

MAKE A SPLASH

IN PORTIMÃO

*A Guide
and Workbook
for Investors*

1ST EDITION



Portimão
Câmara Municipal

StartUp
Portimão



TERRITÓRIOS
CRIATIVOS



PORTUGAL

MAKE A
SPLASH
IN PORTIMÃO

"Innovate and create something that makes a difference
in people's lives."

Joaquim Costa
Founder of Bephex

A little bit more about this book.

We are here for you.
The first pages of this book demonstrate reasons why you would want to invest in Portimão. The second section will help you consider basic questions around investment.

Technical Info

Concept: Câmara Municipal de Portimão and Startup Portimão

Project Coordination: Territórios Criativos

Authors: Luis Matos Martins, Teresa Preta and Spice, Creative Seasoning

Content/ Translation/ Revision: Spice, Creative Seasoning

Editorial Design: Spice, Creative Seasoning

Photography: Câmara Municipal de Portimão

WHY PORTIMÃO?

Portimão has investment opportunities for a wide range of profiles and portfolios. From real estate to tech to tourism, from the local cafe to the design firm to the five star hotel, Portimão means possibility.



Isilda Gomes

Mayor

Câmara Municipal de Portimão

The creation of Startup Portimão and the Business Center planted a seed for entrepreneurship in the municipality of Portimão.

This guide is another step towards attracting investment, something that the municipality has been doing through other methods. This guide is a structured tool that compiles useful information and aims to support investors who want to come to Portimão through providing a global vision of available support infrastructures, cultural opportunities, cost of living, gastronomy, accessibility, and natural beauty.

We are available to give support throughout the process and this guide is the starting point. Thank you for choosing Portimão.



Luis Matos Martins

CEO

Territórios Criativos

The entrepreneurial ecosystem development strategy that the Municipality of Portimão enacts is based on the concept of smart cities, especially in the areas of energy, mobility, tourism, governance, and quality of life. The strategy is materialized in the creation of Startup Portimão and the Business Center. It is imperative, however, to approach investment from a point of view aimed at preparing the region to attract and receive new entities.

It is for this purpose that this guide, a useful and practical tool, invites entrepreneurs and investors to set up and invest here; to identify businesses, startups, commercial establishments, and industries to invest in; to "make a splash in Portimão."

The municipality and Startup Portimão are available to assist in identifying business opportunities. See you soon.

WHY PORTIMÃO?

Think about a destination. What do you want?

✓ BUSINESS INFRASTRUCTURE AND SUPPORT

Portimão offers: the Portimão Business Center and Startup Portimão.

✓ UNIVERSITIES

Portimão offers: the University of Algarve and ISMAT, both working to enhance sustainable business in the region.

✓ NATURAL BEAUTY

Portimão offers: kilometers of stunning ocean views and easy access to parks.

✓ CULTURAL OPPORTUNITIES

Portimão offers: museums and events that celebrate the region's rich cultural activities-year round.

✓ CUIZINE

Portimão offers: delicious, locally-sourced foods, as well as cuisines from around the world.

✓ AFFORDABILITY

Portimão offers: a very reasonable cost of living.

✓ EASE OF TRAVEL

Portimão offers: proximity to Faro International Airport, a municipal airfield with regular connections to Cascais and the north of the country and a port that welcomes cruise ships.

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CONSIDER the GOOD LIFE

Drag your finger down a map to the southern coast of Portugal: There, where the blue ocean meets the green, arid land, you will find Portimão. Portimão is known for the genuine hospitality of its people and the beauty of its shoreline. Come to Portimão and you will discover cuisine and activities that offer a rich experience for inhabitants and visitors alike.

With engaging cultural outlets, sunlit beaches, and reasonable cost of living, it is no wonder that Portimão is a burgeoning hot-spot for investors and entrepreneurs. From the speed of the Autodrome race-

“

What makes Portimão a good place to invest is that it is a great place with great people, great weather, and we are in the centre of the world, so why not Portimão?

Tim Vieira
CEO of Bravegeneration

”



track to the lapping of the ocean waves, you can choose your pace of life and find people to welcome and support you and your work.

One of the larger cities in the Algarve region, Portimão is known as a destination for tourists traveling from other parts of Portugal and beyond. Millions of visitors come each year, creating ample business opportunities. Those that decide to stay and call Portimão home find a city driving towards specific and focused development. Whether you are looking for a new place to live, or simply want to visit your investment, Portimão has a whole lot you will want to get to know.



PORTIMÃO HAS AROUND **56,000**
INHABITANTS AND **HOSTS**
MILLIONS OF VISITORS
EACH YEAR

Source: INE, census 2011



In my opinion, Portimão is in a region with great potential: The Algarve. Because of the tourist flow, the variety and diversity of consumers passing through the region, it is an interesting place.

João Bacalhau

Founder and CEO of Varzeamar SA/ Algar Experience

Portimão is a fantastic place! It's great to wake up every morning and go to work. Everything is just 10 minutes away.

Paulo Pinheiro

CEO of Algarve International Autodrome



If you still have doubts, let the facts speak for themselves. Portimão is Europe's second safest vacation destination and Portugal is among the safest in the world. Our crime rate is one of the lowest in the world, a topic discussed during the seminar "Algarve, a Destination Insurance", which took place in April 2019 in Portimão.



- PORTIMÃO IS LOCATED IN WESTERN ALGARVE AND COVERS AN AREA OF **181.6KM²**
- IT'S POPULATION DENSITY IS **303.2 HAB/KM²**



Any initiative that creates something new can leverage the success of the region.

João Bacalhau

Founder and CEO of Varzeamar SA/ Algar Experience



IN 2018, PORTIMÃO WAS **THE 6TH MUNICIPALITY WITH MORE TOURIST OVERNIGHT STAYS**

Source: INE



ALGARVE IS CONSIDERED **THE BEST GOLF DESTINATION**

More information about this topic:



SEIZE these OPPORTUNITIES

Portimão is focused on development and that leads to opportunities for investors. Portimão is designing and planning its future, a future with room for your ideas.

GET INTELLIGENT WITH PORTIMÃO

Smart Cities offer huge potential to investors. Imagine cities specifically designed, through new technology and data analytics, to support the people that live in them and those that visit. This means intentional integration of business, transit, governance, and energy to support exploration around issues of environment, culture, and education.

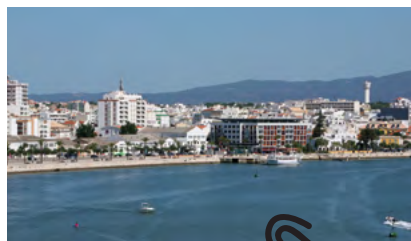
Portimão intends to be a smart city. As it focuses on this process, opportunities to invest

in its future open up in every sector. Building a smart city means creating the conditions for investment. Retail, housing, tourism, tech, and other areas are experiencing new pathways for development.



- 4TH ALGARVE MUNICIPALITY WITH **HIGHER BUSINESS DENSITY** (average number of companies per km²)
- PORTIMÃO HAS **7,861 SMES**, BEING THE 4TH MUNICIPALITY OF THE ALGARVE WITH MORE SMES
- ALGARVE IS THE REGION WITH THE **LARGEST N° OF ENTERPRISES PER 100 POPULATION**

Source: Pordata



FUN FACTS

Portugal is developing smart cities. Since 2017, Portimão has been part of a flagship program to bring fiber optics to the entire country, ensuring that this new infrastructure supports systems designed to meet the needs of individual municipalities.

