

M E M O R I A
A N U A L
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Secot

Voluntariado Senior
de Asesoramiento Empresarial

Declarada de Utilidad Pública

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A LETTER FROM THE PRESIDENT

Rafael Puyol
Antolín



As President of SECOT, it is an honor to present to you our Annual Report of Activity for the year 2015. Our Association, with a history of 27 years can be considered a great family with much talent and skill that resides in our Seniors who make up the backbone of the Association.

I would like to highlight two ideas in this letter:

The first one being the idea of permanent vocation based on careful diverse and plural management of the handled funds.

In 2015 and part of 2016 we have the honor of welcoming three new Protective Members: Bankia, Fundacion Sabadell, and EY. As our Treasurer always reminds us, over 60% of our income comes from the private sector, therefore enabling us to maintain greater independence and economic sustainability. The results in 2015 have been positive, improving our income budget for this exercise. The impact of the extraordinary results in the past have motivated the deficit in this exercise.

The most representative contracts for the Association are the following: Proyecto Yuzz de Santander Universidades, ESADE Program for Self-employment of the Mapfre Foundation, Repsol Entrepreneurs Fund, Vodafone Foundation, Bertelsmann Foundation, Cultural Factory funded by La Caixa, and

the contribution of the Rafael del Pino Association for the SECOT School of Entrepreneurs as well as the multiple and diverse contracts with the city halls and local businesses. The important task of continuous in-person and on-line counseling all over Spain is also worthy of mention.

In the European sector, SECOT as a member of the CESES Confederation, with its headquarters in Brussels, organized a one day workshop with members of the European Parliament, and other businessmen in October under the motto "Business meets Experience" as a forum for the exchange of ideas to alleviate unemployment. SECOT Guipúzcoa participates in Intgen whose objective is to improve unemployment for those under 30 years of age. Along with 5 other countries they carry out mentoring for Intergenerational Entrepreneurs.

The second is the idea of transparency and good management:

The seals which give our Association credibility amongst others are from the BDO economic Auditors, and from the Fundacion Lealtad, in 2015, renovated after having met the nine principles of transparency and good practice the audit on behalf of Aenor, and the seal of Adhered Identity for strategic Entrepreneurship for Young Employment from the Ministry of Social Security.

A new body of regulations that include Statutes, Codes of Good Management, and new regulations which permit the organization and implementation of systems for our functioning.

The implementation of the Director's Plan 2015-2016, whose content was approved by the Board of Directors includes 8 projects diffused successively and a new management system with counseling within national reach.

I would like to express my sincere appreciation to the members of the Board of Directors as our principal form of government, to the Founding President for her permanent contributions, to the Presidents of Honor, to the Secretary General, and to the General Services and to all of the employees.

I would like to finish this letter with deep gratitude for all of the Seniors in our great big family SECOT, as well as the Presidents of the Delegations, Protective Associates, Adherent Associates, and Collaborating Members. Gratitude as well for His Majesty the King Juan Carlos, for his continuous support. In SECOT we look towards the future, as Gabriel Garcia Marquez said: "We don't expect anything from the XXI century. It is the XXI century that expects everything from us" and I would like to add: and also from SECOT.●

“SECOT IS AN ASSOCIATION THAT TEACHES HOW TO START NEW BUSINESS. IT IS NEW BUSINESS IN AND OF ITSELF. PRACTICING ENTREPRENEURSHIP, WHILE CULTIVATING DETACHMENT BECAUSE IT IS NOT LOOKING TO BENEFIT FROM IT, INSTEAD TO BENEFIT OTHERS, EVEN AT ITS OWN COST».

PRESIDENT OF SECOT
Rafael Puyol Antolín

COUNCIL

HONORABLE PRESIDENT
HIS MAJESTY THE KING JUAN CARLOS

MEMBERS

Luis A. Aires Dupre
President BP Spain
Cesar Alierta Izuel
President of the Telefonica Foundation
Miguel Antoñanzas Alvear
President E.ON Spain and Italy
Juan Luis Arregui Ciaresolo
President of the ENCE Business Group
Amalia Blanco Lucas
General Director of Communications and External Relations for BANKIA
Antonio Brufau Niubo
President of the Repsol Foundation
Jesus Diaz de la Hoz
President of the PwC Foundation
Rafael de Icaza y de la Sota
President of the Vizcaina Aguirre Foundation
Monica de Oriol e Icaza
President of the group Seguriber-Umano
President of Honor of SECOT and the Circulo de Empresarios
Carlos Maria de Palacio y Oriol
Legal Representative of the TALGO Foundation
Jose Joaquin de Ysasi-Yasmendi y Adaro
President of Honor of SECOT

Salvador Fernandez Lopez
Managing Director at Wolters Kluwer Spain S.A.
Leopoldo Fernandez Pujals
President of Jazztel Telecom S.A.U.
Fernando Frances Pons
President of everis
Lucila Gomez de Baeza Tinture
Founder-President of SECOT
Andres Gomez Mora
President of the Caja Rural Castilla La Mancha Foundation
Francisco Gonzalez Rodriguez
President of banco Bilbao Viscaya Argentaria S.A.
Blanca Hernandez Rodriguez
President of the Ebro Foods Foundation
Francisco Ivorra Miralles
President of ASISA
Javier Targhetta Roza
CEO Atlantic Copper
Alfredo Mahou Herranz
President of the Mahou San Miguel Foundation
Manuel Marin Gonzalez
President of the Iberdrola Foundation
Francisco Menor Monasterio
Director of the ACS Foundation
Miguel Molins Nubiola
President of the Banc Sabadell Foundation
Antonio Nuñez Tovar
Vicepresident of Mapfre
Virgilio Oñate de Mora
Honorable President of SECOT
Jesus Paños Arroyo
President of the Official School of Building Contractors and Architects of Madrid
Gervais Pellisier
President of Orange Spain S.A.U.
Eva Piera Rojo
Director of Institutional Relations for the Banco Bilbao Vizcaya
Jose Luis Perelli
President of EY in Spain

Borja Prado Eulate
President of Endesa
Fernando Querejeta San Sebastian
President of IDOM
Matias Rodriguez Inciarte
Vicepresident of Segundo Banco Santander
Antonio Rodriguez- Pina Borges
President and CEO of Deutsche Bank in Spain
Angel Ron Guimil
President of Banco Popular

Fernando Ruiz Ruiz
President of Deloitte
Leonardo Sanchez-Heredero Alvarez
President of Bosques Naturales
William Van Dyke
Citi Country Officer, Citibank International PLC
Javier Vega de Seone Azpilicueta
President of the DKV Group and President of the Circulo de Empresarios
Richard Weissend
President of Heineken Spain S.A.



