



**Business
Ambassadors
Program**

**Participation Terms and Conditions for
the Prescriber Incentive Program for
Attracting FDI to the Canary Islands**

**SOCIEDAD CANARIA DE FOMENTO ECONÓMICO S.A. (PROEXCA)
2025**

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1. BACKGROUND

The Government of the Canary Islands pursues, through the “Operational Strategy for the Internationalization of the Canarian Economy” (hereinafter EOIEC), the strengthening of the Canary Islands to become a logistics and business hub, serving as a magnet for international investments that stimulate the local economy while reinforcing the Islands as a center for economic and social relations in the mid-Atlantic and West Africa. The ultimate goal is job creation and the generation of new opportunities for the business community in the Islands.

From this strategy, several projects arise with defined objectives and resources, including the initiative to “Launch a Prescriber Incentive Program.”

In this context, **Sociedad Canaria de Fomento Económico, S.A. (Proexca)** launches a Prescriber Incentive Program aimed at identifying and attracting foreign direct investment (FDI) projects to the Canary Islands, which will be governed by the following **PARTICIPATION TERMS AND CONDITIONS**.

2. PROGRAM DESCRIPTION

2.1 Name

The “**Business Ambassadors Program**” is an incentive program aimed at Prescribers to attract foreign direct investment (FDI) to the Canary Islands in sectors declared as priority by the Government of the Canary Islands and, specifically, by Proexca’s Investment Attraction Strategy. Proexca manages this program.

Annex I, forming an integral part of these **PARTICIPATION TERMS AND CONDITIONS**, contains definitions and concepts specific to this document.

2.2 Objective

Proexca pursues two (2) primary objectives with this program:

2.2.1 Generation of Qualified Leads

The aim is to generate opportunities to attract foreign investment projects to the Canary Islands with a likelihood of success (achievement of 2.2.2 Effective Establishment of a new company/activity in the Canary Islands) through **Qualified Leads**.

A **Qualified Lead** is assigned to a foreign company or investor that achieves this status following an information exchange process that aids their decision regarding a potential corporate establishment in the Canary Islands. Each lead is qualified through:

- Submission of information about the investor and the investment project, as established in subsequent sections;
- Analysis of such information by the Prescriber and Proexca;
- A formal meeting between the Prescriber, the investor, and Proexca.

Upon achieving this objective, the Prescriber will receive program benefits according to their category (see section 2.3) and, if applicable, based on the requirements and amounts specified in section 2.5.1, under the terms agreed in the **Service Agreement** of Annex III, which is part of these **PARTICIPATION TERMS AND CONDITIONS**.

Additionally, a project from a **Site Selector** may be considered a Qualified Lead if the Canary Islands are included in a final shortlist of locations, provided that all of the following conditions are simultaneously met:

- The Lead must have a genuine interest in investing in the Canary Islands, represent an opportunity for the Islands, and be accepted by Proexca;
- The Site Selector must connect Proexca to the Lead via email, with a designated decision-maker;

- A visit to the Canary Islands or, alternatively, a teleconference with Proexca must be arranged (Proexca will evaluate acceptance of the format at its sole discretion).

2.2.2 Effective Establishment of a new company/activity in the Canary Islands

This objective refers to the actual establishment of a company/activity in the Canary Islands, representing the successful attraction of the Qualified Lead's investment. Upon achievement, the Prescriber will receive their incentive, provided the requirements are met, and amounts are detailed in section 2.5.2, under the terms agreed in the Service Agreement of Annex III.

2.3 Prescriber Categories

Prescribers are classified into three (3) categories, from lowest to highest: **Bronze, Silver, and Gold**. Each category has associated benefits and requirements that increase with higher categories. Assignment of categories is at Proexca's sole discretion.

- **Bronze:** Entry-level category for all Prescribers who pass the selection process (section 5, Phase III). Program benefits (section 2.4) 1–4 apply. Benefit 1 is initially issued as a Letter of Appointment.
- **Silver:** A Bronze Prescriber can be promoted to Silver by generating at least:
 - Two (2) Qualified Leads, or
 - One (1) Effective Establishment of investment in the last year in the Canary Islands.

For Prescribers without prior experience with the Canary Islands, Proexca may grant direct Silver status if they can demonstrate:

- Effective Establishment of three (3) investments in Spain totaling over €500,000, or
- Effective Establishment of five (5) investments outside Spain totaling over €1,000,000 in the last year.