THE FOUR INDUSTRIAL AREAS OF THE MUNICIPALITY

Parque Tecnológico Avant Garde

Innovation Center (Portimão)

areas (m²)

Occupied: 229380/ **Committed:** 7676

Free/ Available Areas: 91279/

Infrastructured areas: 91279

Management Approach: Private Allotments: Parkalgar -

Parques Tecnológicos e Desportivos, S.A

Contact: Paulo Pinheiro

info@autodromodoalgarve.com

Phone: +351 282 405 615

(July 2019 information)

Área Empresarial de Coca

Maravilhas/ Vale da Arrancada (Portimão)

areas (m²)

Occupied: 214502/ **Built for sale/ Rented:** 729/

Committed: 9702

Free/ Available Areas: 138759 /

Infrastructured areas: 46239/ **Planned:** 92519

Management Approach: Câmara Municipal

de Portimão | DGUM | DGU

Contact: Arch. Patrícia Santana

patricia.santana@cm-portimao.pt

Phone: +351 282 480 430

(July 2020 information)



Zona Industrial da Mesquita/

Esteveira (Mexilhoeira Grande)

areas (m²)

Occupied: 41000

Free/ Available Areas: 6492/ **Infrastructured**

areas: 6492

Management Approach: Câmara Municipal

de Portimão | DGUM | DGU

Contact: Arch. Patrícia Santana

patricia.santana@cm-portimao.pt

Phone: +351 282 480 430

(July 2020 information)

Área Empresarial

de Pedra Mourinha (Portimão)

areas (m²)

Occupied: 99417 / **Built for sale/ Rented:** 8009

Free/ Available Areas: 29412/

Infrastructured areas: 5004/ **In the process**

of infrastructure: 24408

Management Approach: Câmara Municipal

de Portimão | DGUM | DGU

Contact: Arch. Patrícia Santana

patricia.santana@cm-portimao.pt

Phone: +351 282 480 430

(July 2020 information)

Source: IDEALG - Infraestrutura de Dados Espaciais do Algarve

More information about this topic:



LEAN on our support **SYSTEMS**

With organizations dedicated to business development and excellent higher-learning facilities, investors will find many kinds of support in Portimão.

GET GOING WITH STARTUP PORTIMÃO

Startup Portimão is an incubator for national and international business endeavors. Built to help companies through their first years, Startup Portimão is specifically situated to provide logistical and technical support to projects' initial stages. While open to many types of projects, the organization has a focus on energy, mobility, tourism, governance,

and quality of life. They are interested in and excited to help create smart cities. They are here for you.

For new investors looking for office space, the Business Center has large and inviting open-plan co-working offices. This space includes meeting rooms, training rooms, and other amenities.



42.1% PROGRAMMING AND WEB DEVELOPMENT PROJECTS



26.32% TOURISM PROJECTS



15.17% SMART CITIES PROJECTS



10.5% DIGITAL MARKETING PROJECTS

Startup Portimão, April, 24th, 2019



5.26% FOOD AND BEVERAGE PROJECTS



99% OCCUPANCY, WITH 16 ON-SITE AND 3 VIRTUAL PROJECTS

Startup Portimão also holds trainings and workshops on issues in investment and entrepreneurship that are open to anyone, whether or not you use the co-working space. These trainings are aimed at concept, project, and business development. They will help you deepen fundamental concepts and guide you to integrate them into your investments. Designed for investors and entrepreneurs, modules include marketing, finance, leadership and team management, and presentation techniques, as well as a two-day intensive bootcamp training. Besides these courses, Startup Portimão facilitates mentoring through its partners network and will connect you with people who have experience valuable to your projects.



The most challenging thing in Portimão has been attracting talent in specialized areas, but now it looks like the labor market is diversifying. We see this shift in the people participating in the Startup Portimão events.

Raquel Melo

Consultant and trainer of Digital Marketing | CEO and founder of Inboundware.
Local Manager, StartUp Portimão



What Startup Portimão offers:

- ✓ Informal networking events where participants make new contacts, share their projects and learn of new opportunities.
- ✓ Office co-working space.
- ✓ Virtual support for individuals that choose not to use the co-working space.
- ✓ Access to specialists, mentors, and potential partners.
- ✓ Engagement with Startup Portimão's online social networks.



FUN FACTS

- Startup Portimão is housed inside the Autodrome. Noise from the racetrack will not disturb your work but, if the ping-pong table and large windows don't provide enough of a work break, you can always go and catch a lap or two.
- From HTML to database development, at Startup Portimão you can access coding classes and tutors. For free. A partner in the international "Free Code Camp," the incubator offers access to online courses and weekly, in-person tutoring sessions to anyone who is interested. For free.

KEEP GOING WITH THE PORTIMÃO BUSINESS CENTER

Organizations with years of experience can find support in creating and maintaining sustainable growth with the Portimão Business Center. Encompassing the Startup Portimão incubator, the Business Center also focuses on support around smart cities and has specific interest in energy, mobility, tourism, governance, and quality of life. If you invest in a new venture or an established project

seeking to grow, you will find ongoing resources to energize your success.

If you prefer an open office or a more private space, the Business Center has something for you. With several different rooms available, the Business Center can help investors working on-site to configure the environment to their needs.



What Portimão Business Center offers:

- ✓ Work room and meeting space rental.
- ✓ Help in forming partnerships between startups and hosted companies to develop mutual synergies that enrich the entrepreneurial and business ecosystem.
- ✓ Support from a network of partners around administrative, accounting, and legal concerns.
- ✓ Informal interaction with other business leaders. You never know who you will meet and what you will learn in the buzzing corridors of the Business Center.

LET'S GO TO SCHOOL?

If education weighs when choosing to invest in Portimão, know that you can count on one of the best educational systems in the country. Ranging from basic to higher education, with professional courses,

solutions for back-to-school and special needs education, the municipality has an enviable school system, with public and private establishments, attended by about 10,500 students.



The network of educational establishments in Portimão:

| | | | | | |
|--|-----------------------------|-----------------------------|----------------------------|-----------------------------|-----------------------------|
| NURSERY SCHOOL (pre-school education) | 13 public schools | 09 private school | HIGH SCHOOL | 03 public schools | -- private school |
| PRIMARY SCHOOL (1 st cycle) | 09 public schools | 04 private school | PROFESSIONAL SCHOOL | 02 public schools | -- private school |
| PRIMARY SCHOOL (2 nd and 3 rd cycle) | 07 public schools | -- private school | UNIVERSITY | 01 public schools | 01 private school |

Source: Educational Chart of the Municipality of Portimão - March 2019

More information about this topic:



When thinking about Portugal, Portimão is not the first place that comes to mind. There is great opportunity to unlock the potential of this fantastic city because it is not saturated.

