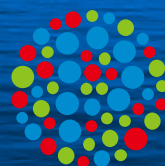
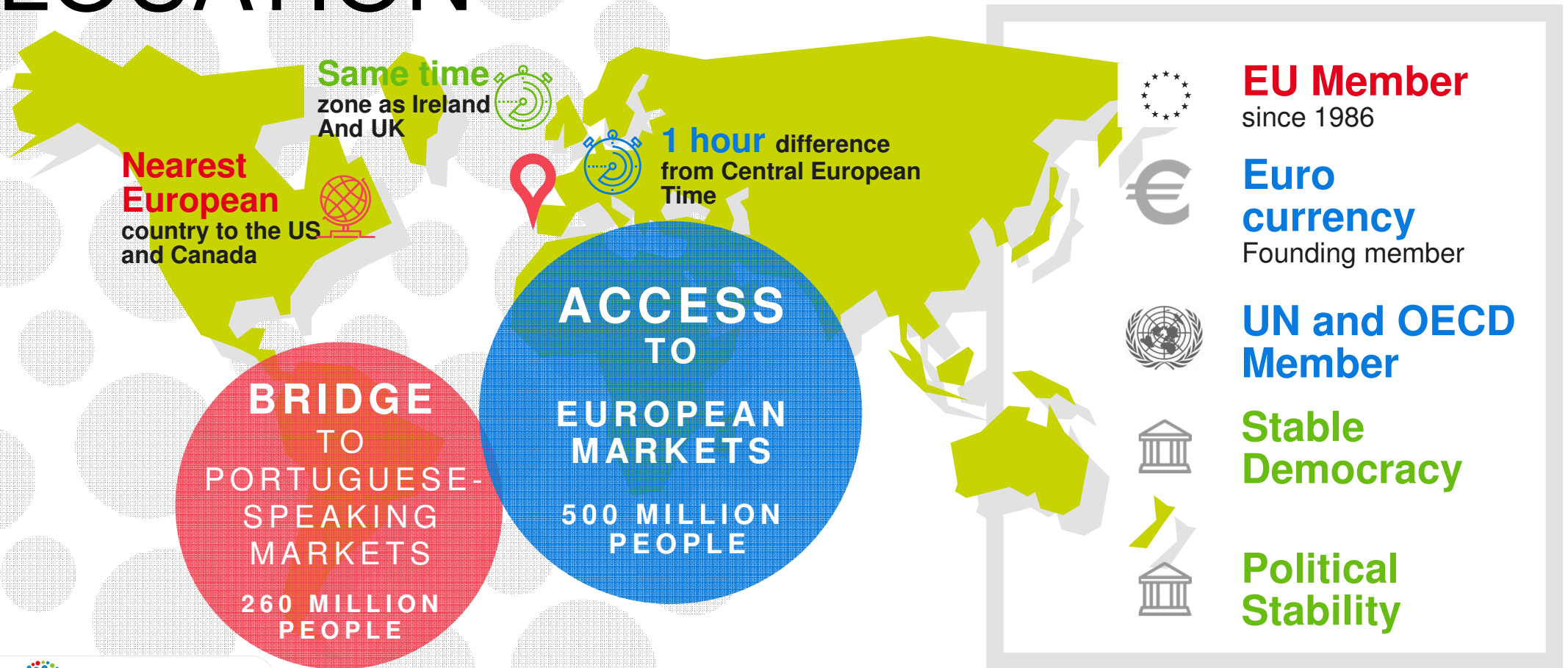


WHY PORTUGAL



aicep Portugal Global

STRATEGIC EUROPEAN LOCATION





COMPETITIVENESS & BUSINESS ENVIRONMENT



aicep Portugal Global

INVESTMENT IS ACCELERATING

NEW INVESTMENTS BASED ON TALENT. INNOVATION. COMPETITIVENESS.