Program benefits: all except 7 and 8.

- **Gold:** Prescribers demonstrating **Recurring Lead Attraction and Effective Establishments** may access Gold, enjoying all program benefits. For Prescribers without prior experience in the Canary Islands, Proexca may grant Gold if they demonstrate:
 - Effective Establishment of more than ten (10) investments, or total attracted investment of at least €10M in the last two (2) years.

Program benefits: all.

2.4 Program Benefits

1. **Accreditation:** A personalized letter issued by Proexca recognizing the Prescriber, providing credibility toward potential investors. Proexca may revoke accreditation at any time without compensation.
 2. **Information:** Provision of sufficient and specific information on regulations, sector specifics, success cases, and examples for lead generation and effective establishment.
 3. **Documentation and Promotional Materials:** Access to sector-specific materials for Prescriber activities.
 4. **Institutional Support:** Assistance from public/private Canarian agents during Prescriber intermediation (meetings, video calls, etc.).
 5. **Assigned Proexca Staff:** A designated contact person to facilitate communication with the Prescriber and Leads.
 6. **Commissions:** Incentives for objectives achieved (section 2.2), detailed in section 2.5.
 7. **Investment Attraction Events:** Organization or co-organization of events or missions (Gold category only, subject to budget availability).
 8. **Priority Institutional Contact:** Priority access to Proexca executives and the Canary Islands Government, subject to prior written request at least four (4) days in advance and approval by Proexca.
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2.5 Commissions

Incentives are **objective-based** and subject to available budget. Payment is in order of approval. Total annual incentive per Prescriber will not exceed €15,000.

2.5.1 Qualified Lead Generation Commissions

- €1,000 per on-site qualified Lead
- €300 per online qualified Lead
- Maximum €7,500 per Prescriber for Leads, with a minimum of three (3) on-site Leads. Limit does not apply if an Effective Establishment occurs.

Additional conditions apply for online-to-onsite Lead conversions and newly promoted Silver Prescribers, subject to budget.

Eligibility and Documentation Requirements:

- Prescriber must have submitted the Opportunity to Proexca; authenticity and accuracy are mandatory.
- Required information: company/project identification, decision-maker contact, brief justification, legal compliance, proof of social security and tax obligations, and Prescriber's declaration of Lead legitimacy.
- Leads must be external to the Canary Islands, with minimum investment of €100,000 and/or creation of two (2) permanent jobs in the first year.
- Exclusions: hospitality, tourist accommodations, construction, retail, real estate, or other non-strategic sectors unless significant employment/investment opportunity exists.

2.5.2 Effective Establishment Commissions

- Base incentive: €5,000
- Additional bonuses (up to €5,000) for job creation, investment generated, establishment in non-capital islands, ZEC registration, strategic market origin, and follow-up by Prescriber.
- Maximum incentive: €10,000 per Effective Establishment.

Eligibility: Companies/projects headquartered outside the Canary Islands, creating at least three (3) permanent jobs in the first year, with minimum investment of €50,000.

Documentation Required: company creation/registration, business plan, Prescriber declaration, and meeting with decision-maker (onsite or virtual).

Proexca reserves the right to modify these **PARTICIPATION TERMS AND CONDITIONS** and commission amounts at any time without compensation to the Prescriber.

3. BASIC REQUIREMENTS FOR ALL ASPIRING AMBASSADORS

Aspiring Ambassadors who do not simultaneously meet the following minimum requirements at the time of submitting their application will be excluded from the process:

1. Be of legal age or emancipated, and have full legal capacity to act.
2. Demonstrable experience of at least one (1) year in economic activities relevant to the Ambassador's role and/or significant relationship with relevant stakeholders in the Program's Target Markets. Such experience will be accredited through the submission of a Curriculum Vitae (CV) or, in the case of legal entities, an activity report demonstrating their experience and knowledge of the Target Markets, highlighting, regardless of the nature of the Ambassador and in any case, the background related to the initiative's objective that supports their suitability as an Ambassador and their classification in one of the categories ("Gold," "Silver," "Bronze") in particular, according to section 2.3.

