



**FL**  **T** — YOUR RELIABLE PARTNER IN  
**VTC BUSINESS** MANAGEMENT ON THE  
COSTA DEL SOL

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What is VTC?

# What is VTC and what is it used for in Spain?

VTC (Vehículo de Turismo con Conductor) translates to “Passenger Vehicle with Driver.” These are services that allow you to book a car with a driver for a comfortable trip.

What is VTC?

# Main features of VTC licenses:

## Pre-booking:

Transport can only be provided upon prior request through a mobile app or other platforms.

## Restrictions on operations:

Licenses are issued at regional and municipal levels.

## Identification:

VTC vehicles have special plates or markings that distinguish them from regular cars.

## Flexibility:

VTC is often accessed through apps like Uber or Bolt, offering clients more flexibility in route and travel time.

# Differences between VTC and taxis:

## 01 Access to trips:

- Taxis can be hailed in the street or found at stands.
- VTC operates only by request.

## 02 Tariffs:

- Taxis have fixed municipal rates;
- VTC prices vary depending on demand and can be fixed in advance.

## 03 Route:

- Taxis can use dedicated lanes and priority areas;
- VTC often cannot.

## 04 Appearance:

- Taxis must have visible markings.
- VTC cars typically look like premium-class private cars without external identifiers.

What is VTC?

# Vehicle characteristics:

- VTC cars look like regular vehicles of any brand;  
Color: black.
- Usually mid-range or premium cars to ensure passenger comfort.

What is VTC?

# Popular VTC platforms in Spain:



However, the market continues to expand, and new players are emerging.

What is VTC?

# VTC licenses in Spain:

## Characteristics:

- Issued indefinitely, transferable or inheritable.
- Regulated at state and regional levels.
- No new licenses available → a secondary market forms.

## Key differences:

- Taxis: max 2 licenses per owner.
- VTC: no ownership limit.

## Regional variations:

- Madrid: liberal conditions.
- Barcelona: strict ratio 1 VTC per 30 taxis.

What is VTC?

# VTC Licenses in Spain

## Where to buy a VTC license?

Each autonomous region or municipality in Spain has its own rules regarding the issuance of VTC licenses. In some cases, new licenses are temporarily not issued, which leads to the formation of a secondary market, where licenses can be purchased through platforms such as Wallapop or Segunda Mano.

## Reasons for disputes around VTC:

The conflict between taxi drivers and VTC drivers is caused by differences in licensing costs:

- Taxi drivers invested large sums in purchasing licenses, making their business expensive.
- VTC drivers could start operating with lower costs, which led to competition.

# CONCLUSION

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VTC services have become firmly established in Spain, and their presence will continue to spark debate.

However, it is clear that they will remain in the market and will coexist with taxis, especially in major cities.

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# FLOT Company: Who are we?

FLOT is a management company on the Costa del Sol specializing in managing vehicles with VTC licenses.

## Evgeniy

Company owner, 6 years  
in the VTC business.



## Dmytro

Operations Director





# Our advantages:

- Our own fleet operating through the Uber and Bolt platforms.
- Management services for car owners aimed at increasing profitability.



# What do we offer clients?

## Business support:

- Entrepreneurship registration.
- Purchase of a car and a VTC license.
- Connection to Uber and Bolt aggregators.

## Vehicle management:

- Maintenance, inspections, insurance.
- Handling emergency situations.

## Personnel management:

- Recruitment, training, and payroll for drivers.
- Documentation management.

## Financial management:

- Monthly profit reports.
- Tracking income and expenses.

# What you receive when working with FLOT:

01

Maximum profitability of your business.

02

Selection of professional drivers.

03

Full vehicle maintenance.

04

Management of all operational aspects through Uber and Bolt.

# Comprehensive support for creating your VTC business.

We offer **turnkey** solutions for launching a successful business:

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- 01 Help with registering as a private entrepreneur or establishing a company.
  - 02 Opening a bank account.
  - 03 Selection and purchase of a vehicle for operation.
  - 04 Passing ITV (technical inspection) for the VTC license.
  - 05 Assistance in obtaining a VTC license.
  - 06 Arranging vehicle insurance.
  - 07 Full documentation support.
  - 08 Selection and training of personnel.
  - 09 Connection to the Uber and Bolt platforms.
  - 10 Long-term management of your business.

# OPERATIONAL MANAGEMENT WITH FLOT IS EASY

We take care of all tasks so you can focus on results:

## Personnel:

- Selection, training, and management of all driver documentation.
- Salary calculation and working time tracking.
- Conducting mandatory briefings and monitoring work.

## Vehicle:

- Organization of scheduled and emergency maintenance.
- Control of technical inspections (ITV) and vehicle equipment.
- Working with insurance companies in case of an accident.
- Roadside assistance in emergency situations.