2018
67 Countries

2ND MOST OPEN
COUNTRY FOR FDI.
OECD FDI
RESTRICTIVENESS
INDICATOR

#2

Source: OECD International Direct
Investment Statistics: OECD FDI regulatory
restrictiveness index

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 | Spot | Daily | Historical [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. **2ND 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**



RECENT TRACK RECORD

NEW TECHNOLOGY-BASED OPERATIONS

SIEMENS

Expands its Lisbon Tech Hub for cybersecurity, artificial intelligence and robotics.

BOSCH

Opens a technology center for automated mobility in Braga

CLOUDFLARE

Opens a technology center in Lisbon for engineering, security, customer support and research to support EMEA operations



Mercedes-Benz

Opens a Digital Delivery Hub in Lisbon

NATIXIS

Opens an IT development centre in Porto

**Schröder
HYPERION**

Opens center of excellence in Lisbon to develop state-of-the-art Smart City lighting solutions.



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

Vestas

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

ZUMTOBEL

Opens a new group wide software competence centre for lighting technologies in Porto

XING

New global software development centre in Porto

Carlsberg

Opens a Global Digital and Analytics Center in Lisbon

“With the offices in Portugal, we are integrating a key location for development of digital services. At the same time, we will benefit from a growing and dynamic environment with young talents who fit our DNA perfectly.”

- Christoph Grote, Senior Vice-President
BMW Group Electronics

RECENT INVESTMENT TRACK RECORD

INDUSTRIAL INVESTMENT: NEW & EXPANSION



RELEVANT MERGERS & ACQUISITIONS





COMPETITIVE ADVANTAGES



aicep Portugal Global

TALENT

INTERNATIONAL BENCHMARKING



SKILLED LABOUR
RANK

#13



LANGUAGE
SKILLS

#7



MANAGEMENT
EDUCATION

#15



UNIVERSITY
EDUCATION

#18



GRADUATES
IN SCIENCES

#11

WHAT COMPANIES SAY



“ There is an **openness to business** and a lack of ego. Some nearshoring centres are getting saturated and losing that humility. In Lisbon our **people pride themselves in doing do really good work**. We are looking for **creativity** and some thinking that is a bit different. ”

Jawaz Illavia

VP Global Business Services - Digital &
Commercial at Carlsberg Group



CLOUDFLARE

“ As Cloudflare considered locations for its third European office, Lisbon, a **well-connected international hub** brimming with **strong local engineering talent**, seemed like a **clear choice**. ”

Matthew Prince

Co-Founder and CEO of Cloudflare

TALENT

HIGH-LEVEL TALENT. FLEXIBLE. COMMITTED.



GRADUATES

2017/2018

SCIENCE, TECHNOLOGY
ENGINEERING AND MATHS¹

79.849

30%

CHANGE
[YoY]

+4.0%



ENROLLED IN HIGHER EDUCATION

2018/2019

SCIENCE, TECHNOLOGY
ENGINEERING AND MATHS¹

385.247

30%

+3.0%



ENROLLED IN HIGH SCHOOL

2017/2018

400.000

+2.1%

DID YOU KNOW?

2nd HIGHEST RATE OF ENGINEERING
GRADUATES IN EUROPE

SCIENCE AND MATHS: **ABOVE OECD
AVERAGE** IN PISA RANKINGS

138,871 ENROLLED IN **VOCATIONAL
EDUCATION** AND TRAINING

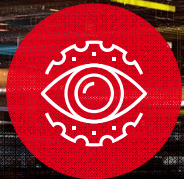
52,821 **FOREIGN STUDENTS**
ENROLLED IN PORTUGUESE
UNIVERSITIES (2018/2019)

Source: Eurostat, Financial Times, PISA rankings,
Ministry of Education



INNOVATION

PORTUGAL IS A TOP COUNTRY IN
PROVIDING TECHNOLOGICAL SERVICES



INNOVATION
CAPABILITY

#31



RESEARCH &
DEVELOPMENT

#34



RESEARCH
INSTITUTIONS
PROMINENCE

#27

129 Countries

GLOBAL
INNOVATION
INDEX 2019

#32

INSEAD
The Business School
for the World®

WIPO



WORLD
ECONOMIC
FORUM

GLOBAL
COMPETITIVENESS
REPORT 2019
(141 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



