



IRELAND PORTUGAL
Business Network
REDE DE NEGÓCIOS LUSO-IRLANDESA



Annual General Meeting 2022

Lisbon
7th April 2022

AGENDA

2



IRELAND PORTUGAL *Business Network*

REDE DE NEGÓCIOS LUSO-IRLANDESA

- Review of the Activities of the Association in 2021
- Approve the Financial Statements of year ended 31st December 2021
- Approve the 2022 Budget
- Elect new members of the Association
- Elect New Chair of the Board of Directors
- Re - Elect members to the Board of Directors
- Re - Elect the Fiscal Board



IRELAND PORTUGAL *Business Network*

REDE DE NEGÓCIOS LUSO-IRLANDESA

WHO WE ARE

The Ireland Portugal Business Network is a community of people in business who want to explore opportunities, partnerships and collaborations with other businesspeople in Portugal or in Ireland.

IPBN is the only independent organisation recognised by the Portuguese and Irish Governments and State organisations to provide such cross-country facilitation.





IRELAND PORTUGAL *Business Network*

REDE DE NEGÓCIOS LUSO-IRLANDESA



OUR MISSION

Grow economic activity between
Ireland and Portugal
by
creating Business opportunities
for our members



- ▶ **OUR ACTIVITIES**
- ▶ We run network events (online and in person) that
 - ▶ Keep our members informed
 - ▶ profile members
 - ▶ Invite industry leaders to share their knowledge and experience
 - ▶ help people to connect
- ▶ We create content, promote members activities, products or services on our digital platforms
- ▶ We create new business opportunities for our members with one-to-one introductions
- ▶ We assist Irish entrants to the Portuguese market and vice versa
- ▶ We help Government Agencies enhance trade links between the 2 countries



IRELAND PORTUGAL Business Network
REDE DE NEGÓCIOS LUSO-IRLANDESA

6



2021 IN REVIEW

A mix of

- Members meet Members – In presence & online
- Conversations with a leader
- Online Master Classes – Highlight of 2021
- Sustainability & Blue Ocean Economy conferences



Managing a Team in the New Hybrid Workplace

Hilary O'Shea, Co-Founder and CCO, Otonomee

otonomee

Thursday, Nov. 18 from 10h to 11h via ZOOM

IPBN MASTER CLASS SERIES

BEGIN.

Sustainability Conference

FREE DIGITAL EVENT
MARCH 16 - 18, 2021

SPONSORS: KONCEPT NEST

EXECUTIVE PARTNERS: AOREEN II

BARRY ANDREWS, MEP
DUBLIN REPRESENTATIVE
EUROPEAN PARLIAMENT

MICHAEL NAYLOR
PRIVATE EQUITY INVESTOR
GREEN INITIATIVE

DR. SARAH MILLER
CEO, THE REGENERATION CENTER
ENVIRONMENTAL INNOVATION AS A
REGENERATIVE FORCE

HON. WILL WYNN
FORMER MAYOR OF AUSTIN TEXAS
CHIEF CONSULTANT ON SUSTAINABLE CITIES

SEAN FLEMING: T.D.

CORE
OPTIMISATION
THE RESULTS AGENCY
SEO MASTER CLASS



IRELAND PORTUGAL Business Network
REDE DE NEGÓCIOS LUSO-IRLANDESA

2021 IN REVIEW – Highlights - Jan to June

- Jan to March: Special Algarve Living webinar series
- Feb & March: First Master Class Series
- March 16 to 18: 3 days webinars – Sustainability Conference
- April 28 & 30: Investing & Hiring in Portugal series
- May 20: Conversation with Irish Finance Minister & President of the EuroGroup
- May 27: New VAT rules
- June: A series of Members meet Members in presence in Lisbon/Algarve & online





IRELAND PORTUGAL Business Network
REDE DE NEGÓCIOS LUSO-IRLANDESA

2021 IN REVIEW – Highlights – Sept to Dec

- Sep/Oct/Nov: Master Classes series
- Sep 30: Blue Economy Conference
- Oct 8: Conversation Tech Hub Algarve
- Nov 4 & 11: Members meet Members in presence Lisbon & Algarve
- Dec 14: Special Christmas – Wine Lovers & Decoration



8





IRELAND PORTUGAL Business Network
REDE DE NEGÓCIOS LUSO-IRLANDESA

Q1 2022 – Highlights

- Jan 20: Post Covid Challenges Resorts Algarve
- Jan 27: IPBN Business Success Awards – 3rd Edition
- Feb 24: Conversation Nest Innovation Algarve
- Feb/March: Master Classes series
- Mar 17: 3rd edition Sustainability conference & visits to HCB Lisbon & Ombria resort Algarve





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



- We grew the membership to 165 active members
- Renewal rate stayed above 75% in 2021
- We welcomed 58 new members in 2021
- Location
 - Lisbon: 59
 - Algarve: 48
 - Ireland: 45
 - Porto: 8
 - UK: 5
- Sectors of activity:
 - 85 – Key sectors (52%) as follows:
 - 32 – Tech
 - 29 - Tourism & Leisure
 - 15 - Real Estate/Development
 - 9 – Healthcare
 - 80 - Professional services (48%)

Marketing Support Content & Web development

- New Sections – Content for and about our members
 - Tech
 - Sustainability
 - Tourism
 - Healthcare
- Weekly Members Round-up Newsletter
- Job Board
- Spotlight interviews
- Improved Website design and increasing traffic
- Growing LinkedIn following - Over 2000 growing daily
- IPBN Facebook page
- More than 550 Newsletter subscribers



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



The IPBN is an active business network comprised of more than 150 Member Companies based in Portugal and Ireland. These companies are from a wide range of industries and professions and represent in excess of 25,000 people.

