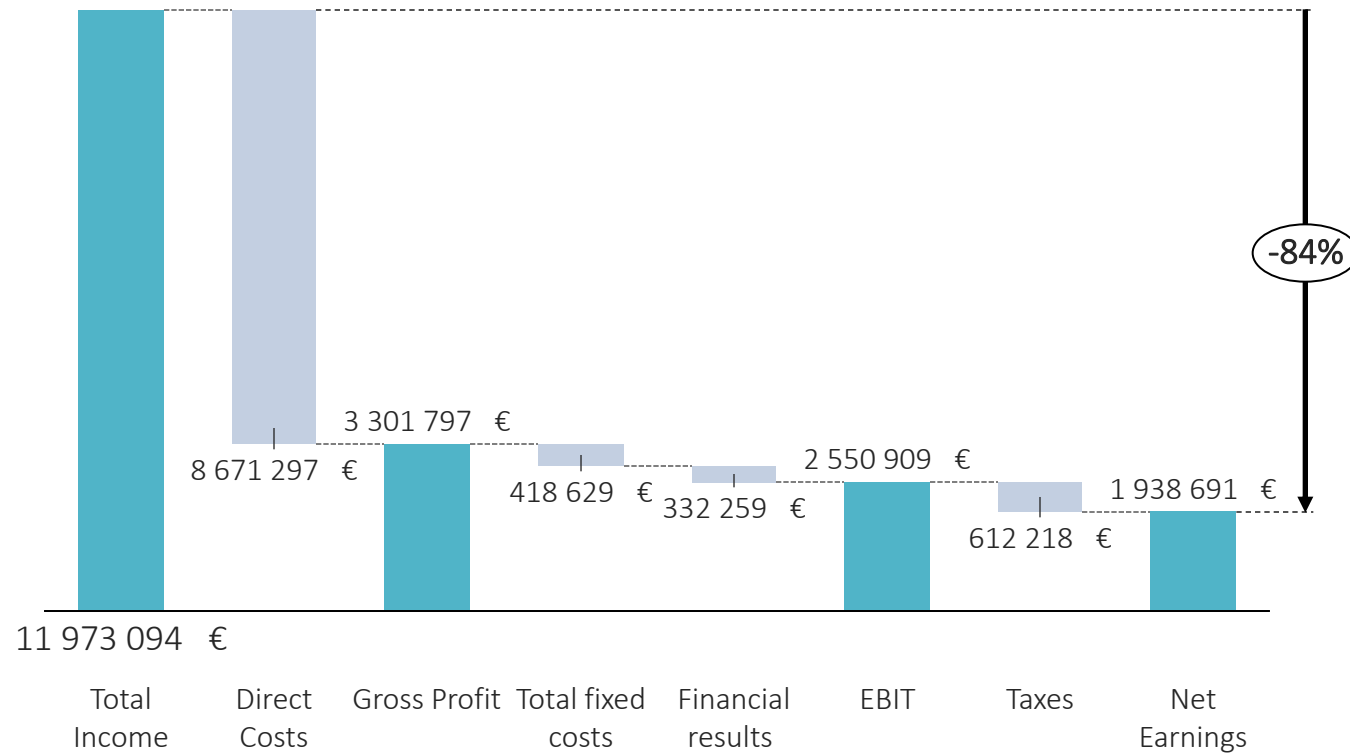
Appendix 4 | P&L in 2019 for Spain



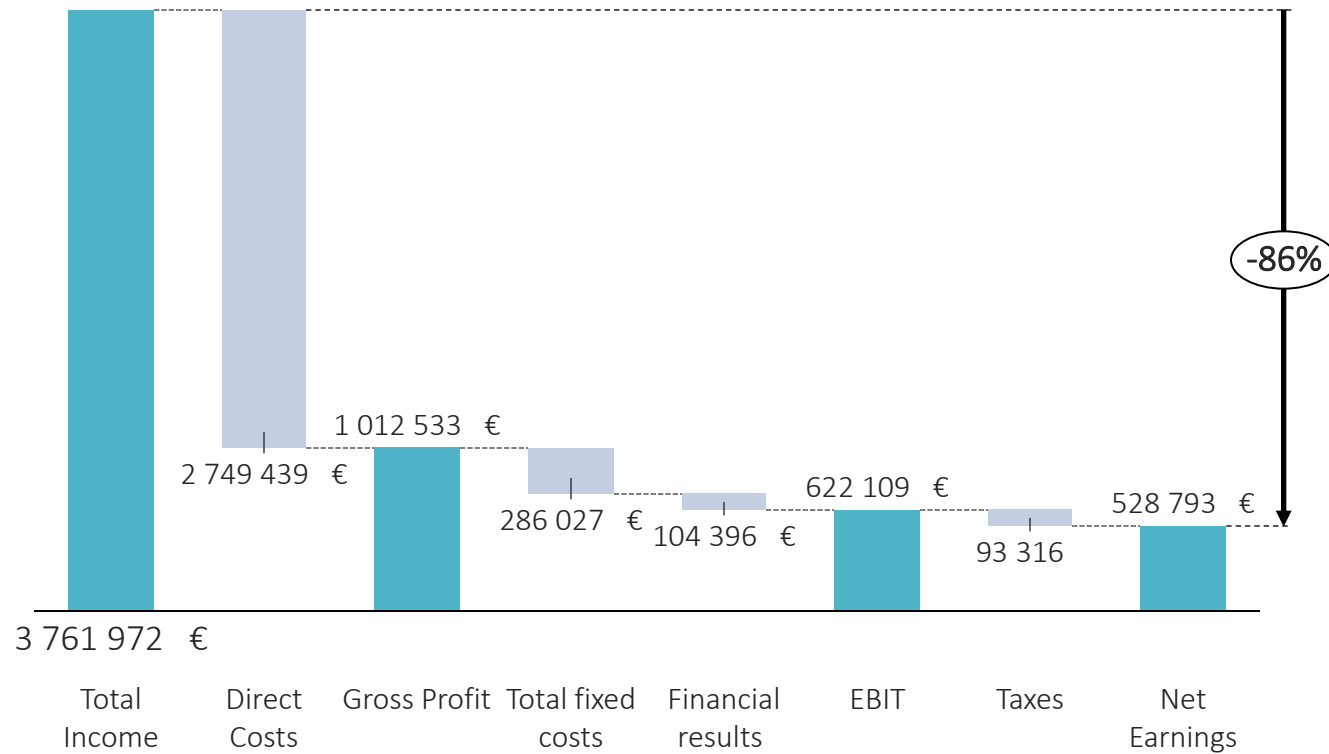
Appendix 4 | P&L in 2019 for France



Appendix 4 | P&L in 2019 for Italy



Appendix 4 | P&L in 2019 for Germany

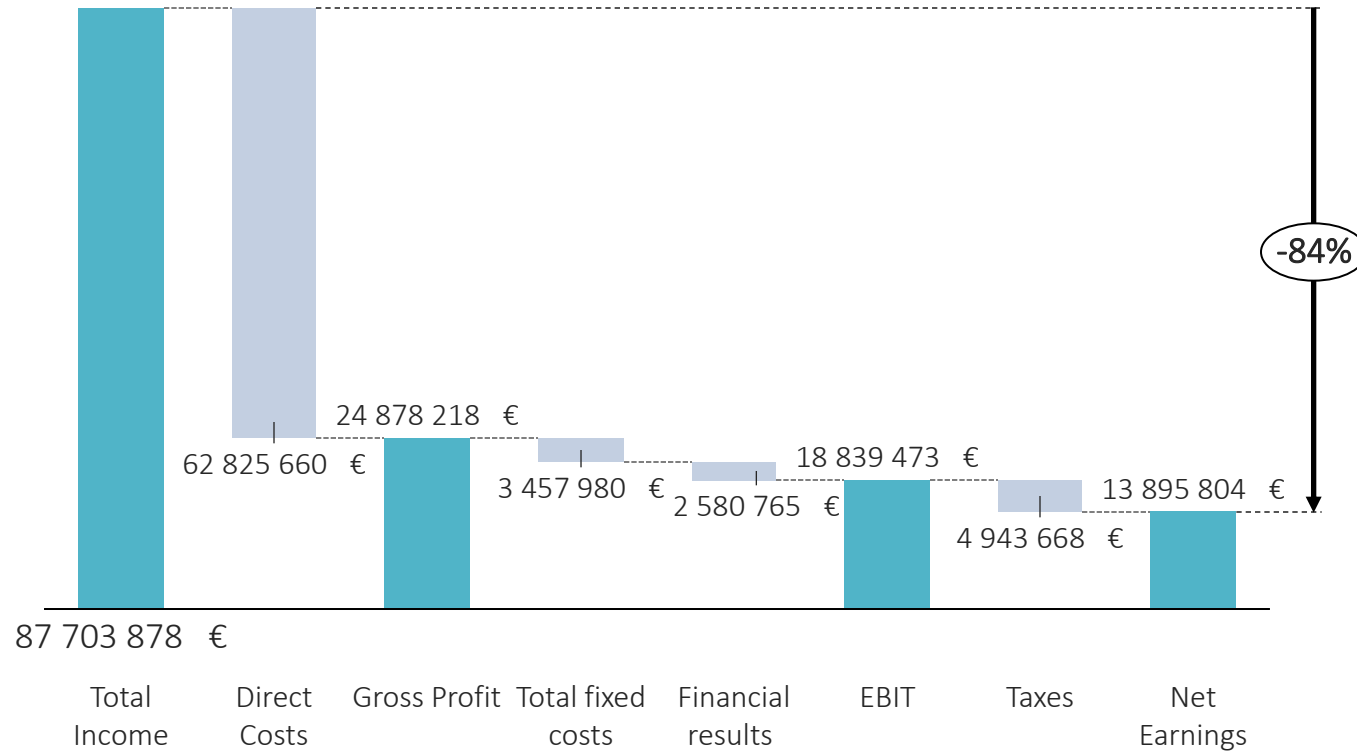


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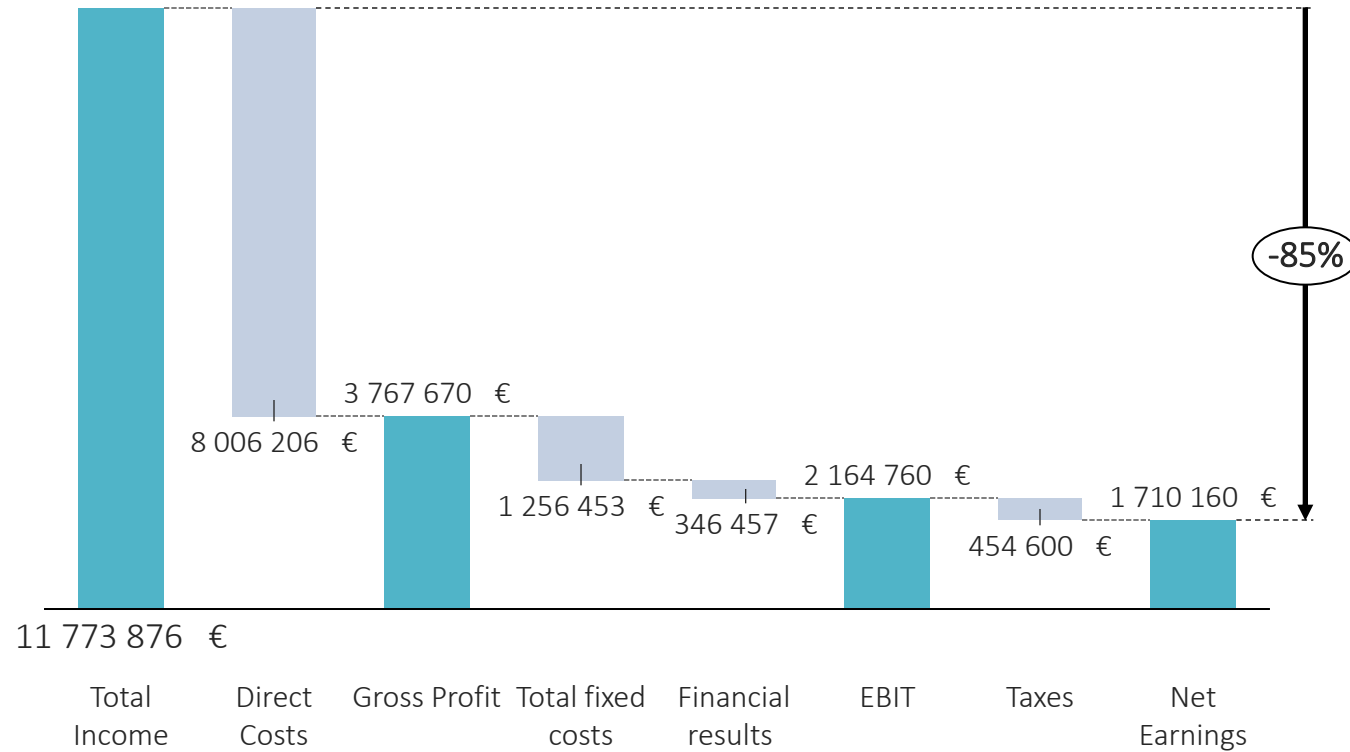