Ana Barjasic

CEO of Connectolog



Associations in Portimão:



2

ENVIRONMENTAL ASSOCIATIONS



58

CULTURAL ASSOCIATIONS



70

SPORTS ASSOCIATIONS



32

SOCIAL ASSOCIATIONS



17

IPSS (Social Solidarity Private Institutions)



CLIMB UP WITH HIGHER LEARNING

Located in Faro, the University of Algarve has a hub in Portimão. With about 8000 students, hailing from over 60 countries, a faculty of 700, it offers a wide range of studies. Beyond the undergraduate,

masters, and doctoral level studies, the University has developed integrated programming with cooperative international networks to support education across nations.



STUDENT BODY
8000

(University of Algarve data)



COUNTRIES OF ORIGIN
60



FACULTY
700

Entrepreneurs looking for resources outside of the classroom will be happy to learn that the University has created strong links with regional business to encourage knowledge sharing and sustainable development. The goal is positive community impact. To help meet this goal, University of Algarve established The Division for Entrepreneurship and Technology Transfer (CRIA) in 2003 to support the creation of advanced business ideas and inventions and, then, migration of those ideas into the market. CRIA focuses on: intellectual property and licensing support, commercialisation and technology transfer, entrepreneurship and business development, and European projects and studies.

Since the municipality has a high employability rate in the tourism sector, there is naturally a wide range of professional and higher

education courses related to the area - the ones at Escola Profissional Gil Eanes, Escola de Hotelaria e Turismo de Portimão and Escola Superior de Gestão Hoteleira e Turismo at Algarve University, are good examples of that. The offer of higher education courses is, however, very wide today, making it possible to obtain a degree, postgraduate or master's degree, in a wide variety of areas.

The **Escola Superior de Gestão Hoteleira** course at UALG is particularly oriented towards the job market, betting heavily, since the 1st year, on the practical component in a real work context, and having a mandatory internship unit in the last year of the course

Instituto Superior Manuel Teixeira Gomes (ISMAT) also offers connections to academia. Nestled in central Portimão, the Institute has classes and training in many technical fields. From architecture to law to business to psychology, ISMAT can offer education and expertise

FUN FACTS

In 2017/2018, in Portimão, 2544 students were enrolled in secondary + professional schools and 653 in universities?

For additional information visit the websites: ISMAT - www.ismat.pt and UALG - www.ualg.pt

DON'T DO this ALONE

With programs available for education, fiscal incentives, and other support, Portugal and Portimão are looking to invest in entrepreneurs.



REACH OUT FOR NATIONAL SUPPORT

Public startup financing policies are focused on offering an alternative to bank credit. Rather than capital, co-investing with the best national and international investors can bring experience and know-how in specific industries and sectors in the areas of management, commercial, or product development.

"Semente" Program

The "Semente" Program aims to support individual investors who are interested in entering the social capital of innovative startups. It creates a more favorable tax regime for these and favors the creation and growth of business projects of entrepreneurship and innovation. The National Network of Incubators is responsible for supporting the selection and certification of eligible companies.



New Means of Financing

To accompany innovative finance regulation, Startup Portugal promotes new forms of financing such as equity crowdfunding and peer-to-peer investing.

International Co-investment Funds

Investors can take advantage of an international co-investment fund implemented to house venture capital funds in Portugal. The aim is to attract capital funds to invest in startups under co-investment arrangements originating from international multilateral institutions, ensuring a national public contribution that, together with the private counterpart, allows a co-investment of between 10 and 50 million euros by fund, to be carried out in phases, for the allocation of the respective financial instruments. The financial envelope of this instrument allows the creation of funds up to 200 million euros.

Visit the websites  

KEEP - Key Employee Engagement Program

KEEP offers employee tax incentives for companies in the technological sector that have been in operation for less than 6 years in order to stimulate competitiveness and the ability to retain highly qualified staff. *Note: Coming soon.*

Lines of Financing for Technological Projects in Tourism

This initiative provides tools to support the development of technological projects in tourism, including innovative solutions in digitalized tourist experiences, projects based on virtual reality, augmented reality, and artificial intelligence.



CALLMVP – MinimumViableProducts

For projects creating new ideas, technologies, products, or services, the initiative aims to provide access to risk capital investment to create MVPs and their commercialization in the global market. Among others, the areas of Digital (Enterprise, Cibersecurity, Networks, Artificial Intelligence, AR / VR, Marketplaces, Blockchain and IoT) and Engineering & Manufacturing (New Materials, Electronics, Robotics, Cleantech, Agrotech, SeaTech) will be covered.

Visit the websites ↗



Entrepreneur/ Businessman Service

There's an office in the Municipality of Portimão that works along with the Entrepreneurship Community Funds Unit (Unidade de Fundos Comunitários e Empreendedorismo). This office provides information on the most diverse aspects related to its activity, as well as a personalized entrepreneur monitoring. This unit is part of the Regional Support Network for Economic and Social Development of Algarve (Rede Regional de Apoio ao Desenvolvimento Económico e Social do Algarve). (Address: City Hall Building - Praça 1º de Maio. Contact for appointments - 282 480 409/448)



It's essential to carefully prepare your business plan, not give up in difficult times, and always be customer oriented.

Paulo Pinheiro

CEO of Algarve International Autodrome



GET to **KNOW** the **PLACE**

From Roman remains to rock concerts, there is plenty to do for people of all ages and all interests.

Let's Go to the Beach

The beaches of Portimão deserve their own book. Following is a taste of what they have to offer.

Situated just before the Atlantic meets the Mediterranean, there are no lack of ways to enjoy this stunning coast. Weather you prefer to sit in the shade of a beach umbrella listening to the sea or explore coves and caves by kayak, Portimão's eight kilometers of sunny white sand and breathtaking cliffs have something for you.

Explore Beyond the Beach

Even on the 60 or so days a year when the sun takes a break from Portimão, you can find plenty to do. With beautiful spac-

FUN FACTS



- Praia da Rocha is one of the most famous beaches in the Algarve. The long sandy beach, crowned by its characteristic cliffs, delights beach lovers, while the area's bars and restaurants are the most trendy of summer.
- There are 5 Blue Flag beaches in Portimão: Alvor Poente, Alvor Nascente - Três Irmãos, Vau, Três Castelos e Rocha.
- Off the Coast of Portimão you can see dolphins and whales.

If you have only a few minutes: *If you have more time:*

- ✓ Sip a drink at a beach-side cafe or bar and sun yourself.
- ✓ Go for a swim or slide across the waves in a kayak or on a stand up paddle board.
- ✓ Experience driving on a real track, in a racing car ... or a kart, at the Autódromo Internacional do Algarve.
- ✓ See the shows or play at modern game rooms at Hotel Algarve Casino.

es and professional support available for conferences and other events, Portimão is a destination for business leaders as well as tourists.

Go Big or Small at the Portimão Arena

Portimão Arena is a state of the art pavilion. Built on the banks of the beautiful Arade River and designed to host events with 8 or 8000 participants, from a small business meeting to the final of the 2019 Song Festival, where the song that represented Portugal at the Eurovision Song Contest was selected.

Do a Little Shopping

Portimão is a great place to satisfy that shopping itch. The city features lovely shopping districts full of walkable, retail spaces. You can browse local businesses and international brands alike. Also, once a month, a market springs up in Portimão's Fair and Exhibition Grounds with vendors hawking the most varied offer of food, agricultural products and other utilities. If you are looking for crockery, furniture, coins, books or other antiques at unbeatable prices, it is at the Flea Market that you'll find them, on the first and third Sunday of each month.

