

# WHY PORTUGAL



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# GLOBAL RECOGNITION PRESS

**Forbes** FRANCE

*Le Portugal, Nouvelle  
Destination Pour Investir*  
JAN, 2018



*How Portugal Grew to Become  
an Innovation Champion Country*  
MAR 2018

**Entrepreneur**

*Why Portugal Is the New Land  
of Opportunity for Tech  
Startups*  
MAY, 2018

**Medium**

*The Portuguese tech scene is  
booming. Are you?*  
MAR 2018

**Essential**  
PORTUGAL ON THE MOVE  
**BUSINESS**

*Why Lisbon is becoming  
a thriving startup hub*  
MAR 2018

**THE IRISH TIMES**

*Porto: It's like a  
Portuguese California*  
MAR, 2017

**Forbes**

*Why Portugal Is A Top Choice  
For Foreign Investors*  
FEB 2018

**VentureBeat**

*Portugal's scaleup ecosystem is  
growing twice as fast as the  
European average*  
JUN 2017

 **REUTERS**

*China vows to encourage  
more investment in Portugal*  
MAY 2018

Condé Nast  
**Traveler**

*More People Will Be Visiting  
Portugal This Year—Here's Why*  
JUN 2018

**TNW**

*Tech industry players are moving to Portugal*  
DEC 2017



# RECENT TRACK RECORD

ENGINEERING, IT &  
DIGITAL OPERATIONS



 **AMYRIS** Opens a Biotech R&D center in Porto



Opens an automotive software engineering centre entitled Critical TechWorks, a JV with the Portuguese CRITICAL Software



Opens a technology center for automated mobility in Braga



Opens a Tech Center for EMEA region, in Lisbon



Mercedes-Benz

Opens a Digital Delivery Hub in Lisbon



Opens an IT development centre in Porto



Opens its "Cyber Security Operation Centre" in Lisbon



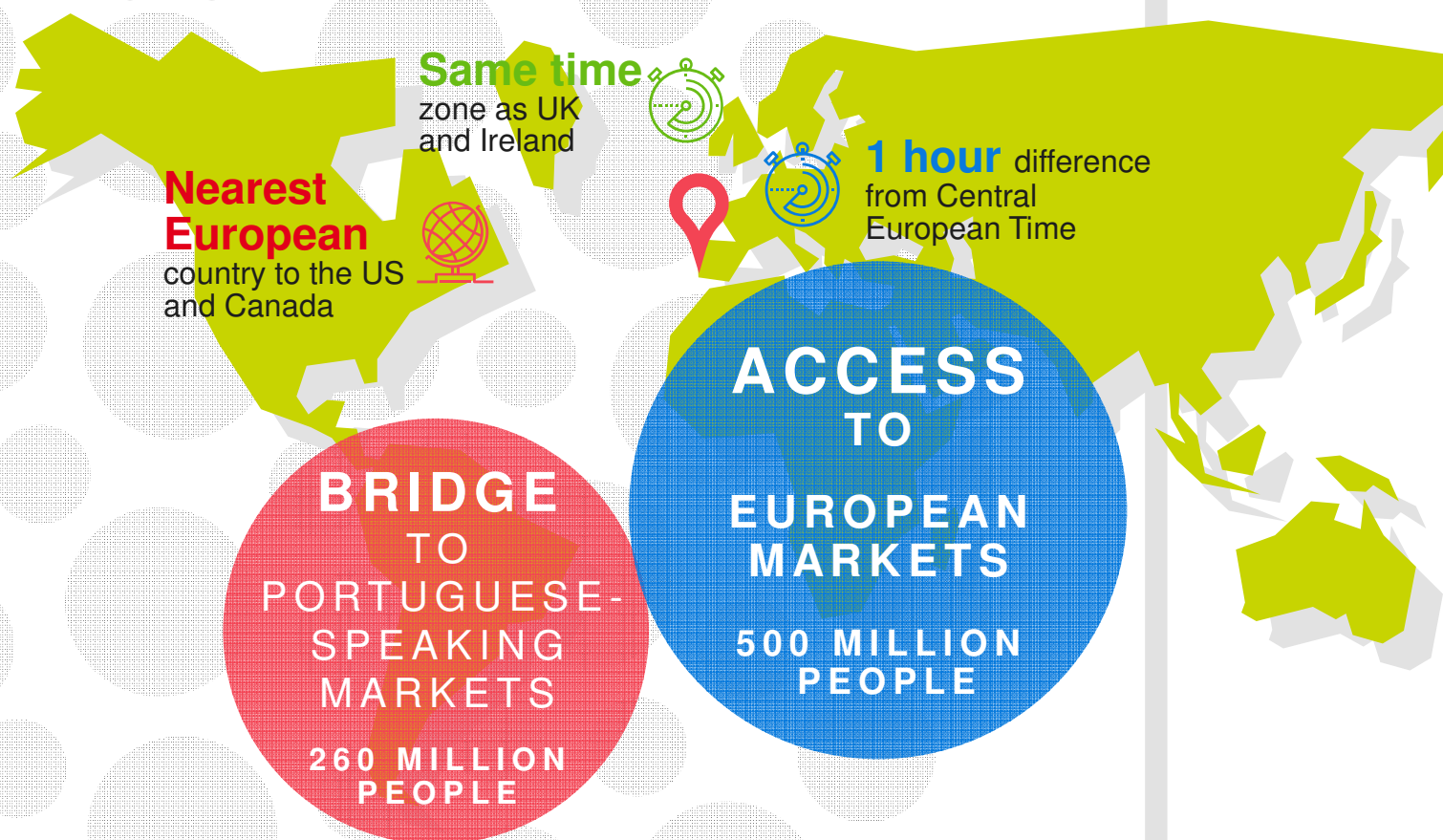
Strengthens R&D capabilities with new engineering design centre in Porto



