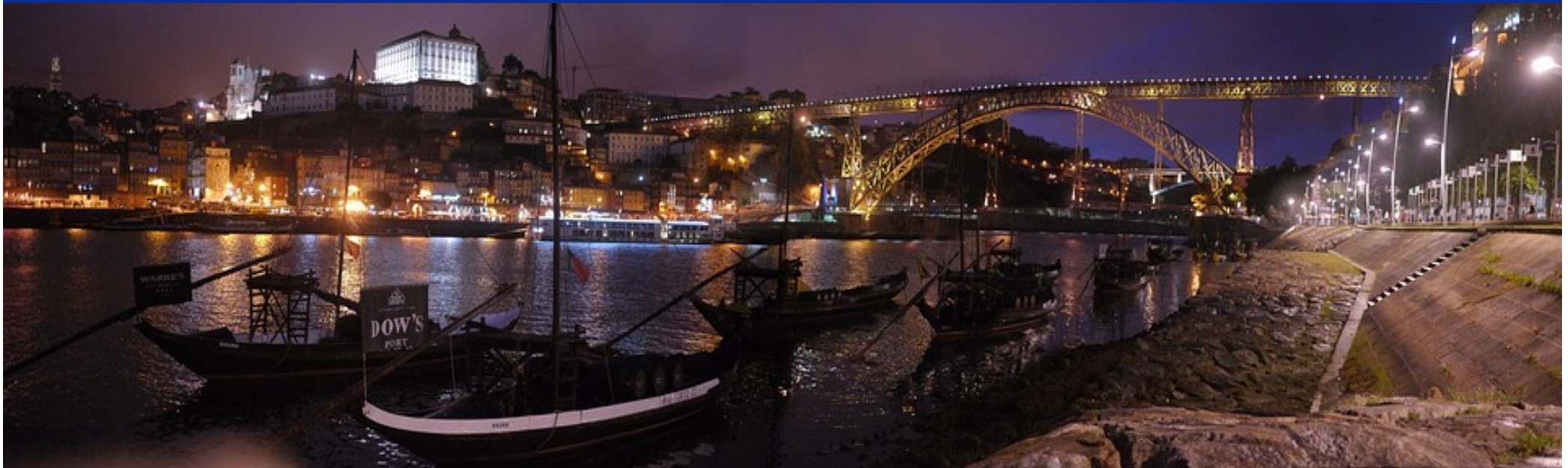


# PORTUGAL AN EXCELLENT BUSINESS OPPORTUNITY

*Why invest in Portugal*



## Recent IDE

**FUJITSU**

*Opened a second  
Delivery Center in  
Portugal*

**SIEMENS**

*Opened its "Cyber  
Security Operation  
Center" in Lisbon*

**Vestas®**

*Strengthens R&D  
capabilities with  
new engineering  
design centre in  
Porto*



Mercedes-Benz

*Opened a Digital  
Delivery Hub in  
Lisbon*

**CGI**

*Opened a Cloud  
Innovation Center  
in Portugal*



**vodafone**

*Opened its TV Hub,  
Competence Centre  
for Next Generation  
Television, in Lisbon*

# Best Location



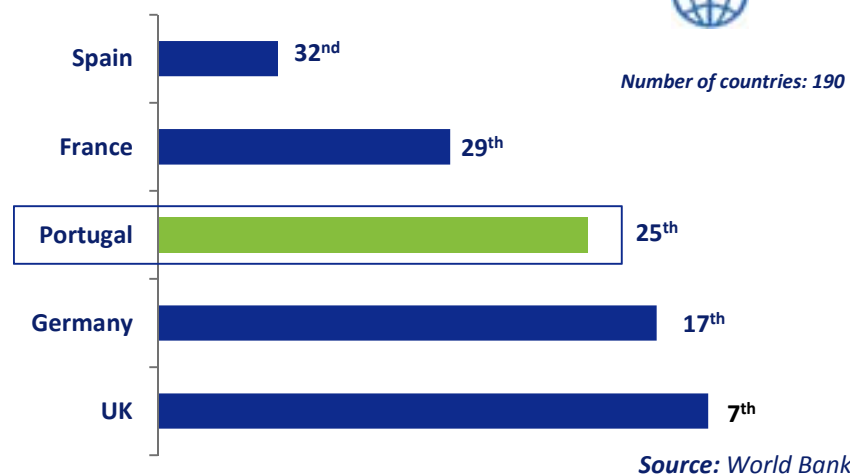
# Competitiveness

According to the World Economic Forum's competitiveness ranking of 2016-2017, Portugal is the **46<sup>th</sup>** most competitive country worldwide, out of **138 countries** with positive contribution of the factors:

- **Technological Readiness**
- **Innovation**
- **Infrastructure**
- **Health and Primary Education**

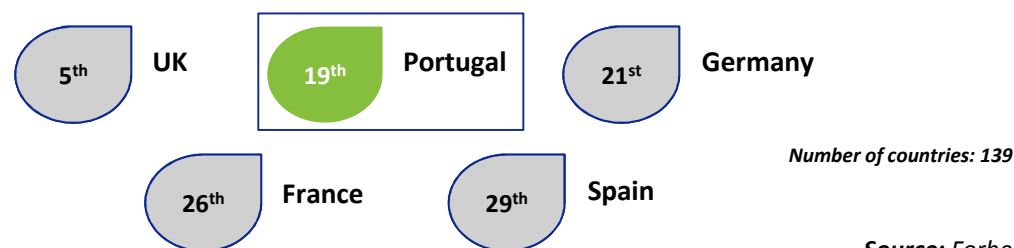


Doing Business Report 2016/2017



Forbes Best Countries for Doing Business Ranking 2017

Forbes®



# Economy Key Figures



**1,4 % GDP Increase (2016)**

**2,8% (Q1 2017 – Q1 2016)**



**9,5% Unemployment Rate**  
(May 2017)



**> 40% Portuguese exports as**  
percentage of GDP (2015)



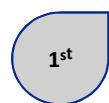
**5,6 % Increase of exports to EU**  
(Jan/Dec 2015 – Jan/Dec 2016)



**1,5% Inflation Rate**  
(May 2017)



## TOP 5 Clients Portuguese International (*Trade in Good Services*)



Spain



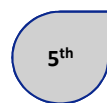
France



Germany



United  
Kingdom



United States of  
América

	2016 Jan/Dec	% Total 2016
Spain	16.216	21,4
France	10.117	13,4
Germany	8.244	10,9
United Kingdom	7.510	9,9
United States of América	3.936	5,2



Source: INE, Bank of Portugal and World Economic Outlook



# Best Technology



## Telecommunications

- ✓ **18,1%** of fiber optic connections in total broadband (December 2013)
- ✓ **7<sup>th</sup>** among the 28 EU countries
- ✓ **Portugal is the 8<sup>th</sup> EU-28 country** with the highest number of high-speed broadband subscriptions per capita



***Portugal is a top country  
in providing  
technological services***



## Electronic Payment

### ***ATM Network***

- ✓ **Portugal is a leading country** in the execution of operations through the ATM network

### ***Via Verde***

- ✓ **Via Verde, the Portuguese electronic toll network**, is a world pioneer in toll management



## e-Government

- ✓ Portugal **ranks 37<sup>th</sup> out the 199 countries** that make up the e-Government Development Index ranking

***Source:** Statistics of OECD, The World in 2014 - ICT Facts and Figures (UIT), Eurostat, Anacom, INE, DGEEC, United Nations, European Commission (e-Government).*

# Best Infrastructures

*Portugal is the 15<sup>th</sup> country in the world with the best infrastructures*

**Road Quality:  
4th best in the word**



Deep Sea Water Port Sines: has capacity to receive Post-Panamax ships was **considered the fastest growing port in the world in 2013 (+ 68%)**.

**Portugal is 6<sup>th</sup>** in terms of density of the motorway network, well above the OECD average.



**Quality of Maritime Infrastructures:  
25th best in the word**

**Quality of Air Transport:  
24th best in the word**



Was inaugurated, **the Atlantic Corridor is a railway line between Portugal, Spain and France**. Recently, in 2016 was inaugurated the crossing until the Germany