3. The Ambassador must inform Proexca of any changes in their personal or professional circumstances that could affect the proper functioning of the program, create a conflict of interest, constitute a legal prohibition or incompatibility to contract with the public sector, or affect their confidentiality commitments.

4. BASIC OBLIGATIONS OF AMBASSADORS

By being admitted to the program, Ambassadors assume the following basic obligations:

1. Admitted Ambassadors undertake to identify and attract foreign investment projects to the Canary Islands. If an Ambassador generates no Qualified Lead or Effective Establishment during the edition of the program in which they participate, they will be downgraded by one category in the next edition. If the Ambassador is in the “Bronze” category, this will result in exclusion from future editions. Such exclusion may be reversed if the Ambassador is in a position to present a Qualified Lead or Effective Establishment to be attached to the new participation application as part of the evaluation process by the Classification Committee.
2. Ambassadors must prepare a brief dossier/position paper (maximum two (2) pages, using Calibri font size 12, single-spaced) in Spanish or English, including any necessary annexes for the assessment of each investment project in which they participate, summarizing the identified investment opportunity.
3. Ambassadors must participate in all meetings, whether online or in person, organized for the purpose of qualifying leads and/or establishments with Proexca.
4. Ambassadors who reach the “Silver” or “Gold” level are required to sign the corresponding contract (see Annex III) that supports their financially incentivized activity.
5. It is the Ambassador’s responsibility to verify the authenticity and accuracy of the information and documentation submitted. Submission of incomplete, unclear, or false information or documentation, suspicious investor/company profiles, or other practices deemed illicit or contrary to the program’s interests and spirit may result in the disqualification of the Lead or even the expulsion of the Ambassador from the program, without the possibility of re-admission. This is without prejudice to any civil or criminal liability incurred.
6. Ambassadors shall at all times act in good faith and with integrity, putting forth their best efforts to achieve the objectives indicated in section 2.2, and in accordance with Proexca’s good name, image, and identity. Ambassadors, in the performance of their activities, shall safeguard Proexca’s image and reputation with third parties and ensure the authenticity and accuracy of results reported to Proexca.

7. For the accreditation of each Qualified Lead and/or Effective Establishment, the Ambassador must provide the documents specified in these PARTICIPATION CONDITIONS, with submissions accepted until 23:59 (Canary Islands time) on November 30, 2025.
8. All matters related to the program must be communicated to the following email: ambassadors@canaryislandshub.com, except for registration and investment opportunity forms, which must be submitted as detailed in section 5.
9. Each document sent to Proexca must adhere to the following format:
 - PDF format with OCR (text recognition), properly and correctly drafted (never handwritten, always using Calibri font size 12, single-spaced), legible, and in good resolution. Digital signature recognized by an authorized certifying authority (e.g., FNMT, etc.) is required.
 - Each document must be sent in separate files with clear naming to allow easy identification (e.g., for an activity report, name it “ACTIVITY REPORT” including the name of the company/lead). Multiple documents in a single PDF will be rejected.

5. SUBMISSION OF APPLICATIONS TO PARTICIPATE IN THE PROGRAM

a. Phase I: Publication

The participation conditions will be published on the website www.proexca.es and on other relevant economic promotion portals.

The application period for aspiring Ambassadors will open from the date of publication of these conditions, with submissions accepted until 23:59 (Canary Islands time) on September 30, 2025. The program execution period will extend until December 31, 2025, at 12:30 (Canary Islands time).

Late applications will only be considered if the Aspiring Ambassador has a Qualified Lead/Effective Establishment to present, and in no case later than November 29, 2025, at 23:59 (Canary Islands time). Proexca may request all documentation required to qualify the Lead in advance as part of the evaluation.

To submit the participation application, the Aspiring Ambassador must complete the online Participation Application Form available at www.proexca.es/business-ambassador/, completing all fields and attaching the required documentation:

- **For natural persons:**
 - Proof of identity.
 - Curriculum Vitae (CV).
 - Signed declaration by the Ambassador affirming:
 1. Not being subject to legal prohibition or incompatibility to contract with the public sector.