INFRASTRUCTURES

TRANSPORT

Quality
of Roads



#8

Railroad
density



#31

Airport
connectivity



#30

Efficiency
of seaport
services



#36

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

Portugal is the
21st country in the
world with **better
infrastructures**

WORLD
ECONOMIC
FORUM

GLOBAL
COMPETITIVENESS
REPORT 2019
(141 COUNTRIES)

INFRASTRUCTURES

AN INTEGRATED TRANSPORT SYSTEM FOR EFFICIENT LOGISTICS



4 INTERNATIONAL AIRPORTS IN THE MAINLAND



2.562 KM NETWORK



6 INTERNATIONAL SEAPORTS

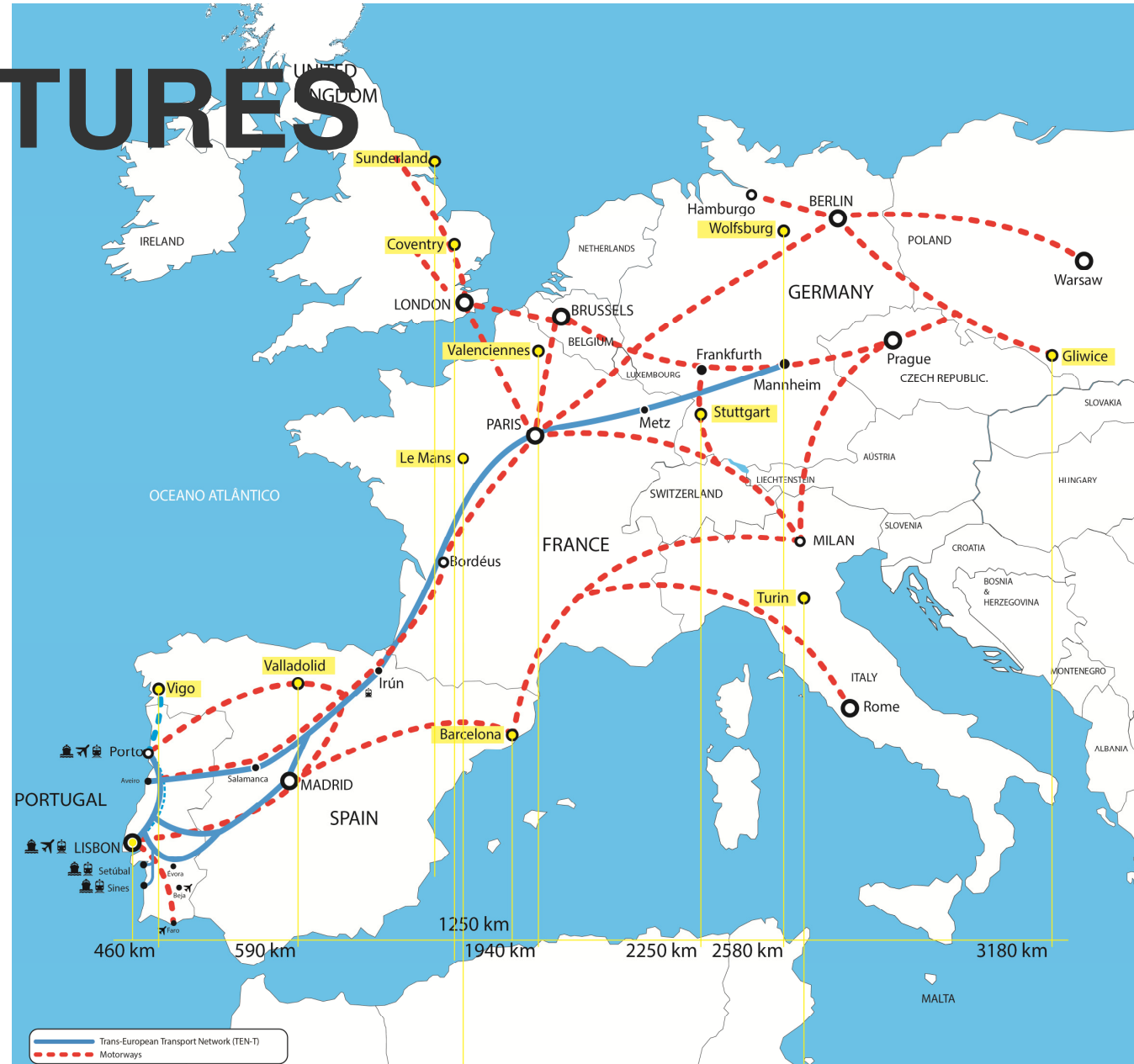
SINES – DEEP SEA WATER PORT
PORTO – SECOND LARGEST PORT



