



IRELAND PORTUGAL *Business Network*

REDE DE NEGÓCIOS LUSO-IRLANDESA

AGM 2020

AGENDA

1. Minutes of the 2019 AGM
2. Review of the Activities of the Association in 2019
3. Approve the Financial Statements of year ended 31st December 2019
4. Approve the Budget for the Board for year 2020
5. Elect new members of the Association
6. Re - elect members to the Board of Director
7. Elect new Board members
8. Re- elect the Chair of the Board of Directors
9. Elect new Deputy Chair of the Boars of the network
10. Elect new Fiscal Board

EXECUTIVE PARTNERS

AGREEN III
FULL CYCLE
BUILDING MANAGEMENT



**Our goal is to
grow economic
activity between
Ireland and
Portugal.**

- **Running network events that allow people to meet including**
 - Member meet Member forums (free to attend)
 - Major events such as the Sustainability Forum and Algarve Tourism Conference
 - Conversation with a leader series
- **Facilitating the promotion of members activities, products or services through**
 - Our own website www.Ireland-Portugal.com
 - Our Linked-In site which shares members news and activities
 - Our new webinar series allowing members to showcase their knowledge and expertise

EXECUTIVE PARTNERS





IRELAND PORTUGAL *Business Network*

REDE DE NEGÓCIOS LUSO-IRLANDESA

Mission

**Our goal is to
grow economic
activity between
Ireland and
Portugal.**

- **Supporting Portuguese companies looking to Ireland for business opportunities and vice versa**
 - Trade Missions
 - Living and Working in Portugal Event in Dublin
 - Exploring the idea of running an event in Lisbon or possibly Porto for doing business in Ireland
- **Helping Government Agencies explore and enhance trade links between the 2 countries**
 - Supporting Enterprise Ireland clients at events in Portugal
 - Supporting AICEP with opportunities to work with us on events for their clients in Ireland
- **Constant support and assistance for network members through**
 - One to One introductions
 - Sharing information and opportunities with individual and groups of members
 - Planning events and activities that support particular member sectors and industries

EXECUTIVE PARTNERS



FULL CYCLE
BUILDING MANAGEMENT



DENSE AIR

Review 2019

- 1. Jan 30** – Inaugural IPBN Business Success Award – Omeys Projects
- 2. Mar 12** – Investment Incentives in the Tourism sector – Algarve
- 3. Mar 18** – St. Patrick's Day inaugural Sustainability conference - Innovation in Energy & Smart Cities at the CCIP
- 4. Mar 22** – St. Patrick Gala Dinner – Torres Vedras
- 5. April 29** – AGM 2019
- 6. May 30** – Circular Economy – A panel discussion about the future of the Algarve
- 7. June 6** – Finding your USP – Story telling in Business with IPBN member Mark Downey
- 8. June 11-13** – ICT Trade Mission to Dublin
- 9. June 14** – Networking at Dano's – Quinta do Lago



Review 2019

10. Sep 19 – First MMM (Members meet Members) – Startup Lisboa HQ

11. Sep 27 – Healthcare Tourism Conference at the Hilton Vilamoura

12. Oct 18 – Conversation with a leader – Sean Moriarty, CEO Quinta do Lago

13. Nov 21 – MMM Lisbon

14. Dec 4 – Business Networking with Enterprise Ireland – Hotel Lisboa Plaza

15. Dec 13 – MMM Algarve



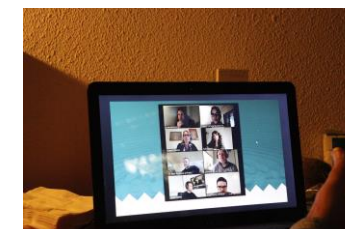


IRELAND PORTUGAL *Business Network*

REDE DE NEGÓCIOS LUSO-IRLANDESA

Q1 2020

- 1. Jan 30** – IPBN Business Success Award – Global Shares
- 2. Feb 4** – The Portugal Conference in Dublin – Doing business, working & Living in Portugal
- 3. Mar 9** – A conversation with a leader. Dr Easkey Britton, Marine Social Scientist
- 4. Mar 16** – St. Patrick's Day Sustainability conference.
POSTPONED
- 5. Mar 18 – Present** – IPBN Webinar Series – To stay connected & well informed during the COVID-19 crisis



- Membership has grown from 75 in Jan 2019 to 130 as of today, generating revenue of €18,825
- Event sponsorship in 2019 generated €8,750 with Q1 2020 already at €10,100
- Two Executive Partners: Dense Air & AGREEN Full cycle & Building Management
- New website launched in Jan 2020
 - facilitating online membership payment,
 - Improved navigation and better content management
 - Improved ability to share member news
- Social Media:
 - LinkedIn: 903 followers
 - Newsletter subscribers: 426 subscribers with 47% open rate
 - Spotlights published: 14





IRELAND PORTUGAL *Business Network*

REDE DE NEGÓCIOS LUSO-IRLANDESA

2020 – What the year ahead holds now

Challenge : Address the needs of members that emerge as they try to save, maintain or hopefully grow their businesses in the challenging times ahead.

