STARTUP PORTUGAL

WHO ARE WE

WHO ARE WE

Startup Portugal is a non-profit organization holding the Statute of Public Utility (conferred by Decree-Law 33/2019 of March 4th) and aims to support the Government in the creation and implementation of the National Strategy for Entrepreneurship, monitor the design and implementation of public policies to support entrepreneurship, promote entrepreneurship and Portuguese startups in national and foreign territory.

With different public and private partners (such as IAPMEI, ANI and Portugal Ventures), Startup Portugal develops several initiatives that contribute to the growth of the ecosystem and to a greater culture of entrepreneurship in the country.

BOOSTING THE PORTUGUESE ENTREPRENEURIAL ECOSYSTEM

BOOSTING THE PORTUGUESE ENTREPRENEURIAL ECOSYSTEM

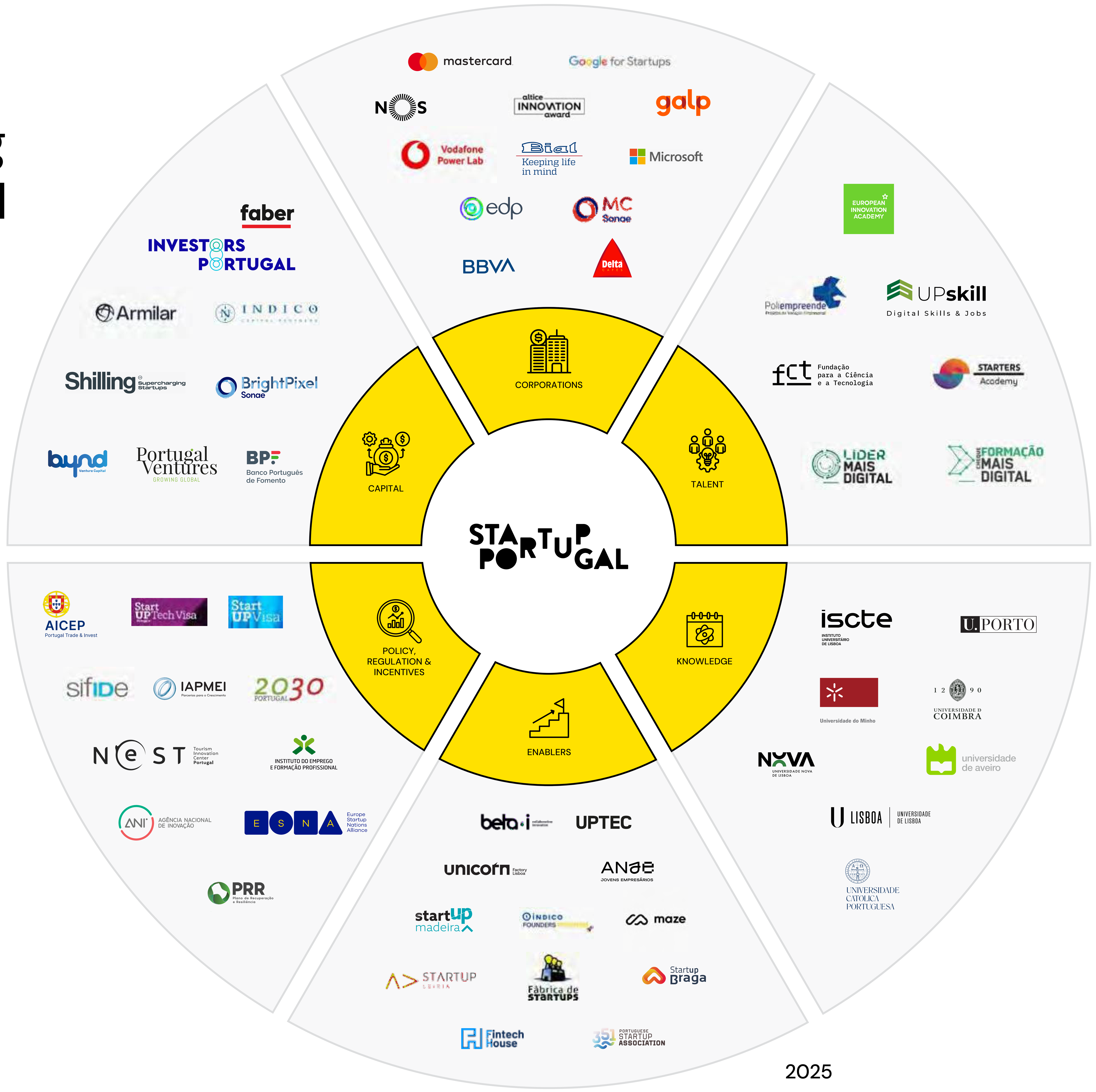
- Promoting the **Portuguese entrepreneurial ecosystem** in national and foreign territory
- Advising the **Government** in designing and implementing **public policies** towards entrepreneurship and the **National Strategy for Entrepreneurship**
- Coordinating and certifying the **national network of Incubators**
- **Mapping** the ecosystem
- **Recognising startup status according to the law**
- Managing **public funds** to support and boost the ecosystem
- **Representing the Portuguese entrepreneurial ecosystem** in European and international forums

HOW?