Appendix 5 | P&L in 2020 for all countries

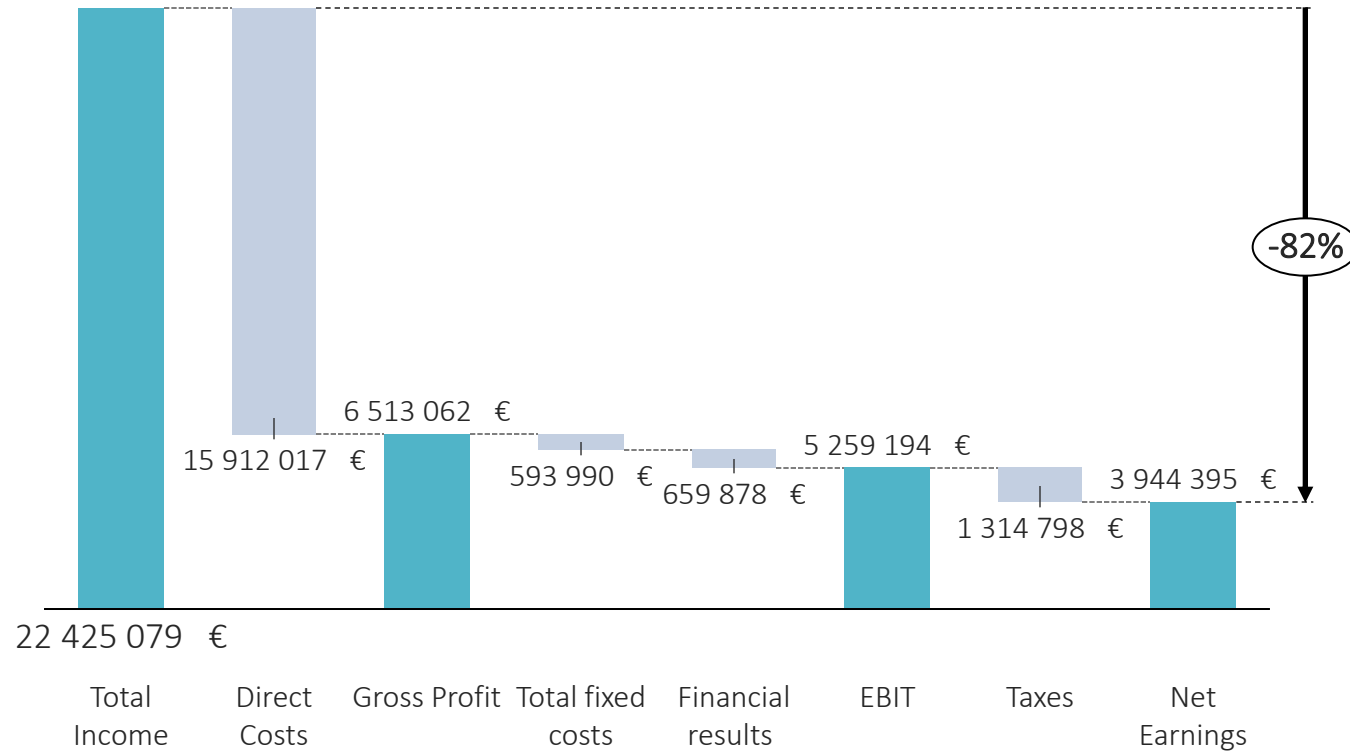




Appendix 5 | P&L in 2020 for Portugal

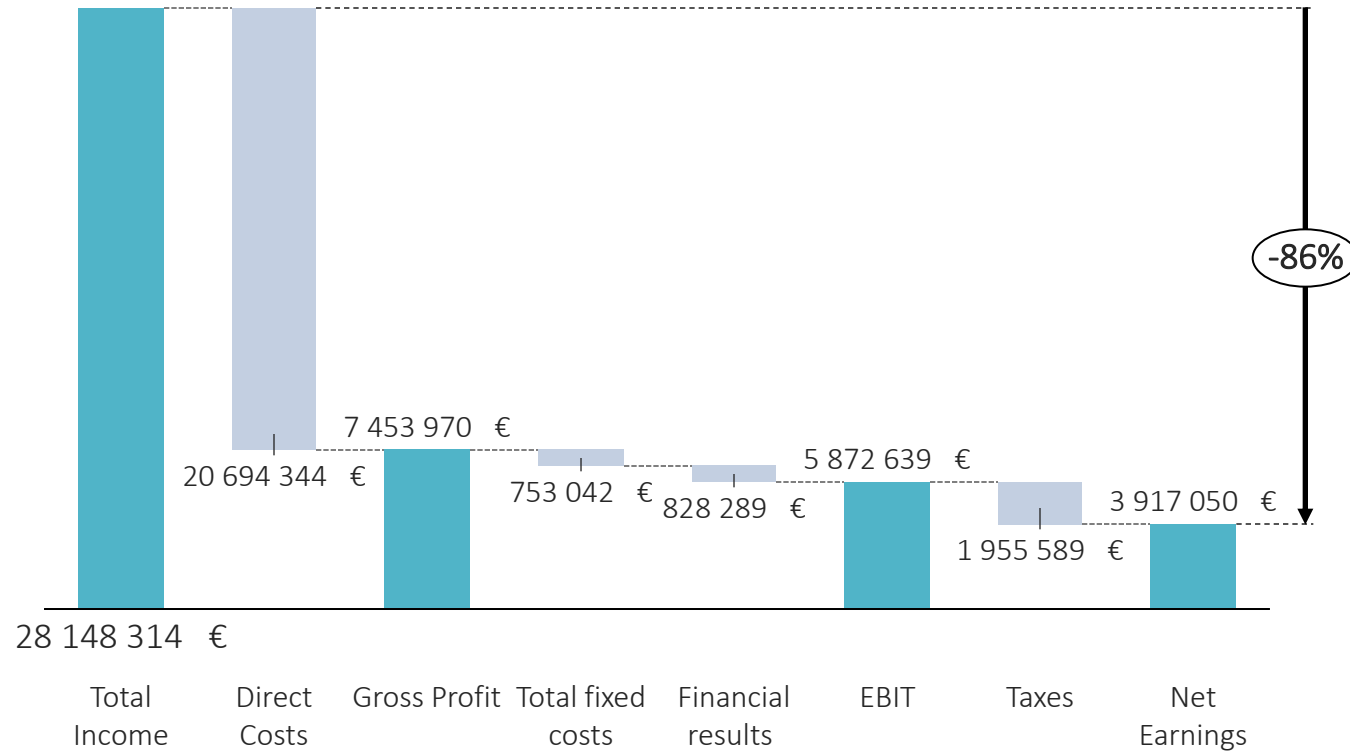


Appendix 5 | P&L in 2020 for Spain

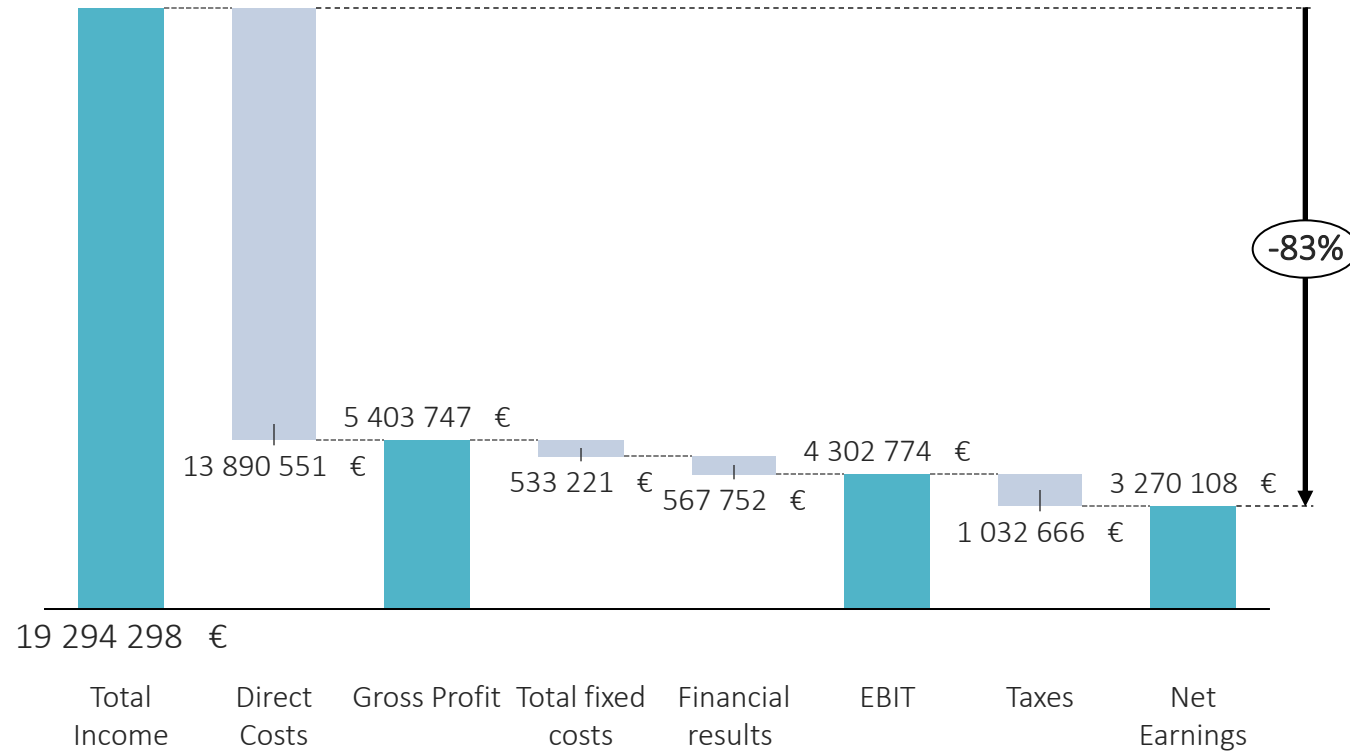




Appendix 5 | P&L in 2020 for France

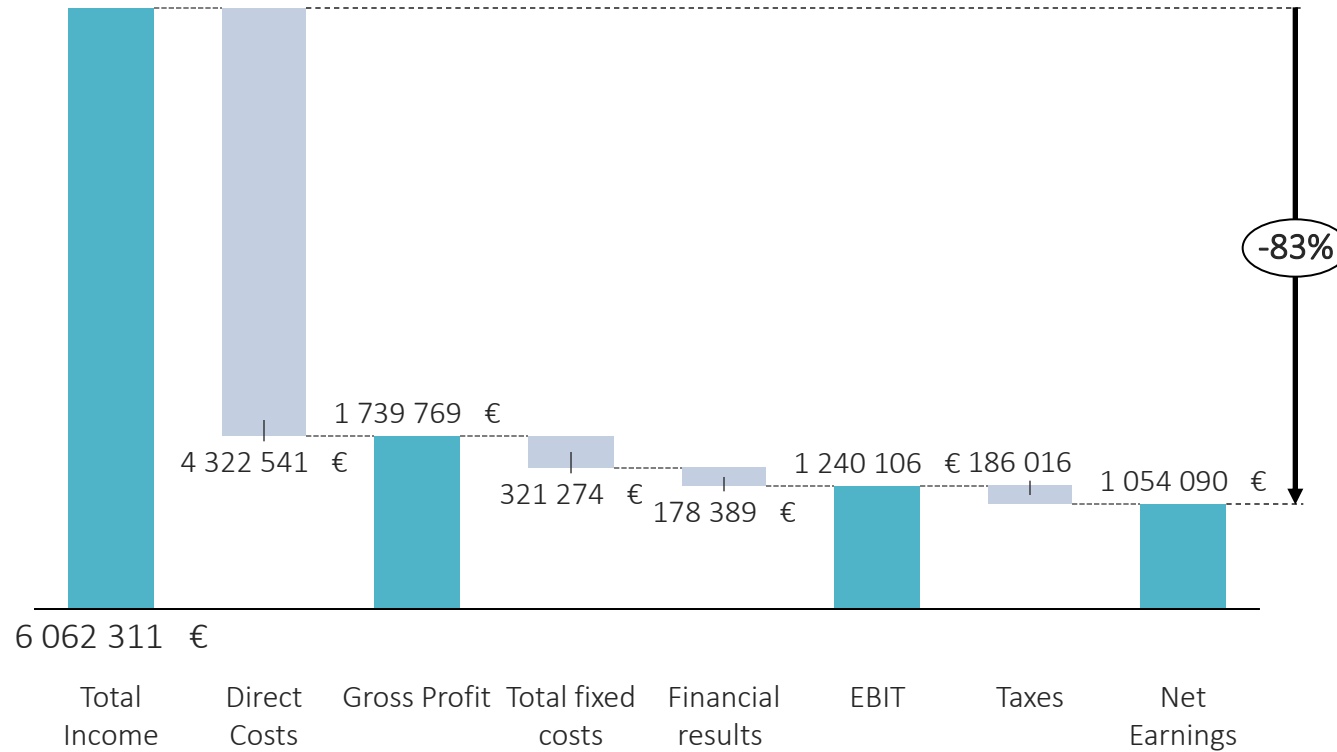


Appendix 5 | P&L in 2020 for Italy





Appendix 5 | P&L in 2020 for Germany



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Appendix 6 | Direct competitors (1)

Spaceships					Hangtime				Chilicampers	
										
Hubs location	UK & Ireland	Spain	Italy	Spain	Germany	Ireland	Sweden	Portugal	Spain	
	London, Edinburgh, Dublin	Barcelona	Rome	Tenerife, Fuerteventura, Barcelona	Aachen, Berlin, Frankfurt, Mainz, Hamburg, Munich, Cologne, Freiburg	Dublin, Galway	Stockholm	Lisbon, Faro, Oporto	Barcelona	
Type of vans	Commercial vans			Commercial vans				Commercial vans & pão de forma		
Model of vans	Ford Transit Custom, Toyota, Volkswagen Caddy, Adria-Mobil			Volkswagen				Mercedes Vito Activity, Mercedes Marco Polo, Volkswagen California, Volkswagen Transporter		
Target	Young people			Young surfers/sports people				“Lovers of any adventure sport - be it surfing, trekking, rock climbing, cycling, snowboarding or skiing”		
Price range				64€ - 78€				80€ - 135€		
Extras	Yes			Yes				Yes		
Pick-up ≠ Drop-off	Yes			No				Yes		
Observations	Floor plan			Offers sport courses (climbing, kite surf,...)						

Appendix 6 | Direct competitors (2)



	VanYou	South Camper	Caracol Van	NorthSpain Camper Rental
				
Hubs location	Spain	Spain	Spain	Spain
	Valencia, Málaga	Barcelona, Málaga, Bilbao	Cadiz	Bilbao, Santander
Type of vans	Commercial vans	Commercial vans	Commercial vans & pão de forma	Commercial vans
Model of vans	Volkswagen Transporter	Volkswagen California, Ford Nugget, Weinsberg Carabus	Volkswagen Kombi, Volkswagen California, Nissan NV200, Volkswagen Caddy, Weinsberg Carabus	Volkswagen
Target	“Enjoy the freedom and the adventure of travelling in a camper van”	“Our goal is to provide the highest level of service to our customers”	“Passion for vans, camping and enjoyment of spending our free time surrounded by nature”	“Travellers who wish to capture the charm, and the haunting beauty of the scenery of north Spain”
Price range	65€ - 100€	60€ - 135€	68€ - 150€	45€ - 65€
Extras	Yes	Yes	Yes	
Pick-up ≠ Drop-off	No	Yes (fee 250€ - 300€)	Limited	
Observations	Limited mileage	Last minute bookings for short periods		No option to book online

Appendix 6 | Direct competitors (3)



Flamenco Campers		Soul Campers		Surf cars	
					
Hubs location	Spain	Portugal	Spain	Portugal	Spain
	Málaga	Lisbon, Faro	Seville	Faro, Lagos	Santander, Bilbao
Type of vans	Commercial vans	Commercial vans	Commercial vans		
Model of vans	Volkswagen California, Mercedes Marco Polo, Ford Nugget	Fiat Ducato 2015	Volkswagen		
Target	“Adventurous and travel-oriented spirit”	Young couples, group of friends or families/ surfers		Young surfers/ group of friends	
Price range	68€ - 136€	80€ - 130€		50€ - 85€	
Extras	Yes	Yes		Yes	
Pick-up ≠ Drop-off	No	Yes (fee 140€)			
Observations	Vans with fun names Not allowed to travel outside IP	Nice website		Belong to Indie Campers until last year	

Appendix 6 | Direct competitors (4)



Origin Campervans		BlackSheep	Van-IT	Vintage Road Trips
				
Hubs location	France	France	France	France
	Lille (airport & rail station)	Lyon, Paris, Chambéry, Bordeaux, Lille, Grenoble, Annecy, Marseille	Paris, Montpellier, Metz, Toulouse	Amersfoort and Southern France
Type of vans	Commercial vans	Pão de forma	Commercial old vans	Commercial old vans
Model of vans	Volkswagen Transporter, California	Volkswagen Combi 50s	Volkswagen California, Caravelle	Volkswagen T2
Target	"Solution for overseas travellers wanting to enjoy France and Europe in total freedom and on budget"	30% Sports, 35% Families, 20% Young couples with children, 15% retired 80% French, 20% internationals	-	Hippies, people who like vintage vans, and young families