BOARD OF DIRECTORS

FOUNDER-PRESIDENT

Lucila Gomez de Baeza Tinture

HONOR COMMITTEE

Rafael Termes Carrero (†)
Eugenio Marin Garcia-Mansilla

PRESIDENTS OF HONOR

Jose Joaquin de Ysasi-Yasmendi y Adaro
Virgilio Oñate de Mora
Monica de Oriol e Icaza

PRESIDENT

Rafael Puyol Antolin

VICEPRESIDENTS

Carlos Alvarez Jimenez
Maria Benjumea Cabeza de Vaca
Antonio Cumellas Roca
Jose Luis Bonet Ferrer

TREASURER

Carlos Garcia Cebrian

SPOKESMEN

Marcial Campos Calvo-Sotelo
Daniel Cañardo Blasco
Jose Luis Ciria Pacheco
Manuel Diaz Fajardo
Angel Durandez Adeva
Fernando Frances Pons
Felipe Gonzalez Sanchez
Fernando Jornet Anson
Federico Pellicer Bambo
Jesus Peregrina Barranquiero
Joaquin Ruiz de Castroviejo Ruiz-Canela
Francesc Turro Serrano
Cesar L. Valdes Alvarez

MAIN OFFICE TEAM

SECRETARY GENERAL
Jose Maria Llorente Gozalo

ADMINISTRATION
Concepcion Navas Garrido

TECHNICAL AND ADMINISTRATIVE DIRECTOR

Begoña Morera Herranz

COMMUNICATION
Miriam Gil Bueno

DIRECTOR OF INSTITUTIONAL RELATIONS

Carmen Aleman Lain

CERTIFICATIONS AND OTHER CREDENTIALS

SECOT strives to be highly competitive and transparent in all its areas of activity thereby applying all necessary Quality Control Procedures in order to provide the best service possible to those whom they advise and are committed to, as well as to comply with the applicable norms and legislation.

For several years we have implemented a management system based on the norms of UNE EN ISO 9001:2008. This system is certified AENOR and guarantees that the application of all procedures in all of the areas of activity are in compliance as well as those derived from or acquired by contract obligations.



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For several years we have implemented a management system based on the norms of UNE EN ISO 9001:2008. This system is certified by AENOR and guarantees that the application of all procedures in all our areas of activity are in compliance as well as all of those derived from or acquired by contract obligations.



Red Pacto Mundial
España

MANAGEMENT REPORT

SECOT

SECOT stands for “Spanish Seniors for Technical Cooperation”. SECOT is a non-profit organization founded in 1989 and declared of public use in 1995. It was promoted by the Círculo de Empresarios, and was later joined by the Chambers of Commerce and Social Action Businesses. The main objectives of the Association are to advise and train people, small businesses and non-profit entities in all areas of business management. The main targets are young entrepreneurs, those who have been unemployed for extended periods of time, and other groups in danger of social exclusion who would like to become or stay active in the work force. This task is carried out effectively by our Seniors who are retired or pre-retired professionals who have previously occupied positions of great responsibility in important businesses. They do this voluntarily therefore making no income for their work. In this manner they are passing their knowledge and experience on to those who need it and by doing so are contributing to society which proves to be very rewarding for them.

Presently SECOT has 1400 Associates. More than 1100 of them are Seniors distributed throughout 25 provinces with existing branches. Financing is made possible by the generous donations of its members, Seniors, Protective Seniors, Adhered Members, and Collaborating Members. Other income is also collected from public and private entities who require services from the Association and with whom a Collaboration Contract has been established.

For 26 years since the Association was founded SECOT has worked arduously to allow small businesses to remain in the market and has helped many entrepreneurs bring forth their business projects turning them into running businesses. In summary, they have helped create jobs and maintain job positions.

These accomplishments deserve recognition. From the very beginning and until now we have had the support and sponsorship of His Majesty the King Juan Carlos, who holds the Presidency of Honor, and we would like to express our gratitude.●

PRINCIPLE COURSE ACTIONS

CONSULTING

Technical business consulting is implemented for entrepreneurs, small businesses and non-profit organizations.

TRAINING

Promotes within its volunteers and offers to others technical and professional training. Trains entrepreneurs through the courses given in the SECOT School for Entrepreneurs.

PROJECTS

Individual projects are carried out specifically tailored to the specific contracts taken on with public and private sectors. These projects include mentoring activities.

THINKING FORUM

Ideas related to the development and encouragement of the spirit of entrepreneurship and the prolongation of careers, aging in an active manner, and the promotion of intergenerational relations.

MISSION

To create and maintain jobs through the development of the spirit of entrepreneurship. To offer Seniors the opportunity to remain active by transmitting their much valued knowledge and experience to others such as entrepreneurs, small businesses, and nonprofit organizations who can bene-

VISION

To be recognized as the leading non-lucrative independent Association in Spain for business consulting, made up of Seniors.

VALUES:

Independence
Volunteering
Social Compromise
Professionalism
Loyalty
Legality

MANAGEMENT REPORT

MEMBERS OF SECOT

	New Members (1)	Total (2)
Members with full privileges	116	1.169
Protective Members	1	38
Adhered Members	25	117
Collaborating Members	14	118

(1) during 2015 (01/01/15-31/12/2015)

(2) on the 6th of April of 2016

NEW PROTECTIVE MEMBERS



*Sabadell becomes part of Council in April 2016

WEB PAGE

Each year SECOT continues to grow with the hopes that our Seniors are more and more active in their business counseling for the benefit of the development of businesses in our country. Communication is therefore a top priority, that is why our webpage is totally updated. Our webpage will be renovated in 2016 in order to be a useful tool for keeping in contact with the Association by keeping our members and rest of users updated on our activities, training courses, and publications of SECOT.

The new web has been designed so that we can all share its contents on platforms and social media webs. It is also full responsive meaning that it is easily accessible from any mobile device, tablet, or computer.



SECOT.ORG



SESSIONS

63.234

USERS

145.687

PAGES VISITED

336.779

PAGES/SESSION

2,32

DURATION

0:02:31

%NEW SESSIONS

68,98



SOCIAL NETWORKS

Facebook
2,072 fans

Twitter 1
@Secot_
2.804 followers
4.711 tweets

Twitter 2
@eSemp_Secot
596 followers
911 tweets

Youtube
Private channel
User: SECOTsenior

Linkedin
1.229 followers
User: SECOT

NEWSLETTER SENIOR ONLINE

Seniors Online is a monthly periodical that has been published online since 2005. It presently has over 5500 subscriptions and an average of 1700 monthly downloads.

PEI | Emprendedurismo
Sociedad de Inversión Pública
Instituto para las Empresas

PEI | Emprendedurismo
ESTUDIO EXTERNO DEL FONDO
FONDO EMPRENDEDORAS

PEI | Emprendedurismo
INNOVACIÓN
LOS INNOVADORES

PEI | Emprendedurismo
PREDICIÓN
LOS PREDICIONISTAS

senioronline

121 | Oct 2016

El compromiso firmado con SECOT minimiza la brecha de género para favorecer a promotores y emprendedoras en etapa de crecimiento.

Afiliaciones. La Fundación pone en marcha una iniciativa para apoyar proyectos del Fondo Emprendedores.

Fundación Repsol y Secot renuevan su compromiso para impulsar proyectos emprendedores en etapa de crecimiento.

FUNDACIÓN REPSOL Y SECOT

refuerzan su compromiso para apoyar proyectos del Fondo Emprendedores de la Fundación

El compromiso firmado con SECOT minimiza la brecha de género para favorecer a promotores y emprendedoras en etapa de crecimiento.

Afiliaciones. La Fundación pone en marcha una iniciativa para apoyar proyectos del Fondo Emprendedores.