2. Compliance with a model ensuring adherence to the highest legal, ethical, and moral standards, taking measures to prevent and detect fraud, corruption, and conflicts of interest.
 3. Compliance with required anti-money laundering and counter-terrorism financing regulations.
 4. Accuracy of all information provided.
 5. Being up to date with Social Security and Tax obligations.
- Any other documentation referenced in the CV or needed for program inclusion and classification.
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- **For legal entities:**
 - Copy of NIF/CIF.
 - Articles of incorporation or proof of legal personality and capacity of the entity applying as Ambassador.
 - Activity report for the last two (2) fiscal years.
 - Signed declaration affirming:
 1. No legal prohibition or incompatibility to contract with the public sector.
 2. Compliance with a model ensuring adherence to the highest legal, ethical, and moral standards.
 3. Compliance with anti-money laundering and counter-terrorism financing regulations.
 4. Accuracy of all information provided.
 - Certificate of compliance with Social Security and Tax obligations.
 - Any additional documentation necessary for program inclusion and classification.

All communications and documentation must be sent exclusively to ambassadors@canaryislandshub.com in Spanish or English; submissions via other channels may be disregarded.

Documents must follow the format specified in section 4.9.

b. Phase II: Verification of documentation and compliance with requirements

Failure to complete the online Participation Application Form and/or attach required documentation will result in ineligibility for the program and exclusion from the process.

c. Phase III: Evaluation of applications

Applications and submitted documentation will be evaluated by a Classification Committee comprised of Proexca personnel, assessing the credibility of the Ambassador.

The committee will assign each applicant an appropriate category and may reject applications for non-compliance with basic requirements, manifest insufficiency,

conflicts of interest, or other circumstances affecting legitimacy.
Original documents may be requested for verification, along with additional documentation or personal interviews as needed.

6. DEVELOPMENT OF THE AMBASSADOR SELECTION PROCESS

The updated list of admitted Ambassadors and their initial classification will be published on the Proexca website www.proexca.es.
Notification of admission will be sent to the email provided in the application. Rejected applicants will have two (2) business days to submit appeals.
Each Aspiring Ambassador will be assigned a code to protect confidentiality and commercial or economic interests.
Clarifications or additional information may be requested from applicants during the selection process. Communications will be conducted via ambassadors@canaryislandshub.com.
Incomplete or unverifiable information may result in adjustment of initial and/or final classification.

7. RESOLUTION OF THE PROCESS AND PUBLICITY

The list of admitted Ambassadors and their category will remain published and updated on www.proexca.es, with each Ambassador identified by their assigned code to protect confidentiality.

8. CLASSIFICATION COMMITTEE

The Classification Committee, composed of at least three (3) Proexca staff, evaluates

submitted documents, verifies requirements, assesses professional and personal competencies, decides on admission and classification, and resolves disputes during the process.

The Committee may consult external professionals if needed.

The Committee will periodically review classifications based on updated requirements and achievements in accordance with section 2.3.

9. PERSONAL DATA PROTECTION

In accordance with the principle of transparency and the right to information under Article 13 of the GDPR, the following information is provided:

- **Data Controller:** Sociedad Canaria de Fomento Económico S.A. (PROEXCA), Emilio Castelar 4, 5th Floor, 35007 Las Palmas de Gran Canaria, NIF A38282455.
- **Data Protection Officer:** Dataseg Consultores y Auditores, S.L., C/ Rafael Hardisson Spou, 16, mezzanine, office 7, 38005 Santa Cruz de Tenerife. Tel: 922215406. Email: dpoproexca@dataseg.es

- **Purpose:** Data provided during the selection process will be processed to manage participation in the Ambassador Incentive Program. Data collected during the collaboration may be used for program management.
- **Legal basis:** Consent for natural persons; legitimate interest for contacts of companies or organizations. If a contractual relationship is established, processing is necessary for performance of the contract.
- **Data retention:** Personal data will be retained for up to ten (10) years after the selection process or contractual relationship ends, for compliance or legal claims.
- **Recipients:** Public authorities as required by law, and necessary third parties such as banks for contractual management.
- **Rights:** Right to withdraw consent, access, rectify, delete, limit processing, or request portability. Complaints can be filed with the supervisory authority. Requests will be addressed within thirty (30) days.