2022 – The year ahead

- ▶ Continue providing added-value to members
- ▶ Grow connections and interactions between existing and new members
- ▶ Online & In Person events
- ▶ IPBN in Porto – Launch conference
- ▶ Members meet Members Dublin
- ▶ Farming conference – Algarve in the Autumn
- ▶ Continue 2 conferences per year (Sustainability, Portugal/Ireland)
- ▶ Extend our Media coverage & partnership



IRELAND PORTUGAL *Business Network*

REDE DE NEGÓCIOS LUSO-IRLANDESA

12



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

31 de Dezembro 2021

Montantes expressos/Expressed amounts:
EURO

RUBRICAS / SECTIONS	Exercícios / Exercices	
	31.12.2021	31.12.2020
RENDIMENTOS E GASTOS / INCOME AND EXPENSES		
Subsídios à exploração / Government of Ireland – Emigrant Support Programme	22 000,00	19 250,00
Fornecimentos e serviços externos / Supplies and services	(49 300,03)	(27 320,85)
Outros rendimentos e ganhos / Other income and earnings	41 800,00	19 770,00
Outros gastos e perdas / Other expenses and losses	(10 636,95)	
Resultados antes de depreciações, gastos de financiamento e impostos / Profit before depreciation, financing expenses and taxes	3 863,02	11 699,15
Resultado operacional (antes de gastos de financiamento e impostos) / Operating profit (before financing expenses and taxes)	3 863,02	11 699,15
Resultado antes de impostos / Profit before tax	3 863,02	11 699,15
Imposto sobre o rendimento do período / Income tax period		
Resultado líquido do período / Net income	3 863,02	11 699,15

BALANÇO INDIVIDUAL / BALANCE INDIVIDUAL
31 de Dezembro 2021

Montantes expressos/Expressed amounts:
EURO

RUBRICAS / Sections	Exercícios / Exercices	
	31.12.2021	31.12.2020
ACTIVO / Active		
Activos corrente/Current assets:		
Cientes/ Customers	425,00	2 467,50
Adiantamentos a fornecedores / Advances to suppliers	4 567,38	
Outras contas a receber/ Other accounts receivable	11 575,00	170,53
Caixa e depósitos bancários / Cash and bank deposits	25 018,34	25 459,76
	41 585,72	28 097,79
Total do Activo / Total Assets	41 585,72	28 097,79
CAPITAL PRÓPRIO E PASSIVO/ EQUITY AND LIABILITIES		
Capital próprio / Shareholders' equity		
Capital / Share capital		
Resultados Transitados / Retained Earning	25 689,78	13 990,63
	25 689,78	13 990,63
Resultado líquido do período / Net income	3 863,02	11 699,15
Total do capital próprio / Total Shareholders's equity	29 552,80	25 689,78
Passivo/ Liabilite		
Passivo corrente / Current liabilities::		
Fornecedores / Suppliers	42,92	2 095,51
Adiantamentos de clientes / Advances from customers	11 552,50	
Estado e outros entes públicos / State and other public entities	437,50	312,50
	12 032,92	2 408,01
Total do passivo / Total liabilities	12 032,92	2 408,01
Total do Capital Próprio e do Passivo / Total Equity and Liabilities	41 585,72	28 097,79

IPBN Budget 2022		Budget 2022
Income		
	Executive Partners	2200
	Event Sponsorship	6350
	Membership	25900
	Event Income	3000
	Grant income	22000
	Total Income	59450
Expendiiture		
Employee Costs		
	Salary (Arnold & Ellis)	32580
	VAT / Social Security Arnold & Ellis	8345
	Travel & Subsistence	2250
	Total Employee expenses	43175
Office Costs		
	Telephone	911.76
	Stripe fees	300
	Licences / anti-virus etc	99
	Training	0
	Translation services	0
	Legal fees	
	Accounting fees	1184.76
	Administration Costs	
	Management of Membership Drive & Database	
	Bank and audit fees	75
Marketing		
	Print & Digital Marketing	500
	Website and social media design	3000
	Photography & Videography	1500
Event costs		
	Event hosting	6508
	Event promotion	1500
	Total General (non-employee) Expenses	15578.52
	Total Expenses	58753.52
		696.48



Election of the new members to the IPBN

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

2022 IPBN Board Members



Geoffrey Graham, Chair

Susan Cabeceiras

Mário Gago

Diogo Ivo Cruz

Pedro Barata

Richard Hickson

Aoife Healy

Sharon Farrell (Algarve Committee Chair)

Pedro Teixeira (Fiscal Board)

John Duggan (Fiscal Board)

Gréag Purcell (Fiscal Board)

Election of New Chair of the Board

GEOFFREY GRAHAM



IRELAND PORTUGAL *Business Network*

REDE DE NEGÓCIOS LUSO-IRLANDESA

18





IRELAND
PORTUGAL
Business Network

Our Team

- ▶ Arnold Delville – General Manager
- ▶ Ellis Dixon – Social Media and Content Manager