Price range	85€ - 150€	55€ - 155€	50€ - 145€	57€ - 200€
Extras	Yes	Yes	Yes	Yes
Pick-up ≠ Drop-off	No	No	No	Yes
Observations	360 virtual tour	Franchising		

Appendix 6 | Direct competitors (5)



	Van Trippers	Van-Away	69 Campers	Campy Camper
Hubs location	France Moliets, Hossegor, Bordeaux, Biarritz	France Nantes, Nice, Annecy-Geneve, Bordeaux, Toulouse	France Var region	France Biarritz
Type of vans	Commercial vans	Commercial vans	Pão de forma	Commercial vans
Model of vans	Volkswagen T4	Volkswagen California and Beach T6, Renault Trafic 3 Longwheel, Volkswagen Transporter T6		Volkswagen
Target	Specifically for surfers	Families and holidaymakers	Holidaymakers and friends	Surfers and families
Price range	49€ - 99€	65€ - 150€	107€ - 156€	69€ - 119€
Extras	Yes	Yes	Yes	Yes
Pick-up ≠ Drop-off	Yes	No	No	No
Nr of vans			69	

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Appendix 7 | Substitutes (1)

Hostels

Hosteling International (HI HOSTEL)		Plus		St Christopher’s Inns			Generator			
										
Target group	“Whether you're a backpacker, on a gap year, travelling as a student, touring as a family or simply looking for a holiday”	“PLUS Hostels provides independent travellers of all ages with high quality accommodation”		“St Christopher's Inns run youth hostels in 10 cities across Europe”			“At Generator Hostels, we bring affordable luxury and awe-inspiring social experiences to travelers and locals in Europe’s coolest cities”			
Country	All over the world	Germany	Italy	France	Spain	Germany	Germany	Spain	France	Italy
City		Berlin	Florence	Paris	Barcelona	Berlin	Berlin, Hamburg	Barcelona	Paris	Rome, Venice
Location	City center and out of the city	City center		City center			City center			



Appendix 7 | Substitutes (2)

Hostels

Wombat's		X Hostel	A&O		Urbany Hostels
					
Target group	“Whether you travel alone, with your friends, or in a group, stay with wombat’s Hostels”	“Insane amounts of fun, great friendships, legendary nights out, massive hangovers and broader idea of personal freedom”	“A&O Hotels and Hostels is the most central and inexpensive choice for budget-conscious city travellers”		“(…) reinventing the concept of low-cost accommodation, without losing the essence of our origins in adventure tourism and backpacking”
Country	Germany	Spain	Germany	Italy	Spain
City	Berlin, Munich	Alicante, Malaga	Hamburg, Dortmund, Dusseldorf, Berlin, Leipzig, Dresden, Weimar, Cologne, Aachen, Frankfurt, Karlsruhe, Stuttgart, Munich, Nuremberg		Venice Barcelona, Seville
Location	City center	City center	City center		City center

Appendix 7 | Substitutes (3)

Rent-a-cars



Avis												Europcar				Budget			
																			
Country	Italy	Germany	France	Spain	France	Italy	Germany	Italy	Germany	France	Spain								
Location			Rail station		Rail stations	Rail station				Rail station									
	Airport		TGV	Airport	TGV	Airports	Airports	Airport	Airport	TGV	Airport (few)								
	Railway	Airport	Airports	Downtown	Airports	Downtown	Downtown	Downtown	Downtown	Airport	Downtown								
	Downtown	Downtown	Downtown	Suburban	Downtown	Ports	Suburban	Suburban	Suburban	Downtown	Suburban								
			Suburban		Suburban	Suburban				Suburban									
Price range		7,76€ per day 28€ per rental 5,28€ per day				20€ - 150€ per day				14€ - 170€ per day									



Appendix 7 | Substitutes (4)

Rent-a-cars

Hertz					Sixt			
								
Country	France	Italy	Germany	Spain	France	Italy	Germany	Spain
Location	Rail station	Rail station		Airport				
	Airport	Airport	Airport	Bus station	Rail station	Airport	Airport	Airport
	Suburban	Suburban	Suburban	Rail station	Airport	Train station	Train station	Train station
	Downtown	Downtown	Downtown	Suburban	Suburban	City center	City center	City center
	IKEA	IKEA	IKEA	Downtown	Downtown			
Price range	15€ - 260€ per day				\$15 – 71	\$25 – 71	\$18 – 186	\$13 – 95

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Appendix 8 | Partnerships – Bloggers (1)