Santa Cruz de Tenerife, [date] 2025

ANNEX I – DEFINITIONS AND CONCEPTS

1. **Ambassador:** Natural or legal person meeting the profile requirements in these PARTICIPATION CONDITIONS, capable of performing actions to achieve program objectives, attracting potential investors targeted by the program. Includes international professionals and companies specializing in Site Selection and accredited Site Selector associations.
2. **Aspiring Ambassador:** Person or entity in the selection process (section 5).
3. **Lead(s):** Potential foreign investment project in the Canary Islands, referring to both projects and investors (individuals or entities).
4. **Qualified Lead:** Lead likely to achieve the objective 2.2.2 of the program, meeting simultaneously:
 - a) Assessment by Proexca personnel confirming genuine interest in a Canary Islands establishment and belonging to strategic sectors, with a simple business case.
 - b) Lead representative travels to the Canary Islands for a meeting with Proexca; in exceptional cases, a teleconference may be accepted with supporting documentation.
5. **Effective Establishment:** Realized investment/project in the Canary Islands, documented with original or certified copies showing investor identity, initial investment, and location. Includes new company registration in the Commercial Registry, local tax registration, and proof of business center opening.
6. **Recurring Attraction:** Annual attraction (12 months from Ambassador registration) of more than ten (10) Qualified Leads and/or Effective

7. Establishments of more than five (5) investments, or total investment of at least €3M in the last two (2) years.
8. **Ambassador Credibility:** For individuals, university-level or equivalent education, professional experience, Spanish or English fluency, and origin country language proficiency. For legal entities, proven experience and sector activity, plus incorporation documents.
9. **Assigned Proexca Personnel:** Contact designated by Proexca for program management and communication facilitation.
10. **Target Markets:** Set of foreign investment projects (Leads) intended to be captured.
11. **Letter of Authorization:** Document issued by Proexca accrediting Ambassador status.
12. **Opportunity Signaling:** Lead contacts Proexca or vice versa as a direct result of Ambassador action; evaluation by Proexca personnel after submitting the Investment Opportunity Form.
13. **Incentives:** Monetary reward for achieving objectives in section 2.2, gross amounts subject to taxes.
14. **Capital Islands:** Tenerife and/or Gran Canaria.
15. **Non-Capital Islands:** La Palma, El Hierro, La Gomera, Fuerteventura, Lanzarote, and La Graciosa.
16. **Classification Committee:** Proexca personnel evaluating applicants and assigning them to Bronze, Silver, or Gold categories.
17. **Force Majeure:** Unforeseeable and unavoidable circumstances affecting contractual obligations, including state of alarm, authority actions, rebellions, wars, natural disasters, epidemics, or similar crises.

ANNEX II. Confidentiality Agreement Template

DATA PROTECTION – Sociedad Canaria de Fomento S.A. (Proexca) Confidentiality and Secrecy Clause

It has always been our intention to strictly comply with all regulations, especially regarding the Protection of Personal Data.

Due to your relationship with Sociedad Canaria de Fomento, S.A. (hereinafter, Proexca), you may have access to personal data or confidential or non-confidential information held or managed by Proexca. In compliance with applicable data protection

regulations, we inform you that such relationship is or will be governed under the following terms:

FIRST. – To the extent that you process personal data legally managed by Proexca, you agree to comply with the entity's data protection and information security policies. In particular, you shall:

1. Process the data following instructions received from Proexca.

2. Not disclose the data to third parties, including for storage purposes.
3. Apply the necessary technical and organizational security measures in accordance with Article 32 of EU Regulation 679/2016, General Data Protection Regulation (GDPR).
4. Use personal or non-personal data exclusively for the purposes for which they were collected.
5. Return the information and destroy any copies once your relationship with Proexca has ended. If, for regulatory compliance reasons, you must retain a canceled copy of all or part of the information, this must be communicated to Proexca without undue delay.
6. In the event of security breaches involving personal data, manage and communicate the incident in accordance with Article 33 of EU Regulation 679/2016, GDPR.

The above obligations also apply to all information considered “confidential information.”

SECOND. – You agree to access any Proexca confidential or non-confidential information, contained in computer systems or any other physical, electronic, or telematic medium, only if such access is necessary due to the maintained relationship or if expressly authorized to access data outside your professional role.

THIRD. – For these purposes, "confidential information" shall mean any numerical, alphabetical, graphic, photographic, acoustic, or any other type of information that can be collected, recorded, processed, or transmitted concerning an identified or identifiable natural person that allows direct or indirect determination of the individual's physical, physiological, psychological, economic, cultural, or social identity.