Volkswagen

New software development center for Volkswagen Group IT and MAN Truck & Bus AG in Lisbon

# STRATEGIC EUROPEAN LOCATION



**EU Member**  
since 1986



**Euro currency**  
Founding member



**UN and OECD Member**



**Stable Democracy**  
Over 40 years



**Political Stability**



# COMPETITIVENESS & BUSINESS ENVIRONMENT



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# COMPETITIVENESS

2018

**AT Kearney**

Foreign Direct  
Investment  
Confidence Index

**#22**

2019

161 Countries

FORBES BEST  
COUNTRIES FOR  
DOING BUSINESS  
RANKING

**#25**

Forbes

**PORTUGAL  
IS BOOSTING  
ITS COMPETITIVENESS  
AND ATTRACTING  
NEW BUSINESSES**

2018/2019

190 Countries

DOING  
BUSINESS  
REPORT

**#34**



2018

140 Countries

THE GLOBAL  
COMPETITIVENESS  
REPORT

**#34**

WORLD  
ECONOMIC  
FORUM

# INVESTMENT IS ACCELERATING

NEW INVESTMENTS BASED ON TALENT. INNOVATION. COMPETITIVENESS.

2017  
67 Countries  
2<sup>ND</sup> MOST OPEN  
COUNTRY FOR FDI.  
OECD FDI  
RESTRICTIVENESS  
INDICATOR

#2



REUTERS

Myanmar CERAWeek The Trump Effect North Korea Earnings Future of Money Breaki

WHAT DO TESLA, KPMG, AND ALIBABA HAVE IN COMMON?  
They rely on OANDA's Exchange Rates.

Live | Split | Daily | History START A FREE TRIAL

BUSINESS NEWS  
MARCH 1, 2018 / 2:03 PM / 4 DAYS AGO

**Investment in Portugal's export sector hits record, accelerating**

Sergio Goncalves

LISBON (Reuters) - Investment in Portugal's export-oriented sectors doubled last year to hit a record high, underlining the country's fast shift up the economic value chain, the head of the state agency for promotion of exports and investment said.

The record money flowing into Portugal's export-oriented industrial, services and technology sectors represents a big shift for the economy by diversifying its growth drivers after a 2011-14 debt crisis and lagging behind Europe for years.

Portugal's economy grew 2.7 percent last year, its fastest rate in 17 years.