Country	Name	Blog	Domain	Facebook	#Fb Page Likes	Contact
Germany	Sebastian Canaves	Off the Path	www.off-the-path.com/de/	www.facebook.com/OffThePathcom/	98.918	sebastian@off-the-path.com
Germany	Yvonne Zagermann	Just Travelous	www.justtravelous.com/en/	www.facebook.com/justtravelous	46.021	yvonne@justtravelous.com
Germany	Christine Neder	Lilies Diary	www.lilies-diary.com	www.facebook.com/Liliesdiary/	61.862	neder.c@web.de
France	Ryan	Le Sac A Dos	www.lesacados.com	www.facebook.com/lesacados.blog	123.743	ryan.merabet@gmail.com / contact@lesacados.com
France	Alex Vizeo	Vizeo	www.vizeo.net	www.facebook.com/alexvizeo/?fref=ts	101.979	alex@vizeo.net
France	Bruno Maltor	Votre Tour Du Monde	www.votretourdumonde.com	www.facebook.com/brunomaltor/?fref=ts&r ef=br_tf	79.868	bruno@votretourdumonde.co m
France	Julie Sarperi & Renaud Bonnet	Carnets de Traverse	www.carnets-de-traverse.com/blog/	www.facebook.com/carnetsdetraverse	74.229	contact@carnets-de- traverse.com
France	Alex	Bons Plans Voyage New York	www.bons-plans-voyage-new-york.com	www.facebook.com/bpvny	64.236	alex@bpvny.com
UK	Kach & Jonathan	2 Monkeys Travel Group	twomonkeystravelgroup.com	www.facebook.com/twomonkeystravel	143.297	kach@twomonkeystravel.com
USA	Rachel Jones	Hippie in Heels	hippie-inheels.com	www.facebook.com/hippieinheelsblog/?fref=ts	36.563	rachel@hippie-inheels.com

Appendix 8 | Partnerships – Bloggers (2)



Country	Name	Blog	Domain	Facebook	#Fb Page Likes	Contact
Portugal	João Cajuda	Travel Blog by João Cajuda	www.joaocajuda.com/	www.facebook.com/Cajuda.pt/	354.024	contact@joaocajuda.com
Portugal	Filipe Morato Gomes	Alma de Viajante	www.almadeviajante.com	www.facebook.com/almadeviajante	217.919	fmgomes@almadeviajante.com
Portugal	João Leitão	João Leitão Viagens	www.joaoleitao.com/	www.facebook.com/joaoleitaoVIAGENS/	43.021	viagens@joaoleitao.com
Spain	Paula and Isaac	Viajes Chavetas	www.viajes.chavetas.es/	www.facebook.com/viajeschavetas	50.182	info@chavetas.com
Spain	José Miguel Redondo	El Rincón de Sele	www.elrincondesele.com	www.facebook.com/El-Rincón-de-Sele-147042895329493/	55.012	info@elrincondesele.com
Spain	Rober & Lety	Mochileando Por El Mundo	www.mochileandoporelmundo.com	www.facebook.com/mochileandoxelmundo	43.256	mochileandoporelmundo@gmail.com
Spain	Ioso and Alberto	Mochileros TV	www.mochilerostv.com	www.facebook.com/mochilerostv	92.258	iosulopez@hotmail.com
Spain	Adrian and Gosia	MolaViajar	www.molaviajar.com	www.facebook.com/Molaviajar	41.505	info@molaviajar.com
Spain	Vanessa and Roger	Viajeros Callejeros	www.viajeroscallejeros.com	www.facebook.com/ViajerosCallejeros	267.742	info@viajeroscallejeros.com
Ireland	Johnny Ward	One Step 4ward	onestep4ward.com	www.facebook.com/onestep4ward	102.873	johnny@onestep4ward.com

Appendix 8 | Partnerships – Bloggers (3)



Country	Name	Blog	Domain	Instagram	#Instagram Followers	Contact
Germany	Sebastian Canaves	Off the Path	www.off-the-path.com/de/	offthepath	25.7K	sebastian@off-the-path.com
Germany	Yvonne Zagermann	Just Travelous	www.justtravelous.com/en/	justtravelous	22K	yvonne@justtravelous.com
Germany	Anja Beckmann	Travel on Toast	www.travelontost.de	travelontost	23.2K	hallo@travelontost.de
Germany	Marcel Wladasch	Travel With Massi	travelwithmassi.com	travel_with_massi	56.7K	mwladasch@me.com
Austria	David Kitzmüller Katharina Wimmer	Ausreiser	www.ausreiser.com	ausreiser	23.6K	hello@ausreiser.com
Switzerland	Tiffany Wüest	World Meets Girl	www.worldmeetsgirl.com	tiffanywuest	20.1K	worldmeetsgirl@gmail.com
France	Ryan	Le Sac A Dos	www.lesacados.com	lefrenchnomad	24,9K	ryan.merabet@gmail.com / contact@lesacados.com
France	Camille	L'Oiseau Rose	www.oiseaurose.com	loiseaurose	46K	contact.oiseaurose@gmail.com
France	Piotr Krocak	Bien Voyager	www.bien-voyager.com	bienvoyager	64,9K	bien.voyager.com@gmail.com
France	Alex Vizeo	Vizeo	www.vizeo.net	alexvizeo	26K	alex@vizeo.net
France	Maïder Oyarzabal	Made by Maider	http://madebymaider.com	madebymaider	42.4K	contact@madebymaider.com
France	Capucine & Thibault	Travel Me Happy	http://www.travel-me-happy.com	travelmehappy	30,4K	capucine@travel-me-happy.com

Appendix 8 | Partnerships – Bloggers (4)



Country	Name	Blog	Domain	Instagram	#Instagram Followers	Contact
France	Bruno Maltor	Votre Tour Du Monde	www.votretourdumonde.com	brunomaltor	123K	bruno@votretourdumonde.com
France	Julie Sarperi & Renaud Bonnet	Carnets de Traverse	www.carnets-de-traverse.com/blog/	carnetstraverse	43.6K	contact@carnets-de-traverse.com
France	Claudia & Clement	Un Tour Sur Terre	www.untoursurterre.fr	cloetclm	37,6K	cloetclm@hotmail.fr
UK	Kach & Jonathan	2 Monkeys Travel Group	www.twomonkeystravelgroup.com	2monkeystravel	22,5K	kach@twomonkeystravel.com
UK	Monica	The Travel Hack	www.thetravelhack.com	thetravelhack	17,6K	TheTravelHack@gmail.com
USA	Rachel Jones	Hippie in Heels	www.hippie-inheels.com	hippieinheelsblog	55,8K	rachel@hippie-inheels.com
USA	Jodi Ettenberg	Legal Nomads	www.legalnomads.com	legalnomads	80K	jodi@legalnomads.com
Portugal	João Cajuda	Travel Blog by João Cajuda	www.joaocajuda.com/	joaocajuda	108k	contact@joaocajuda.com
Portugal	Nelson Carvalho	Nelson Carvalho	www.nelsoncarvalho.com	nelsoncarvalho	20.2k	hello@nelsoncarvalho.com
Spain	Ioso and Alberto	Mochileros TV	www.mochilerostv.com	mochilerostv	36.5k	iosulopez@hotmail.com
Spain	Adrian and Gosia	MolaViajar	www.molaviajar.com	molaviajar	36.4k	info@molaviajar.com
Spain	Vanessa and Roger	Viajeros Callejeros	www.viajeroscallejeros.com	viajeroscallejeros	60.9k	info@viajeroscallejeros.com
Ireland	Johnny Ward	One Step 4ward	www.onestep4ward.com	onestep4ward	40,8K	johnny@onestep4ward.com



Appendix 8 | Partnerships – Surf Brands

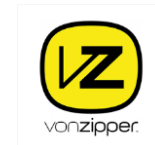
▪ Surfboard Brands



▪ Wetsuit Brands



▪ Other Brands





Appendix 8 | Partnerships – Campsites in Spain

Campsite	Location	Website
La Marina	Alicante	http://www.lamarinaresort.com/alojamiento/parcelas/
El delfin verde	Girona	http://www.eldelfinverde.com/en/
Arco Iris	Madrid	http://www.bungalowsarcoiris.com/en/
Pico de la meil	Madrid	http://www.picodelamiel.com/
Camping Las Dunas	Girona	http://www.campinglasdunas.com/
Batan de las Monjas	Andalusia	http://batandelasmonjas.wixsite.com/espanol
Algámitas aventura	Sevilha	http://www.algamitasaventura.es/index.php
Marbella Playa	Malaga	http://www.campingmarbella.com/
Camping cala del aceite	Cadiz	http://www.caladelaceite.com/
El vedado	Barcelona	http://www.campingelvedado.com/camping/
Amaido	Asturias	http://www.amaido.com/index.php
Camping Asturias	Asturias	http://www.camping-asturias.com/campingasturias.html
Camping Ruta Finisterre	Galicia	http://www.rutafinisterre.com/microweb.php?id=159
Camping Mariola	Valencia	http://www.campingmariola.com/
Camping El Robe Verde	Basque Country	http://campingelrobleverde.com/
Valverde Natural	Caceres	http://www.valverdenatural.com/index.htm
La Mata Camping	Caceres	http://www.campinglamata.com/index.html
Camping Orea	Guadalajara	http://www.campingorea.com/
Camping Veruela Moncayo	Zaragoza	http://www.campingveruelamoncayo.com/
Camping Rio Lobos	Soria	http://www.campingriolobos.es/
Walking and biking trails, fishing, bird watching	Burgos	http://www.campingburgos.com/01_principal.php



Appendix 8 | Partnerships – Campsites in Spain

Campsite	Location	Website
Fresneda Camp	Soto del Real - Madrid	http://fresnedacamp.com/en/home/
Parque Ardalas	Guadalteba	http://www.parqueardales.com/camping/
Camping Chopera de coto-rios	Coto Ríos (Cazorla)	http://www.campingchopera.es/galeria-fotografica/
Cala Llevado	Costa Brava	calallevado.com
Torre de la Mora	Tarragona	torredelamora.com
Internacional de calonge	Girona	http://www.intercalonge.com/
Camping moreiras	Galicia	www.campingmoreiras.com/
Playa joyel campsite	Cantabria	www.playajoyel.com/
Playa montroig	Catalonia	www.playamontroig.com/
Cala gogo campsite	Girona	www.calagogo.es/en/
Tamarit park resort campsite	Tarragona	www.tamarit.com/
Can Coromines	Girona - Costa Brava	www.cancoromines.com/en/
Camping Playa de taurán	Luarca, Asturias	www.campingtauran.com/
Balcón de Pitres	Granada	balcondepitres.com
La Fresneda	Teruel	www.campinglafresneda.com/
Camping Cala Llevadó	Girona	calallevado.com/
Camping Sisargas	A Coruña	campingsisargas.com/
Lagos de Somiedo	Cabo de Peñas	www.campinglagosdesomiedo.com/
Camping & Bungalows Vall De Laguar	Valencia - Costa Blanca	www.campinglaguar.com/
Camping El Pinillo Natural camping area	Las Palmas	http://www.camping-spain.net/12871/camping-del-el-pinillo.html
Camping Montaña Roja	Granadilla	http://www.tenerife-information-centre.com/camping-montana-roja.html