For history buffs, it's hard to turn a corner without stumbling into a fascinating location. Items on the bucket list might include:

- ✓ The megalithic monuments of Alcalar. These remnants of a 5,000 year old prehistoric community include a village, tombs, and artifacts. You can find out more at the Interpretation Center of Alcalar.
- ✓ The Azulejo tile paintings. Found in the Jardim 10 de Dezembro, these tiles depict a history of Portugal.
- ✓ The Museu of Portimão. This museum is dedicated to the heritage and cultural impact of fishing in the region.
- ✓ A variety of churches, chapels, and morabitos that highlight different architectural styles. These include the Church of Colégio, Santa Casa da Misericórdia de Mexilhoeira Grande, Chapel of Our Lord of Passos, Morabitos of Alvor, and The Convent of São Francisco (viewable only from the exterior).
- ✓ The Castle of Alvor. This ancient edifice was built in the 7th century and rebuilt in the 13th.
- ✓ Fortaleza de Santa Catarina. Originally built in the 1600's, this citadel rises up from the sands close to Praia Rocha and is a great place to take in the view.
- ✓ Casa Manuel Teixeira Gomes, a very interesting 19th-century building is worth a visit. Inside, local artists from various areas exhibit their works.
- ✓ TEMPO - Municipal Theater of Portimão, and its diverse cultural program.

Earn your lunch... or dinner!

Stroll through the scenic Portimão Riverfront (Zona Ribeirinha), along the Arade River, on foot or by bike, so you can work up an appetite. In Largo da Barca or the "between bridges" area you will find traditional restaurants known for fresh fish and especially the famous roasted sardines, one of Portimão's ex-libris. Just follow that characteristic smell that many swear to be the smell of summer itself!

Bring the Kids

Outdoor activities for kids (and adults who are young at heart) abound. You can get close to the land at the Pedigological Farm. You can burn off some energy at "Parque da Juventude", where there is a recently opened BMX Race track. If you prefer water activities, go boating, kayaking or stand up paddle. Run, flip, and play at the Praia da Rocha Sports Area or try the delightful go-kart track (Kartódromo Internacional do Algarve).

Hoist the Sail

The Portimão Marina is the ideal starting point for those who want to know the Arade River or the coast. You can choose from a wide range of excursions and experiences: dolphin watching, sightseeing, diving, water sports or cave exploration. If, however, you prefer to spend some time



Portimão is a good place to invest because of the low crime rate, relaxed lifestyle, sunny weather almost all-year-round, good beaches, nomadic culture, good food, and tourism. It has a fantastic, stress-free quality.

Joaquim Costa
Founder of Bephex



on land in some of the beautiful natural areas near Portimão, you will find plenty of adventure, including safari-style jeep tours and segway trips. Walking in the evening or relaxing on one of the many terraces in the area is always a good idea.

Out an about

Mexilhoeira Grande and Alvor also belong to the municipality of Portimão and are worth a visit. Ria de Alvor is a place of great natural beauty and the beaches in the area are fantastic. Discover AL-



vor's footbridge, the longest in Algarve, a six-kilometer pedestrian path that connects Praia dos Três Irmãos to Ria de Alvor, across the seafront, and along the dune cord, a protected area of great beauty. In Mexilhoeira Grande, history and gastronomy join the popular tradition, in what is the true rural feeling of Portimão.

Sports for All

The Municipality of Portimão has been creating synergies with different public and private entities to achieve the goal "More Sports for All". They rely on very strong support from Portimão's associative movement, namely clubs and associations - sports, social, youth, recreational and cultural - and the school sports program, including all five Portimão school groups.



More information
about this topic:



IN 2019, PORTIMÃO WAS NOMINATED
EUROPEAN CAPITAL OF SPORT

Sports Infrastructures:

- ✓ Sports/gym Pavilion (Portimão);
- ✓ Sports Complex (Alvor);
- ✓ Sports Complex (Mexilhoeira Grande);
- ✓ Tennis Complex (Portimão);
- ✓ Portimão Arena (Portimão);
- ✓ Parque da Juventude - Youth Park (Portimão);
- ✓ Municipal Stadium (Portimão);
- ✓ Algarve's International Autodrome (Mexilhoeira Grande);
- ✓ Piscina 25 de Abril - Swimming Pool (Portimão);
- ✓ Praia da Rocha Sports Area (Portimão);
- ✓ Municipal Autodrome (Alvor);
- ✓ "Vítavó" Parks (Portimão).

GET DOWN to the **BASICS**

Food and shelter are affordable pleasures in Portimão. Travel to and from is easy. With these concerns covered you can focus on your investment.

Find a Place to Stay

Portimão offers a variety of reasonably priced properties for short- or long-term rental, as well as several excellent hotels. If you prefer to invest in purchasing, quiet, friendly neighborhoods, all a brief ride to the city center, the ocean front and, of course, any number of investment opportunities, are waiting for you.

Make Old Things New Again

Have you considered doing rehabilitation works on a property? The Municipality helps! Urban rehabilitation is a fundamental part of the revitalization of cities and the Municipality of Portimão has the strategic objective of returning the population to the city's historic center. The Government's spatial planning policy favors urban planning, conservation, alteration, reconstruction, and expansion operations, as those solutions are more appropriate to the country's current reality.

In this context, Portimão's Municipality initiated a process of regeneration of the city, considering for this purpose, in a first phase, the delimitation of ARU - historic

center of Portimão, through a simple urban rehabilitation operation directed mainly to the rehabilitation of the building.

For additional information contact the Urban Regeneration Unit on 282 470 831/851

More information
about the ARU program:



AVERAGE MONTHLY GAIN: 934,84€

Source: INE, I.P., Inquérito ao Emprego, 2011



**PURCHASING POWER (PORTUGAL =100):
103,12**

Source: INE, IDEF – Inquérito às Despesas das Famílias, 2010/2011

Pull Up a Chair at the Table

Portimão has very good food. The impressive gastronomy includes mainly grilled fresh fish, such as sardines, a specialty that even has its own festival in August! For those that want to do their own cooking, it's very easy to find fresh products from the land or the sea, all ready to star in delicious dishes.

The Algarve is known for its almonds and the unique treats made with them. These include delicious, intricate marzipan treats sculpted into unique shapes and filled with sweet egg cream. Works of art that can be eaten. It is hard to have just one.

Those new to Portimão may quickly discover that the region's excellent food pairs wonderfully with the world-class wine produced in the vineyards that bejewel the surrounding hills. Don't forget to taste the arbutus brandy from the nearby Serra de Monchique. Made from this wild fruit, it is a traditional recipe believed to have been first produced in the 10th century by the Moors.



It's essential to carefully prepare your business plan, don't give up on difficult times, and always be customer oriented.

Paulo Pinheiro

CEO of Algarve's International Autodrome

This in an authentic territory full of opportunities forentrepreneurs who want to make a difference and create new solutions.

Natacha Parreira

Founder of Pluralo



FUN FACTS

Portimão bets strongly in livening up the urban center:

- Popular Saints Festivities;
- Electric Boxes Decoration;
- Urban Rehabilitation Week;
- Video Mapping at the Portimão's Historical Center - ARU;
- Urban Sketchers Algarve in Portimão.