AN ECOSYSTEM SNAPSHOT

AN ECOSYSTEM SNAPSHOT

We have been mapping and monitoring the ecosystem since 2016 with national and international partners for different purposes and impacts.



AN ECOSYSTEM SNAPSHOT

International Players & Tech COs

- Deloite
- Nasdaq
- Thales
- Trip Advisor
- Beyond gravity
- NFON
- Arcesium
- CI&T
- Merkle
- NPAW
- Enovies
- Siemens
- Schréder
- Leonteq
- bjss
- Ubcom
- Renesas
- Aurasemi
- TLScontact
- Noesis
- Evolution Gaming
- Mercedez-Benz.io
- Axians
- DSV
- Global Shares
- Atos
- Pipedrive
- Accenture
- NTT Data
- Global
- Connexi
- Swiss Post
- Springer Nature
- PagerDuty
- Gapstars
- Salsify
- Hewlett Packard Enterprise
- BMW
- Volskwagen
- LKWD Lockwood
- SAP
- Nokia
- Ericsson
- Cisco
- Equinix
- Capgemini
- Uber
- VTXRM
- Pairpoint
- Vodafone
- Microsoft
- Hitachi
- Huawei
- Kyndryl
- Sepi
- Tui
- Synopsys
- Zuhlke
- LetsGet Checked
- Cegid
- Maxive
- Ricoh
- bjss
- Claranet
- Jumia
- Capgemini
- Infineon
- Devexperts
- Kantar
- New Work
- Mercedes-Benz.io
- BMW
- Wipro
- Five9
- Continental
- Intellias
- Hostel World
- Korber
- Amkor Technology
- Natixis
- Maersk
- Deloitte
- Cocus
- MPS
- Checkmarx
- Kuehne+Nagel
- Nanopower
- Euronext
- PaddyPower betfair
- Teamsviewer
- SaltPay
- Axians
- Devotem
- IWG
- Zumtobel
- Bosch
- Bontaz
- Devotem
- Altice labs
- Capgemini Enginee
- Merkle
- Turbine Kreuzberg

Scaleups & Unicorns

- Remote
- Bolt
- Fever
- Hibob
- Zomato
- CloudFlare
- Mollie
- Idealista
- Pleo
- QuintoAndar
- Trustly
- Pipedrive
- PandaDoc
- Infinera
- OLX
- Reltio
- Gympass
- Viz
- Viva Wallet
- OutSystems
- Sword Health
- Revolut
- Anchorage
- XING
- TeamViewer
- Checkout.com
- Teya
- TripAdvisor
- Squarespace
- Tilray
- Feedzai
- OutSystems
- Talkdesk

Investors

- Indico
- Shillling
- Lince Capital
- Armilar
- Investors Portugal
- Mazel
- Beta Capital
- SonaeIM (Bright Pixel)
- Pluris Investments
- Portugal Ventures