Fundación Repsol y Secot renuevan su compromiso para impulsar proyectos emprendedores en etapa de crecimiento.

MANAGE- MENT REPORT

Distribution of Seniors by Branches

(1) 31/12/2015

	Total (1)	News 2015
Alava	16	4
Alicante	12	0
Aragon	72	8
Asturias	60	1
Balears Illes	19	6
Barcelona	204	19
Cantabria	16	1
Girona	36	4
Granada	34	2
Guipuzcoa	15	0
Jaen	19	1
Jerez de la Frontera	19	0
La Coruña	44	6
La Rioja	10	2
Leon	32	7
Lleida	11	0
Madrid	222	20
Malaga	13	2
Murcia	15	0
Navarra	6	1
Sevilla	49	5
Tarragona	37	4
Tenerife	6	
Valencia	69	12
Valladolid	47	3
Vigo	20	3
Vizcaya	43	5
TOTAL	1.146	116

DISTRIBUTION OF SENIORS ACCORDING TO LEVEL OF EDUCATION

Bachelor´s Degree	417
Engineers	219
Technical Engineers	166
Other Studies	194
Graduates	136
High School	8
Suoerior Technical Studies	6

CONSULTING PROJECTS

Feasibility	1.863	63%
Diagnosis	536	18%
Innovation	542	19%
2.941		100%

PROFILE OF APPLICANTS

AGE	%	2015	2014	2013
18 to 35	52,16	1.534	1.592	1.324
36 to 45	26,18	770	1.015	873
46 to 60	19,62	577	437	400
Over 60	2,04	60	159	209
	100	2.941	3.203	2.806

ACCORDING TO SEX

	2015	2014	2013
Men	1.606	1.742	1.189
Women	1.335	1.461	1.617
	2.941	3.203	2.806

EMPLOYMENT SITUATION OF ON-LINE APPLICANTS

Employment	301	27.46 %
Unemployed	246	22.45 %
Permanent contract	176	16.06 %
Looking for work	141	12.86 %
Businessmen	117	10.68 %
Temporary employee	85	7.76 %
Civil Servant	30	2.74 %
Total	1.096	100 %

ONLINE REQUESTS **1.096**

PROFILE OF APPLICANTS

Average age	Men	Women
38 years	553 50,45%	543 49,55%



LOCATION OF REQUESTS BY PROVINCES

Province	No. Of requests	%
Madrid	632	57.66 %
Barcelona	100	9.12 %
Valencia	61	5.57 %
Malaga	23	2.1 %
Asturias	15	1.37 %
Vizcaya	15	1.37 %
Zaragoza	13	1.19 %
Sevilla	13	1.19 %
A Coruña	13	1.19 %
Valladolid	12	1.09 %
Alicante	11	1 %
Tarragona	10	0.91 %
Toledo	9	0.82 %
Santa Cruz de Tenerife	9	0.82 %
Castellon	9	0.82 %
Baleares	9	0.82 %
Albacete	9	0.82 %
Girona	9	0.82 %
Cordoba	8	0.73 %
Jaen	7	0.64 %
Las Palmas de Gran Canaria	6	0.55 %
Murcia	6	0.55 %
Granada	6	0.55 %
Cantabria	6	0.55 %
Navarra	5	0.46 %
Pontevedra	5	0.46 %
Segovia	5	0.46 %
Alava	4	0.36 %

Guipuzcoa	4	0.36 %
Huesca	4	0.36 %
Salamanca	4	0.36 %
Avila	3	0.27 %
Badajoz	3	0.27 %
Palencia	3	0.27 %
Leon	3	0.27 %
Guadalajara	3	0.27 %
Huelva	2	0.18 %
Ciudad Real	2	0.18 %
Lleida	2	0.18 %
Cuenca	2	0.18 %
Cadiz	2	0.18 %
Melilla	1	0.09 %
Ourense	1	0.09 %
Teruel	1	0.09 %
Caceres	1	0.09 %
La Rioja	1	0.09 %
Other countries	24	2.19 %
Total	1.096	100 %

HIGHLIGHTED ACTIONS AND PROJECTS

OUR AXIS OF ACTION

Counseling	Training for Entrepreneurs	Innovation	Other Actions
<ul style="list-style-type: none"> • REDESSA • Penal Institutions • Red INNprende • YUZZ • LAZARUS 	<ul style="list-style-type: none"> • eSemp • ESADE • IRPF • MAPFRE Foundation • BERTELSMANN Foundation • IBERDROLA Foundation 	<ul style="list-style-type: none"> • Factoria Cultural • Catedra Orange • Bankinter • Entrepreneur's fund 	<ul style="list-style-type: none"> • City Halls and other Official Organisms • VODAFONE Foundation

EXECUTIVE SUMMARY OF HIGHLIGHTED ACTIONS AND PROJECTS BY SECOT

Amongst the most representative projects developed this past year, our Seniors collaborated in the YUZZ Project of the University of Santander, the Repsol's Foundation Entrepreneur's Fund, Iberdrola in collaboration with the ONCE Foundation,

Project Redinnprende from the Cruzcampo Foundation, promoting the creation of businesses dedicated to hospitality in Andalucía; along with the Bertelsmann Foundation workshops have been imparted for orientation for HS students.

For the program Accedemos for self employment by the Mapfre Foundation training is given relative to business

planning. We also collaborate with the Vodafone Foundation in the Project "Take advantage of the Smartphone in Your Daily Life", with fifty workshops with classes given by Seniors for students over 50 years of age. The mentoring effort developed with ESADE Barcelona, is also worthy of mention the innovation projects supported by Orange, Bankinter, Proyecto Lazarus, from the Caja Rural Castilla la Mancha Foundation, a Protective Member of SECOT and the Factoria Cultural. This project relies on the support of the La Caixa Social Program for the promotion of cultural and creative industries in Madrid.●



REDESSA

OBJECTIVE

To provide counseling in order to support and generate development and growth in the businesses situated in Redessa.

BENEFICIARIES

18 small businesses and entrepreneurs situated in the available space at Redessa, City Hall of Reuss (Tarragona).

IMPLEMENTATION AND DEVELOPMENT

During this year the Seniors at SECOT have assisted the official acts organized by Redessa and have collaborated in organizing the Premios Reuss Empresa (Prize for Reuss Business) and by giving training for entrepreneurs: such as market studies, quality entrepreneurship, and the development of business plans, and feasibility plans.●



PENAL INSTITUTIONS

OBJECTIVE

To foster the spirit of entrepreneurship and to re-educate in order to facilitate the process of re-entry into society and the workforce through self-employment for those who are deprived of liberty.

BENEFICIARIES

We have three people in the training courses.

IMPLEMENTATION AND DEVELOPMENT

Voluntary Seniors of SECOT train interns in diverse fields such as management, marketing for entrepreneurship, economic planning and financing, market studies, etc.●



INNPRENDE NETWORK

OBJECTIVE

To generate new projects and feasible businesses in the hospitality and tourism industries as well as agriculture in Andalucía.

BENEFICIARIES

25 projects have been chosen, 40 people between the ages of 22 and 40 years of age.