- ▶ PORTUGAL'S ATTRACTIVENESS FOR DOING BUSINESS. 2<sup>ND</sup> MOST OPEN COUNTRY FOR FDI: NO FOREIGN EQUITY RESTRICTIONS, NO DISCRIMINATORY SCREENING, NO KEY FOREIGN PERSONNEL RESTRICTIONS AND NO OPERATIONAL RESTRICTIONS
- ▶ AVAILABILITY OF A TALENTED WORKFORCE
- ▶ PERFORMING INFRASTRUCTURE NETWORK AND INNOVATION CAPACITY
- ▶ HIGH QUALITY SUPPLY CHAIN



# INVESTMENT TRACK RECORD

ATTRACTIVE AND RELIABLE INVESTMENT DESTINATION

## M & A OPERATIONS

Energy, Renewable Power Assets, Telecommunication, Bank, Insurance, Hospitals, Water Sectors, Electricity Grid, Electronics Products, Wood-based Materials, Airport Infrastructure, Port Terminals, Pharmaceutical, Cloud Services, Tourism, Semi-conductor, Packaging.





# COMPETITIVE ADVANTAGES



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# TALENT

## IN HIGHER EDUCATION

### GRADUATES AND POST-GRADUATES

LAST 5 YEARS

BUSINESS  
& LAW

48.481

33.302

ENGINEERING &  
MANUFACTURING

44.487

25.984

HEALTHCARE

46.440

35.155

SCIENCE, MATHS  
& COMPUTERS  
SCIENCE

8.877

4.961

26,228  
FOREIGN  
STUDENTS

2017/2018

+55% Growth  
since 2014/2015



*Portugal's scientific production  
is more specialised in computer  
science relative to most other  
OECD countries.*

- November 2017

26%

OF GRADUATES HAVE **STEM  
DEGREES**  
ABOVE THE EUROPEAN AVERAGE



**2<sup>nd</sup>** HIGHEST RATE OF  
ENGINEERING GRADUATES IN  
EUROPE



**4** MOST SPOKEN FOREIGN  
LANGUAGES: **ENGLISH, FRENCH, SPANISH**  
AND **GERMAN**



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# Portugal

# TALENT INTERNATIONAL BENCHMARKING

## WHAT COMPANIES SAY

### SIEMENS

“Portuguese people are result-oriented. If they have a problem, they deal with it. Here, workers don’t head home right when their shift ends. There is also a stable environment – inflation and salaries – and a good match of high tech and low cost.”

*Peter Haendel,  
Chief Financial Officer,  
Siemens Portugal*

### VESTAS

“Vestas already leads the industry in R&D investments and by establishing an additional engineering design centre, we strengthen our R&D capabilities through the broad pool of talent available in the Porto region.”

*Anders Vedel,  
Executive Vice President and CTO  
Vestas*



SKILLED  
LABOUR RANK

#8



LANGUAGE  
SKILLS

#5



MANAGEMENT  
EDUCATION

#8



UNIVERSITY  
EDUCATION

#14



SCIENCE IN  
SCHOOLS

#14



# TALENT TECH VISA

**20**

Business days to analyse the application

Tech VISA certification allows a reduction of the recruitment period from several months to a few weeks

## WHAT

Visa for technological and innovative companies, aimed at the global market, wishing **TO ATTRACT HIGHLY QUALIFIED STAFF** from countries not included in the Schengen area.

## WHO

The analysis of the eligibility and merit of the candidate companies is the responsibility of IAPMEI.

## WHERE

Tech Visa invites the interview candidates at the Portuguese Embassies / Consulates in the respective country of origin to obtain the residence visa.