Universities, Education & Research

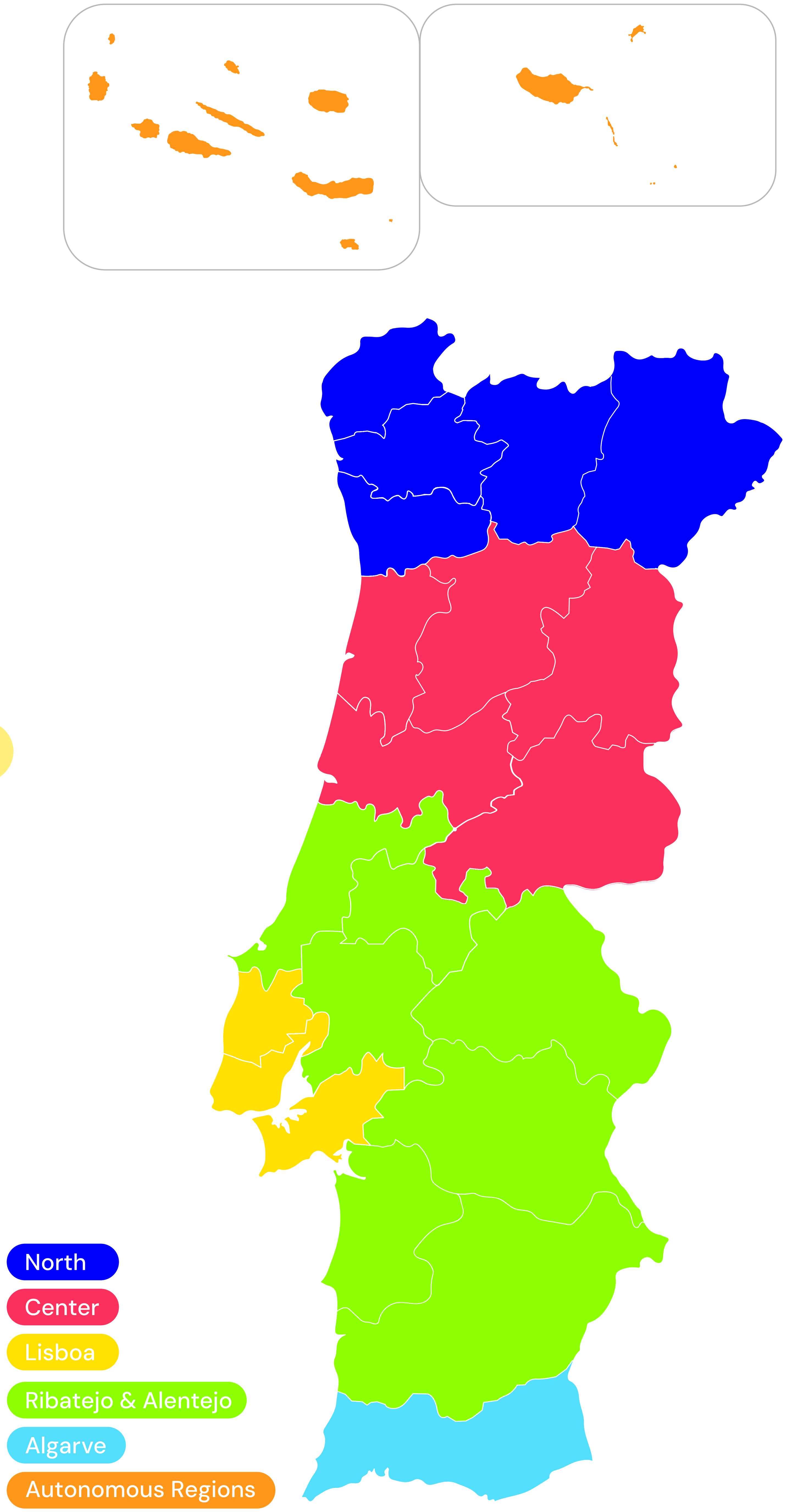
- INESCTEC
- Fraunhofer
- Gecad
- Universidade do Porto
- INL
- Universidade do Minho
- Centi
- NovaLincs
- ISR Lisboa
- Técnico Lisboa
- Carnegie Mellon Portugal
- INESCINOV
- Inesc id Lisboa
- Universidade de Aveiro
- Instituto de Telecomunicações
- IPN
- CISUC
- Uninova
- Universidade do Algarve

Incubators, Accelerators & Hubs

- Startup Braga
- UPTEC
- ANJE
- IET
- Regia Douro Park
- INOVAGAIA
- UA Incubator
- IPN Incubator
- Startup Leiria
- Sanjotec
- A Praça | Incubator
- Ubimedical
- Unicorn Factory Lisboa
- The Fintech House
- Build Up Labs
- Labs Lisboa
- Tec Labs
- Casa do Impacto
- Lispolis
- DNA Cascais
- Alhub
- greenhub
- gaminghub
- web3hub
- Alentejo e Ribatejo TAGUSVALLEY
- BioBIP
- PACT - Parque do Alentejo de Ciência e Tecnologia
- Startup Barreiro
- UALG TEC START
- Startup Portimão
- UAlg Tec Campus
- DENGUN

Co-Working Spaces

- Sítio
- Regus
- Typographia Cowork
- OPO'Lab
- Factory
- Sitio
- Rede Coworks
- CoWork Pátio
- Sitio
- Avila Spaces
- Regus
- LACS Community of Creators
- IDEA Spaces
- Heden
- COde
- Startup Alentejo
- Regus
- Hub Ativo
- Faro Avenida



AN ECOSYSTEM SNAPSHOT

● UPDATED ON NOVEMBER, 2024

▲ (REPORT IDC 2024)

△ (REPORT IDC 2021)

4.719
STARTUPS

58%
EXPORTS
ON REVENUES

25%
AVERAGE GROWTH
(Per Year/Last 3 Years)