IMPLEMENTATION AND DEVELOPMENT

The Seniors at SECOT develop training sessions , a total of 7: 2 in Seville, 1 in Jerez, 1 in Malaga, 1 in Granada and 2 in Jaen tutoring the selected entrepreneurs in order to teach them the skills for designing and developing and presenting their own business project.●

HIGHLIGHTED PROJECTS AND ACTIONS



YUZZ

OBJECTIVE

To make available to the chosen ones the necessary support in order to develop an idea: a network of experts, personalized counseling and tutoring, training in business, A platform for administrative support and legal support in case the idea can be materialized into a business project. The project was lead by the International Center of Santander for Entrepreneurs (CISE) and is integrated in the University of Cantabria for the Research and Study of the Financing Sector UCEIF. YUZZ is sponsored by Banco Santander through the University of Santander.

BENEFICIARIES

469 young people-yuzzers- between the ages of 18 and 30 with basic technological business ideas.

IMPLEMENTATION AND DEVELOPMENT

286 SECOT Seniors have taken part in the development of this Project. 3.875 hours of training and counseling were imparted. The following branches participated:
Alava, Aragon, Barcelona, Cantabria, Gerona, Guipuzcoa, A Coruña, Leon, Lleida, Madrid, Malaga, Mallorca, Pamplona, Sevilla, Tarragona, Valencia, Castellon, Valladolid, salamanca, Vigo, and Vizcaya.●



LAZARUS

OBJECTIVE

To enhance the creation and acceleration of businesses. Participants of LAZARUS 2 will train with them to try to reduce the risk factors of the projects and to make them more solid. The entrepreneur will be able to take part in LAZARUS 2 during three years (2015-2018) : from the moment the idea is defined up until it is fully matured, and through companionship- the most complete in the market and acceleration, and lastly without asking for any capital in exchange.

BENEFICIARIES

12 participants who will train during the three year project with expert entrepreneurs in the launching and consolidation of businesses.

IMPLEMENTATION AND DEVELOPMENT

Our Seniors have intervened in the selection phase and in the stability phase of the program. They have also developed companionship actions and acceleration of the projects.●



eSemp

OBJECTIVE

To capitalize the knowledge and expertise of our Seniors in order to transform it into a valuable quality training Project that is useful and sustainable for all.

BENEFICIARIES

451 students in 2015. Courses mainly targeting entrepreneurs who wish to launch a certain business project and who lack the basic knowledge and management skills necessary to create, develop and implement it.

IMPLEMENTATION AND DEVELOPMENT

The educational courses include 668 hours in total. They are made possible thanks to the support received from the Rafael del Pino Foundation, City Hall of Madrid and the Comunidad de Madrid.

These services are part of a support system for entrepreneurs that is made possible by SECOT and that has recently been awarded with the seal for outstanding performance in the creation of employment for young people from the Ministry of Employment which is supported by the European Monetary Fund. This training experience is extending to other Branches of the Association, with similar projects in Barcelona and Leon.●



ESADE

OBJECTIVE

ESADE BUSINESS SCHOOL has 3 different programs: MBA, Executive Education, and University Business Programs. The degree in Business Administration as adapted by the Bologna Plan takes place in the BBA. The Seniors at Secot collaborate inside the Business Administration program as academic tutors for those students participating in the PRACTICUM III and PRACTICUM IV programs where the students receive credit hrs. for working in the business. The last year before graduating and earning a Bachelor's Degree in Business Administration. Secot also participates in some of the final assignments required in order to earn the degree. The Seniors also help plan and develop a final Project, The IN COMPANY PROJECT. This Project is proposed by the Company where the student has earned the credits by working.

BENEFICIARIES

The students of ESADE a total of 107 students on this occasion have had the opportunity to benefit from the knowledge and expertise of the Seniors of Secot who are experienced relevant figures in the business world.

IMPLEMENTATION AND DEVELOPMENT

A total of 10 Seniors have participated and donated a total of 1.644 hrs.●



FUNDACIÓN BERTELMANN

OBJECTIVE

To transmit the experience and knowledge of the Secot volunteers in training centers in authorized schools to students of Middle School, High School and Technical School, in subjects that train students in order to prepare them for the workforce.

BENEFICIARIES

2.639 young people between the ages of 15 and 17 years of age and 106 sessions in more than 130 hours of training.

IMPLEMENTATION AND DEVELOPMENT

The Seniors at SECOT, a total of 33, impart talks and activities designed specifically for the following subjects: How to prepare a good CV, Have you thought of starting a business?, Take the leap: Learn how to prepare a job interview, Planning a micro Company, Time Management, Efficient Presentations and Financial abilities. Seniors from Sevilla, Malaga, Jerez, Barcelona, and Madrid have participated.●

5

HIGHLIGHTED PROJECTS AND ACTIONS



SPECIAL TRAINING FOR SENIOR VOLUNTEERS

Funds granted to Secot with charges to the Income Tax assignation for 2014.

OBJECTIVE

To pass on knowledge and expertise from the Secot Seniors and develop a harmonious Volunteer system that builds and strengthens intergenerational relations.

BENEFICIARIES

350 direct beneficiaries.

IMPLEMENTATION AND DEVELOPMENT

The program "Senior Volunteers the Pillars for Entrepreneurs", is a program in which 66 Seniors participate and it is made possible thanks to the support of the Ministry of Health, Social and Equality Services, and The Secretary of State of Social Services and Equality. The contents of the program include: Training for the integral parts of entrepreneurship, marketing, commercial management, small business financing and accounting and training for creating a business plan.●

FUNDACIÓN MAPFRE

MAPFRE FOUNDATION

OBJECTIVE

To offer people the opportunity to receive the basic training needed for those who wish to start a business through the We Help You Find Jobs of the Mapfre Foundation and the opportunity to receive counseling from the Seniors at Secot.

BENEFICIARIES

138 assistants from Oviedo, Bilbao, Madrid, Valencia, Jaen, Sevilla, Barcelona, Malaga and Valladolid.

IMPLEMENTATION AND DEVELOPMENT

61 Senior teachers give classes in the areas of the elaboration of a Business Plan for the start up of their ideas. 9 Seminars and a total of 180 hours of training.●



FUNDACION IBERDROLA RSC INSERTA

OBJECTIVE

To promote self employment for handicapped people imparting Seminars for the elaboration of a Business Plan.

BENEFICIARIES

14 handicapped people in Seville and 29 in Madrid.

IMPLEMENTATION AND DEVELOPMENT

Two 20 credit hour seminars in Seville and Madrid given by the Secot Seniors with the following modules: definition of a business project, DAFO analysis, and market study, marketing plan, online marketing social network marketing, e-commerce, sales plans, operational plans and human resources, legal, fiscal economic and financial plans. ●

FONDO DE EMPRENDEDORES



ENTREPRENEUR'S FUND

OBJECTIVE

The Entrepreneurs' Fund is designed to support and award the best start up projects and businesses in the field of energy efficiency. The Entrepreneurs' Fund is an initiative of the Repsol Foundation.

BENEFICIARIES

The fund selects an average of 5 projects from all of the ones presented to participate in a 24 month incubation process, where they are given a monetary allowance, technological, legal and business advice. During this phase they are trained by a Secot advisor and they receive help in acquiring capital for the initial phase following the incubation phase.