**50**

Companies were certified under this program umbrella since Jan 2019



# INNOVATION

PORTUGAL IS A TOP COUNTRY IN  
PROVIDING TECHNOLOGICAL SERVICES

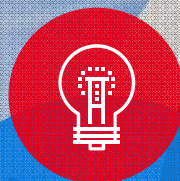
2018  
126 Countries

GLOBAL  
INNOVATION  
INDEX

#32

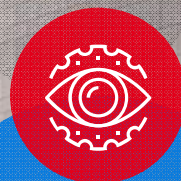
INSEAD  
The Business School  
for the World®

WIPO



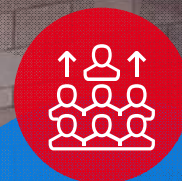
INNOVATION  
CAPABILITY

#32



QUALITY OF  
SCIENTIFIC  
RESEARCH  
INSTITUTIONS

#26



UNIVERSITY-  
INDUSTRY R&D  
COLLABORATION

#32

WORLD  
ECONOMIC  
FORUM

GLOBAL  
COMPETITIVENESS  
REPORT 2018  
(140 COUNTRIES)



**BOSCH**

“ Today, the company has one of the largest dedicated R&D teams in Portugal, with over 500 highly qualified engineers working both on hardware and software solutions in Aveiro, Braga and Ovar. In this way, **Bosch stands not only for Made in Portugal but also for Invented in Portugal.** ”  
July, 2017

# INNOVATION

PORTUGAL IS A BOOMING  
ECOSYSTEM FOR STARTUPS



Artificial  
Intelligence

talkdesk

Agentif ai  
HYPERLABS loqr

sensei

Unbabel

DefinedCrowd



Virtual  
Reality

abyssal

GROUNDCONTROL

ZPX



e-Commerce

FARFETCH



uniplaces

PLATFORME



IoT

CODACY

prodsmart

VENIAM  
THE INTERNET OF MOVING THINGS

muzzley

BEEVERYCREATIVE



Life  
Sciences

Gene  
PreDiT

FASTinov

Stemmatters

SWORD HEALTH

knök

SILICOLIFE

NEUROPSYCAD

IMMUNETHER

doDOC



Fintech

feedzai

JAMES

SYNDICATE  
ROOM

Intelligent Equity Crowdfunding

switch

SEEDRS

didimo

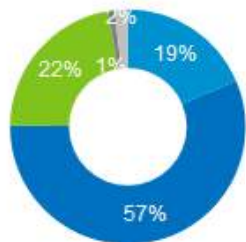
Magnifinance



# INNOVATION

## STARTUP ECOSYSTEM STARTUP AND SCALEUP

Current developmental  
startup stages



■ Seed stage  
■ Startup stage  
■ Growth stage  
■ Later stage  
■ Steady stage



NEW STARTUPS IN 12  
MONTHS

**584 ↑**

**2.2**  
AVERAGE JOBS  
CREATED BY EACH  
STARTUP IN THEIR 1ST  
YEAR

WOMEN IN LEADERSHIP  
ROLES  
**35%**

### SCALEUPS



**67** SCALE UPS

**\$350M**  
CAPITAL RAISED



**0.7** SCALEUPS  
every  
**100K** PEOPLE

**0.2%**  
of GDP

**38%**  
NEW CAPITAL  
RAISED

**12%**  
NEW SCALEUPS

**17**  
EXITS  
since 2010



Source: Startup Europe Monitor 2017

# CONNECTIVITY

## INTERNATIONAL AIRPORTS

**PORTO**  
**100 DESTINATIONS**

with direct flights.



**LISBON**  
**139 DESTINATIONS**

with direct flights.



**NUMBER  
OF WEEKLY  
FLIGHTS FROM  
LISBON &  
PORTO TO**



215 PARIS  
195 LONDON  
187 MADRID  
110 GENEVA  
094 FRANKFURT  
052 MUNICH  
037 NEW YORK  
021 MOSCOW  
013 WARSAW

Source: ANA/VINCI Airports of Portugal, 2018



Aeroporto  
Humberto Delgado  
Lisboa

# CONNECTIVITY

## BROADBAND & CONNECTIVITY



### CRITERIA

### RANKING

Connectivity **#8**

Integration of Digital Technology **#11**

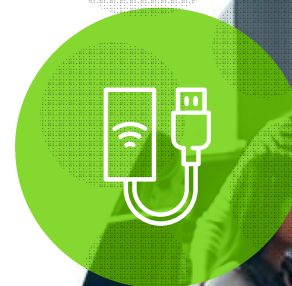
DIGITAL ECONOMY AND SOCIETY INDEX, 2018, EU 28



