

# WHY PORTUGAL



aicep Portugal Global

# RECENT TRACK RECORD

ENGINEERING, IT &  
DIGITAL OPERATIONS



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



# GLOBAL RECOGNITION PRESS

FRANCE  
**Forbes**

*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

PORTUGAL ON THE MOVE  
**Essential**  
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**

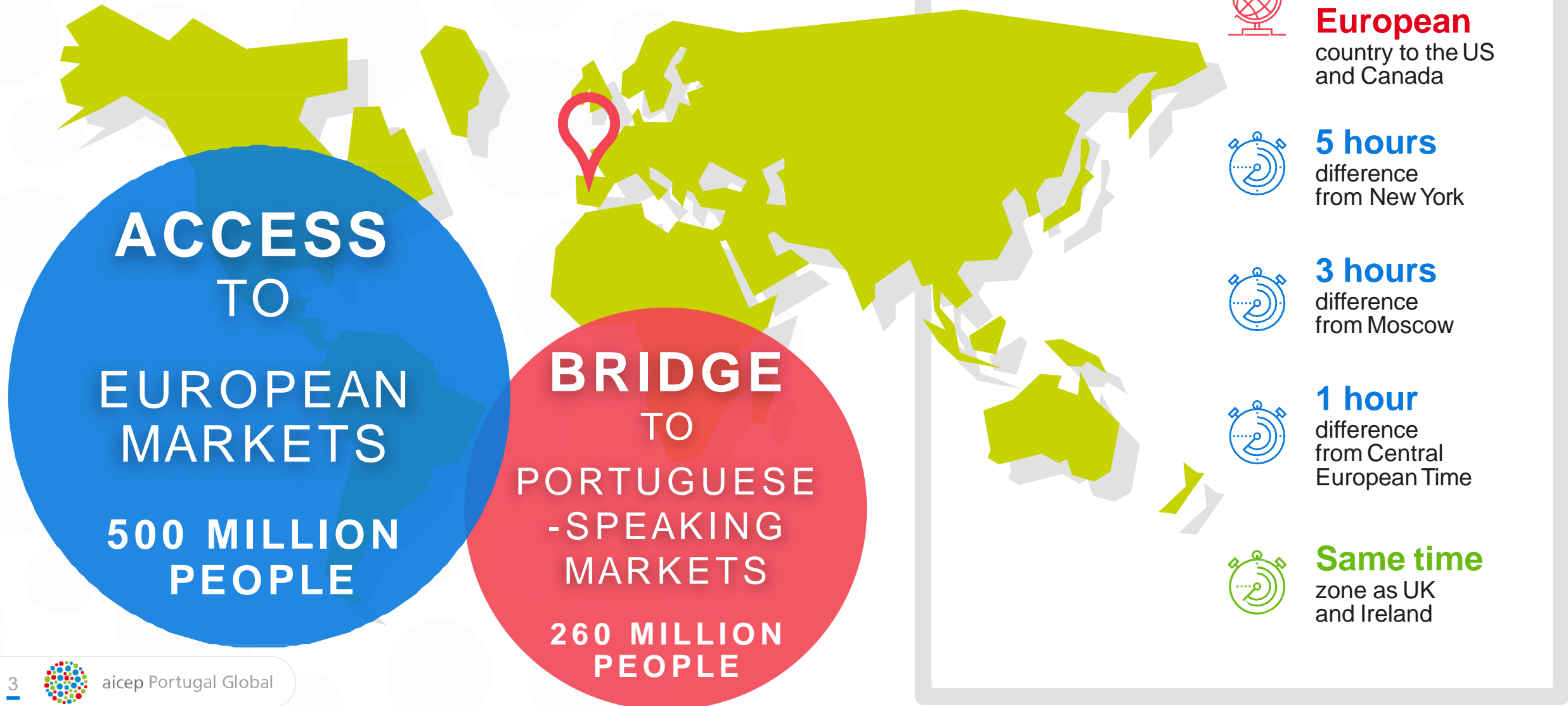
*More People Will Be Visiting  
Portugal This Year—Here's Why*  
JUN 2018

**TNW**

*Tech industry players are moving to Portugal*  
DEC 2017



# STRATEGIC ATLANTIC LOCATION





# COMPETITIVENESS & BUSINESS ENVIRONMENT



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# ECONOMIC GROWTH

+2,1%

GDP Growth  
2018

5,3%

Exports Growth  
2017/2018

43,6%

Exports/GDP 2018  
(29% in 2009)