IMPLEMENTATION AND DEVELOPMENT

Seniors have participated as advisors in 6 energy saving projects that have been selected. A total of 950 hrs and 90 sessions will be dedicated to this project throughout the year. ●

FACTORÍA CULTURAL

VIVERO DE
INDUSTRIAS
CREATIVAS

FACTORIA CULTURAL

OBJECTIVE

To offer mentoring, networks, training, and personalized counsel based on the exchange of real derived experiences, acquired through exercising business and creative activities. Factoria Cultural is a greenhouse of businesses dedicated to the Cultural and Creative Industry (ICC). This initiative is made possible with the support of Obra Social "la Caixa".

BENEFICIARIES

25 have received mentoring in 2015.

IMPLEMENTATION AND DEVELOPMENT

17 Seniors have participated in a total of 85 sessions throughout 170 hrs. ●



Obra Social "la Caixa"

5

HIGHLIGHTED PROJECTS AND ACTIONS



CATEDRA ORANGE UPM

OBJECTIVE

To strengthen the “End of Course Project” as a bridge between Technical Communication Engineers and entrepreneurship. The goal has been to show the students exactly what a Telecommunications Company should be able to do and on the other hand to teach them how important it is to encourage teamwork, and to be committed and also how important work ethics are in the success of a business. In the course students were presented with the concepts and were given tools and methods to put into practice in their “End of Course Project”.

BENEFICIARIES

Students who are developing End of Course Projects in the Telecommunications School of the Universidad Politecnica de Madrid (ETSIT-UPM). 3 projects have been mentored.

BeacOn-Tour; Server Monitoring and Smartlock.

IMPLEMENTATION AND DEVELOPMENT

6 Seniors have participated in a total of 24 sessions throughout 60 hours. The students were selected and awarded this internship by the Catedra Orange in order to develop their project within this initiative.●



BANKINTER

OBJECTIVE

To support the feasibility plan called “Tres en Raya” or three in a row where management is contemplated in three dimensions, the three problems that affect our present environment: the economic crisis, the social crisis (aging population) and the environmental crisis (climate change).

BENEFICIARIES

Small businesses and Entrepreneurs.

IMPLEMENTATION AND DEVELOPMENT

The Members of Secot participate in talks to motivate employees of Bankinter. Bankinter collaborates in the Secot School of Entrepreneurs, eSemp, and the Seniors of SECOT carrying out mentoring projects of the Bankinter Innovation Foundation.●

Fundación Vodafone España



VODAFONE FOUNDATION

OBJECTIVE

To make the elderly more familiarized with the use of computers and new technologies and to reduce the gap between this group through workshops with the theme “Take advantage of your Smartphone”. These workshops were given by Secot Seniors to people over the age of 50.

BENEFICIARIES

765 people over 50 years old.

IMPLEMENTATION AND DEVELOPMENT

25 Seniors have participated in Branches in Barcelona, Jaen, Madrid, Sevilla, Valencia, Vizcaya, and Zaragoza in a total of 120 hours distributed in 50 workshops throughout 7 Autonomous Communities.

ACTIVITIES DEVELOPED WITH TOWN HALLS AND PUBLIC ORGANISMS



INTERNATIONAL ACTIVITY

CESES

Secot is a member of CESES, The Confederation for European Experts based in Brussels. 22 Organizations of Senior Volunteers from countries of the European Union. ●

www.ceses.net



INTERGENERATIONAL MENTORING FOR ENTREPRENEURS - INTGEN

Secot Guipuzcoa is presently collaborating as a local partner in the Erasmus+ Project sponsored by CEBANC educational center in San Sebastian. This is called intergenerational mentoring for entrepreneurs and focuses its activities on promoting innovation and change while maintaining good business practices.

This project began in September of 2014 and has a duration of three years. It is made possible with the collaboration of several Universities, High Schools, Adult Schools, as well as businesses, business networks, and organizations of the nonprofit sector. The main objective of the project is to target unemployment amongst people 30 years of age and under (considering entrepreneurship as a solution for self-employment).

And also for those who are 45 and over who have lost their jobs and need to learn new skills.

In this aspect our Senior volunteers will promote the insertion of the beneficiaries into the workforce. The volunteers will also benefit from this by keeping themselves active as they carry out their mentoring while promoting intergenerational relations. ●



PARTICIPATION IN THE FUTURE MEETS EXPERIENCE PROGRAM

Future meets experience is a program of seminars of the Seniors Confederation of Europe. In 2015 two will take place. One will be held in Brussels in June, and the other in Madrid in October. The objective of these seminars is to bring together the organizations of the society in order to advance in the definition of an intergenerational policy that supports a healthy economy, that is efficient and sustainable.

The objective of the workshop was to share the most successful practices in Europe for the reduction of unemployment amongst young people. SECOT had three sponsors: Deloitte, Bosques Naturales, and Garrigues, as well as the participation of the Repsol Foundation Seminar, the Rafael del Pino Foundation, Protective Members of Secot and Joaquin Almunia and Pilar del Castillo as guest speakers. Various conferences were held. The conference prior to the development of the panels talked about "Youth employment and the future of Europe". Joaqui Almunia was in charge of this conference. He is the ex Minister of Employment and Social Security and of Public Administration, Commissar of European Monetary and Economic Affairs , Vice President of the EU and Commissar of European Competence.

The program of the Seminar had two main themes:

- 1-Education, Innovation and Social Inclusion.
- 2-The contribution of small and medium businesses in employment.

The panels were moderated by Virgilio Oñate, Honorable President of Secot, and Carlos Bustelo, ex Minister of Energy and Industry.

Different Seniors from other European organizations also intervened, such as France, Austria, Italy, Germany, Belgium, and other Spanish entities such as Fundacion La Caixa, Fundacion Rafael del Pino, Fundacion Repsol and IE University.

"Towards a Network Society: e-Skills as a Key Factor" was the closing conference, whose speaker was Pilar del Castillo, ex Minister of Education, Culture and Sports and a member of th Grupo Popular of the European Parliament, for whom the Seniors of Secot with their knowledge and altruism are a valued treasure. She centered her conference on the promotion and development of IT skills in order to achieve an online society.●

EDUCATION, INNOVATION AND SOCIAL INCLUSION

Digitalization: Impact on Labour Market
Development of Skills, Aging Population, Career Orientation and Immigration



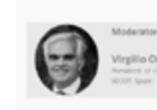
Etienne Hoepffner
Vicepresident, ECII France



Konrad Steinbach
President, ASGP Austria



Anna Kemp
Entrepreneur, Factoria Cultural
with the collaboration of Obra
Social "la Caixa"



Moderator:
Virgilio Oñate
Honorable President of Secot Spain



Javier Rivero-Díaz
Entrepreneur, IE University
Former Student at Secot



Olhana Basilio Ruiz de
Apodaca
Director of Research and Online
Education
Fundación Rafael del Pino

CONTRIBUTION OF SME's TO EMPLOYMENT

Mentoring and Coaching From Senior Experts, Business Creation by Young
Entrepreneurs, Financing and Internationalization and New Technological
Opportunities and Challenges



Virgilio Oñate
Honorable President of Secot Spain



Silvana Lange
Senior Expert SEI, Germany



Eduardo Rovira
Rovira and Associates
Fiscal and Consultancy Director
Facultad de FIU UGR



Zeljko Smiljanic
Mentor, Entrepreneur,
Programme Director
KESOC



Rubén Molleda
Mentor, Entrepreneur,
Programme Director
KESOC



Jonathan Hartale
Entrepreneur
Start Challenge Orange Chile



PUBLIC ACTS

CLOSING CEREMONIES OF THE 7TH AND 8TH EDITIONS OF THE ESEMP TRAINING COURSES MADRID

The closing ceremonies for the 7th and 8th editions of the eSemp training courses were held in the months of June and December, at the Deusto Business School and the Bankinter Auditorium.