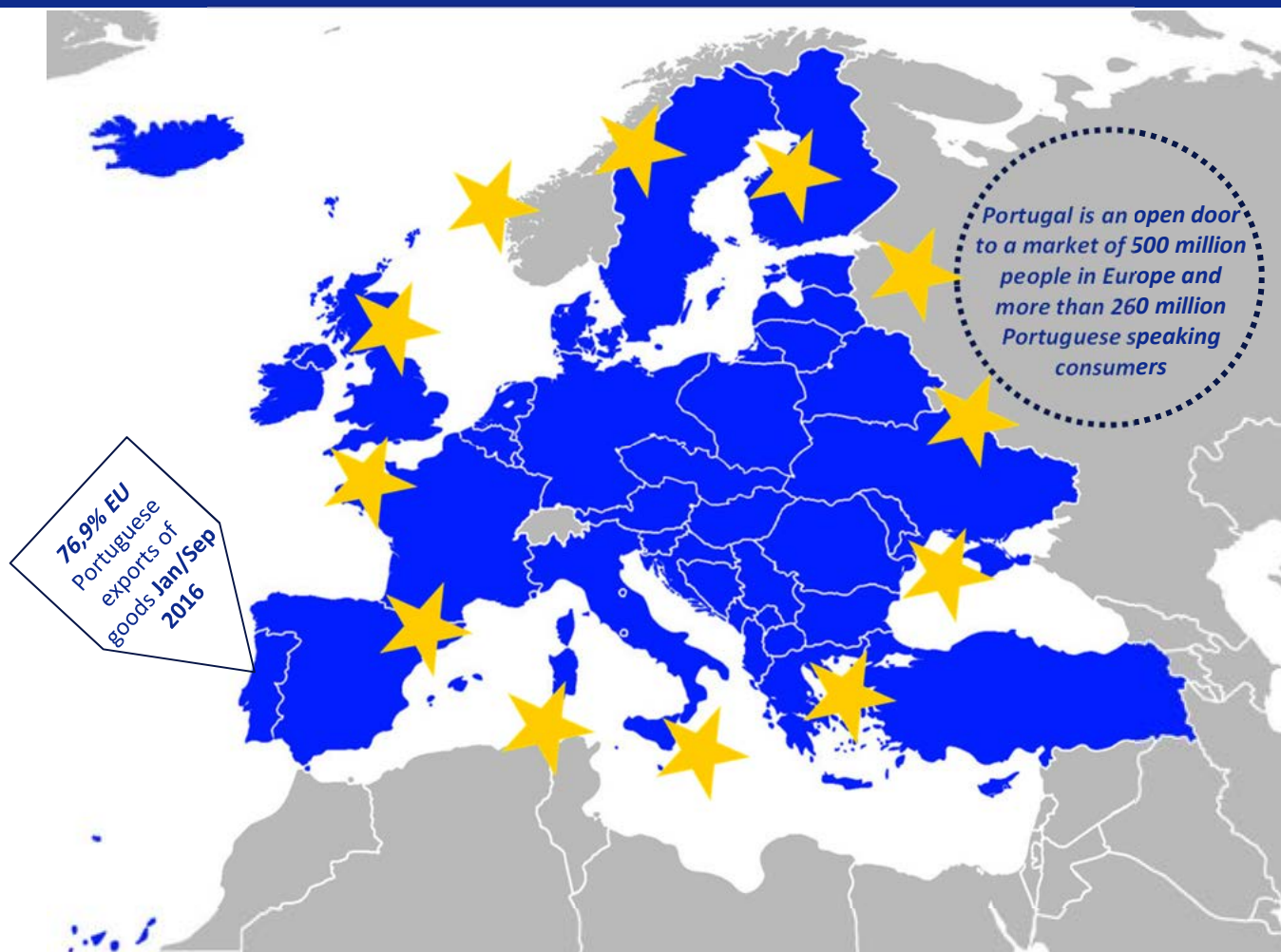
Porto Airport was considered **the 3rd best European Airport in 2013**.



**Quality of Railway Infrastructures:  
25th best in the word**

*Source: OECD, Container Management, Ranking de competitividade do Fórum Económico Mundial (140 países), Airports Council International, Corridor 4.*