11
FUNDS OVER €100M

7
UNICORNS
(with Portuguese DNA)

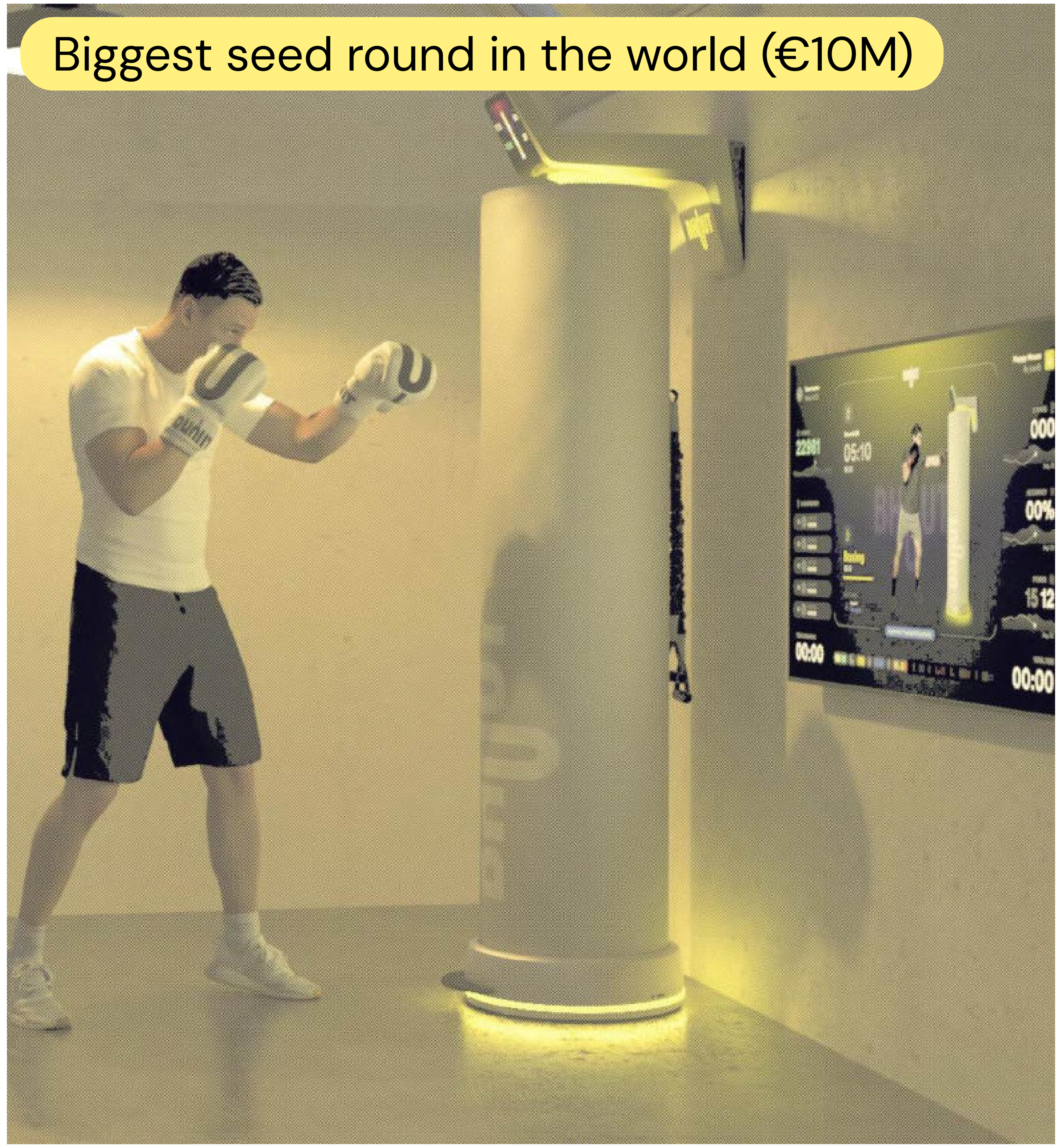
52
FUND MANAGEMENT COMPANIES,
MANAGING 135 FUNDS