Appendix 8 | Partnerships – Campsites in France

Campsite	Location	Website
Camping Du Pont	Rhône-Alpes - France	https://premium.secureholiday.net/en/3495/
La croix du vieux	Berny-Rivière	http://www.la-croix-du-vieux-pont.com/
Camping La Ventouse	Jard Sur Mer	http://www.campinglaventouse.com/en/
XiXerella Park	Bras-sur-Meuse	http://xixerellapark.com/en/camping/
Camping Sous le Moulin	Charny-sur-meuse	http://camping-chnysurmeuse.jimdo.com/english-version/
Les Pinedes	La Colle Sur Loup	http://www.lespinedes.com/gb.html
Camping Hurongues	Pomeys	https://www.camping-hurongues.com/en/
Marache Vancances	Bassin d'Arcachon	http://www.marachevacances.com/
Camping Le Ceou	Saint-Cybranet	http://www.camping-le-ceou.com/en/
Chalain	Doucier	http://www.chalain.com
Camping Le Tedey	Gironde	http://www.le-tedey.com/campsite-france-gironde.html
la Rouviere Camping	Vallon-Pont-d'Arc	http://www.campinglarouviere.com/indexa.html
Ecouves	Orne	http://ecouves.net/welcome/
Camping Les Fontaines	Pernes-les-Fontaines	http://www.campinglesfontaines.com/en/
Les Sucheres	Buxières sous Montaigut	http://www.campinglessucheres.com/?lang=en
Camping Filature	Ebreuil	http://www.campingfilature.com/introduction-to-the-camping-de-la-filatu
Camping la Vallee	La Tour d'Auvergne	http://www.camping-la-vallee.fr/index.php/retour-accueil
Le Cormoran	Sainte-Meère-Églis	http://www.lecormoran.com/en/
Camping du Hene	Saint Julien de Concelles	http://www.campingduchene.fr/en/contact-us.html
Les Criques de Portails	Argeles-sur-Mer	lescriques.com
Les Romarins	Cote d'Azur	campingromarins.com
Prairies de la mer	Grimaud	en.riviera-villages.com/Prairies-de-la-Mer
La chapelle campsite	Argelès-sur-Mer	www.camping-la-chapelle.co.uk/
Camping de la baie, trinité-sur-mer	South West Brittany	www.camping-de-la-baie.net/
Sol a gogo	St Hilaire-de-Riez	www.solagogo.com/
Le brasilia campsite	Canet Plage	www.brasilia.fr/en/
Le soleil campsite	Argelès	www.camping-le-soleil.fr/

Appendix 8 | Partnerships – Campsites in Italy



Campsite	Location	Website
Stella Mare	Elba	stellamare.it
Costiolu	Sardinia	roccasagriturismo@tiscali.it
Riva di Ugento	Puglia	rivadiugento.it
Valle gaia	Tuscany	www.vallegaia.it/en/
Parco delle piscine	Siena	www.parcodellepiscine.it/
Barco reale	Tuscany	www.barcoreale.it/en/
Camping eden	Lago di Garda	www.camping-eden.it/
Marina di venezia	Venezia	www.marinadivenezia.it/
Camping San Biagio	Lago di Garda	www.campingsanbiagio.net/it/
Italy Camping Village	Venice	www.campingitaly.it/
Campeggio Capo Ferrato	Sardegna	www.campingcapoferrato.com/
Camping Gajole	Lago di Corlo	www.campinggajole.it/
International Camping Etruria	Tuscany	www.campingetruria.it/
Camping Vidor Family & Wellness Resort	Trentino	http://www.campingvidor.it/en/
Camping Jesolo International	Venezia	www.jesolointernational.it/home_eng.htm
Campeggio Casa di Caccia	Tuscany	www.campingcasadicaccia.com/
Campeggio Catinaccio Rosengarten	Trentino	www.catinacciorosengarten.com/
Camping La Quercia	Lake Garda	www.laquercia.it/
Lo Stambeco	Valle D'Aosta	www.campeggiolostambecco.it/
San Biagio	Lake Garda	www.campingsanbiagio.net/it/
Camping Ca'Savio	Venezia	www.casavio.com/
Stella Mare	Venezia	www.stellamare.it/
Il Collaccio	Perugia	www.ilcollaccio.com/
Camping Seiser Alm	Trentino	www.camping-seiseralm.com/
Riva Di Ugento	Puglia	www.rivadiugento.it/
Bellavista	Liguria	www.camping-bellavista.it/en/
Il Falcone	Umbria	www.campingilfalcone.com/



Appendix 8 | Partnerships – Campsites in Germany

Campsite	Location	Website
Panorama-Camping Kleine Bergoase	Saxony	http://www.berg-oase.de/
Camping Ferienpark Hainz am See	Bayern	http://www.hainzamsee.de/
Camping Dobbertiner See	Mecklenburg-Western Pomerania	https://www.campingplatz-dobbertin.de/
Camping Brunnen	Bavaria	www.camping-brunnen.de/
SeeCamping Zittauer Gebirge	Saxony	www.seecamping-zittau.com/
Camping zum stillen Winkel	Bürder, Rhineland-Palatinate	www.camping-zumstillenwinkel.de/
Strandcampingplatz Dangast	Niedersachsen, Nordsee	www.dangast.de/strandcampingplatz-dangast.html
Campingplatz Hunte-Camp	Niedersachsen	http://www.hunte-camp.de/
Camping Hopfensee	Bavaria	www.camping-hopfensee.de/
Naturcamping Spitzenort	Schleswig-Holstein	www.spitzenort.de/
Seemer's Campingplatz im Grünen	Nordrhein-Westfalen	www.seemer.de/camping.html
Camping Am alten Seedeich	Schleswig-Holstein	www.alterseedeich.de/
Campingplatz Emstal	Saxony	www.campingplatz-emstal.de/
Röders' Park - Premium Camping Lüneburger Heide	Lüneburger Heide.	http://www.roeders-park.de/
Camping Silberbach	Saxony	www.camping-silberbach.de/
Camping- & Freizeitpark LuxOase	Dresden	www.luxoase.de/
Campingpark Südheide - Winsen/Aller	Niedersachsen	www.campingpark-suedheide.de/
Campingplatz am Großen Wentowsee	Brandenburg	campingplatz-am-grossen-wentowsee.de/
Adventure Camp Schnitzmühle	Bavaria	www.schnitzmuehle.com/
Uhlenköper	Lower Saxony	uhlenkoeper-camp.de/
Müllerwiese	Baden-Württemberg	www.muellerwiese.de/
Campingplatz Jena	Thuringia	www.jenacamping.de/
Hirzberg Camping	Baden-Württemberg	www.freiburg-camping.de/?lang=en

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Appendix 9 | Procedures to Open a Business – Portugal

No	Procedure	Time to complete	Associated Costs
1	Register at the one-stop shop	1 day	EUR 360 or EUR 300
2	Register with the Social Security Regional Center	Less than one day (online procedure)	No charge
3	Register for the workmen's accident compensation insurance at a private insurer	1 day	No charge



Appendix 9 | Procedures to Open a Business – Spain

No	Procedure	Time to complete	Associated Costs
1	Obtain a certification of uniqueness of proposed company name (<i>certificación negativa de la denominación social</i>) from the Mercantile Register	2 days on average	EUR 16.25
2	Open a bank account for the company; deposit capital in the bank and obtain a deposit certificate	1 day	No charge
3	File the Single Electronic Document (DUE) and make an appointment with a notary	1 day	No charge
4	Obtain the registered public deed of incorporation of the company and the fiscal identification number (CIF) before a public notary	7 days	EUR 475 for the notary and EUR 252 for registration costs
5	Payment of the municipal tax for urban services (<i>tasa por prestación de servicios urbanísticos</i>)	1 day	EUR 414
6	Submit a notification of start of operations (<i>declaración responsable</i>) to the Town Council	1 day	Included in Procedure 5
7*	Notify the Delegación Provincial de la Consejería de Trabajo e Industria	1 day (simultaneous with previous procedure)	No charge

*Takes place simultaneously with another procedure



Appendix 9 | Procedures to Open a Business – France

No	Procedure	Time to complete	Associated Costs
1	Check name for uniqueness with the <i>Institut National de la Propriété Industrielle</i> (INPI)	Less than one day (online procedure)	No charge (unless deeper research is made, for example, by field of activity)
2	Deposit the initial capital	1 day	No charge
3*	Publish a notice of incorporation of the company	Less than one day (online procedure), simultaneous with Procedure 2	EUR 5.49 per line of 40 characters (assuming 30 lines)
4	File a request for a company's registration with the <i>Centre de Formalités des Entreprises</i> (CFE)	1 day on average	EUR 49.92
5*	Buy company books (minute books, inventory books, ledgers). Have company books stamped and initialled by the clerk of the commercial court	1 day, simultaneous with Procedure 4	EUR 45 for three books (EUR 15 per book) + EUR 3.12 stamping fee

*Takes place simultaneously with another procedure

Appendix 9 | Procedures to Open a Business – Italy



No	Procedure	Time to complete	Associated Costs
1	Execute a public deed of incorporation and company by laws before a public notary and pay registration tax	1 day	No charge
2*	Purchase corporate and accounting books	1 day (simultaneous with previous procedure)	EUR 16 stamp fee for each 100 pages (3 books), EUR 25 registration fee per book (3 books)
3*	Pay government tax (fee) to authenticate corporate and accounting books	1 day (simultaneous with previous procedure)	EUR 310
4	Register company incorporation, and receive tax identification number, VAT number, and register with Social Security Administration (INPS) and Accident Insurance Office (INAIL)	2 days	EUR 130 (membership fees) + EUR 90 (registration fee with chamber of commerce)
5	Notify the competent Labor Office (DPLMO) of the employment of workers	Less than one day (online procedure)	No charge

*Takes place simultaneously with another procedure



Appendix 9 | Procedures to Open a Business – Germany

No	Procedure	Time to complete	Associated Costs
1	Obtain the company's name at the local chamber of industry and commerce	Less than one day (online procedure)	No charge
2	Notarize the Articles of Association and Memorandum of Association	1 day	EUR 250
3	Open a bank account	1 day	No charge
4	File the Articles of Association through the notary public at the local Commercial Register	3 days	EUR 150 (registration fee) + EUR 250 (application for registration)
5	Notify the local Office of Business and Standards of the establishment of the company	1 day	EUR 31
6*	Register with the Professional Association of the relevant trade	1 day (simultaneous with previous procedure)	No charge
7*	Notify the local Labor Office of the establishment of the company	1 day (simultaneous with previous procedure)	No charge
8*	Register employees for health and social insurance	1 day (simultaneous with previous procedure)	No charge
9*	Mail out the documentation to the Tax Office	1 day (simultaneous with previous procedure)	No charge

*Takes place simultaneously with another procedure

Source: Doing Business 2016 data for Germany, World Bank, 2016

This information is a collection of raw data

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Appendix 10 | Corporate and Legal overview

EU regulatory definition of Small and Medium-Sized Enterprises (SMEs):

Medium-sized enterprises satisfy the following criteria:

- fewer than 250 employees,
- annual turnover under €50 million or total balance sheet assets of under €43 million
- free of any controlling interest (25% of equity or voting rights) by a large company

Small enterprises have satisfy the following criteria:

- fewer than 50 employees
- annual turnover or total balance sheet assets of under €10 million
- are independent of any large company

Calculation of employee numbers, turnover and total balance sheet assets must factor in all the businesses in which the company has a direct or indirect interest exceeding 25% employee and finance thresholds must be exceeded in two consecutive financial years for the company to gain or lose SME status



Appendix 10 | Corporate and Legal overview in Spain (1)

State incentives for the tourism industry (1)

Program	Features of the program
Emprendetur- Young Entrepreneurs	— It takes the form of loans, with maximum financing of up to 100% of the eligible cost (although the financed amount cannot exceed €1,000,000 or the net worth figure evidenced by the enterprise when applying for the aid). The estimated maximum amount to be allocated to funding the call for 2015 is €30,000,000. — The maximum repayment period is 5 years, including a maximum 2-year grace period. — The applicable interest is 0,967%. Potential beneficiaries are individuals resident in Spain under 40 years of age and legal entities validly incorporated in Spain at which the average age of the partners is equal to or less than 40, which are SMEs, with a corporate form incorporated not more than 24 months prior to the application. The grant of the aid will not require the beneficiary to provide a guarantee. — In connection with their purpose, eligible projects and business models are those which comply with the measures identified in the PNIT and with certain areas of scientific and technological knowledge of the tourist industry provided for in the above-mentioned Decision (energy and sustainability, CIT, materials and construction, humanities, society and legal sciences, transportation and associated services, business management and accessibility). These projects and business models (or the expenses funded out of the loan) must have begun to be executed after December 1, 2014, and must be completed within not more than 2 years. — Eligible expenses are, inter alia, rental or leasing expenses; personnel, advisory or outsourcing expenses, and other operating expenses. — It is compatible with other aid, subject to certain rules regarding aid received with a charge to other calls for aid applications.