# Market



## Advantages of negotiating with Portugal

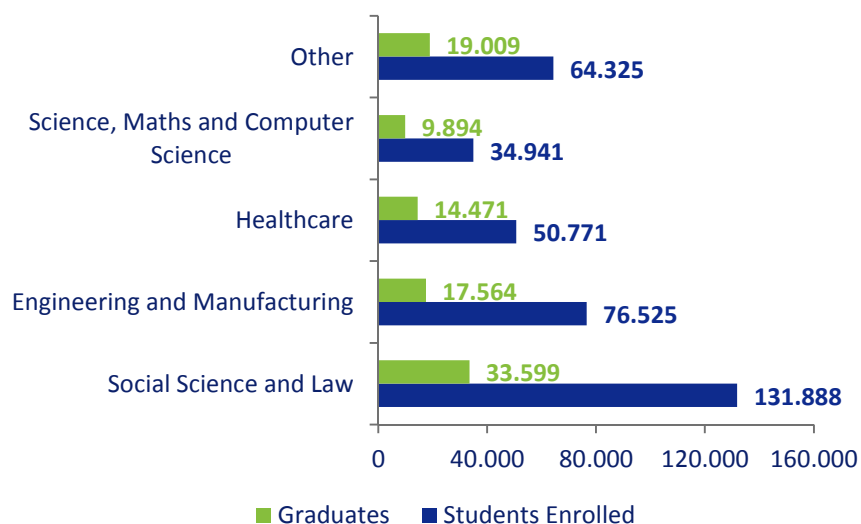
- 1 1<sup>st</sup> best country in the world in the *"International Trade"* facility
- 2 20<sup>th</sup> best country in the world in the category *"Execution of Contracts"*
- 3 **Member state of the EU and belongs to the Euro Zone.** Free trade, the absence of customs barriers, the free movement of people and goods are among the greatest advantages.

Source: World Bank (Doing Business 2016)



# Best Talent

Students Enrolled and Graduates in Higher Education Institutions by field of study in 2014/2015



*Portugal has an available, flexible, dedicated and productive workforce with a high level of education in business oriented areas*



IMD World Competitiveness Yearbook 2016

9<sup>th</sup>

*Availability of Qualified Engineers*

10<sup>th</sup>

*Flexibility & Adaptability*

12<sup>th</sup>

*Language Skills that Meet the Needs of Enterprises*

# Better Skills

## Foreign Languages

- ✓ 61% of Portuguese speak at least one foreign language
- ✓ Learn English is mandatory from primary school
- ✓ 78% of students learn 2 or more foreign languages (65% in the EU-28, 53% in France and 42% in Spain)

*Two of the most important competences in Portugal*

## Mathematics

- ✓ Performance in mathematics above the OECD average: 19,6% in PISA (OECD average is 14,8%)

*Foreign languages, mathematics, management and science are some of the areas where the Portuguese show above average skills*



21<sup>st</sup> place in the world  
"Quality of Scientific Research Institutions"

21<sup>st</sup> place worldwide in the  
"Availability of Scientists and Engineers"

26<sup>th</sup> worldwide in the  
"Quality of Management Schools"

Source: World Economic Forum (Global report of competitiveness 2015-2016)

# Better Quality of Life



*Portugal is a good country to invest, live and enjoy. It is safe, has a pleasant climate, unique environment, good cultural and leisure facilities and high quality health care.*



15<sup>th</sup> place in the Travel & Tourism Competitiveness Report 2015



Best European country to visit.

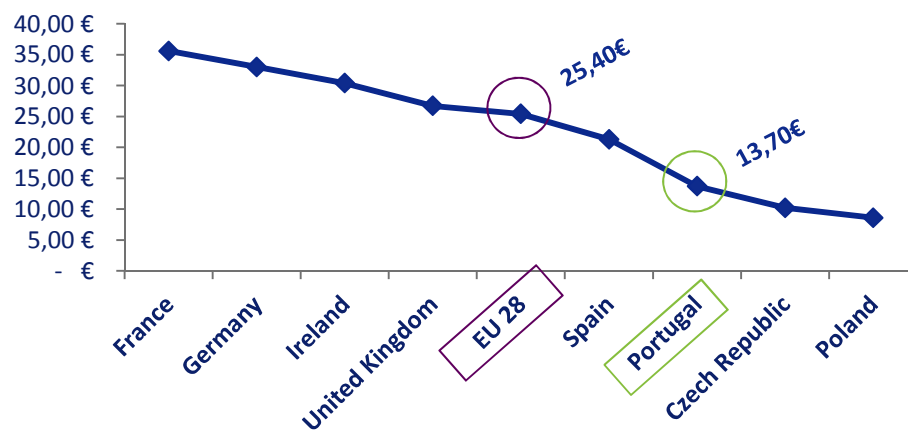
Lisbon is the 2<sup>nd</sup> best city to invest.