~2.000€
AVERAGE WAGE

40
UNICORNS
(Operating In Portugal)

AN ECOSYSTEM SNAPSHOT

STARTUP STORIES



BHOUT

First intelligent boxing bag, mixing Gaming, Fitness and Health

SOUND PARTICLES

First 3D sound editing software

SMARTEX

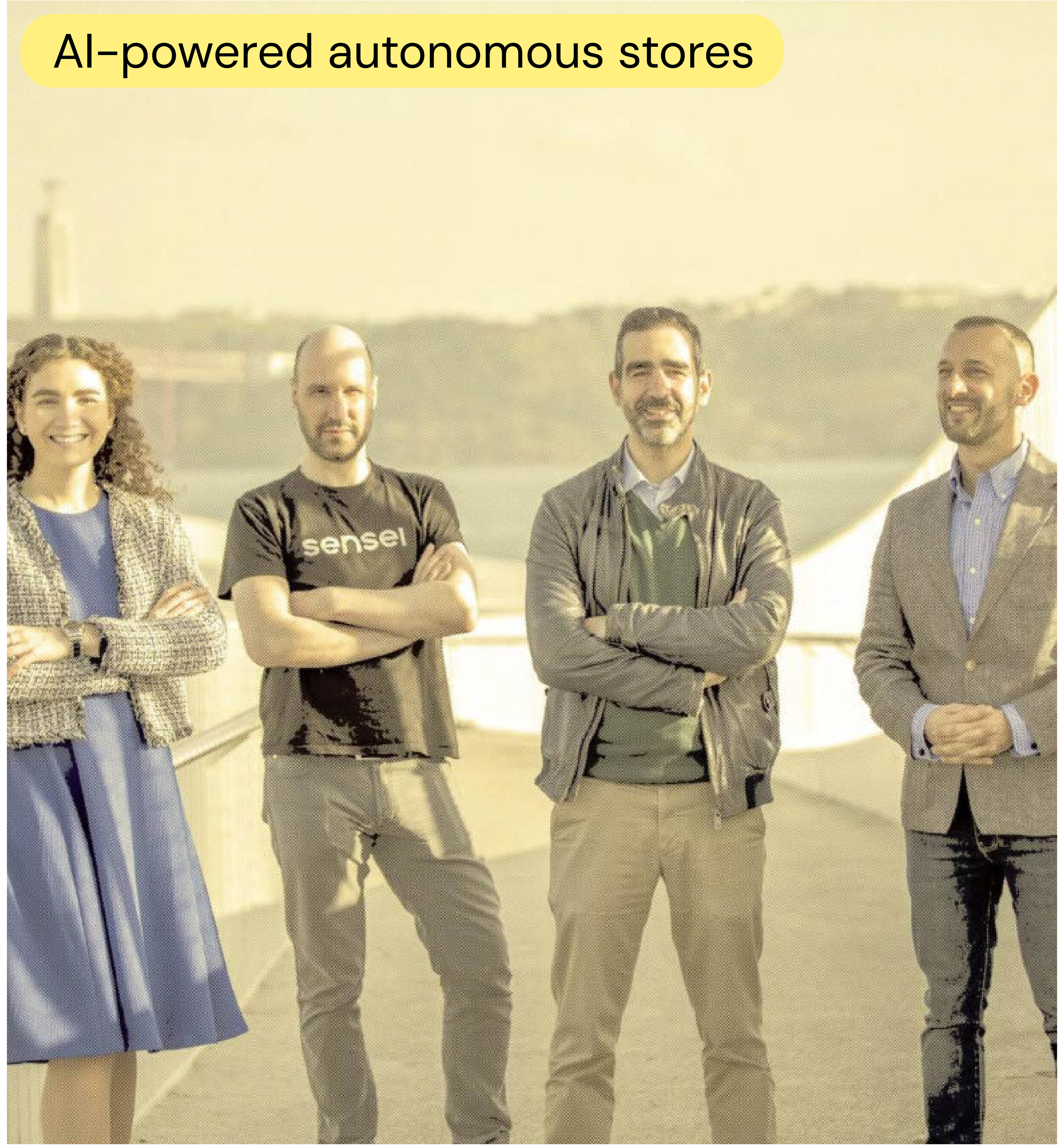
From tradicional industry to tech-enhanced powerhouse