In June eSemp Madrid celebrated the closing edition of its courses. In this last cycle the school had 396 applicants and 227 students registered, who imparted 344 hours given by 30 teachers, and obtained diplomas (162) in the courses studies: Business Planning, Competences, Marketing, Finances and Integral courses. The graduates were congratulated and they wished them the best in their business endeavours. Amongst the participants were: Iñaki Ortega Cachon, Director of the Deusto Business School, Almudena Diaz Bartolome, Director of Programs and training for the Rafael del Pino Foundation, and Pedro Gonzalez Torroba, General Director of Madrid Emprende and the Madrid City Hall..

We also had the Company of Marta Arce and Javier Soto, from the Paralympic Trainers, a Program from the ADOP EMPLEO PROAD sponsored by the ONCE Foundation. The Spanish Olympic Committee and The Superior Council Of Sports.

The closing ceremonies for the last semester of 2015 were held in December in the Bankinter Auditorium for the students of eSemp. Diplomas were awarded and the act was presided by the President of SECOT Rafael Puyol; the Director of eSemp Antonio Ferrer; The Director of the Del Pino Foundation, Vicente Montes, and Concepcion Diaz de Villegas Solans, General Director of Commerce, Entrepreneurship and Innovation in the Area of Government and Equality, Social Rights and Employment for the Madrid City Hall, and Pedro Guerrero, President of Bankinter. In this last cycle we had 341 applicants, 224 registered who obtained 140 degrees after cursing 328 hours of classes given by 32 teachers. Carlos Barrabes enthused all participants with his conference titled "Revolution and Innovation" in which he highlighted that we live in a world where we need to learn abilities given that we have an infinite world of possibilities for the new entrepreneur with new ways of working that some have called the third industrial revolution where digitalization takes precedence as well as nanotechnology genomics and robotics.●





En Deusto Business School.



En el Auditorio Bankinter.



PUBLIC ACTS

SECOT RECEIVES THE “E” FOR ENTREPRENEURSHIP FROM MADRID EMPRENDE

In 2005, The City Hall of Madrid created Madrid Emprende to help entrepreneurs. In these ten years Madrid has incubated almost 350 small companies in their business greenhouses. These were created in offices and shared work space. In this act, which was celebrated in the Vivero de Empresas de Carabanchel, the “e” awards were given out to those entities and people who have collaborated with Madrid Emprende. Amongst them the Chamber of Commerce, the CEIM, businesses from different sectors, Banks, professional schools, universities, foundations, and associations including SECOT. The prize was received by the Founding President Lucila Gomez de Baeza.●



PRESIDENTS' REUNION

In March a reunion of Branch Presidents of SECOT was celebrated. Other people from General Services including the Founding President, the Technical and Administrative Director and the Director of Institutional and Corporate Relations also attended. The Vice Presidents Carlos Alvarez and Antonio Cumellas were also present representing the Board of Directors.●



II EDITION PRIZE FOR ENTREPRENEURSHIP IMPULSE SECOT – COPE JAEN

In this edition there were 24 candidates for the prize and 4 were awarded. Thanks to the contribution of the Cadena Cope the prize hopes to promote the culture of entrepreneurship favoring creation development and consolidation of new businesses throughout the difused advertising campaigns with 5 emissions daily during three uninterrupted months in one of the stations of the COPE group.

The act included participation and the presence of COPE´s Director in Jaen, Diego Hurtado Lopez, the President of the Chamber of Commerce in Jaen of the Secretary of Entrepreneurship of the University of Jaen and the Director of Communications of El Corte Ingles, who awarded the prizes to TRES PASOS CONSULTORES,E-TEAM CONSULTORES,TECNOSOLAR, AND MARTA COBO FERNANDEZ.●



PUBLIC ACTS

XXV ANNIVERSARY SECOT BARCELONA

In 2015 the Secot Barcelona Branch reached its 25 years of existence. The event was celebrated in the “Salo de Consols”, the emblematic building of La Llotja del Marthe institutional headquarters for the Cambra de Comer de Barcelona.

It was hosted and conducted by the journalist, Marie Pau Huguet, who welcomed all the assistants especially all the authorities , the President of Secot, Mr. Rafael Puyol Antolin, and the Founding President Mrs. Lucila Gomez de Baeza.The illustrious Mr. Miquel Valls Maseda, President of the Cambra was in charge of the opening act and of welcoming all of the guests. The guests were able to enjoy a historic tour of SECOT Barcelona presented by Mr. Daniel Cañardo Blasco, President of the Barcelona Branch at the moment who highlighted his profile, activities, and existing collaborations with whom he keeps good relations. He also expressed words of gratitude for all the Seniors

who throughout these 25 years have made this possible. Rafael Puyol Antolin, President of Secot, joined him in these words of gratitude. Later, Professor Jose M.Gay de Libana gave an interesting and pleasant conference titled “The Crisis , a Story From the Past; 2015 Should we take flight?” Four different guests who had received mentoring from SECOT Seniors also talked about their personal experiences along with their mentors, and about how committed the mentors were with their business projects. Lastly, Mrs. Sonia Recasens, Second Mayor Deputy of Barcelona praised the work that SECOT Barcelona does in the name of the Mayor and should gratitude for their efforts. She encouraged them to keep up the good work.●



SECOT GENERAL ASSEMBLY

In June SECOT celebrated its Ordinary General Assembly in the Engineering Institute of Madrid where the different activities held throughout 2014 were rated by the members. Activities such as the Annual Accounts of the Association. The act was presided by Rafael Puyol, President of SECOT; Lucila Gomez de Baeza, Founding President, Carlos Garcia Cebrian, Treasurer and the two Secretaries Generals of the Association Rafael Fernandez-Almagro and Jose Maria Llorente.

PARTIAL RENOVATION OF THE BOARD OF DIRECTORS

The following have resigned in their position as spokesmen: Tomas Calleja Fernandez, Gabriel Tirapu Diaz, Trinidad Vega Gil, Seniors from the Madrid, Coruña and Asturias Branches. As well as Monica de Oriol e Icaza- Honorable President of Entrepreneurs and of SECOT; Joaquin del Pino y Calvo Sotelo- President of Pacto Gestion SGIIC, S.A. and Adhered Members of SECOT , Socorro Vida Fernandez Velilla- Adhered Member of SECOT Anonio Cumellas Roca from SECOT Barcelona has been re-elected and continues to occupy his position as Vice President. Jose Luis Cirira Pacheco from SECOT Cantabria, Fernando Jornet Anson from SECOT Barcelona and Federico Pellicer Bambo from SECOT Aragon have also been re-elected as spokesmen.●



PUBLIC ACTS

VII ANNUAL SECOT AWARDS OF EXCELLENCE

In June the Association celebrated its VII edition of the Excellency Awards Ceremony with the support of the Repsol Foundation for the seventh consecutive year.