Appendix 10 | Corporate and Legal overview in Spain (2)

State incentives for the tourism industry (2)

Program	Features of the program
Emprendetur R&D&I Program	— It takes the form of loans, with maximum financing of up to 75% of the eligible cost of the projects or initiatives, although the financed amount cannot exceed €1,000,000 or the net worth figure evidenced by the enterprise when applying for the aid. The estimated maximum amount to be allocated to financing the call for 2015 is €80,000,000 (€40,000,000 for each of the lines provided for in the program). — The maximum repayment period is 5 years, including a maximum 2-year grace period. — The applicable interest rate is 0,967%. Potential beneficiaries are individuals resident in Spain and legal entities validly incorporated in Spain (excluding public corporate enterprises, state-owned business entities and any other enterprise formed under or governed by public law). — For this aid to be granted, it will be necessary to provide the guarantees set out in the 2015 call which, in any of their forms, must cover 36% of the amount of the proposed loan. The arrangement of the guarantee must be evidenced for the proposed loan to be considered accepted and the status of beneficiary acquired. — The projects and business models that are eligible for aid are those which fall within the areas of technological and scientific knowledge of the tourism industry provided for in the above- mentioned Decision (energy, sustainability, CIT, materials and construction, humanities, society and legal sciences, transportation and associated services, business management and accessibility). These projects and business models (or the expenses funded out of the loan) must have begun to be executed after December 1, 2014 and must be executed within not more than 3 years. — Eligible expenses are, inter alia, personnel expenses, the cost of inventories of instruments and other materials, the costs of contractual research, technical knowledge and patents acquired or obtained under license. — It is compatible with other aid, subject to certain rules regarding aid received with a charge to other calls for aid applications.



Appendix 10 | Corporate and Legal overview in Spain (3)

Incentives for investment in certain regions – Granted by the State (1)

The incentives available for grant are, in general:

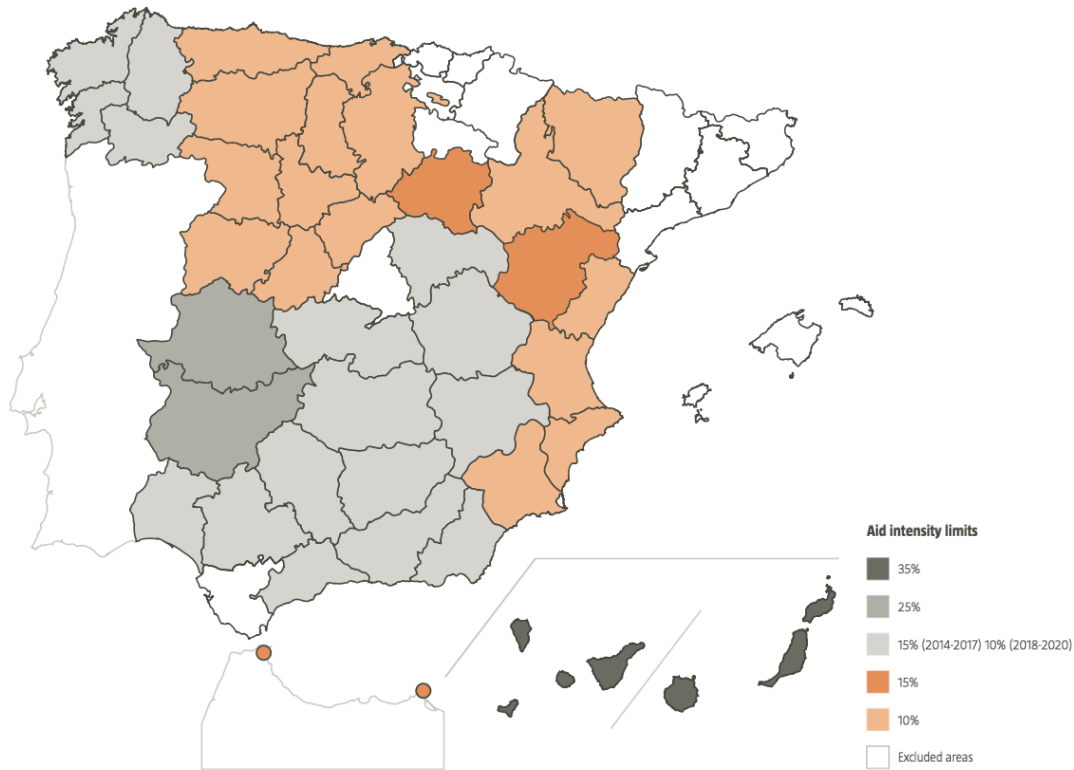
- (i) non-returnable subsidies;
- (ii) subsidies for the interest on loans obtained by the beneficiary from financial institutions;
- (iii) subsidies for the repayment of those loans;
- (iv) a combination of the foregoing;
- (v) reductions in the employer's social security contribution for common contingencies, etc.

They are granted for investment in projects that must be located in one of Spain's eligible areas.



Appendix 10 | Corporate and Legal overview in Spain (4)

Incentives for investment in certain regions – Granted by the State (2)



According to the Regional Aid Map, the Spanish regions for which the greatest incentives are envisaged are the Autonomous Communities of Extremadura and the Canary Islands, with maximum aid intensity percentages of up to 25% and 35%, respectively, of the eligible investment.

On the other hand, the maximum aid intensity percentage for those regions designated as “a” areas for the period 2011-2013 (Andalucía, Castilla-La Mancha and Galicia), has been reduced to 15% of the eligible investment for the sub-period 2014-2017, and to 10% for the sub-period 2018-2020. Attention is drawn, however, to the provinces of Soria and Teruel and the Autonomous Cities of Ceuta and Melilla, for which the grant of aid of up to a maximum intensity of 15% of the net eligible investment is permitted through to December 31, 2020.

In any case, during this period the Autonomous Community of Madrid, the Basque Country, Navarra, La Rioja, Cataluña and the Balearic Islands and the municipality of the provincial capital of Valencia continue to be regarded as regions ineligible for subsidies, pursuant to the state legislation on regional incentives.



Appendix 10 | Corporate and Legal overview in Spain (5)

Incentives for investment in certain regions – Granted by the State (3)

The main eligible sectors are as follows:

- Extractive and processing industries, particularly those which apply advanced technology or use renewable energies
- Agrofood and aquaculture industries, and the processing and preservation of fish products
- Industrial support services and those which significantly enhance trade networks
- Specific tourist facilities with an impact on development in the area

The main eligible projects are as follows:

- Projects for the creation of new establishments that give rise to the commencement of a business activity and also generate new jobs, which must be maintained for at least two years after the end of the term stipulated in the Individual Resolution granting the aid
- Project for the expansion of existing activities with a significant increase in production capacity or commencement of new activities in the same establishment which entails the creation of new jobs and the maintenance of existing jobs during the same period stipulated in the preceding paragraph
- Project for the modernization of the business



Appendix 10 | Corporate and Legal overview in Spain (6)

Incentives for investment in certain regions – Granted by the State (4)

The main requirements are as follows:

- The project must relate to an eligible sector and activity and be located in one of the
- designated areas
- It must be technically, economically, and financially viable
- Generally, at least 25% of the investment must be equity-financed. However, depending on the features of the project, a higher rate may be required in the Royal Decrees of demarcation
- The application for regional incentives must be submitted before the investment in question begins to be made
- In particular, the investment cannot be initiated before receiving written confirmation from the relevant agency of the appropriate Autonomous Community that the project is “at first glance” capable of being deemed eligible
- Investments in fixed assets must be made in new or first-use fixed assets



Appendix 10 | Corporate and Legal overview in Spain (7)

Incentives for investment in certain regions – Granted by the Autonomous Communities (1)

Most Autonomous Community incentives are granted on an annual basis, although the general conditions of the incentives do not usually change from year to year.

Types of projects: Opening of new establishments, expansion of activities, modernization and technological innovation. The creation of new jobs is normally required.

Main industries: In general, the main eligible industries are agriculture and forestry, arts and crafts, fishing, industrial support services, processing industries, tourism, culture, industrial design, electronics and computing, renewable and environmental energies.

The main incentives are:

- Nonrefundable subsidies
- Special conditions for loans and credit
- Technical counseling and training courses
- Tax incentives
- Guarantees
- Social security relief



Appendix 10 | Corporate and Legal overview in Spain (8)

Incentives for investment in certain regions – Granted by the Autonomous Communities (2)

Special conditions for Canary Islands:

The Central Government has been increasing flexibility as much as possible in connection with the functioning of regional incentives and localization of investments on the Canary Islands, imposing no further limitations than those stipulated in EU legislation and giving preferential treatment to investments in the peripheral islands by requiring a minimum level of investment lower than that established for the rest of Spain.

These efforts led the European Commission to authorize the creation of the Canary Islands Special Zone (Zona Especial Canaria or “ZEC”) in January 2000, with a view to attracting and encouraging the investment in the Canary Islands of international capital and companies which make a decided contribution to the economic and social progress of the Canary Islands.

Priority is to be given to initiatives connected with the policy to internationalize the Canary Island economy, renewable energies, ground, airport and port infrastructures, subsidies for goods transport to or from the Canary Islands, the fostering of tourism and the contribution to the development of industrial sectors and of telecommunications on the Canary Islands.



Appendix 10 | Corporate and Legal overview in France (1)

Government support

Support	Terms and Conditions
INTEREST-FREE LOANS FOR INDUSTRY (aide à la réindustrialisation) “National Investment Program”	Interest-free repayable advance Only available to SMEs Amount: €500,000 Conditions: Investment of at least €2 million and the net creation of at least 10 jobs over 24 months
CORPORATE TAX EXEMPTIONS	Corporate tax exemptions over a period of five to seven years For investments in certain areas: • Employment priority areas (BERs) • Military restructuring areas (ZRDs)
EXEMPTION FROM THE LOCAL ECONOMIC CONTRIBUTION (CET) (search more in www.aides-entreprises.fr)	Only in regional aid areas (zones AFR) – partial and total exemption The duration (from two to five years) and amount of the exemptions are at the discretion of the local authorities (communes, départements and régions)



Appendix 10 | Corporate and Legal overview in France (2)

Receiving support for innovation, research and development

Government support for innovation, research and development in the private sector is chiefly provided by France's research tax credit. This is calculated at 30% of annual research expenditure on R&D operations carried out in France (50% in the overseas territories of Guadeloupe, French Guiana, Martinique, Réunion and Mayotte, up to €100 million, and 5% above this threshold). Since 2013, this research tax credit has been extended to encompass innovation spending by SMEs of up to €400,000.

Furthermore, the "innovative new company" (JEI) status enables eligible companies to receive special benefits to encourage their development in France (tax relief, social security contribution exemptions, and exemptions on capital gains from equity transfers).

In addition to this very attractive tax environment, the French authorities have created state funding tools for R&D projects within the EU framework which are administered by various ministries (notably the ministries for the economy, industry, research and ecology) and public-sector organizations, including Bpifrance, France's public investment bank, and the National Research Agency (*Agence nationale de la recherche*). Regional and local authorities can also provide additional support in this area. Partnerships between research institutes and companies are also encouraged, particularly through France's 71 innovation clusters.



Appendix 10 | Corporate and Legal overview in Italy

Main incentives offered by central government – Localization agreements

Localization agreements, established by the Inter-Ministerial Economic Planning Committee (*Comitato Interministeriale per la Programmazione Economica*), offer foreign investors a range of financial, administrative and procedural support to attract industrial investment to southern Italy. They include:

- simplified authorization procedures
- incentives based on the type and location of the investment
- continuing support - from the Ministry of Economic Development (*Ministero dello Sviluppo Economico*) and Invitalia (governmental agency for the promotion of inward investments and business development) - in every phase of the procedure
- a commitment by local authorities to create and/or improve infrastructures and services in the selected area.