Provide valuable information, support and a welcoming environment.

Keep people meeting and networking even if they can't do so in person

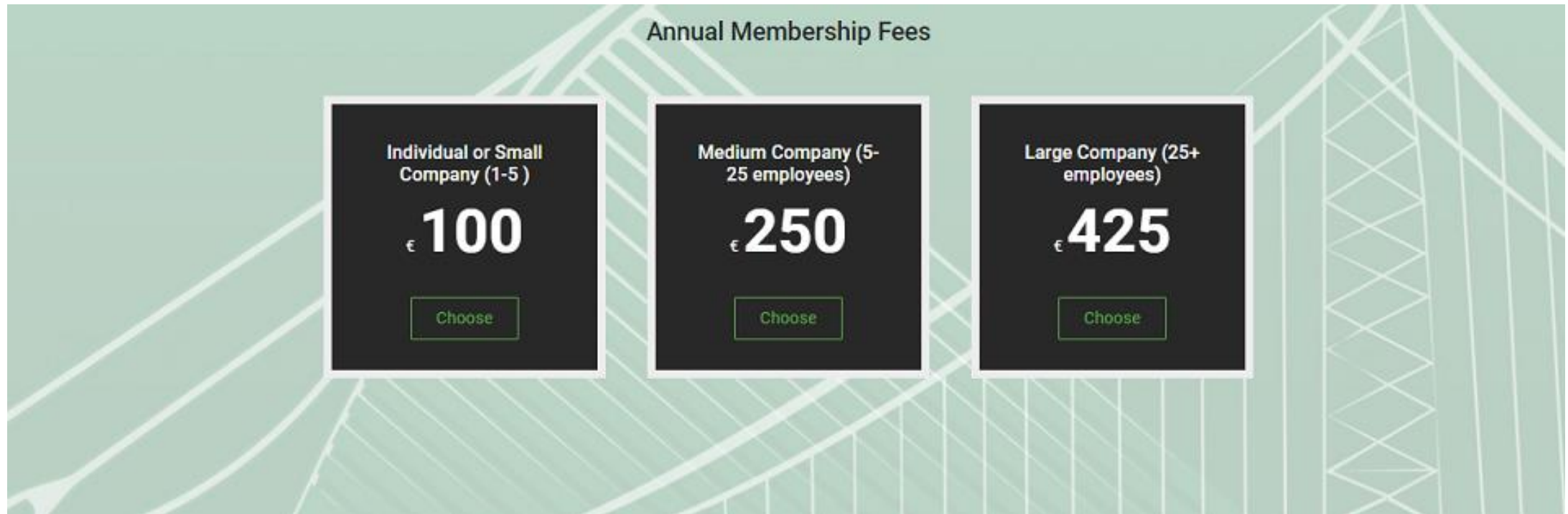
- Webinars / Member meet Member / Conversations with Leaders – all to be maintained now online until Government guidance allows social interaction resume
- Plan to hold our conferences online or in a mix of online and in person if social distancing rules can be adhered to.
- Fully explore how technology developments and advances can enhance our options to connect members and help them find people, products and services that can help them maintain, develop and grow their business.
- Appointment of a Deputy chair will assure continuity and ensure the introduction of new ideas, practices and allows for increased membership participation.
- Continue to seek funding and Government supports as the work of the network takes on more importance and relevance as people need to new/alternative business opportunities and to stay connected to others for information and support.



IRELAND PORTUGAL *Business Network*

REDE DE NEGÓCIOS LUSO-IRLANDESA

New Membership rates 2020



If you want to consider becoming an Executive Partner with all its advantages of raising your profile and participation, talk to us!