9,2%

Gross Fixed  
Capital Formation  
Growth  
2017

6,4%

Unemployment  
rate  
March 2019

17,6%

Youth  
unemployment  
rate (under 25)  
Jan 2019

# COMPETITIVENESS

2017  
153 Countries

FORBES BEST  
COUNTRIES FOR  
DOING BUSINESS  
RANKING

**#24**

Forbes

2018/2019  
190 Countries

DOING  
BUSINESS  
REPORT

**#34**



2018  
126 Countries

GLOBAL  
INNOVATION  
INDEX

**#32**

INSEAD  
The Business School  
for the World®

WIPO



2018  
140 Countries

THE GLOBAL  
COMPETITIVENESS  
REPORT

**#34**

WORLD  
ECONOMIC  
FORUM

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





# INVESTMENT TRACK RECORD

## INDUSTRIAL INVESTMENT : NEW AND EXPANSION

### SAKTHI



New industrial unit of Sakthi Portugal, a foundry producing automotive safety-critical components in nodular iron

### GMD



New industrial unit of GMD group, high pressure die casting components for automotive industry

### MECACHROME



New industrial unit for manufacturing titanium parts for aircraft engines

### BORGWARNER



Expansion of existing plant to produce new emission control components for automotive industry

### HOWA TRAMICO



First industrial unit in Portugal to produce headliner for automotive industry

### BOSCH



Bosch car multimedia strengthened its business with 55Mn Eur investment in R&D activities

### EBERSPÄCHER



Eberspächer opens exhaust technology plant in Portugal



# INVESTMENT TRACK RECORD

ATTRACTIVE AND RELIABLE INVESTMENT DESTINATION

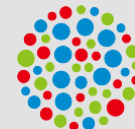
## M & A OPERATIONS

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.





# EXPORTING SECTORS



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# TOP EXPORT MARKETS

## GOODS

57,925 Mn€ (Jan-Dec 2018)

1	Spain	25,3%
2	France	12,7%
3	Germany	11,5%
4	United Kingdom	6,3%
5	United States of America	5,0%
6	Italy	4,3%
7	Netherlands	3,8 %
8	Angola	2,6%
9	Belgium	2,3%
10	Brazil	1,4%

## SERVICES

29,640 Mn€ (Jan-Nov 2018)

1	United Kingdom	15,7%
2	France	15,1%
3	Spain	12,7%
4	Germany	10,1%
5	United States of America	6,2%
6	Brazil	4,6%
7	Netherlands	3,9%
8	Switzerland	3,2%
9	Belgium	3,1%
10	Italy	2,5%



# METALLURGICAL AND MECHANICAL

## OVERVIEW

**14,891**  
Companies  
(2016)

**24,202vMn€**  
Turnover  
(2017)

**19,050 Mn€**  
Exports  
(2018)

In 2018, Portugal has exported metallurgical and mechanical products to **181 COUNTRIES**.

**TOP 5** Export markets:

Spain (21,9%), Germany (16,4%), France (15,9%), United Kingdom (7,7%), Italy (4,2%).



### TOP EXPORTED PRODUCTS (% TOTAL EXPORTS)

**40,7%** AUTOMOTIVE VEHICLES & EQUIPMENT

**16,6%** METAL PRODUCTS

**14,2%** MACHINERY AND EQUIPMENT

**14,1%** ELECTRONIC & ELECTRIC EQUIPMENT

**10,5%** PRIMARY METAL PRODUCTS

**3,9%** OTHER TRANSPORT EQUIPMENT

# AUTOMOTIVE

## OVERVIEW



## AUTOMOTIVE PRODUCERS

### KEY FIGURES 2018

**Number vehicles produced** 294.366

**Exports** 97%

**Employment** 6.292 (2017)

**5 Factories** Volkswagen, Peugeot Citroen, Mitsubishi Fuso Trucks, Toyota Caetano, CaetanoBus

**Type of Vehicles** Cars, light commercial vehicles and heavy buses

**Export Markets** Germany (21,4%,), France (15,4%), Italy (12,2%), UK (10,7%), Spain (9,7%)

## COMPONENTS SUPPLIERS

### KEY FIGURES 2018

**Number of Companies** +235

**Turnover** 11.300 Mn euros

**Exports** 83%

**Employment** 55.000

**Top Export Markets** Spain, Germany, France, UK, Italy

#### Main Products

- > Metallurgical & Mechanical (32%)
- > Electric and Electronic (30%)
- > Plastic and Rubber (19%)
- > Textiles (11%)