FUN FACTS

Wine has been produced in the area around Portimão since 2000 BC. While the techniques may have improved and new varieties of vine been introduced, the earth and climate remain perfect for vineyards.

Algarve wines have won several national and international awards.

Come and Go with Ease

Accessible by land, sea, and air, getting to Portimão is easy. Though you probably will not want to leave, if you need to, departure is no problem.

Once you have arrived, you will find Portimão's public transit service easy to use and affordable.



2.5 HOURS FROM SEVILLE
2.9 HOURS FROM LISBON
DIRECT CONNECTIONS BY
TRAIN AND BUS



50 MINUTES
FROM THE FARO
INTERNATIONAL
AIRPORT
AERODROME
WITH CONNECTIONS
TO CASCAIS AND
THE NORTH OF THE
COUNTRY



THE PORT OF PORTIMÃO
WELCOMES **CRUISE
SHIPS**



TAKE IT from SOMEONE WHO KNOWS



Ana Barjasic
CEO of Connectology

Why is Portimão a good place to invest and/or be an entrepreneur?

When thinking about Portugal, Portimão is not the first place that comes to mind. There is great opportunity to unlock the potential of the this fantastic city because it is not saturated.

Can you talk about your experience as an investor and/or entrepreneur?

Since 2013, I worked with all the areas of the ecosystem - on the entrepreneur side, the investor side, and also with public entities in different European countries.

What advice do you have for people considering investing in or starting a new business?

Being both an entrepreneur and investor means you will fail many times, but you need to learn the lesson, implement it, and try again.

What inspires you? Simple and creative solutions to complex problems inspire me.

What are you proud of? Being at a point where I can empower others with my experience.





Raquel Melo

CEO and Founder of Inboundware

Can you talk about your experience as an investor and/or entrepreneur?

I worked as a journalist for five years and then I became a digital marketer. For 12 years I collaborated with a multinational company in Lisbon. In this role I worked with marketing managers at headquarters in Barcelona. This experience was instrumental in helping me starting my own business. As an entrepreneur, it is essential to continue to learn every day how to work in your business and how to make the company evolve. In addition, entrepreneurs have to surround themselves with people who have positive energy and professionalism. Every business has ups and downs and the entrepreneur must be able to set goals and persevere to achieve them

Why is Portimão a good place to be an entrepreneur? Portimão offers quality

of life and the amenities of an urban center to its entrepreneurs. I always had the idea that I wanted to develop projects at the highest level but I did not want to give up quality of life. In time I wanted to have a family and leave Lisbon. As I do not like the cold, the Algarve was the natural choice for me. The most challenging thing in Portimão has been attracting talent in specialized areas, but now it looks like the labor market is diversifying. We see this shift in the people participating in the Startup Portimão events.

What advice do you have for people considering investing in or starting a new business?

For those who are starting a business, I advise them to surround themselves with the best people who are excellent professionals and, at the same time, good people. Be bold and think big. It is important to take a step each day toward what you want to be.

What inspires you? The sea inspires me, renews me, and the Algarve is a privileged place in this sense. I devour books on entrepreneurship, growth mindset, productivity, and creativity. I love going to big international events, like the Web Summit, to absorb the knowledge and the energy found in such places.





Tim Vieira

CEO of Bravegeneration

Why is Portimão a good place to invest and/or be an entrepreneur?

The big opportunity nowadays is that you can be an entrepreneur anywhere in the world. With the communications and platforms we have, it is possible to sell products online and freelance anywhere in the world. What makes Portimão a good place to invest is that it is a great place with great people, great weather, and we are in the center of the world, so why not Portimão?

Can you talk about your experience as an investor?

Being an investor is really investing in people. We hear their ideas. We look at the business plans, but in the end we back the person. The more and more I look at businesses, the more and more I believe that we have to back the right people, the right teams. Find different talents, the people that do tech, the people that do human resources and the people that do sales. Without a good team you can have the best

product but it is going to go nowhere. The more I invest the more I believe we have to dig deep and make sure we are investing in the right people.

What advice do you have for people considering investing in or starting a new business?

My advice for investors and entrepreneurs: Investigate well. Do online research and then make focus groups. Tell friends and then enemies about the idea. Try crowdfunding or selling the product online before you launch to see if there is interest. Sometimes we become blind and we think that everyone will want our product and it's not quite like that. Also, begin to build a team around you to support your product's success.

What inspires you?

People are imperfect but we can appreciate the experiences and lessons we learn from each other. We cannot expect perfection because we are not perfect. I also believe we all have talents so what inspires me is working with people and finding their talents.

What are you proud of?

Pride obviously starts with the family. But more than the family, I am proud of the people I have helped to succeed who are now starting to help others. That's what drives me to open doors and help people succeed.

notes:

Some **USEFUL** **LINKS**

If you need more information, check out the following web pages:



IAPMEI, I.P.
Instituto de Apoio às Pequenas
e Médias Empresas



PORTUGAL IN



STARTUP PORTUGAL



AICEP
Agência para o Investimento e
Comércio Externo de Portugal



STARTUP PORTIMÃO



BANCO DE PORTUGAL



GEN PORTUGAL
Global Entrepreneurship Network



AMAL
Comunidade Intermunicipal do
Algarve



APBA
Associação Portuguesa de
Business Angels



TURISMO DO ALGARVE



FNABA
Federação Nacional de Asso-
ciações de Business Angels



TURISMO DE PORTUGAL



INPI
Instituto Nacional de Propriedade
Industrial



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ALGARVE ACOLHE



ESPACO EMPRESA/ PORTAL
DO EMPREENDEDOR



IEFP

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PORTAL DA COMPETITIVIDADE



EMPRESA NA HORA



CRIAÇÃO DA EMPRESA ONLINE



NERA

HOW PORTIMÃO?

Get out a pen. It's time to do some work. If it helps, you can imagine yourself doing this work on one of those beautiful Portimão beaches. Or come for a visit and turn your imagination into reality.

Following are exercises designed to help you think generally about investing and yourself as an investor. The intent is to help you answer some questions and also help you understand what questions still need answers.

On the previous page you will find a list of entities you can reach out to for help in answering your questions.



You don't need to be a millionaire to be a Business Angel. The average value of investment is around 50 thousand euros, but there are many investments of 20 and 10 thousand euros.

Paulo Andrez

Green Swan Group | Angel Investor



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WHY would YOU DO THIS?

Here are some questions that can help you understand yourself as an investor. Engaging with these questions can help you focus and find the best path.

→ Where's the spark? Why would you want to become an investor? _____

→ Are you interested in helping grow something new or getting involved in a more established venture? Why? _____

→ Are you interested in working with new people? Why or why not? _____

→ Do you want to understand the inner workings of a business more fully? Why or why not? _____

→ What are you expecting to get from your investment experience? _____



I invest because I deeply believe in the success or positive impact projects will have on the community.

João Bacalhau

Founder and CEO of Varzeamar SA/ Algar Experience



Here are some areas of business. **Circle the one (or ones)** you are most interested in.

Customer Service

Tourism

Emerging Technology

Arts

Agriculture

Manufacturing

Healthcare

Energy

Marketing

Media

Real Estate

Retail

Transit

Education

Commodities

What else?