The recipients of these kinds of incentives are:

- large or medium-sized foreign companies
- large or medium-sized Italian subsidiaries of foreign groups
- large or medium-sized Italian companies that transferred their headquarters abroad
- before 17 March 2005 and are willing to reinvest in Italy.

The investment programs are available for the following sectors: manufacturing, renewable energy production, business services and tourism. Eligible investments are those in new plants, or in the expansion, modernization, restructuring, conversion, reactivation or relocation of existing plants.

The eligible regions are Abruzzo, Molise, Campania, Basilicata, Apulia, Calabria, Sicily and Sardinia.



Appendix 10 | Corporate and Legal overview in Germany (1)

Federal and regional subsidies – “Joint Task Improving the Regional Economic Structure”

The Joint Task Program grants non-repayable cash payments which are based on either investment costs or assumed wage costs.

Typically, these incentives are earmarked for commercial investments and investments in local, economic infrastructures. Joint Task incentives are limited to distinct, economically weak regions and are intended to create and maintain competitive, permanent jobs in the respective region.

As a general rule, investment projects qualify for the Joint Task Program if they are both suited to induce a permanent, significant and immediate increase of the total income (primary effect) and suited to create new, permanent jobs or safeguard existing jobs in the so-called Development Areas. The investor is required to provide an appropriate portion of the costs that are subject to this program (at least 25 %), and the project has to be completed within 36 months. Also, as a general rule, after the completion of the investment project the assets subsidized by the program must remain in the subsidized permanent establishment for at least five years and/or the jobs created with such subsidies have to be maintained over a period of at least five years. Otherwise the cash payments may be recalled.

The amount of the cash payment depends on the incentive rate level that varies from region to region. The different regions are classified based on their economic development level. The Joint Task Program thus distinguishes between three different grades of development areas:

- Development Area A (regions mainly located in the eastern part of Germany)
- Development Area C
- Development Area D

Development areas	Small enterprises	Medium enterprises	Other
A	50%	40%	30%
C	35%	25%	15%
D	20%	10%	€200.000 maximum over 3 years



Appendix 10 | Corporate and Legal overview in Germany (2)

Federal and regional subsidies – Loan programs

Investors can access publicly subsidized loan programs in Germany. Loans at concessionary interest rates are granted by various public credit institutions, such as the *Kreditanstalt für Wiederaufbau – KfW* (i.e. *KfW- Mittelstandsbank*). A private credit institution has to file the application for funds. The maturities of the loans generally range from ten to twenty years. The maximum loan amount granted is between € 50.000 and € 10 million, depending on the subsidy program. The KfW, for instance, grants the following types of loans:

- KfW Startgeld: Loans for business start-ups, freelancers and small enterprises that have been doing business for less than three years
- KfW Entrepreneur Loan: Loans for business start-ups, medium-sized enterprises and freelancers investing in Germany
- ERP Regional Promotion Program: Long-term financing of investments for economically weak areas
- KfW Special Program: For freelancers and commercial enterprises requiring project funding for Germany
- ERP Environmental and Energy Efficiency Program: Low-interest financing to help small and medium-sized enterprises to improve their energy efficiency
- KfW Renewable Energies Program: For investors wishing to generate energy with biomass, biogas or geothermal power plants

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Appendix 11 | Taxation Facts (1)

	Spain	Italy	France	Germany
Corporate income tax rate	25% (standard rate)	24.0%	33,(3)% (plus a 3,3% social surcharge when the global corporate income tax liability exceeds 763.000€)	15%
Branch tax rate	25%	27.5%	33,(3)% (plus a 3,3% social surcharge when the global corporate income tax liability exceeds 763.000€)	15%
Capital gain tax rate	25%	24%	Capital gains derived by the company: 33,(3)% (plus a 3,3% social surcharge when the global corporate income tax liability exceeds 763.000€); Dividend gains: 4,56%; Sale of shares: 19%	15%
Transfer pricing rule	Yes	Yes	Yes	Yes
Controlled foreign company rules	Yes	Yes	Yes	Yes
Tax year	Accounting year	Calendar year or financial year	Calendar year or other fiscal year	Financial year or calendar year



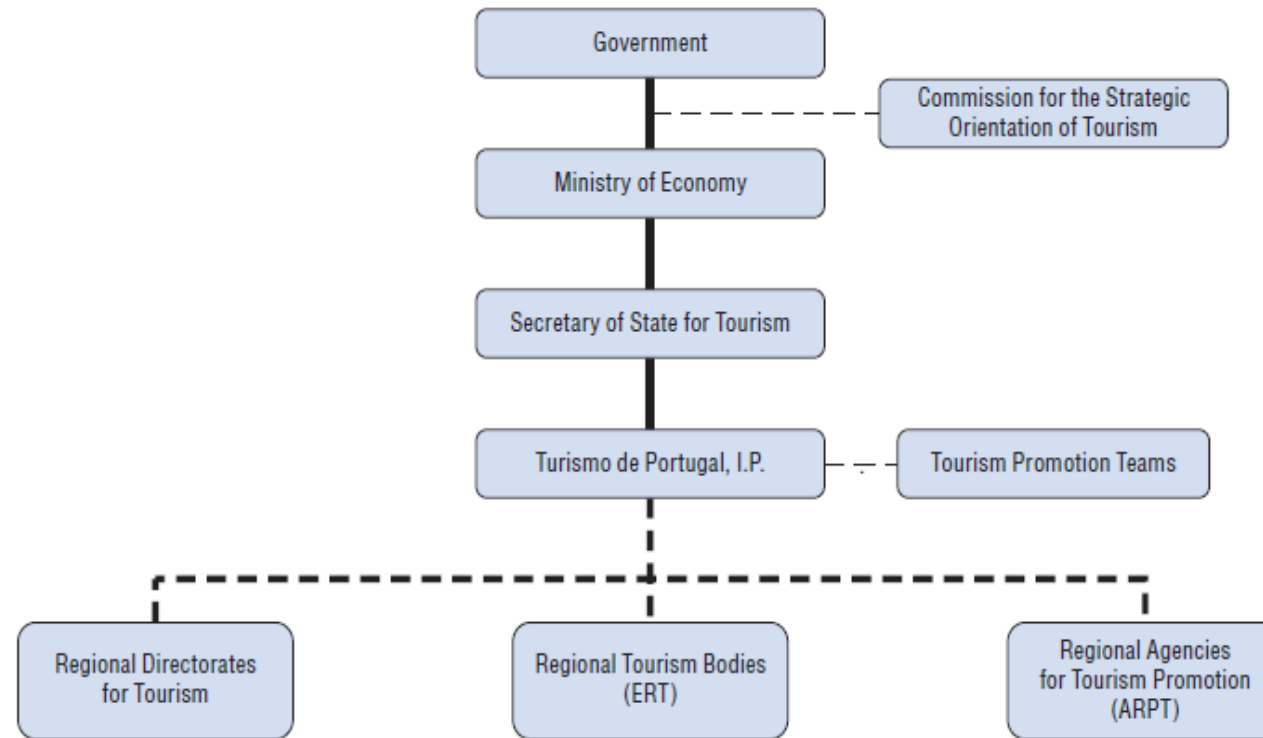
Appendix 11 | Taxation Facts (2)

	Spain	Italy	France	Germany
Advance payment of tax	Yes	Yes	Yes	Yes
Return due date	Within 6 months and 25 days following end of tax year	Within nine months following the end of the financial year	Before 3 May of the year following the calendar year or within three months of the year end for a non-calendar financial year	31 May
CIT final payment due date	Within 25 calendar days following the six months subsequent to the end of the tax year	16th day of the sixth month following the tax year-end	Regarding FYs which end on 31 December, on 15 April of the following year	As stated on the assessment notice (usually five to six weeks after issue)
CIT estimated payments due date	Three advance payments of the annual tax payment must be made during the first 20 calendar days of April, October, and December	Advance payment: 1) 40% by the 16th day of the sixth month following the tax year-end, 2) 60% by the end of the 11th month following the tax year-end	By way of four instalments (i.e. which have to be filed and paid on 15 March, 15 June, 15 September, and 15 December for FYs which end on 31 December)	Quarterly instalments due on the tenth day of March, June, September, and December
VAT	21% (standard rate) In the Canary Islands it is called IGIC and the rate is 7%	22% (standard rate)	20% (standard rate)	19% (standard rate)
Solidarity surcharge	No	No	No	5,5% of corporate income tax