AN ECOSYSTEM SNAPSHOT

STARTUP STORIES

ANCHORAGE

Home to the only federally chartered crypto bank



sensei

Main competitor to Amazon Stores

WINDCREDIBLE

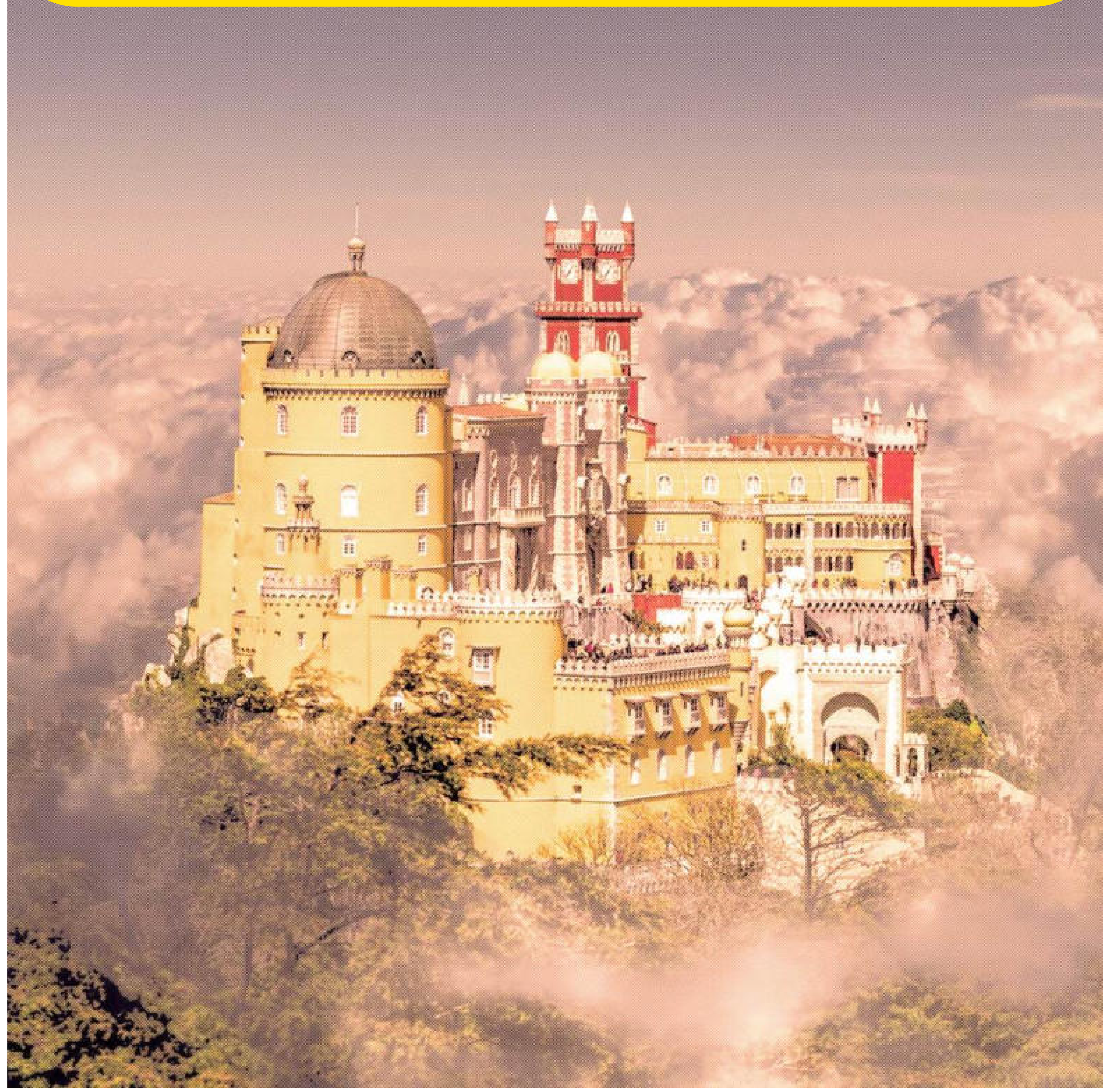
Looking to democratize wind energy in urban environment

WHY PORTUGAL?

WHY PORTUGAL?