→ Why did you circle that one (or ones)? _____

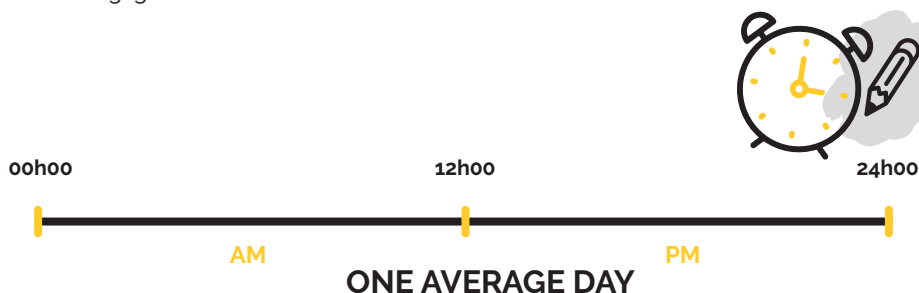
→ What do you know about yourself as an investor? _____

→ Do you have an investment portfolio? What does it look like? _____

→ Do you have investment partners? What do those relationships look like? _____

How can you **MANAGE YOUR TIME AND ENERGY?**

When thinking about what you can invest, it's important to understand how much you can engage. What is realistic? When?



Fill in the portion of the day you spend:

- ▶ eating and sleeping.
- ▶ working.
- ▶ in transit.
- ▶ with family or friends.
- ▶ doing other things.

How much time is left
for working on your
investment?



Think twice before accepting a place in the administration of a startup because, should it owe money to the treasury and social security, you can be called to pay.

Paulo Andrez

Green Swan Group | Angel Investor



You use your energy to think and problem solve and talk and listen and learn and walk and eat and all the other things you do.



**ONE
AVERAGE
DAY**



**ONE
AVERAGE
WEEK**

Fill in the amount of energy you spend:

- working.
- in transit.
- with family or friends.
- doing other things.



How much energy is left for working on your investment? _____

→ Is there any energy for investing? Is there enough energy? If not, can something change?

→ How? _____



Innovate and create something that makes a difference in people's lives, whether through IoT, SaaS, or simply through something more traditional and manual. At the end of the day, you can add value and make life easier for people, both personally and professionally.

Joaquim Costa
Founder of Bephex



What should **YOU LISTEN FOR** in a **PITCH?**

Once you know you have the interest and time and energy (and capital) to invest, it is time to start looking for entrepreneurs and businesses to support.

It can be overwhelming to listen to people pitch their ideas. It can be difficult to know what is a thoughtful, considered idea and what just sounds good. Before a pitch, think about what to look for. Here is a guide to help you listen to pitches and ask questions.

→ What is the big idea?

How do you feel about it?



Why?

→ Who is the target market?

How do you feel about it?



Why?

→ What is the problem or need that will be addressed?

How do you feel about it?



Why?

→ Is there a compelling business model?

How do you feel about it?

- 1 2 3 4 5

Why?

→ Is there a minimum viable product?

How do you feel about it?

- 1 2 3 4 5

Why?

→ Is there a competitive advantage?

How do you feel about it?

- 1 2 3 4 5

Why?

→ Is the financial model clear and sound?

How do you feel about it?

- 1 2 3 4 5

Why?

→ Does this align with your interests?

How do you feel about it?

- 1 2 3 4 5

Why?

→ What are they asking for?

How do you feel about it?

- 1
- 2
- 3
- 4
- 5

Why?

→ What are you excited about?

→ What are you concerned about?



Being an investor is really about investing in people. We hear their ideas. We look at the business plans, but in the end we back the person.

Tim Vieira

CEO of Bravegeneration



Pitch Evaluation Tool:

| | + | - |
|---------|---|---|
| Shape | | |
| Content | | |



Can you use a **SCORE CARD** for **PROJECT** **EVALUATION?**

| | Team | Innovation Degree | Business Model | Scalability |
|---------|------|-------------------|----------------|-------------|
| PROJECT | | | | /20 |
| PROJECT | | | | |
| PROJECT | | | | |
| PROJECT | | | | |
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| PROJECT | | | | |

Adapted from Rede Nacional de Incubadoras.

“

Business Angels prefer to invest in companies with some sales already made, that need capital to grow.

Paulo Andrez

Green Swan Group | Angel Investor

”



Do you understand **THE NEEDS** of your **INVESTMENT?**

Checking in on the needs of your investment is an ongoing job. From pre-investment research to five-year check-ins, it's critical to continue assessing what your investment needs in order to grow. These questions will help you pinpoint needs.

→ Does your investment need capital?

yes *no* *maybe*

How do you know? _____

What can you do? _____

→ Does your investment need time?

yes *no* *maybe*

How do you know? _____

What can you do? _____

→ Does your investment need tangible goods?

yes *no* *maybe*

How do you know? _____

What can you do? _____



Simple and creative solutions to complex problems inspire me.

Ana Barjasic
CEO of Connectolog



→ Does your investment need intangible goods? *yes* *no* *maybe*

How do you know?

What can you do?

→ Does your investment need further planning? *yes* *no* *maybe*

How do you know?

What can you do?

→ Does your investment need a new exit strategy? *yes* *no* *maybe*

How do you know?

What can you do?

notes:

Can you **PITCH** YOURSELF?

It is important to be clear with businesses, and yourself, about why you are the right investor for a project. Just because you are excited about a business or an entrepreneur does not mean you should invest. You might not be ready. You might not be what the business needs. The following

exercise can support you as you explore and consider your relationship with a business. If you are the right fit, you will need to express why before a business takes you on as an investor. The exercise below will also help guide you through how to pitch yourself to an entrepreneur.

| | |
|---|---|
| What is the project? | What can you invest? |
| Capital? | Time? |
| Knowledge? | Why are you excited about this project? |
| Where do you see this project going? | How are you aligned with this project? |
| What is your exit strategy for this project? | What do you imagine your role to be? Will this change? |

Let's put it all together.

Why you?

Why this project?



Have you **CONSIDERED** the **LEGALITES?**

As you move forward with an investment, think about the legal questions you need to explore. You may want to seek outside counsel for these issues. Here are some issues you will want to look at.

- ✓ **Do your due diligence.** Check for potential liabilities and ensure that everything within the company is as it appears.
- ✓ **Get contracts.** Consider terms sheets, investor rights agreements, stock purchase agreements, and an amended and restated certificate of incorporation.
- ✓ **Determine valuation.** Appraise and negotiate the worth of the company and your investment.
- ✓ **Understand tax benefits and concerns.** Identify tax impacts for both yourself as an investor and the company.



I have had projects that did not always go well, but from them I gained knowledge and maturity that is more important than revenue and that no degree could have provided me.

Joaquim Costa
Founder of Bephex.



notes:

Is there a **GOOD PROCESS** for improving your investment **STRATEGY?**

Along the way we all have failures and make mistakes. We also make good choices and have success. Being able to learn from, and change in response to, those experiences is easier if you have a strategic system in place. Here is a process you can run daily, weekly, and annually to mold your investment towards achievement.



Plan:

What are the goals?

Who is involved and what do they do?

What data do you need to collect?

What is the timeline?

What, generally and very specifically, does success look like?

Results:

Collect the data.