# FASHION

## OVERVIEW

### TEXTILE & CLOTHING

**12,000**  
Companies  
(2016)

**7,607 Mn€**  
Turnover  
(2017)

**5,314 Mn€**  
Exports  
(2018)

In 2018, Portugal has exported Textile & Clothing products to **193 COUNTRIES**.

**TOP 5** Export markets:

Spain (31,9%), France (12,5%), Germany (8,4%), United Kingdom (7,6%), Italy (6,2%).

### FOOTWEAR

**2,800**  
Companies  
(2016)

**2,504 Mn€**  
Turnover  
(2017)

**1,958 Mn€**  
Exports  
(2018)

In 2018, Portugal has exported Footwear to **166 COUNTRIES**.

**TOP 5** Export markets:

France (20,8%), Germany (18,5%), Netherlands (13,7%), Spain (9,5%), United Kingdom (6,3%).



# AGROFOOD

## OVERVIEW

137,000  
Companies  
(2016)

20,408 Mn€  
Turnover  
(2017)

6,550 Mn€  
Exports  
(2018)



In 2018, Portugal exported food to  
**180 countries**

### TOP EXPORTED FOOD PRODUCTS

- > Wine and drinks
- > Fish (canned not included)
- > Fruits
- > Olive oil
- > Meat
- > Canned fruits and vegetables
- > Milk and dairy
- > Vegetable crops
- > Canned fish
- > Biscuits and conserved pastry



- Portugal ranks **#3** as EU's largest tomato producer
- Portugal ranks **#5** as world's largest olive oil exporter
- Portugal ranks **#11** as world's largest wine producer

Several major international companies have chosen Portugal to invest: Nestlé, Unilever, Sicasal, Nobre, Fromageries Bel, Carlsberg-Unicer, Heineken, Dat-Shaub, Bonduelle, Schreiber Foods, Driscoll's, Bimbo, ASR Group, Ardo, Stolt Sea Farm.



# LIFESCIENCES

## OVERVIEW

### CORE ACTIVITIES

#### Pharma & Biotech

Turnover: 1.700 Mn Euro; FTE 6100

#### Medical Devices

Turnover: 300 Mn Euro; FTE 3600

#### Healthcare

Turnover: 11.000 Mn Euro; FTE 180.000

### EXPORTS

In 2018, Portugal has exported **1,196 Mn€** of pharmaceutical products to **150 COUNTRIES**.

#### TOP 5 Export markets:

Germany (15,1%), United Kingdom (11,6%), Spain (8,4%), France (8,4%) and Angola (8,4%).

### INNOVATION

10 Pharmaceuticals Companies in the TOP 100 Portugal's largest R&D investors : **BIAL, HOVIONE, BIOCANT, BLUEPHARMA, TECNIMEDE, EUROTRIALS, UNILFARMA, HIKMA, AMGEN, MEDINFAR**





# SOURCE FROM PORTUGAL

## HOW TO FIND POTENTIAL PARTNER IN PORTUGAL

We help you to find the business partner that best matches your request for Portuguese products or services and to help you to identify the Portuguese brand, sector, product or service that you are looking for.



## BUY FROM PORTUGAL

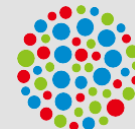
PORTUGUESE SUPPLIERS DIRECTORY

<http://export.portugalglobal.pt/export/>





# COMPETITIVE ADVANTAGES



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# TALENT

## IN HIGHER EDUCATION

DU ES D  
OS - DU ES  
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 D  
EGREES**  
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 orto 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



# INNOVATION

PORTUGAL IS A TOP COUNTRY IN  
PROVIDING TECHNOLOGICAL SERVICES



INNOVATION  
CAPABILITY

#32



QUALITY OF  
SCIENTIFIC  
RESEARCH  
INSTITUTIONS

#26



UNIVERSITY-  
INDUSTRY R&D  
COLLABORATION

#32



GLOBAL  
COMPETITIVENESS  
REPORT 2018  
(140 COUNTRIES)