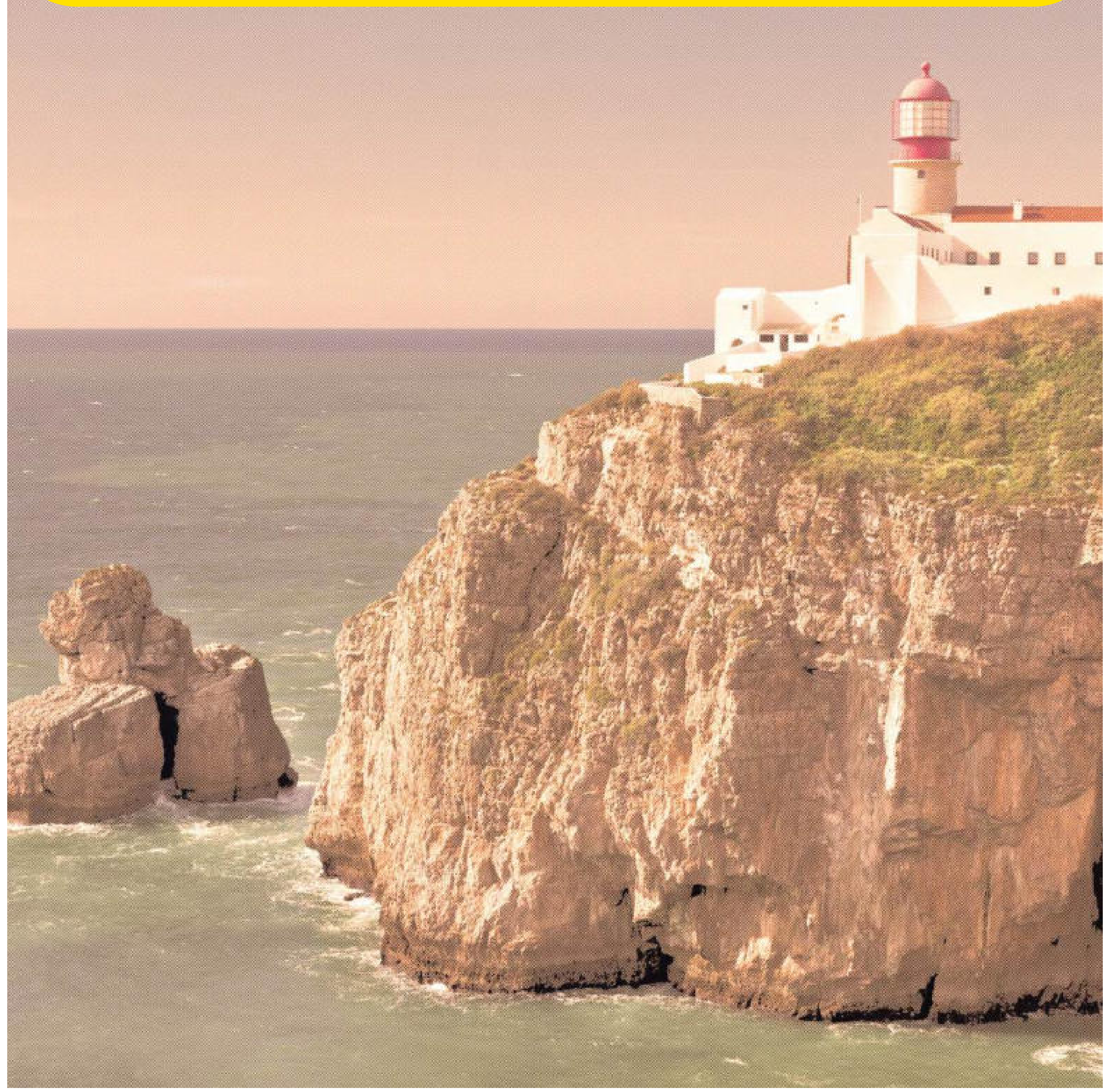
900

YEARS OF HISTORY, HERITAGE AND CULTURE



~300

DAYS OF SUN PER YEAR AND 940 KM OF BEACHES



#7

Q3 2024 — ALLIANZ TRADE

IN THE WORLD ON THE GLOBAL PEACE INDEX

WHY PORTUGAL?

15TH

IN THE TOP EXPAT DESTINATIONS

(Internations Expat Insider 2024)

15

UNIVERSITIES IN THE TIMES HIGHER EDUCATION WORLD UNIVERSITY RANKINGS (2024)

#1

IN EASE OF DOING BUSINESS ACROSS BORDERS

(Doing Business Report, 2020)

#2

IN EUROPE FOR BUSINESS INNOVATION

(European Central Bank, 2022)

6TH

LISBOA IS THE 6TH MOST POPULAR STARTUP ECOSYSTEM

(Startup Heatmap Europe 2023)