Collect ideas and experiences from people involved.

What other results do you want to look at?

Assess:

Did you meet your goals? How do you know?

How did the people involved perform? How do you know?

What does the data say? How do you know?

What worked and what didn't work? How do you know?

Iterate:

What (if anything) should stay the same? Why?

What (if anything) should change? Why? How?

AND NOW YOU MAKE A NEW PLAN!

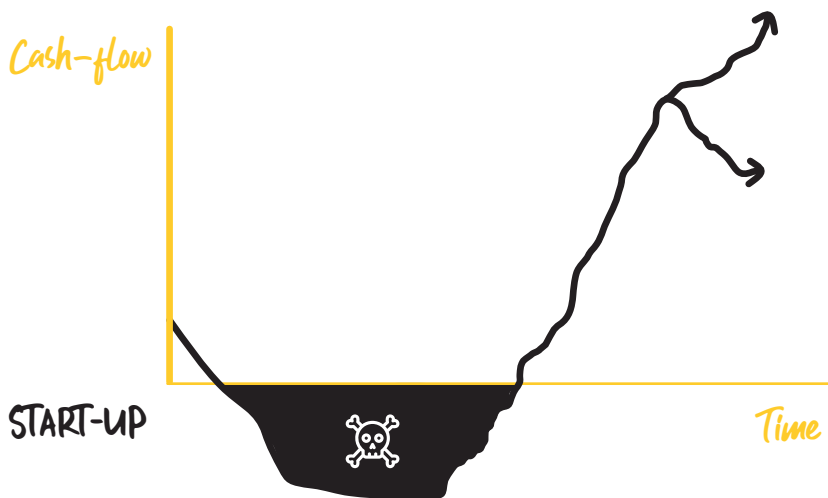


WHAT are your RISKS?

STARTUP CHALLENGES

All startups must cross the initial "Valley of Death" to get to increased cash-flow. Investors can help them through this phase.

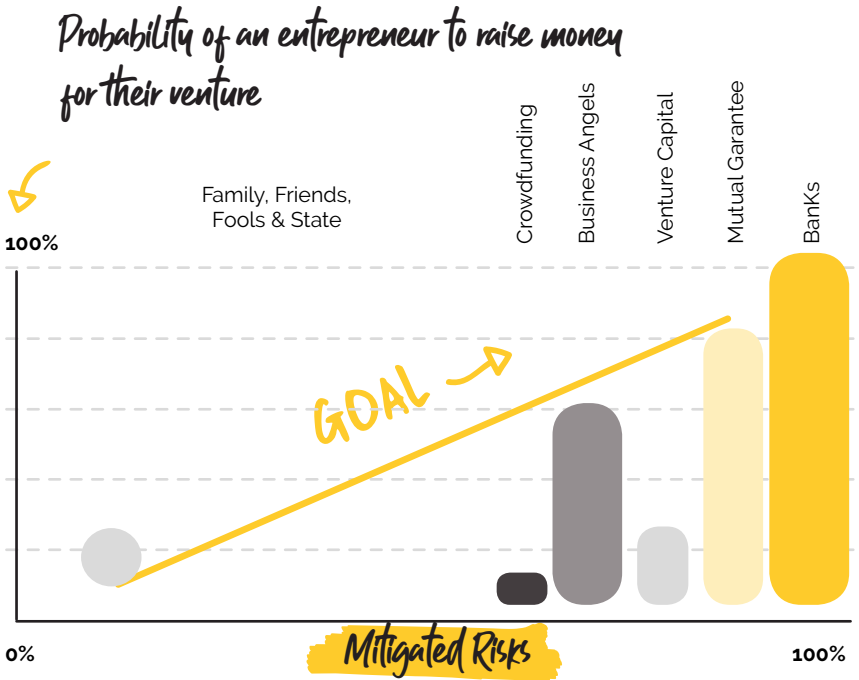
Does that sound exciting to you? If you are investing in a startup, how else can you help it cover this dangerous ground?



notes:

PROBABILITY AND MITIGATED RISK

Most new businesses follow a similar trajectory. How will you help a business reach their goals?



RISKS (MELFO)

MARKET, ENTREPRENEURS, LEGAL, FINANCIAL & OPERATIONAL

Source: Paulo Andrez

notes:



Investigate well. Do online research and then make focus groups. Tell friends and then enemies about the idea. Try crowdfunding or selling the product online before you launch to see if there is interest.

Tim Vieira

CEO of Bravegeneration



THE RISKS OF THE JOURNEY

To succeed in investment you must understand and prepare for risk. You must ask if you can take the journey and what you need to prepare for.

Imagine you are going on a hike. It is a good idea to think about and plan for difficulties you might run into. You might read guidebooks, take classes, buy supplies, find travel partners. The same is true for investment. Following are some of the risks you might need to consider. Risks might change during the life of your investment.



The Swamp of Market Risk

(Investment value decline due to economic developments or other events that affect the entire market.)

Current level of risk:



Long-term level of risk:



Can you avoid this risk? How?

Can you prepare for this risk? How?

The Desert of Liquidity Risk

(Inability to sell an investment at a fair price when you want to.)

Current level of risk:



Long-term level of risk:



Can you avoid this risk? How?

Can you prepare for this risk? How?



Do not invest more than 10% of the net assets you have. Remember that investing is a risky activity.

Paulo Andrez

Green Swan Group | Angel Investor



The Storm of Asset-Level Risk

(Risks shared by every investment in specific types of assets.)

Current level of risk:

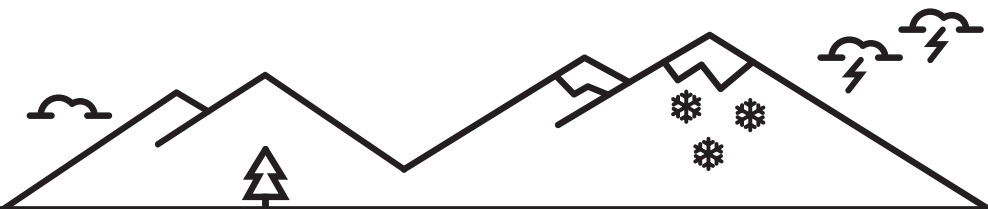


Long-term level of risk:



Can you avoid this risk? How?

Can you prepare for this risk? How?



The Mountain of Concentration Risk

(Loss due to monetary concentration in a single investment or type of investment.)

Current level of risk:



Long-term level of risk:



Can you avoid this risk? How?

Can you prepare for this risk? How?

The Cold of Credit Risk

(The government entities or companies involved experience financial difficulties and cannot pay interest or repay the principal.)

Current level of risk:



Long-term level of risk:



Can you avoid this risk? How?

Can you prepare for this risk? How?

WHO do YOU KNOW?

CONNECTIONS BRAINSTORM

Reaching out to your network can help you build the strength of your investment. Sometimes we overlook important people in our networks.

Write in the names of people you know from different parts of your life, even if you have not talked to them for a while.



MATCHING GAME

Look at the names you wrote on the Connection Brainstorm. Identify who you can reach out to around the following topics.

| | | | |
|--------------------|-----------------------------------|------------------------------------|------------------|
| Investing | Legal | Mentorship | Marketing |
| Partnership | Working with entrepreneurs | Specific investment sectors | |

People you just want to say hello to because you have not talked to them for a while



- What other topics do you want to talk to people about? _____
- Who can you talk to about each of these topics? _____
- Are you missing something? Do you know people who might know people to help find the things you are missing? How else can you find people and/or information? _____

CONNECTION TIME!