**BOSCH**

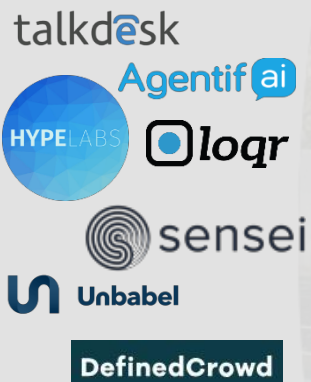
“ Today, the company has one of the largest dedicated R&D teams in Portugal, with over 500 highly qualified engineers working both on hardware and software solutions in Aveiro, Braga and Ovar. In this way, **Bosch stands not only for Made in Portugal but also for Invented in Portugal.** ”  
July, 2017

# INNOVATION

PORTUGAL IS A BOOMING  
ECOSYSTEM FOR STARTUPS



Artificial  
Intelligence



Virtual  
Reality

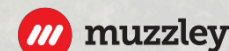
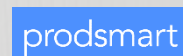
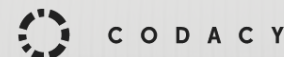


e-Commerce

FARFETCH



IoT



Life  
Sciences



Fintech





# INFRASTRUCTURES

## TRANSPORT

Portugal is the  
**19<sup>th</sup> country** in the  
world with **better**  
**infrastructures**

WORLD  
ECONOMIC  
FORUM

GLOBAL  
COMPETITIVENESS  
REPORT 2018  
(140 COUNTRIES)

Quality  
of Roads



**#5**

Railroad  
density



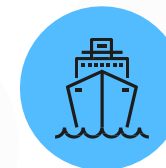
**#29**

Airport  
connectivity



**#30**

Efficiency  
of seaport  
services



**#26**

ALL MAINLAND SEAPORTS ARE  
CONNECTED TO THE RAIL NETWORK  
ONWARDS TO **SPAIN AND CENTRAL E**  
**UROPE**



# INFRASTRUCTURES

## INTERNATIONAL AIRPORTS

**PORTO**  
**100 DESTINATIONS**

with direct flights.



PORTO

**LISBON**  
**139 DESTINATIONS**

with direct flights.



LISBOA

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



**215** PARIS  
**195** LONDON  
**187** MADRID  
**110** GENEVA  
**094** FRANKFURT  
**052** MUNICH  
**037** NEWYORK  
**021** MOSCOW

Source: ANA/VINCI Airports of Portugal, 2018



Aeroporto  
Humberto Delgado  
Lisboa

# INFRASTRUCTURES

## 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





# INFRASTRUCTURES

## SITE SELECTION

The country offers a wide range of industrial areas and ready-to-use business parks, with on-site infrastructures and utilities, private or local Government-owned.

Through **PORTUGAL SITE SELECTION**, a web based search engine for business locations in Portugal, the following sites are identified:

