aicep Portugal Global

A Bridge between Europe and the World

Strategic location. Global partners. Skilled and talented people.


Leading companies choose Portugal. Why?


AICEP is your reliable partner. Support, with no-charges, in all investment phases.

Your business destination in Europe’s West Coast.
We provide supporting services and advisory to your company and we coordinate contacts with Portuguese entities involved in investment procedures. We stimulate large companies to think in Portugal as their prime investment destination seeking to meet their expectations providing the best guidance and tailored information, when requested, to ensure the success of their investment projects. Our clients are large companies with a consolidated annual turnover of €75 million or investment projects over €25 million to whom we provide a Key Account Manager to help during all steps of the investment process.
Business Model

- Investment
- Exports
- Supply networks
- Export networks
We provide

**Location Solutions**

- identifying strategic locations for investors/projects
- assisting fact finding missions

**Training Solutions**

- INOV Contacto
- INOV Vasco da Gama
- SMEs Qualification

**Investment Solutions**

- Incentives
- PIN & PIN +
- Venture Capital

**International Promotion Solutions**

- Enterpreneurial Missions
- National representation in tradeshows in emergent markets
- Portfolio of Sectorial Offer
- Incentives
Why Portugal?
Strategic location

Portugal is the European nearest country to the U.S.
3-hour distance between Brazil and Russia.
Same time as UK and Ireland.

Attractive Consumer Market

<table>
<thead>
<tr>
<th></th>
<th>Million Inhabitants</th>
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<tbody>
<tr>
<td>Portugal</td>
<td>10,6</td>
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<tr>
<td>Iberian Market</td>
<td>51</td>
</tr>
<tr>
<td>European Market</td>
<td>494</td>
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<tr>
<td>Portuguese Speaking countries</td>
<td>220</td>
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Great and privilege economic relations
daily flights to major European cities.

Why choose Portugal?
Portugal has a highly skilled and educated workforce. Portugal ranks on Top within the EU countries in number of PhDs per 1,000 inhabitants.

40% of students in tertiary education are enrolled in engineering, sciences and health. The increase rate in the last 3 years is about 30%.

Portuguese are known for commitment to work which places us below the EU average regarding working days lost per year.

Language skills: English, French and Spanish are the most spoken languages. English is universally taught from 1st grade.
Competitive Costs

Portugal is still cost competitive according to international recognized sources. The increase in hourly labour costs in the last 4 years has been +4.21% (European eastern countries is +11.65%).

In terms of real estate – office space - and within 63 cities worldwide, Lisbon is the 24th less expensive city. Regarding industrial space, Lisbon is ranked in 18th in 48 European countries. Portugal also has one of the lowest monthly minimum wages in Europe (485€).
Technological Infrastructures

Why choose Portugal?

Telecommunications: a major priority in Portugal. The country has now 95% coverage of broadband infrastructures. The net increase in the broadband penetration growth for Portugal is above the OECD average (Dec 2010).

The percentage of fiber connections in total broadband is already 6% for Portugal, ahead of countries such as Netherlands, Finland, France, Spain, Italy, Poland, Austria, Germany or Belgium.

Internet is also well developed. Portugal is a United Nations case study for e-Government and for availability of public services on-line.

FULLY DIGITALIZED

Telecom Prices
EUR/Mbps ITIF 2008

1.24
3.77
Why Portugal?

EASE OF DOING BUSINESS

- Major public services are on-line;
- Portugal is a case study in e-Government at the United Nations,
- Average time to set up a business is less than 1-hour and it is possible to do it on-line.

- Several legal obligations have been eliminated, simplified, and dematerialized, allowing the investor to focus in its activities.

MULTI-CULTURAL

- Portugal is very open to foreign cultures: the availability of international schools, the safety record and quality of life attract expatriates.
- As a result Portugal is ranked #2 in the Migrant Integration Policy Index 2011.
- “Portugal is unique in attracting young graduates and executives.” Carlos Brazão, Cisco Portugal, 2011
Why Portugal?

Highly developed infrastructure

Competitive Costs
Portugal ranks in 9th place (out of 30) in terms of lowest broadband price, according to Information Technology and Innovation Foundation, 2008.

Broadband Penetration
Broadband Internet is spreading very fast across the country - at a rate of 24.5% - with the help of optic fiber. Portugal is ranked in the Top 20 countries with more use of optic fiber technologies.

Next Generation Network
NGN is being deployed over the country and the goal was achieved: 1 Million users in 2010 as well as schools and public institutions. It is already boosting the telecommunications services and the fiber optic industry in Portugal.

Coverage
According to the European Commission, 95% of the country has total DSL coverage. Portugal is the country in the EU where more internet access areas are available.

Speed Lines
Telecommunications speed lines are also very competitive. Portugal is ranked in 7th place in fastest speed lines (ITIF 2008).

ICT for all
31% of the population makes a regular use of Internet.
90% of public services are online.
98% of large size companies and 90% of medium size companies have broadband connection to the Internet.

“The United Nations Public Service Awards granted Portugal with 1st prize in “Improving the Delivery in Public Services category in May 2011.”
Why Portugal?

According to OECD, Portugal is in the TOP3 European countries with the biggest motorway length per capita.

Deep-sea water port of SINES:
- Post-Panamax Vessels;
- Natural sea bottoms up to -28m ZH;
- Over 26 Million Tonns in 2011 handled.

According to the Airports Council International, in 2011 the Oporto Airport is for the sixth time one of the three best airports in Europe.