Plan what you will say when you reach out to your network.

- How will you explain the project? What questions will you ask? _____
- How will your explanation and questions change when you make different connections? _____

Do you **UNDERSTAND** **WHAT IT MEANS?**

Angel Investor: individuals who support new entrepreneurial ventures, usually to help get businesses from the self-funded stage to a level that needs and attracts venture capital.

Assets: tangible or intangible resources held by a particular individual or organization to which a monetary value can be attributed.

Balance sheet: accounting statement of the company's financial position at a given time. It presents the assets, liabilities, and the net equity of the company.

Beach: a beautiful place you can go every-day in Portimão.

Break-Even Point: point in time (or in number of units sold) when forecasted revenue exactly equals the estimated total costs (fixed and variable); where loss ends and profit begins to accumulate. This is the point at which a business, product, or project becomes financially viable.

Incubator: organization that provides workspace, coaching, and support services to entrepreneurs and early-stage businesses. (Startup Portimão!)

Business Valuation: an estimate of the

worth of a business entity and its assets.

Cash-flow: the inflow and outflow of monetary means.

Constant Prices: value measurement of an investment project when compared to a specific year's prices.

Corporation: a body that is granted a charter recognizing it as a separate legal entity having its own rights, privileges, and liabilities distinct from those of its members. (Advantage: it shields investors from personal liability for any losses the corporation may experience.)

Cost of Equity: the return a company requires for an investment meets capital return requirements.

Current Prices: the price at which goods are currently being sold on the market. (Also known as market value.)

Due Diligence: the process of obtaining sufficient and accurate disclosure of all material documents and other information which may influence the outcome of a transaction.

Earning Before Interests, Taxes, Depreciation and Amortization (EBITDA): a calculation of company income based only on

operational activities, without taking financial and tax effects into account.

Earnings Before Interest and Taxes (EBIT): a financial indicator of a company's income before calculation of financial interest and taxes. EBIT is determined by assessing the difference between the company's revenues and expenses.

Equity: funds originating from partners, shareholders, or social operations of an entity. It corresponds to net worth or the difference between a company's assets and liabilities.

Gross Margin: the difference between the value of sales (such as sales of goods, goods, services provided, etc.) and the value of the cost incurred by the company in the goods and materials used for such sales.

Income Statement: document that shows the evolution of the company over a certain period: income, costs and results.

Internal Rate of Return (IRR): the interest rate at which the net present value of all the cash-flows (both positive and negative) from a project or investment equal zero.

Investment: monetary assets purchased with the objective of obtaining income or future profit.

Investor: you?

Liabilities: set of obligations assumed by the company.

Limited Liability Company (LLC): a legal entity that is not taxable itself and distributes the profits to its owners. It shields personal assets from business debt like a corporation.

Liquidity: the availability of assets to become monetary means.

Net Present Value (NPV): the value of all future cash-flows (positive and negative) over the entire life of an investment discounted to the present. NPV is used in capital budgeting and investment planning to analyze the profitability of a projected investment or project.

Networking: developing contacts to form business relationships, increase knowledge, expand a business base, and/or serve the community. (Also a term for linking computers systems.)

Now: a really good time to be an entrepreneur in Portimão.

Opportunity Cost: a benefit, profit, or value of something that must be given up to acquire or achieve something else.

Partnership: a business form in which two or more individuals share business responsibility, liability, and profit.

Payback: an investment's recovery period.

Portimão: a really good place to be an investor.

Profit and Loss Statement (P&L): a financial statement that summarizes the revenues, costs and expenses incurred during a specified period.

Project Financing Decision Evaluation: a stage of evaluation and study that assesses project feasibility in terms of financing methods.

Project Profitability Index: value of cash-flow generated per unit of invested capital.

The **AUTHORS** of this **GUIDE**

Luis Matos Martins:

Luis is the CEO of **Territórios Criativos** and has more than 10 years of experience in dynamic business incubator management. Previously he served as Non-Executive Director of **AlgarExperience** and **Science4You** and Managing Director of **GEN Portugal** and is responsible for the creation and management of several business incubators in Portugal, namely **Mafra & Ericeira Business Factory**, **Loures INOVA**, **Alvaiázere +**, and **Startup Portimão**. He was Director General of **DNA Cascais** and **AUDAX - Entrepreneurship Center of ISCTE-IUL** and President of the administration of **TEC LABS - Faculty of Sciences of the University of Lisbon**. He currently lectures at **ISCTE-IUL**, **ISMAT**, and **ISG**, where he teaches entrepreneurship, business management, and finance and acts as thesis advisor to students in the field of entrepreneurship and finance. His publications focus on entrepreneurship, innovation, and NGOs. He specializes in strategic planning, training, and entrepreneurship and finance. Luis has had the honor to act as jury and mentor in dozens of entrepreneurship contests. He has held the role of director for several youth organizations, such as the **UPAJE** and **Thesis**, and is a member of the board of the **National Youth Council** and various youth associations.

Teresa Preta:

Teresa is a CEO of **Territórios Criativos** and has over 5 years of experience in managing dynamic business incubators. She holds a Master's Degree in Tourism Management and Hospitality from **ISMAT**. She was executive director for the incubator

Mafra & Ericeira Business Factory and consultant for the startup **Loures INOVA** and consultant, mentor, and trainer with **Startup Portimão** and incubator **Alvaiázere +**. She has organized international incubators such as **Get In The Ring**, **Startup Europe Week**, **Global Entrepreneurship Network**, **Ignite**, etc., and served as Program Coordinator for **Turismo de Portugal**, under the **Fostering Innovation in Tourism Projects: Tourism Up, Taste Up, and Net Me Up**. Co-author of published articles on entrepreneurship, speaker and moderator in various initiatives related to entrepreneurship, jury in various entrepreneurship competitions, entrepreneur and businesswoman in the Agro-food sector, Teresa is also a delegate of **GEN Portugal**, the worldwide entrepreneurship platform with a presence in more than 160 countries.

Spice . Creative Seasoning is a comprehensive, collaborative design team. Spice provides creative expertise in start-to-finish production needs on projects ranging from graphic design to editorial design to branding to web design. With a world of knowledge, Spice meets the unique needs of their clients.

Project Team: Artistic Director: Marina Soares; Lead Designer: Líliliana Carvalho; Lead Writer: Kathryn Kruse.
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ACKNOWLEDGMENTS

Ana Barjasic, Ana Marques, Fernando Marinho, Isabel Neves, João Bacalhau, Joaquim Costa, João Costa, Natacha Parreira, Paulo Andrez, Paulo Pinheiro, Pedro Baião, Raquel Melo, Tim Vieira e Vanessa Batista.

“

We are available to give support throughout the process and this guide is the starting point. Thank you for choosing Portimão.

Isilda Gomes

Mayor, Câmara Municipal de Portimão

”



“

The municipality and Startup Portimão are available to assist in identifying business opportunities. See you soon.

Luis Matos Martins

CEO, Territórios Criativos

”