3.122 KM MOTORWAY LENGTH

8# IN MOTORWAY DENSITY IN OECD

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



INFRASTRUCTURES

INTERNATIONAL AIRPORTS

PORTO 99 DESTINATIONS

with direct flights.



PORTO

LISBON 146 DESTINATIONS

with direct flights.



LISBOA

WEEKLY FLIGHTS FROM LISBON TO

132	LONDON
113	MADRID
94	PARIS
68	BARCELONA
52	BRUSSELS
47	AMSTERDAM
35	FRANKFURT
31	ZURICH
27	MUNICH
27	MILAN
24	BERLIN
7	WARSAW

WEEKLY FLIGHTS FROM PORTO TO

95	PARIS
91	MADRID
50	LONDON
34	BARCELONA
26	FRANKFURT
25	BRUSSELS
24	MILAN
20	AMSTERDAM
16	ZURICH
15	MUNICH
4	BERLIN
4	WARSAW

Aeroporto
Humberto Delgado
Lisboa

TELECOMMUNICATIONS

CONNECTIVITY: HIGH SPEED. ADVANCED INFRASTRUCTURE



CRITERIA

RANKING

Connectivity	#18
Integration of Digital Technology	#11
Digital public services	#9

DIGITAL ECONOMY AND SOCIETY INDEX, 2019, EU 28



Communication Technology	#11
Digital/ Technological Skills	#13

IMD WORLD DIGITAL COMPETITIVENESS RANKING 2019, 63 COUNTRIES





INVESTMENT SUPPORT



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ATTRACTIVE INCENTIVES



PRODUCTIVE
INVESTMENT

TAX-CREDIT
FINANCIAL
SUPPORT



R&D
INVESTMENT

TAX-CREDIT
FINANCIAL
SUPPORT



JOB
CREATION

TAX
EXEMPTION
GRANT

EXPAT 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

TECH VISA

TALENT IS ALSO CHOOSING PORTUGAL

WHAT

Tech Visa is a certification program addressed to companies that wish to attract **highly qualified and specialized staff** from countries not included in the Schengen area.

TARGET

This program aims to ensure that highly qualified staff can access jobs created by **Portuguese incorporated companies or startups**, in a **simplified way**.

WHERE

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

WHO

IAPMEI (Portuguese SME Agency) is responsible for the evaluation and certification of companies, under this program.

20

Business days to analyze the application

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

~1.000

New jobs
(Terms of Liability issued)

220

Certified companies until December 2019

91%

in IT

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.



GLOBAL
PEACE INDEX
2019*

#3



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

#1

Source:

* Institute for Economics and Peace, 163 countries

** InterNations, Expat Insider 2019

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



**WORLD'S LEADING
DESTINATION
2019**





AICEP
Was awarded as **Best to Invest TOP IPA 2019** for Western Europe Region

WE INFORM

ENQUIRY-HANDLING

Professional handling of investor enquiries, provide comprehensive and accurate information and data, benchmark reports with other locations.



WE CONNECT

SITE LOCATION

Provide different site proposals according to project specifications. Help setting up direct contacts with local entities.



WE SUPPORT

FACT-FINDING VISITS

AICEP organizes and schedule site visits with local entities, including local authorities, universities, training centre, HR companies and peer companies.

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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aicep Portugal Global