The aforementioned information includes, but is not limited to (whether in writing or not): technical information, training programs, tests, research and development, ideas, inventions, concepts, designs, drawings, organizational charts, processes, procedures, know-how, formulas, data, programs, improvements, discoveries, materials and marketing techniques, research and development plans, marketing, new products, client names, sales channels, trade secrets, and any other information related to clients and suppliers, price lists, pricing policies, sales policies, financial information, budgets, templates, and management and accounting methods.

FOURTH. – You acknowledge Proexca's ownership of all data, knowledge of any kind made available to you, reference materials, notes, diagrams, drawings, memoranda, documentation, or recordings in any form or medium that incorporate or reflect any

Confidential Information, as well as the rights, titles, and interests in inventions, whether patentable or not, created or obtained by you during the term of your relationship in accordance with applicable patent law and other relevant regulations.

FIFTH. – You accept and acknowledge that inventions, ideas, software, applications, or any type of creative work conceived or executed wholly or partly by you during or after the term of your relationship, made using any Confidential Information or any of the equipment, facilities, trade secrets, or material means of the Data Controller, or resulting from any work performed by you, shall exclusively belong to Proexca and be considered part of Confidential Information under this Agreement.

The provided information does not grant rights or licenses regarding trademarks, copyrights, or patents belonging to the provider. Disclosure does not imply transfer of rights unless explicitly stated in writing.

SIXTH. – You agree to inform Proexca of any incidents occurring in the organization, understood as any anomaly affecting or potentially affecting the security of personal data or any information, whether confidential or not, that may negatively impact Proexca. This communication must include a clear identification of the incident and a detailed description, including at least: the date and time, the notifier, the recipient, effects, and corrective actions taken.

SEVENTH. – Compliance with the obligations in this Agreement will continue during your relationship with Proexca and for twenty (20) years after its termination, for any reason. You shall maintain the same professional secrecy regarding confidential information and personal data accessed during your functions.

EIGHTH. – You shall be responsible to Proexca and third parties for any damages resulting from the breach of the above commitments, potentially triggering legal actions, claims, penalties, and damages that Proexca must address.

NINTH. – Information on personal data protection

In compliance with the principles of EU GDPR 679/2016, we inform you that Proexca's services necessarily involve personal data processing.

Data Controller: Sociedad Canaria de Fomento Económico S.A. – Proexca

Data Protection Officer: Dataség Consultores y Auditores S.L.
(dpoproexca@dataseg.es)

Purposes of data processing:

1. Management of pre/post-contractual relationships and administrative management.

Legal basis: Art. 6.1.b “execution of a contract / pre-contractual measures” and Art. 6.1.c “legal obligations compliance.”

Retention: Until data are no longer needed for the purpose of collection and during legal retention periods under civil, commercial, financial, and tax regulations.

2. If authorized, publication of your data (name and photo/video) on our website and social networks.

Legal basis: Consent, Art. 6.1.a GDPR.

Retention: Until you request removal.

International transfers:

Authorizing publication also allows international data transfer under the US-EU Privacy Shield framework. Proexca also uses GSuite, which constitutes a covered transfer. More information: [Privacy Shield](#).

Rights: You may access, rectify, delete, oppose, limit, or request portability of your data, and revoke consent at any time without affecting prior lawful processing. Requests may be submitted to PROEXCA at C/ Imeldo Serís, 57, 38003, Santa Cruz de Tenerife, Spain, or via the Spanish Data Protection Agency forms.

Disputes should be resolved amicably. In case of conflict, both parties submit to the courts of Santa Cruz de Tenerife.

Signed in agreement of the above:

Name and Surname:

ID:

Signature:

ANNEX III. Service Provision Contract Template

CONTRACT M_x_23

Canary Islands, XX XXXX XXXX

PARTY ONE: Sociedad Canaria de Fomento Económico, S.A. – Proexca, a public company of the Government of the Canary Islands, located at Calle Emilio Castelar, 4 - 5th Floor, Las Palmas de Gran Canaria, 35007, represented herein by _____, in the capacity of _____.

PARTY TWO: _____, residing at _____, with CIF/NIF, acting in his/her own name and right / representing _____, with ID/CIF _____, hereinafter referred to as **AMBASSADOR**.