The act was presided by Rafael Puyol Antonin, President of SECOT and had the participation of other guests including Ignacio Egea Krauel, Vice President of the Repsol Foundation who gave out the awards in the following four categories.

In the category of Excellent Senior the award was granted in a solidary manner to the following members: Juan Jose Azpiroz from SECOT Vizcaya, Marcos Viniegra from SECOT Asturias and a group of six Seniors for their work in a group project (Proyecto Red INNprende de Fundacion Cruzcampo).

In the category of Best Mentored Project the award was granted to the Project SITUM, mentored by Seniors of SECOT A Coruña. This project won the award because it was innovative and technological and because it contributed to the creation and preservation of job positions in its sector.

In the category of Branch Excellency the award went to the Branch in Málaga.

And lastly, in the category of Excellent Social Project the award went to the Project for Training and Counseling for low income people and those in danger of social exclusion and the Seniors who participated actively from our Branches in Leon and Cruz Roja Leon. ●



SECOT has always advised us where to find government funding and showed us the different financing options that are available. They have also shown us the possibilities in terms of growth in our market sector and how to develop our objectives. A project backed by the supervisión of SECOT implies seriousness and credibility when presenting it.

*Jose Francisco Pedraza Paris
Mentored by SECOT Zaragoza
Modular Concept*

We got to know eSemp during one of the many visits to the different offices of the Comunidad de Madrid asking for help. We were quite lost and were looking for training for entrepreneurs. At eSemp we found the one we liked the most. While we took the course and cleared up most of our doubts we met our mentor. Hats off to the Seniors of SECOT and the work they do altruistically. Our tutor taught us how to be realistic, and not create pipe dreams and how to square off balance and develop a good financing economic plan.

*Nuria Diaz y Andres Sanchez,
Mentored by SECOT Madrid
Goya Physical Therapy*

The support we received from SECOT has been amazing; to the point where they even helped us with our accounting, advised us about programs and gave us strength when we were weak. You can really feel alone when you start up a business with no experience! But they didn't let that happen to us. Nobody can teach you how to undertake business, its all about experience and SECOT has plenty to give...

Virginia San Jeronimo

Mentored by SECOT Valencia

Tolete Childrens Shoes

The tutors at SECOT helped me step by step reinforcing my weak points and strengthening my strong ones, in the areas that I knew. They were my guides and they continue to help when I am in doubt.

Jon Corcuera

*Mentored by SECOT Castellon and YUZZ Prize
Moobeat*

I have been taught by different members of SECOT throughout the YUZZ Program. Apart from these training sessions we have been lucky to have had their mentoring for the project. The help that SECOT offers is excellent because not only are they very knowledgeable but they have vast experience in different areas. The value of this experience which they share with us is inmeasurable and hard to find anywhere else.

Jon Vadillo

Mentored by SECOT Alava.

Danok

I would like to express my gratitude for having been chosen to participate in eSemp. It has been a magnificent experience not only because of the people who participated but because of the entire organization. A special thanks to the Seniors of SECOT who shared their knowledge and experience with us with the wisdom and simplicity of those who really know what they are doing. They are not only huge on a professional level having shared their knowledge but have showed us how to face the business world on a personal level. We hope we can soon share with them all the benefits of our success, in order to give back for their work.

Thank you for everything.

Luis Angel Martinez,

Student eSemp Madrid

CONTRACTS

City Hall of Vitoria –Gasteiz	SECOT Álava
Food Bank of Arab-Alava	SECOT Álava
Caritas Diocesana de Vitoria	SECOT Álava
Colegio Oficial de Ingenieros Industriales	SECOT Álava
Cruz Roja Alava	SECOT Álava
Fundacion Vital Obra Social	SECOT Álava
UNED Vitoria Gasteiz	SECOT Álava
Asociacion Aragonesa de mujeres empresarias y profesionales, ARAME	SECOT Aragón
Universidad de Zaragoza	SECOT Aragón
Camara de Comercio, Industria, Servicios y Navegacion de Oviedo	SECOT Asturias
Centro Municipal de Empresas de Gijon	SECOT Asturias
Fundacion Barcelo	SECOT Balears
Ayuntamiento Sant Joan Despi	SECOT Barcelona
Finanzarel	SECOT Barcelona
Fundacion PIMEC	SECOT Barcelona
FUNDACION PINNAE	SECOT Barcelona
MICROBANK	SECOT Barcelona
PARC DE RECERCA UAB	SECOT Barcelona y Servicios Generales
Gobierno de Cantabria, Ayuntamiento de Santander: I Pacto Territorial para el Empleo en Santander 2015-19	SECOT Cantabria
Gobierno de Cantabria. Consejeria de Presidencia y Justicia. Secretaria General. Direccion de Igualdad, Mujer y Juventud	SECOT Cantabria
Universidad de Cantabria. Programa Star Innova	SECOT Cantabria
Caritas Interparroquial de Jaen	SECOT Jaén

Fundacion Estrategias para el Desarrollo Economico y Social de la Provincia de Jaen	SECOT Jaén
Agencia de Desarrollo Economico de la Rioja – ADER	SECOT La Rioja
Federacion de Empresarios de la Rioja FER	SECOT La Rioja
ANDBANK	SECOT León
ATA	SECOT León
Fundacion de Familias Monoparentales I.D.	SECOT León
Colegio de Ingenieros de Montes	SECOT Madrid y Servicios Generales
Fundacion Rafael del Pino	SECOT Madrid y Servicios Generales
Fundacion Repsol – Fondo Emprendedores	SECOT Madrid y Servicios Generales
Asociacion Arrabal AID	SECOT Málaga
Ayuntamiento del Valle de Egues	SECOT Navarra
Ayuntamiento de Cambrils	SECOT Tarragona
Ayuntamiento de Reus, REDESSA	SECOT Tarragona
Ayuntamiento de Tarragona	SECOT Tarragona
Ayuntamiento de Vilaseca	SECOT Tarragona
Unio Gremial Valenciana	SECOT Valencia
Caixa Popular Caixa Rural	SECOT Valencia
Cruz Roja Española Valladolid	SECOT Valladolid
Asociacion de Ingenieros de Caminos, Canales y Puertos	Servicios Generales
Fundacion Bertelsmann	Servicios Generales
Fundacion Caja Rural Castilla la Mancha	Servicios Generales
Fundacion Lealtad	Servicios Generales
Fundacion Mapfre	Servicios Generales
Fundacion Rafael del Pino	Servicios Generales
Fundacion Repsol	Servicios Generales
Fundacion Santa Maria la Real del Patrimonio Historico. Lanzaderas de Empleo y Emprendimiento Solidario	Servicios Generales
Fundacion UCEIF	Servicios Generales
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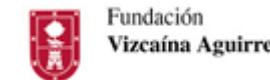
Excmo. Sr. D. Manuel Torres Rojas

Sr. D. Julian Trincado Settier(*)

(*) Founding members who have sadly left us and we would like to honor on this page.