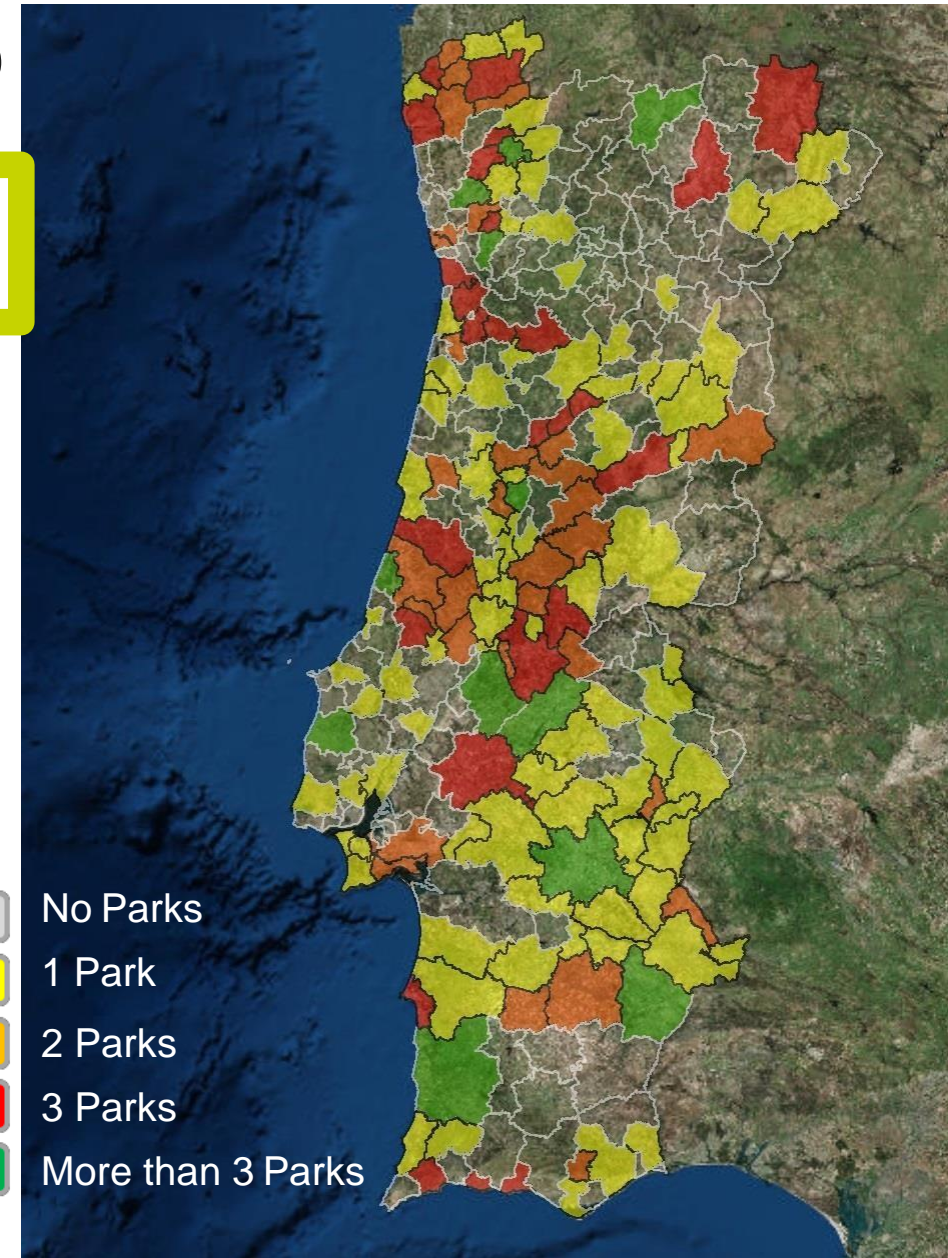
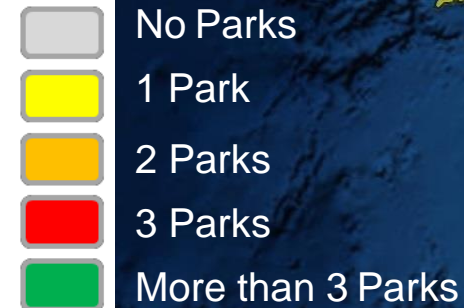
**PORTUGAL**  
SITE SELECTION

[www.portugalsiteselection.pt](http://www.portugalsiteselection.pt)

12.786 plots

4.909 available plots

341 business parks





# ATTRACTIVE *INCENTIVES*



**PRODUCTIVE**  
INVESTMENT

TAX-CREDIT  
**FINANCIAL**  
SUPPORT



**R&D**  
INVESTMENT

TAX-CREDIT  
**FINANCIAL**  
SUPPORT



**JOB**  
CREATION

TAX  
EXEMPTION  
**GRANT**

# EXPATS + WORLD

# TAX REGIME 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



# TECH VISA

APPLICATIONS  
WILL OPEN IN  
JANUARY 2019

## 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.





# 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.

## INDEPENDENT

**Lisbon emigration: Why millennials are moving to the Portuguese capital in their droves**

Sept 26, 2017

“s freelancers and digital nomads make the most of being able to work from anywhere, the city is fast becoming the relocation hub of choice for flexible young professionals”

## CNN

**The new Berlin? How austerity helped Lisbon's creatives to succeed**

Aug 07, 2017

“It's clear everywhere you look that Lisbon is on the up -- and part of its appeal is an art and culture scene that has, until relatively recently, been a well-kept secret.”

## FINANCIAL TIMES

**The Fast Lane: why all the world is going to Lisbon**

Sept 22, 2017

“While other countries spend a fortune attracting ‘influencers’, in Portugal it has happened organically”



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





# 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 ortugal'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

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