IPBN-Associação Ireland Portugal Business Network
NIF 508381274

DEMONSTRAÇÃO INDIVIDUAL DOS RESULTADOS POR NATUREZAS /
Income and Expenses Statements by nature

31 de Dezembro 2019

Montantes expressos/Expressed amounts:
EURO

RUBRICAS / SECTIONS	Exercícios / Exercices	
	31.12.2019	31.12.2018
RENDIMENTOS E GASTOS / INCOME AND EXPENSES		
Subsídios à exploração / Operating subsidies	14 950,00	
Fornecimentos e serviços externos / Supplies and services.....	(32 568,23)	(38 809,60)
Outros rendimentos e ganhos / Other income and earnings	28 700,00	43 919,64
Outros gastos e perdas / Other expenses and losses	(2 201,18)	
Resultados antes de depreciações, gastos de financiamento e impostos / Profit before depreciation, financing expenses and taxes	8 880,59	5 110,04
Resultado operacional (antes de gastos de financiamento e impostos) / Operating profit (before financing expenses and taxes)	8 880,59	5 110,04
Resultado antes de impostos / Profit before tax	8 880,59	5 110,04
Imposto sobre o rendimento do período / Income tax period		
Resultado líquido do período / Net income	8 880,59	5 110,04

O Técnico Oficial de Contas
/ The Chartered Accountant

A Administração
/Board signature


THE TAXCO PORTUGAL, LDA.
NIF 514 716 827
Praça Duque de Saldanha, 1
Edifício Atrium Saldanha, Piso 7,F1
1050-094 Lisboa - Portugal

IPBN-Associação Ireland Portugal Business Network
NIF 508381274

BALANÇO INDIVIDUAL / BALANCE INDIVIDUAL


31 de Dezembro 2019

Montantes expressos/Expressed amounts:
EURO

RUBRICAS / Sections	Exercícios / Exercises	
	31.12.2019	31.12.2018
ACTIVO / Active		
Activos corrente/Current assets:		
Clientes/ Customers.....	1 900,00	
Outras contas a receber/ Other accounts receivable.....	665,49	
Caixa e depósitos bancários / Cash and bank deposits.....	13 841,14	6 305,00
	16 406,63	6 305,00
Total do Activo / Total Assets	16 406,63	6 305,00
CAPITAL PRÓPRIO E PASSIVO/ EQUITY AND LIABILITIES		
Capital próprio / Shareholders' equity		
Capital / Share capital.....	5 110,04	
#TRANSPOSIÇÃO/	5 110,04	
Resultado líquido do período / Net income.....	8 880,59	5 110,04
Total do capital próprio / Total Shareholders's equity	13 990,63	5 110,04
Passivo/ Liability		
Passivo corrente / Current liabilities:		
Fornecedores / Suppliers.....	1 992,29	
Estado e outros entes públicos / State and other public entities.....	28,75	
Outras contas a pagar / Other accounts payable.....	394,96	294,96
Diferimentos / Deferrals.....		900,00
	2 416,00	1 194,96
Total do passivo / Total liabilities	2 416,00	1 194,96
Total do Capital Próprio e do Passivo / Total Equity and Liabilities	16 406,63	6 305,00

O Técnico Oficial de Contas
/ The Chartered Accountant

A Gerencia
/Board signature



THE TAXCO PORTUGAL, LDA.
NIF: 514 716 827
Praça Duque de Saldanha, 1
Edifício Atrium Saldanha, Piso 7,F1
1050-094 Lisboa - Portugal

IPBN Budget		2020
Income		
	Corporate sponsors	2000
	Event Sponsorship	19000
	Membership Subscriptions	18900
	Event Income	8100
	Grant income	7500
total Income		55500
Expendiiture		
Employee Costs		
		15500
	VAT / Retention Arnold	4000
	Travel and Subsistence	3250
	Total Employee expenses	22750
office Costs		
	Telephone	550
	Consumables / Postage etc	
	Licences / anti-virus etc	100
	insurances	300
	Translation services	300
	Legal fees	
	Accounting fees	2350
	Administration Costs	300
	Management of Membership Drive & Database	
	Bank and audit fees	
Marketing		
	Print & Digital Marketing	2000
	Website and social media design	2500
	Photography & Videography	4200
Event costs		
	Event hosting	14000
	Event promotion (PR)	2500
		2500
	Total General (non-employee) Expenses	31600
Total Expenses		54350
Net Income		1150



Budget approved by
the Board Dec 2020

NB: Budget now needs to be revised urgently by the Board to reflect the new reality of hosting events digitally.

Election of New Members to the IPBN

<https://www.ireland-portugal.com/members/>



IRELAND PORTUGAL *Business Network*

REDE DE NEGÓCIOS LUSO-IRLANDESA



IRELAND PORTUGAL *Business Network*
REDE DE NEGÓCIOS LUSO-IRLANDESA

Board of Directors

Aoife Healy, Chair

Susan Cabeceiras

Máro Gago

Filipe Santiago

Diogo Ivo Cruz

Richard Hickson

Geoffrey Graham

Sharon Farrell (Algarve Committee Chair)

John Duggan (fiscal Board)

Gréag Purcell (fiscal Board)

Retiring : Andy O'Driscoll, Liam King, Sam
Pinnington

New Board Members proposed

Pedro Barata

Deputy Chair (to assume Chair role at 2021 AGM)

New Fiscal Board Member