SOCIOS PROTECTORES





Abril, 2016.

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Domingo Miranda Cruz

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April 6th 2016

PROFIT AND LOSS STATEMENTS

	2015	2014
INCOME		
Associates and Collaborating Members	251.322	233.317
Grants, donations, and inheritances	51.115	55.584
Other income from activity	374.074	383.285
TOTAL INCOME FROM ACTIVITIES	676.511	672.186
Financial deposits	1.170	1.679
 TOTAL INCOME	 677.681	 673.865
 EXPENSES		
Personnel Expenses	295.474	257.291
Independent Professional Services	46.533	40.373
Travel expenses	69.257	84.599
Fixed Assets Depreciation	84.230	84.801
Other operating expenses	230.736	218.594
 TOTAL EXPENSES	 726.230	 685.659
 FINAL YEAR RESULTS	 -48.549	 -11.794

ABBREVIATED BALANCE SHEETS

	31/12/15	31/12/14
NON CURRENT ASSETS	191.023	367.079
Fixed Intangible Assets	84.233	128.684
Intangible Assets	103.951	131.197
Long Term Investments	997	997
Long Term Financial Investments	1.842	106.201
 CURRENT ASSETS	 716.481	 528.134
Advance Payments and suppliers	500	500
Defaulters and pending accounts	224.039	185.031
Short term Financial Investments	125.000	20.000
Treasury	366.942	322.603
 TOTAL ASSETS	 907.504	 895.212
 NET WORTH	 829.127	 841.801
Social Fund	70.177	67.022
Previous Year Surpluses	723.099	659.973
Annual Surplus	-48.549	-11.794
Grants, donations, inheritances	84.400	126.600
 CURRENT LIABILITIES	 78.377	 53.411
Client Advance Payments	0	0
Various Creditors	53.316	36.890
Debts with Public Administration	25.061	16.521
 TOTAL LIABILITIES	 907.504	 895.212

Our annual reports and our audit report from BDO Audiberia Auditores S.L. are available to the public at our central offices in SECOT or on our webpage www.secot.org.

Secot is regularly evaluated by the Fundacion Lealtad or Loyalty Foundation which assures that the principles of transparency and good practice are being met.

The last report from May 2016 can be found on:
www.fundacionlealtad.org

Secot is a non profit organization declared of public use on the 27th of January of 1995.

BDO

Informe de auditoría independiente de cuentas anuales
a la Asamblea de Señores Españoles para la Cooperación Técnica:

Informe sobre las cuentas anuales abreviadas

Hemos auditado las cuentas anuales abreviadas adjuntas de Señores Españoles para la Cooperación Técnica (en adelante SECOT o la Asociación), que comprenden el balance abreviado al 31 de diciembre de 2015, la cuenta de resultados abreviada y la memoria abreviada correspondientes al ejercicio anual terminado en dicha fecha.

Responsabilidad de la Junta Directiva en relación con las cuentas anuales abreviadas

La Junta Directiva es responsable de formular las cuentas anuales abreviadas adjuntas, de forma que expresen la imagen fiel del patrimonio, de la situación financiera y de los resultados de Señores Españoles para la Cooperación Técnica, de conformidad con el marco normativo de información financiera aplicable a la entidad en España, que se identifica en la nota 2 de la memoria adjunta, y del control interno que considere necesario para permitir la preparación de cuentas anuales abreviadas libres de incorrección material, debida a fraude o error.

Responsabilidad del auditor

Nuestra responsabilidad es expresar una opinión sobre las cuentas anuales abreviadas adjuntas basada en nuestra auditoría. Hemos llevado a cabo nuestra auditoría de conformidad con la normativa reguladora de la auditoría de cuentas vigente en España. Dicha normativa exige que cumplamos los requerimientos de ética, así como que planifiquemos y ejecutemos la auditoría con el fin de obtener una seguridad razonable de que las cuentas anuales abreviadas están libres de incorrecciones materiales.

Una auditoría regular la aplicación de procedimientos para obtener evidencia de auditoría sobre los importes y la información revisada en las cuentas anuales abreviadas. Los procedimientos seleccionados dependen del juicio del auditor, incluida la valoración de los riesgos de incorrección material en las cuentas anuales abreviadas, debida a fraude o error. Al efectuar dichas valoraciones del riesgo, el auditor tiene en cuenta el control interno relevante para la formulación por parte de la entidad de las cuentas anuales abreviadas, con el fin de diseñar los procedimientos de auditoría que sean adecuados en función de las circunstancias, y no con la finalidad de expresar una opinión sobre la eficacia del control interno de la entidad. Una auditoría también incluye la evaluación de la adecuación de las políticas contables aplicadas y de la razoñabilidad de las estimaciones contables realizadas por la dirección, así como la evaluación de la presentación de las cuentas anuales abreviadas tomadas en su conjunto.

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Consideramos que la evidencia de auditoría que hemos obtenido proporciona una base suficiente y adecuada para nuestra opinión de auditoría con salvedades.

Fundamento de la opinión con salvedades:

A 31 de diciembre de 2014, en el activo corriente del balance existía un saldo por importe de 73 miles de euros frente a la Hacienda Pública por IVA, que se encontraba sobrevalorado por presentar dudas sobre su recuperabilidad ya que el volumen de operaciones sujetas a IVA que realizaba la Asociación no permitía que dicho importe fuera compensado, ni tampoco se contemplaba la solicitud de su devolución. Nuestra opinión de auditoría sobre las cuentas anuales del ejercicio terminado el 31 de diciembre de 2014, consecuentemente, fue una opinión con salvedades.

Como consecuencia de la inspección realizada por la Agencia Tributaria durante 2015 en la que se reconoció a la Asociación cuotas a compensar, esta incrementó el derecho de cobro frente a la Hacienda Pública por importe de 75 miles de euros, con cargo al patrimonio neto y, solicitó la devolución del importe a compensar a 31 de diciembre de 2015, que a dicha fecha figuraba registrado en el activo corriente del balance por importe de 135 miles de euros. Teniendo en cuenta lo anteriormente expuesto, a 31 de diciembre de 2014 el activo del balance y el patrimonio neto se encontraban sobrevalorados en 73 miles de euros y a 31 de diciembre de 2015 la cuenta de resultados está infravalorada en 142 miles de euros, ya que el reconocimiento del importe total del activo debería haberse efectuado en 2015 con cargo a resultados. El patrimonio neto al cierre del ejercicio 2015 no se ve afectado por esta cuestión.

Opinión:

En nuestra opinión, excepto por los efectos del hecho descrito en el párrafo "Fundamento de la opinión con salvedades", las cuentas anuales abreviadas adjuntas expresan, en todos los aspectos significativos, la imagen fiel del patrimonio y de la situación financiera de Señores Españoles para la Cooperación Técnica a 31 de diciembre de 2015, así como de sus resultados correspondientes al ejercicio terminado en dicha fecha, de conformidad con el marco normativo de información financiera que resulta de aplicación y, en particular, con los principios y criterios contables contenidos en el mismo.

BDO Auditores, S.L.P.


Carlos de Corral Gargallo
Socio - Auditor de Cuentas

15 de abril de 2016

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