## Financial accounting and analytics:

- Weekly reports and profitability analysis.
- Tracking expenses and income.
- Preparation of a monthly profit report.
- Management of fines and penalties.

# Why FLOT?

We create and manage your business with maximum efficiency while minimizing your effort.

With us, you can focus on strategic tasks while we ensure the stability and growth of your business.



Evgeniy Kasyanov

Company owner, 6 years  
in the VTC business.

# 10-month report

MB VITO 116	2025	enero-25	febrero-25	marzo-25	abril-25	mayo-25	junio-25	julio-25	agosto-25	septiembre-25	octubre-25
<b>Приход</b>	<b>170452,53</b>	<b>7638,67</b>	<b>11036,41</b>	<b>6598,15</b>	<b>19886,64</b>	<b>17794,88</b>	<b>16865,33</b>	<b>26752,37</b>	<b>21399,35</b>	<b>20033,77</b>	<b>22446,96</b>
<i>пробег</i>	<i>182937</i>	<i>11328</i>	<i>17821</i>	<i>9544</i>	<i>22243</i>	<i>18029</i>	<i>17206</i>	<i>25439</i>	<i>19214</i>	<i>19200</i>	<i>22913</i>
<b>Расход</b>	<b>113 982,34</b>	<b>6 499,51</b>	<b>8 018,33</b>	<b>7 657,57</b>	<b>12 197,58</b>	<b>10 825,91</b>	<b>10 496,21</b>	<b>15 858,87</b>	<b>13 138,40</b>	<b>15 638,18</b>	<b>13 651,78</b>
ЗП Водителей	31 144,14	-119,50	856,16	-239,45	3608,22	3113,71	3082,44	6068,92	4805,91	4628,67	5339,06
NOMINA Водителей	25 636,39	2538,60	2625,91	3049,58	2625,41	2632,62	2806,55	2628,28	2607,00	2107,30	2015,14
Соцстрах Водителей	11 790,58	1140,00	1140,00	1311,40	1198,35	1201,73	1349,40	1297,08	1206,37	975,52	970,73
Топливо	20 319,79	1 366,00	1 500,00	1 340,00	2 564,31	1 837,00	1 417,01	2 949,78	1 979,33	2473,69	2892,67
Мойка автомобиля	1 098,52	43,00	58,45	84,00	154,00	94,00	54,00	171,00	116,00	142,07	182,00
Carretera (платные дороги)	1 519,25	150,00	150,00	150,00	150,00	150,00	150,00	200,00	200,00	19,25	200,00
Ремонт авто	8 033,17	485,00	536,19	1032,32	302,42	306,57	193,00	605,65	553,28	3 689,45	329,29
Комиссия FLOT9 (за управление)	8 522,64	381,93	551,82	329,91	994,33	889,74	843,27	1 337,62	1 069,97	1 001,69	1 122,35
Страховка авто	2 994,86	222,18	307,50	307,50	308,24	308,24	308,24	308,24	308,24	308,24	308,24
Гос бух (хистор)	2 057,00	205,70	205,70	205,70	205,70	205,70	205,70	205,70	205,70	205,70	205,70
Санкции/штрафы/ возмещение	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Налог autopago modulos	866,00	86,60	86,60	86,60	86,60	86,60	86,60	86,60	86,60	86,60	86,60
<b>Прибыль до налога</b>	<b>56 470,19</b>	<b>1 139,16</b>	<b>3 018,08</b>	<b>-1 059,42</b>	<b>7 689,06</b>	<b>6 968,97</b>	<b>6 369,12</b>	<b>10 893,50</b>	<b>8 260,96</b>	<b>4 395,59</b>	<b>4 368,33</b>
налог на прибыль modulos	1 994,23	212,48	212,48	212,48	212,48	212,48	212,48	212,48	212,48	212,48	81,91
IVA modulos	1 418,53			201,37			201,37			201,37	814,42
<b>Итого прибыль</b>	<b>53 057,43</b>	<b>926,68</b>	<b>2 805,60</b>	<b>-1 473,27</b>	<b>7 476,58</b>	<b>6 756,49</b>	<b>5 955,27</b>	<b>10 681,02</b>	<b>8 048,48</b>	<b>3 981,74</b>	<b>3 472,00</b>
Э/км	0,93	0,67	0,62	0,69	0,89	0,99	0,98	1,05	1,11	1,04	0,98
<b>Net Profit %</b>	<b>31,13%</b>										

# Contact information

FOR ALL INQUIRIES,  
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WE ARE READY TO ANSWER YOUR  
QUESTIONS RELATED TO THE VTC  
BUSINESS. WE ARE AVAILABLE 24/7!