Communication Technology **#6**

Digital/ Technological Skills **#11**

WORLD DIGITAL COMPETITIVENESS RANKING 2018, 63 COUNTRIES



# ATTRACTIVE *INCENTIVES* FOR COMPANIES



**R&D**  
INVESTMENT

[ TAX-CREDIT  
**FINANCIAL**  
SUPPORT ]



**JOB**  
CREATION

[ TAX  
EXEMPTION  
**GRANT** ]



**STARTUP**  
INVESTMENT

[ CO-INVESTMENT  
**FUND** ]

# ATTRACTIVE *INCENTIVES* FOR INDIVIDUALS

EXPATS TAX REGIME + WORLD CLASS  
TALENT IN **PORTUGAL**



## TARGET

Qualified Expatriates in  
(I) high added-value  
activities, (II) scientific,  
artistic or technical  
activities, and (III) upper  
management positions



## INCENTIVES FOR EMPLOYEES

Flat rate for Income tax  
of 20% for 10 years

**20%**



## ENTITY IN CHARGE

Tax Authority

# QUALITY OF LIFE

Portugal is a good location for investments but also **A GREAT PLACE TO LIVE AND ENJOY**. Stable, sunny, with unique nature, rich leisure and cultural amenities, and with high quality healthcare facilities.

## BLOOMBERG

### The Unlikely Rise of the Pastel de Nata, and Why It's Suddenly Everywhere

Apr 15, 2019

"Culturally, Portugal is a must-try on an international travelers' bucket list, and budget Lisbon rents are creating a tech hub for millennials priced out of London and New York. "

## BBC

### Living in a Country that Thinks Green

Apr 15, 2019

"Portugal was an early leader in investing in a full network of charging stations for electric cars, and has incentivised citizens to install solar power and renewable energy with lower rates and the opportunity to sell energy back to the grid."

## FINANCIAL TIMES

### Portugal Puts Itself on the Tech Map

Apr 16, 2019

"As an [American] engineer, I was impressed by the knowledge in engineering in Portugal. Additionally, the country's English skills are tremendous and I have had no problems integrating." Jane Hoffer

GLOBAL  
PEACE INDEX  
2018\*

#4

WORLD'S BEST  
QUALITY OF  
LIFE COUNTRY  
FOR EXPATS\*\*

#2

Source:

\* Institute for Economics and Peace, 163 countries

\*\* InterNations, Expat Insider 2018



Europe's Leading  
Destination



World's Leading  
Tourist Board



# AICEP

**INVESTMENT  
PROMOTION  
AGENCY**

**TRADE  
PROMOTION  
AGENCY**

**ONE-STOP SHOP  
AGENCY**



AICEP was recognized as top investment promotion agency in National/Western Europe in the 2017 Best to Invest Top IPA Awards.  
Source: Site Selection Magazine



AICEP is one of the Top 10 Investment Promotion Agencies that best responds to requests from investors.  
Source: World Bank



**INFORMATION**



**CONTACTS**



**INCENTIVES & GRANTS**

## **LOCATION**

To help you finding the site that suits your project, AICEP will introduce you multiple location alternatives and will bridge you with utility suppliers

## **HUMAN RESOURCES**

To support in the search of human resources and professional training, bridging contacts with Portugal's employment authorities and schools

## **BUSINESS PARTNERS**

AICEP will promote contacts with local suppliers and business partners that add value to your project.

## **INCENTIVES**

AICEP will analyse your eligibility to innovation, R&D, production and employment incentives

# PORTUGAL THE RIGHT CHOICE. THE RIGHT TIME.



PORTUGALGLOBAL.PT

Pedro Macedo Leão

Director

Portuguese Trade & Investment Agency | Warsaw

Trade & Investment Counsellor, Embassy of Portugal | Poland

ul. Ateńska 37, 03-978 Warsaw – Poland

G: (+48) 226 176 460/ D: (+48) 226 174 340

aicep.warsaw@portugalglobal.pt | portugalglobal.pt

aicep@portugalglobal.pt



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**COMPETE**  
**2020**

**PORTUGAL**  
**2020**



UNIÃO EUROPEIA

Fundos Europeus  
Estruturais e de Investimento