4 international rail lines exiting Portugal; The cargo activity has increased by 40% in the 2010-2011 period.
Portugal is a member of the EU, sharing the common currency. Free trade, non-tariff barriers, free movement of labor and capital are among the main benefits.

Portuguese is the 5th most spoken language in the world, shared by the CPLP (Portuguese Speaking Countries Community) - in Brazil (one of the BRIC countries), Angola (one of the fastest growing economies), Mozambik, Cape Verde, São Tomé and Príncipe, Guinea-Bissau and East Timor.
Portugal and Angola

Angola became independent from Portugal in 1975 and since then both countries have worked to establish a mutually profitable relationship, based on shared heritage, culture, language and ties between both peoples.

- 4th commercial partner – with 10% growth between 2007 and 2011
- Over 2.335 million Euros in exports – Portugal is number 1 supplier
- Almost 8 thousand Portuguese companies export to Angola
- 5th client of Portuguese exports of services

Strong investment ties

- 245 million € of Portuguese investment flows were directed to Angola in 2011, a sharp decrease compared with the almost 700 million € in 2010 – a result of the overall Portuguese economic crisis
- Angolan investment in Portugal is also strong, further establishing lasting ties between business communities
- Investment numbers for 2012 are growing again
Portugal and Angola
INVESTMENT

• More than 250 Angolan companies have Portuguese capitals
• Presence of major Portuguese banks and law firms, offering complete range of solutions and support to customers
• Major economic players already present in the market:
Portugal and Angola
A special bond?

- **Insurance agreement between States**

To enable the development and strengthening of economic cooperation, by **covering credit risks associated with the export of goods and services of Portuguese origin** to Angola - guarantee of payment and funds release.

- **Experience of companies**

Lawyers, banks, logistic companies and other service providers gained a large experience of work – great ability to help newcomers entering the market - knowledge about local players and vital partnerships.
Portugal and Brazil

Brazil became independent from Portugal in 1822 and both countries have been cooperating as partners, based on our shared heritage, culture and language and the ties between our peoples

- 10th commercial partner – a 25% growth between 2007 and 2011
- Over 500 million Euros in exports and almost the triple in imports
- More than 1500 Portuguese companies export to Brazil
- 6th client of Portuguese exports of services

**Strong investment ties**

- 554 million € of Portuguese investment flows were directed to Brazil in 2011, a sharp decrease from the more than 1000 million € in 2010 – also a result of the overall Portuguese economic crisis
- Brazilian investment in Portugal is not as strong, but important projects have been started lately, like the 2 EMBRAER plants for airplane components in Evora
- Portuguese flows of investment are growing again in 2012
Portugal and Brazil

INVESTMENT

• Around 120 Brazilian companies have Portuguese capitals
• Presence of major Portuguese banks and several law firms, offering complete range of solutions and support to customers
• Major economic players already present in the market:
Portugal and Mozambique

Mozambique became independent from Portugal in 1975 and both countries have long been working towards a mutually profitable relationship, based on shared heritage, culture, language and ties between both peoples.

• 26th commercial partner – almost 26% of growth between 2007 and 2011, large potential of growth as the market is strongly expanding
• Over 200 million Euros in exports and more than 2000 companies exporting
• 23rd client of Portuguese exports of services

Investment ties

• 74 million € of Portuguese investment to Mozambique in 2011, less than in previous years
• Investment flows are growing slowly but steadily – 10th destiny of FPDI
• Mozambican investment in Portugal is not very relevant, but it is growing as the country’s economic performance is increasing
Portugal and Mozambique INVESTMENT

• Around 140 Mozambican companies have Portuguese capitals
• Presence of major Portuguese banks, offering a complete range of solutions and support to customers
• Major economic players already present in the market:
Portugal and Mozambique
A special bond?

- **Portuguese Fund of Support to Investment in Mozambique**

  To finance the *development of investment projects, public or private initiatives by Portuguese companies*, in priority areas like energy, environment, infrastructures and tourism

- **Experience of companies**

  Lawyers, banks, logistic companies and other service providers gained a large experience of work – great ability to help new actors enter the market - knowledge about local actors and adequate partnerships
Funds and Capital

➢ **SOFID – The Portuguese EDFI**
   (EDFI- European Development Financial Institutions)

Aim: to strengthen enterprises and the business environment in less developed countries - to support the investments of Portuguese companies in Portuguese speaking countries and emerging markets.

**Financial and Consulting services:**

- Loans and credits operations
- Risk capital and equity loan
- Taylor-made financial instruments
- Trust-fund EU/Africa for infra-structures
- Credit lines
- Project finance
- Guarantees
- Neighbourhood Investment Facility
Why Portugal?

FINANCIAL GRANTS
- Interest free loan for up to 7 years, with 3 years grace period;
- Conversion of the loan into cash grant upon accomplishment of contractual goals, up to 75% of the financial incentive.

FISCAL GRANTS
- Corporate tax credit of up to 20% of the investment;
- Exemption of local taxes;
- Exemption of stamp duty;
- Tax incentives for R&D (SIFIDE II).

A detailed incentives offer can be prepared for your specific investment and business plan.

JOB CREATION
- Unemployed people (>6 months): a financial grant of 50% - 60% of total wage.
- Unemployed or young people (under 30-years old): exemption of Social Security contributions for 3 years.
- Internships: 9-month internship for graduates: direct support to internship grant (depending on nº of employees) + 100% support on food and insurance expenditures.

TRAINING GRANTS
- Some training expenses are eligible for an incentive base rate of up to 50% for general training, and 25% for specific training;
- Increase of 10% outside Lisbon region and for disadvantaged workers.
THANK YOU