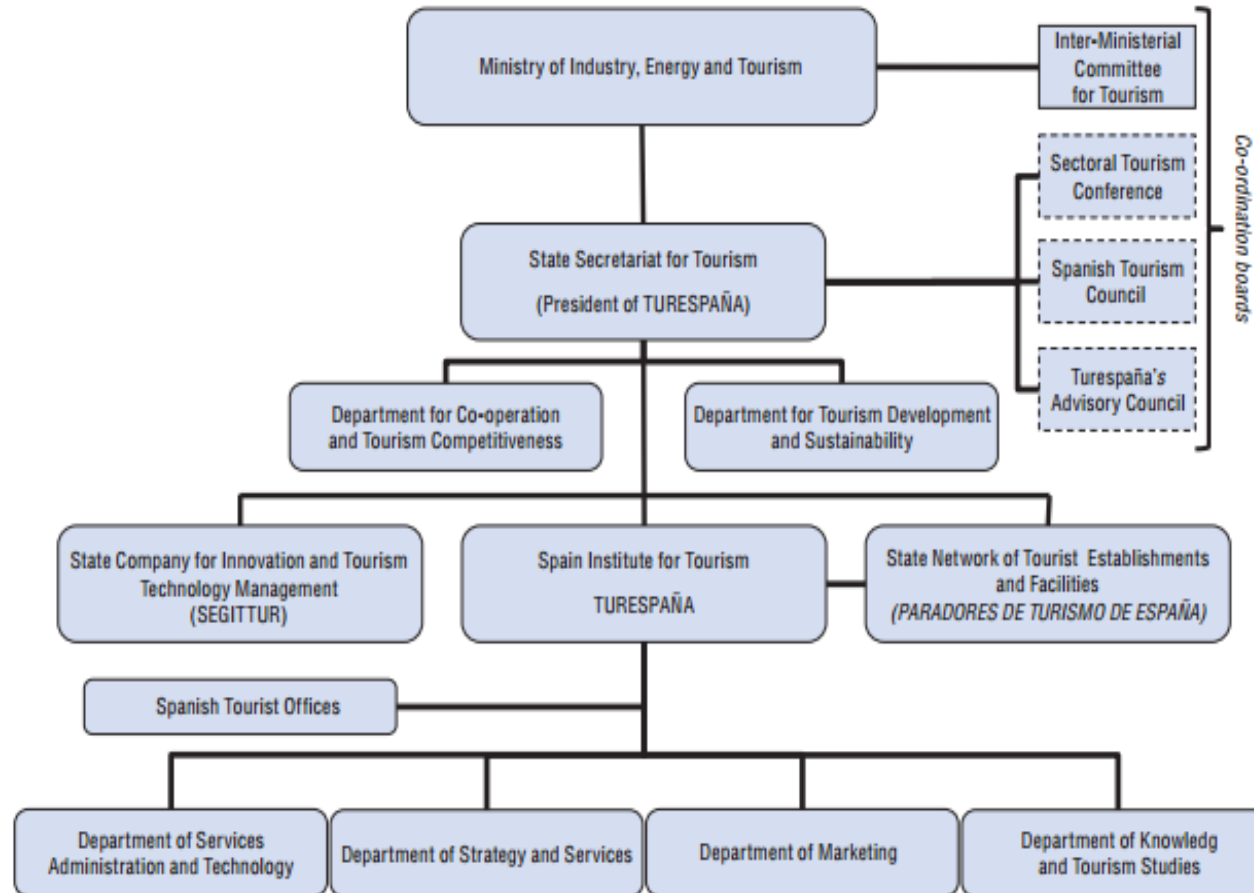
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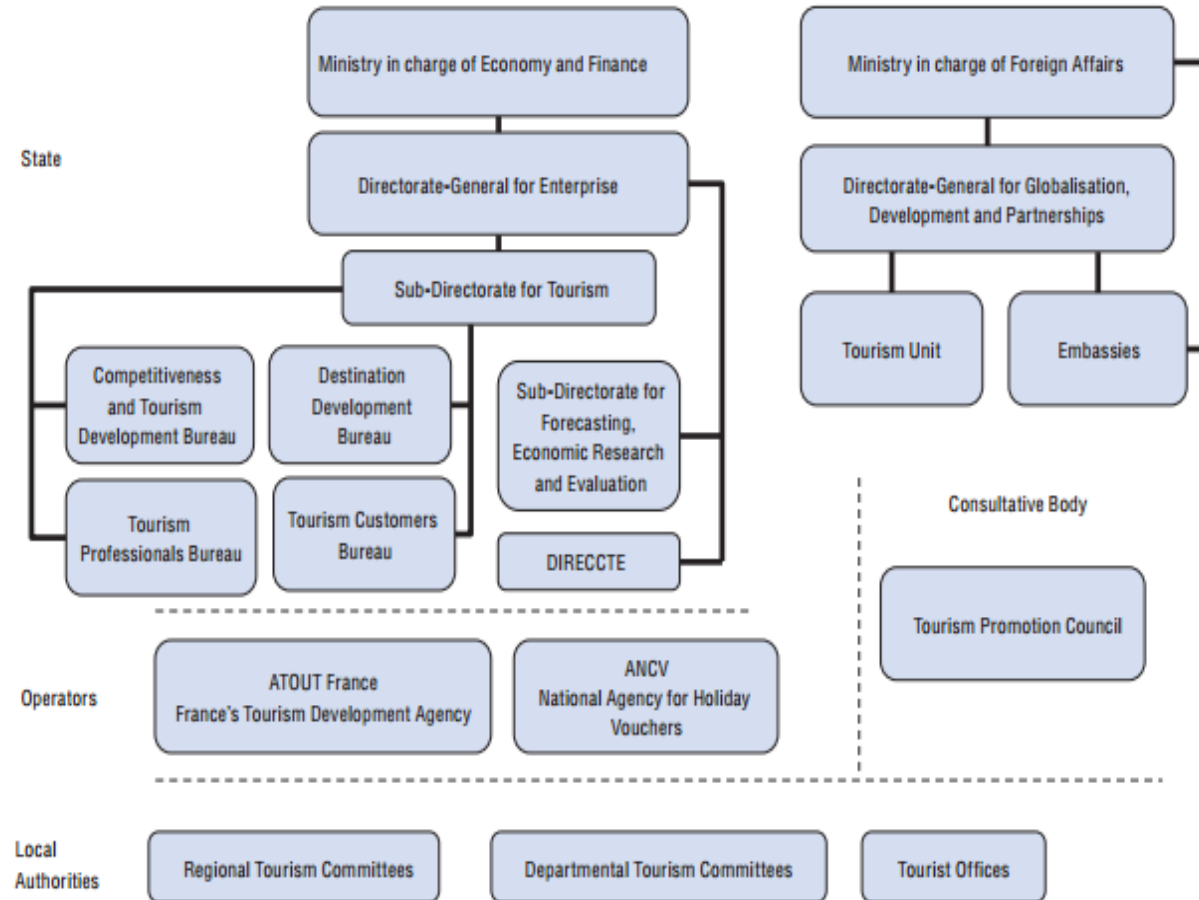
Appendix 12 | Corporate PR Strategy – Portugal



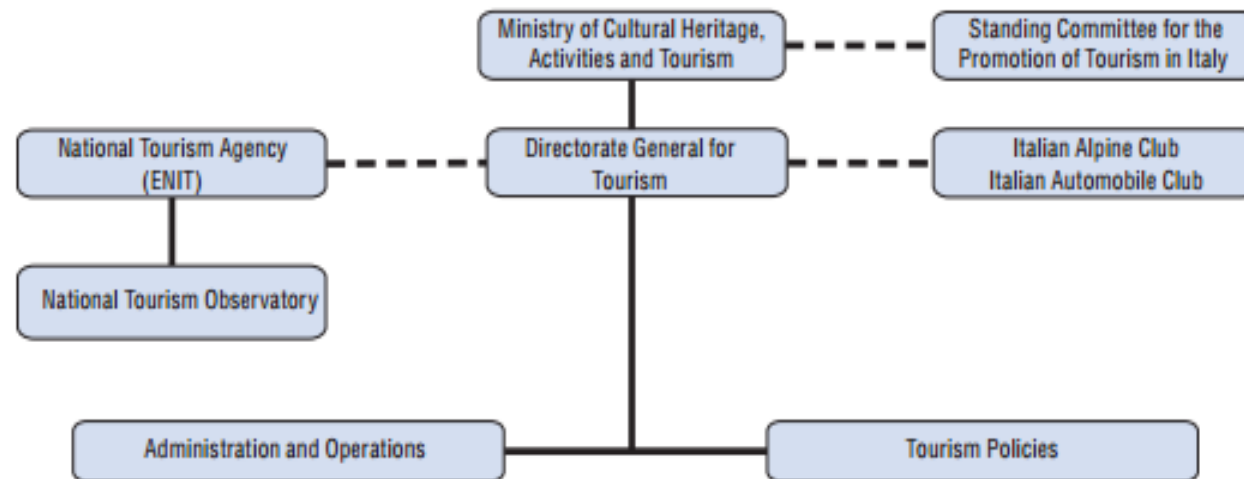
Appendix 12 | Corporate PR Strategy – Spain



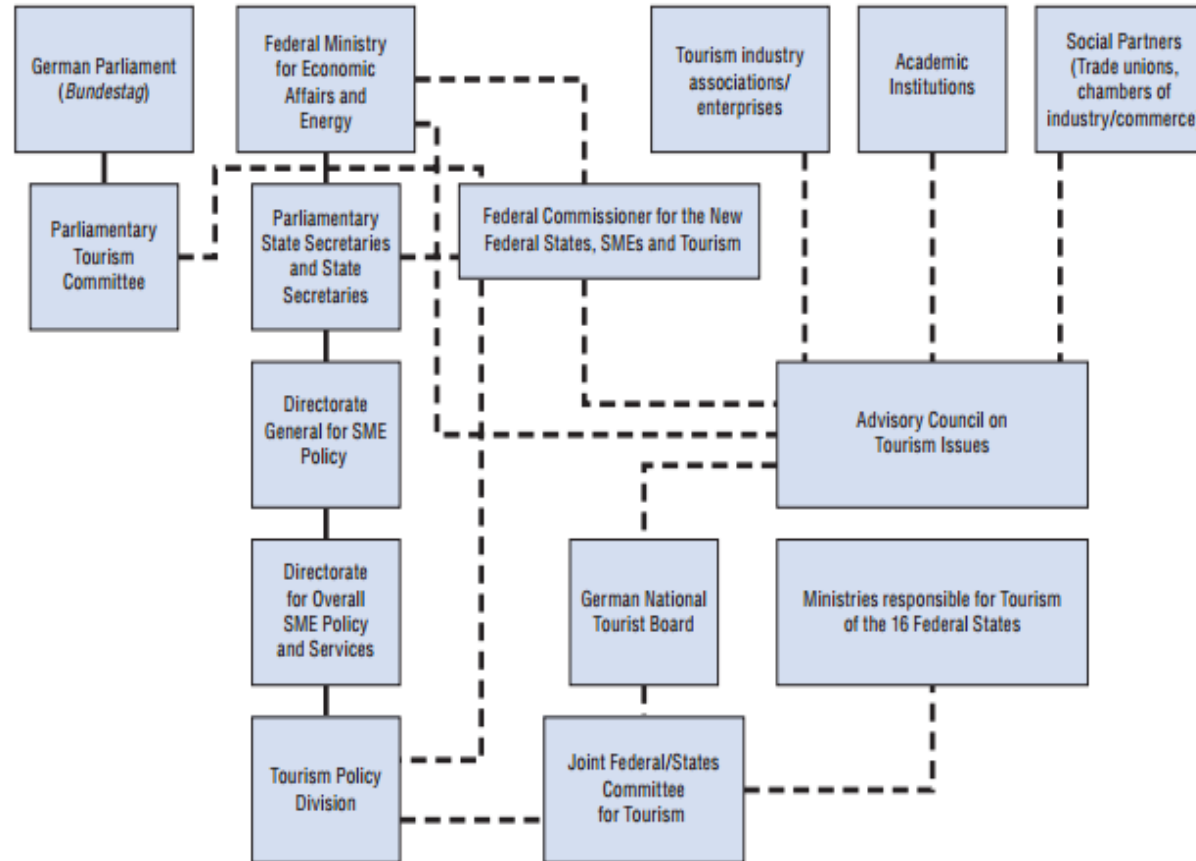
Appendix 12 | Corporate PR Strategy – France



Appendix 12 | Corporate PR Strategy – Italy



Appendix 12 | Corporate PR Strategy – Germany



Source: OECD, 2016

This information is a collection of raw data

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Appendix 13 | Survey (1)

Survey's Introduction Text:

We are a group of Nova SBE's Master students and we are developing a project with Indie Campers.

If you answer this survey you will be rewarded with a promotion code of 10% discount, which you can use until September 2017.

We will offer one free trip in an Indie Campers' Van for 5 days by random selection, which you can use until 31st of May 2017.

Regulations about the raffle are at the end of the survey.

Thank you for your collaboration.



Appendix 13 | Survey (2)

Questions of the Survey:

- 1 - Have you ever travelled in a Camper Van or similar?
- 2 - What type of vehicle did you use?(You can choose more than one option if needed)
- 3 - When did you do it?(You can choose more than one option if needed)
- 4 - Where have you done it?(You can choose more than one option if needed)
- 5 - What type of holiday have you done? (You can choose more than one option if needed)
- 7 - With whom have you travelled?(You can choose more than one option if needed)
- 8 - How long did you travel?
- 9 - What do you value the most in a camper van experience?(You can choose more than one option if needed)
- 10 - Would you repeat the experience?
- 11 - Do you know Indie Campers?
- 12 - Rate your experience (1 is Bad - 5 is Excellent)
- 13 - Would you repeat your experience?
- 14 - Why?(You can choose more than one option if needed)
- 16 - Would you rent a an Indie Campers' Van?
- 17 - Why?(You can choose more than one option if needed)
- 18 - Are you considering it in a close future?



Appendix 13 | Survey (3)

Questions of the Survey:

- 19 - What type of van would you choose?(You can choose more than one option if needed)
- 20 - When would you do it?(You can choose more than one option if needed)
- 21 - Where would you go?(You can choose more than one option if needed)
- 22 - What type of holidays would you do?(You can choose more than one option if needed)
- 23 - With whom would you go?(You can choose more than one option if needed)
- 24 - What would you value the most in a camper van experience?(You can choose more than one option if needed)
- 25 - How long would you do it?
- 26 - Do you know Indie Campers?
- 27 - Would you rent an Indie Campers' Van?
- 29 - Would you rent a campervan?
- 30 – Gender
- 31 – Age
- 32 - Country of origin
- 33 - Country of residence
- 34 - Insert your email to get the 10% discount promotion code and be considered to the random selection to win one free trip in an Indie Campers' Van for 5 days



Thank you for your attention

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