RECITALS

I. The Government of the Canary Islands pursues through the “Operational Strategy for the Internationalization of the Canary Islands Economy” (EOIEC) the strengthening of the Canary Islands as a business and logistics hub, attracting international investments to boost the local economy and reinforcing the islands as a center for economic and social relations in the mid-Atlantic and western Africa. The ultimate goal is job creation

and new business opportunities. Among these projects is the initiative “Launch an Incentive Program for Ambassadors.”

Proexca launches the Ambassador Incentive Program from XX XXXX XXXX to identify and attract foreign direct investment to the Canary Islands, called the “Business Ambassadors Program,” published at www.proexca.es. The program establishes three (3) categories of Ambassadors: Bronze, Silver, and Gold. Each category has associated benefits and requirements, increasing as the Ambassador is promoted. Category assignment is the exclusive competence of Proexca’s Evaluation Committee.

II. _____ (hereinafter **AMBASSADOR**) submitted a request to participate as an Ambassador and received a Bronze/Silver/Gold classification from Proexca’s Evaluation Committee.

III. References to the masculine gender in this contract are neutral and include all genders.

CLAUSES

FIRST. – OBJECT

The contract governs the relationship between Proexca and the AMBASSADOR for identifying and attracting foreign direct investment to the Canary Islands. General program participation conditions, acknowledged and accepted by the AMBASSADOR, form an integral part of this contract.

SECOND. – AMBASSADOR OBLIGATIONS

During the contract, the AMBASSADOR must comply with all program requirements. Obligations include:

1. Follow Proexca’s directives for the “Business Ambassadors Program.”
2. Identify and attract foreign investment projects to the Canary Islands.
3. Draft a dossier/brief (max. 2 pages, Calibri 12 pt, single-spaced) in Spanish or English, including annexes as needed to describe investment opportunities for Proexca’s evaluation.
4. Act in good faith, preserving Proexca’s name, image, and reputation.
5. Ensure authenticity and accuracy of all information and results provided to Proexca.
6. Execute activities independently, without representing Proexca.
7. Conduct all Ambassador actions at own risk and expense.
8. Comply with applicable data protection regulations for Leads and obtain necessary authorizations.
9. Comply with business secrecy regulations (Law 1/2019) and obtain authorizations when transmitting information to Proexca.
10. Not be legally prohibited or incompatible with contracting with the public sector.

11. Maintain high ethical and legal standards to prevent fraud, corruption, or conflicts of interest.
12. Be up to date with Social Security and Tax Agency obligations.
13. Specify that activities are regional, covering all Canary Islands.

THIRD. – PROEXCA OBLIGATIONS

Proexca will comply with program conditions and pay earned incentives. For Ambassadors recently promoted to Silver, Proexca may consider Bronze-level incentives if budget allows.

FOURTH. – INCENTIVES

Amount: Defined in section 2.5 of program conditions. Maximum €15,000 per year per AMBASSADOR.

Payment: Upon invoice approval, by bank transfer within 30 days. Invoice submission preferably via ambassadors@canaryislandshub.com or at Proexca headquarters. No late interest applies; AMBASSADOR waives claims to interest.

FIFTH. – START AND DURATION

Effective from signing until December 31, 2025 (12:30 Canary time). Proexca may terminate early due to fund availability, with prior notice. Early termination does not entitle the AMBASSADOR to indemnity.

SIXTH. – LEAD CONCURRENCE

AMBASSADORS must promptly report Leads. If multiple Ambassadors act on the same Lead, incentives are allocated by mutual agreement, Lead decision, or Proexca's discretion after 15 days.

SEVENTH. – LEGAL RELATIONSHIP

The relationship is strictly commercial. The AMBASSADOR is not an employee or representative of Proexca. Full autonomy is maintained.

EIGHTH. – NOTICES AND CONTACTS

AMBASSADOR fiscal address: _____

Proexca address: C/ Emilio Castelar 5, 4th Floor, 35007 Las Palmas de Gran Canaria, Spain; Phone: 928 472 400; Email: direccion@proexca.es

NINTH. – JURISDICTION

Both parties submit to the courts of Las Palmas de Gran Canaria.

TENTH. – GENERAL PROVISIONS

Entire Agreement, Modifications, Clause independence, Non-waiver, Costs, Language (Spanish prevails).

Signed in agreement in two copies:

Sociedad Canaria de Fomento Económico, S.A.
The Ambassador