Source: INE, USA Today (2014), Financial Times (2014)

# Competitive Costs

EU Labour Costs Levels in Industry, Construction and Services

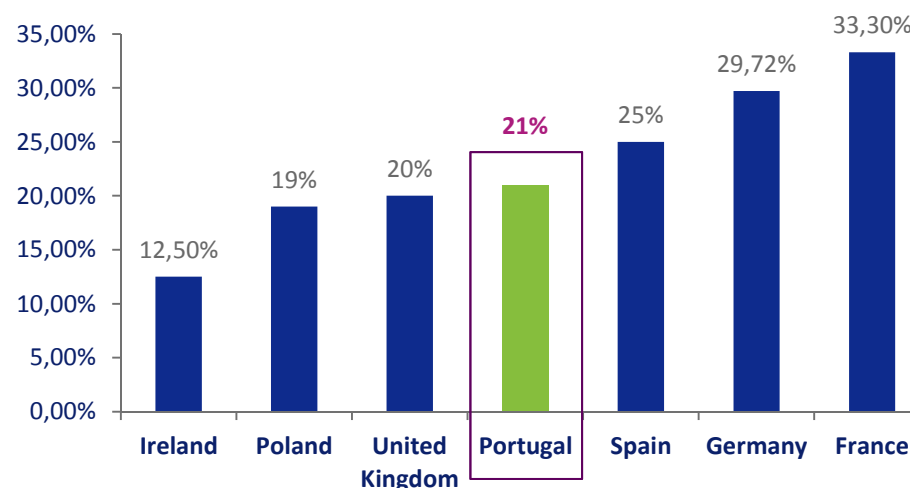


*Lower operating costs and taxes also boost competitiveness of corporations implemented in Portugal*

Source: Eurostat, 2017



Corporate Income Tax Rate



## Competitive Costs (cont.)

Costs	Portugal	European Union
Monthly Minimum Wage	649,80€	822,50€
Hourly Labor Cost	13,20€	25€
Office Rent	298€ / sqm / year	453,90€ / sqm / year
Industrial Land Cost	52,20€ / sqm / year	81,60€ / sqm / year
Electricity Cost	0,1177€ / kWh	0,1199€ / kWh
Corporate Income Tax	21%	22,1%

**Source:** Eurostat 2016; AICEP 2017; Eurostat 2015; Office Space Across the World 2014; Industrial Space Across the World 2011; Annual Consumption: 500 – 2000MWh 1<sup>st</sup> semester 2015, DGEG; Statutory CIT Rate, 1<sup>st</sup> semester 2016



## Principal Incentives



## Job Creation Incentives

**Non – Habitual Residents**

### ***Flat Rate for Qualified Expatriates***

[illegible]

*Creation of a business / foreign investment monitoring office by the government, in order to guarantee greater sustainability in investments.*

14

# Successful Business in Portugal



Invested, in 2012, **200 million euros**, in the modernization of AUTOEUROPA's automobile plant, the largest unit of its kind in Portugal.



CONTINENTAL MABOR has an **investment of 80 million euros** to increase the productive and technological capacity.



EMBRAER has **installed in Évora two centers of excellence** that will use state-of-the-art technologies and processes.



Xerox opened a Global Delivery Center in Lisbon, which represented an investment of **more than one million euros**



RENAULT CACIA is investing **35 million euros** in new assembly lines.



Preh Portugal since 1992 has been producing electronic components for the automotive industry, exporting more than 99% of the production.

*Source: AICEP Portugal*

**Lisboa:** Atrium Saldanha | Praça Duque de Saldanha, 1 – 4º Piso, Letras H e O | 1050-094 Lisboa

Tel.: +351 213 182 720

Contato: sousasantos@pkf.pt

**Porto:** Av. da Boavista, nº 3521, Sala 507 | 4100-139 Porto

Tel.: +351 226 199 430

Contato: sousasantos@pkf.pt

**Madeira** Avenida Arriaga, n.º42-B Edif. Arriaga, 6º Piso- Escrit. 6.3 | 9000-064 Funchal, Madeira

Tel.: +351 291 224 000

Contato: nuno.justo@pkf.pt

**Maputo:** Av. 25 de Setembro, nº 1008 – 12º | Maputo | Moçambique

Tel.: +258 21 333 493/4

Contacto: miguel.damas@pkf.pt

**Luanda:** Rua da Missão, nº 147 – 6º D | Luanda | Angola

Tel.: +244 928 607 799

Contato: tiago.rocha@pkf.pt

**Sal:** Rua 1º de Junho, 1º Esq. | Vila de Santa Maria, Ilha do Sal | Cabo Verde

Tel.: +238 242 27 16

Contato: nuno.justo@pkf.pt