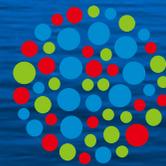


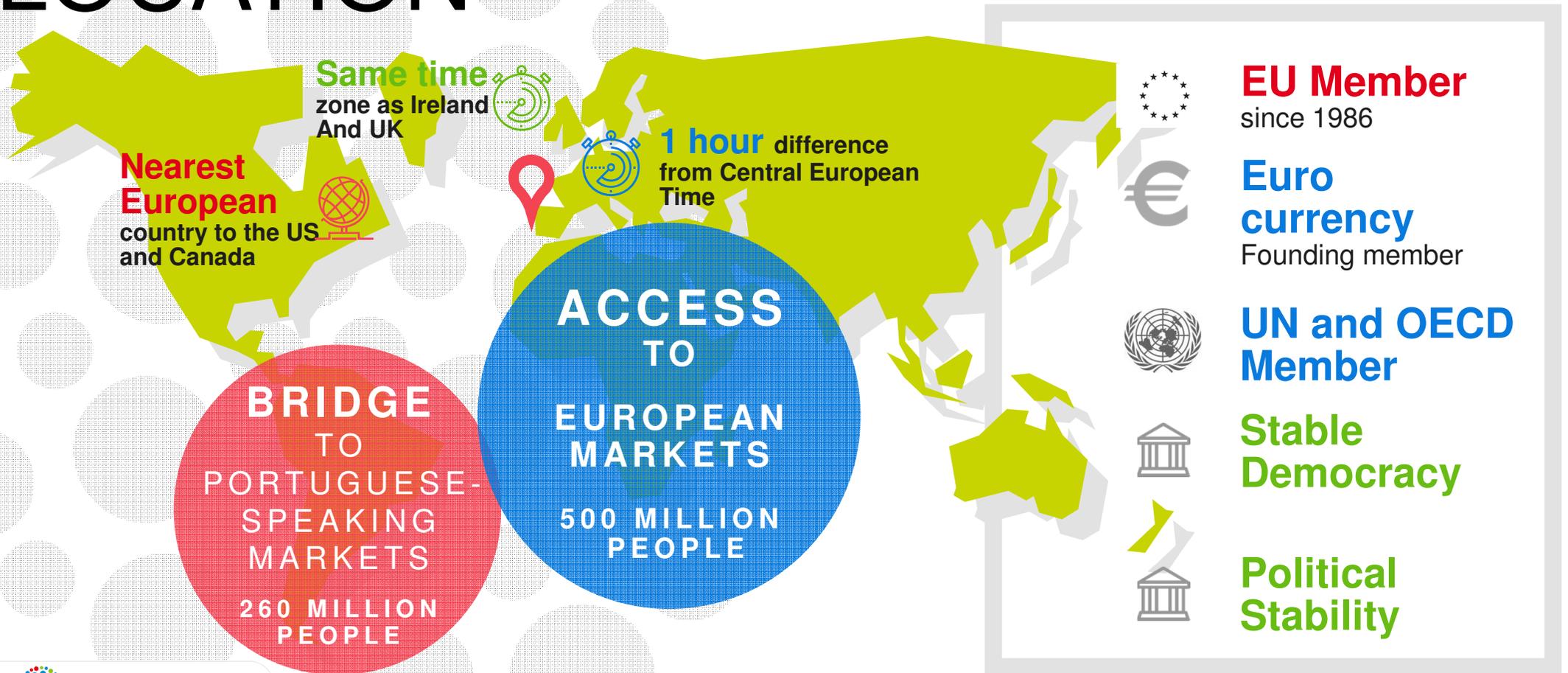


# WHY PORTUGAL



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# STRATEGIC EUROPEAN LOCATION





# COMPETITIVENESS & BUSINESS ENVIRONMENT



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# INVESTMENT IS ACCELERATING

NEW INVESTMENTS BASED ON TALENT. INNOVATION. COMPETITIVENESS.



2018  
67 Countries

2<sup>ND</sup> 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. [START A FREE TRIAL](#)

Live | Spot | Daily | Historical

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



# 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



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# 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 MATHS<sup>1</sup>

**79.849**

**30%**

CHANGE  
[YoY]

**+4.0%**



**ENROLLED IN  
HIGHER EDUCATION**  
2018/2019

SCIENCE, TECHNOLOGY  
ENGINEERING AND MATHS<sup>1</sup>

**385.247**

**30%**

**+3.0%**



**ENROLLED IN HIGH  
SCHOOL**  
2017/2018

**400.000**

**+2.1%**

## DID YOU KNOW?

**2<sup>nd</sup>** 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

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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 **21<sup>st</sup>** country in the world with **better infrastructures**

WORLD ECONOMIC FORUM

GLOBAL COMPETITIVENESS REPORT 2019 (141 COUNTRIES)



# INFRASTRUCTURES

## INTERNATIONAL AIRPORTS

**PORTO**  
**99 DESTINATIONS**

with direct flights.



**LISBON**  
**146 DESTINATIONS**

with direct flights.



### 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



# 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.

## 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 2019\*

#3



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

#1



WORLD'S LEADING DESTINATION 2019

# AICEP

**INVESTMENT  
PROMOTION  
AGENCY**

**TRADE  
PROMOTION  
AGENCY**

**ONE-STOP SHOP  
AGENCY**



**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

### INCENTIVES

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



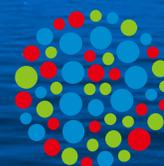
PORTUGAL

**THE RIGHT CHOICE.  
THE RIGHT TIME.**



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