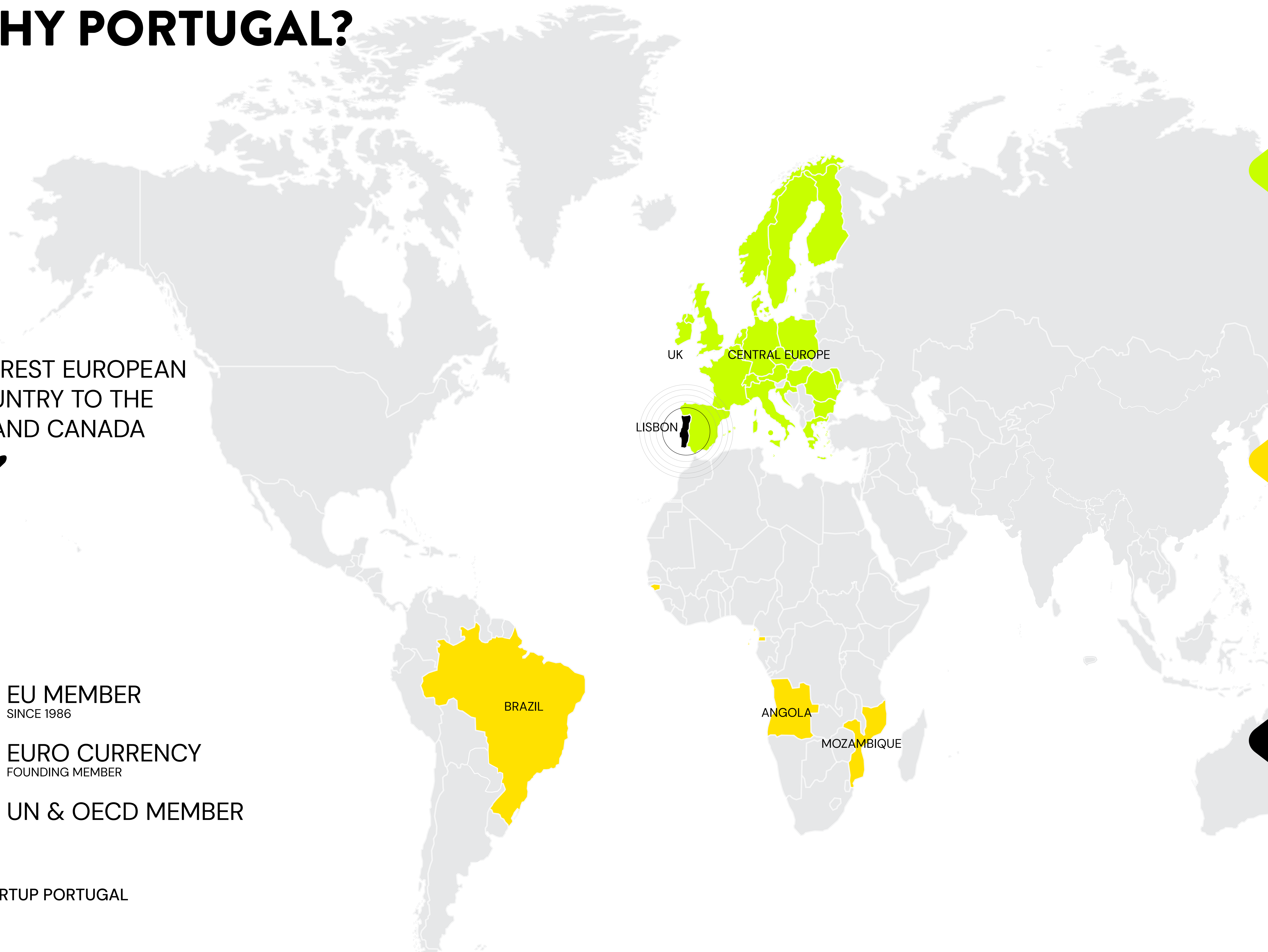
6TH

IN THE ENGLISH PROFICIENCY INDEX

(EducationFirst 2024)

WHY PORTUGAL?

NEAREST EUROPEAN
COUNTRY TO THE
US AND CANADA



EU MEMBER
SINCE 1986

EURO CURRENCY
FOUNDING MEMBER

UN & OECD MEMBER

500
MILLION PEOPLE
ACCESS TO EUROPEAN
MARKETS

300
MILLION PEOPLE
BRIDGE TO
PORTUGUESE
SPEAKING MARKETS

11TH
CONNECTIVITY
(OECD Report, 2021)

AND THE PUBLIC POLICIES ARE...

AND THE PUBLIC POLICIES ARE...

PRE-SEED → SEED → STARTUP → GROWTH → SCALE UP

- Vouchers For Startups, Incubators And Accelerators — PRR
- Web Summit — web summit
- Business Abroad — Startup Portugal
- Empreende XXI
- Fundo de Fundos & Deal by Deal — BPF
- Recognition of Startup and Scale Up Status — República Portuguesa
- Favourable Legal & Fiscal Regimes (e.g. Stock Options, IFICI, IRS Jovem, SIFIDE, Semente) — República Portuguesa
- Ecosystem Mapping Platform — Startup Portugal
- One Stop Shop — Startup Portugal
- Community Building (Above & Beyond Hangouts, SIM Conference) — Startup Portugal
- RNi - Portugal Incubators — Startup Portugal
- Startup VISA — IAPMEI
- Tech VISA — IAPMEI
- Portugal Ventures — Portugal Ventures, BPF
- Empresa na Hora — República Portuguesa
- Mobilizing Agendas — PRR
- Free Technological Zones — PRR
- Digital innovation Hubs — PRR
- Test Beds — PRR

AND THE PUBLIC POLICIES ARE...

THE STARTUP LAW

Legal Definition of Startup

- Less than 10 years;
- Employs less than 250 workers;
- An annual turnover that does not exceed 50 million euros;
- Has its head office or at least 25 employees in Portugal;
- Complies with one of the following conditions:
    - to have been recognized by ANI - Agência Nacional para a Inovação - with Selo ID or as a tech company;
    - to have concluded at least one round of risk capital financing;
    - to have obtained investment from Banco Português de Fomento.

Exception: declaration by Startup Portugal

Startups must also not result from a transformation or split-off of a large company and must not be majority-owned, directly or indirectly, by a large company.

AND THE PUBLIC POLICIES ARE...

Taxation only upon liquidity

Effective tax rate of 14%

	BEFORE	NOW
TAX ON VESTING MOMENT	YES UP TO 53%	NO
TAX ON DISPOSAL	YES 28%	YES 14%

THE NEW STOCK OPTIONS TAX REGIME

AND THE PUBLIC POLICIES ARE...

STARTUP LAW BENEFITS

IFICI

20% IRS

(former Non-Habitual Residence Program) - tax regime designed for startup employees and highly qualified professionals relocating to Portugal: 20% IRS during 10 years

MAR 2030

Financial incentives for the creation and expansion of aquaculture companies, in the form of productive investments and the processing of fisheries and aquaculture products

AND THE PUBLIC POLICIES ARE...

OTHER BENEFITS

IRS JOVEM

35 YEARS

More favorable tax regime for dependent and self-employed workers up to 35 years of age

EMPRESA NA HORA

Allows you to carry out the entire process of setting up a commercial company or civil company in commercial form at a single counter, at a single moment

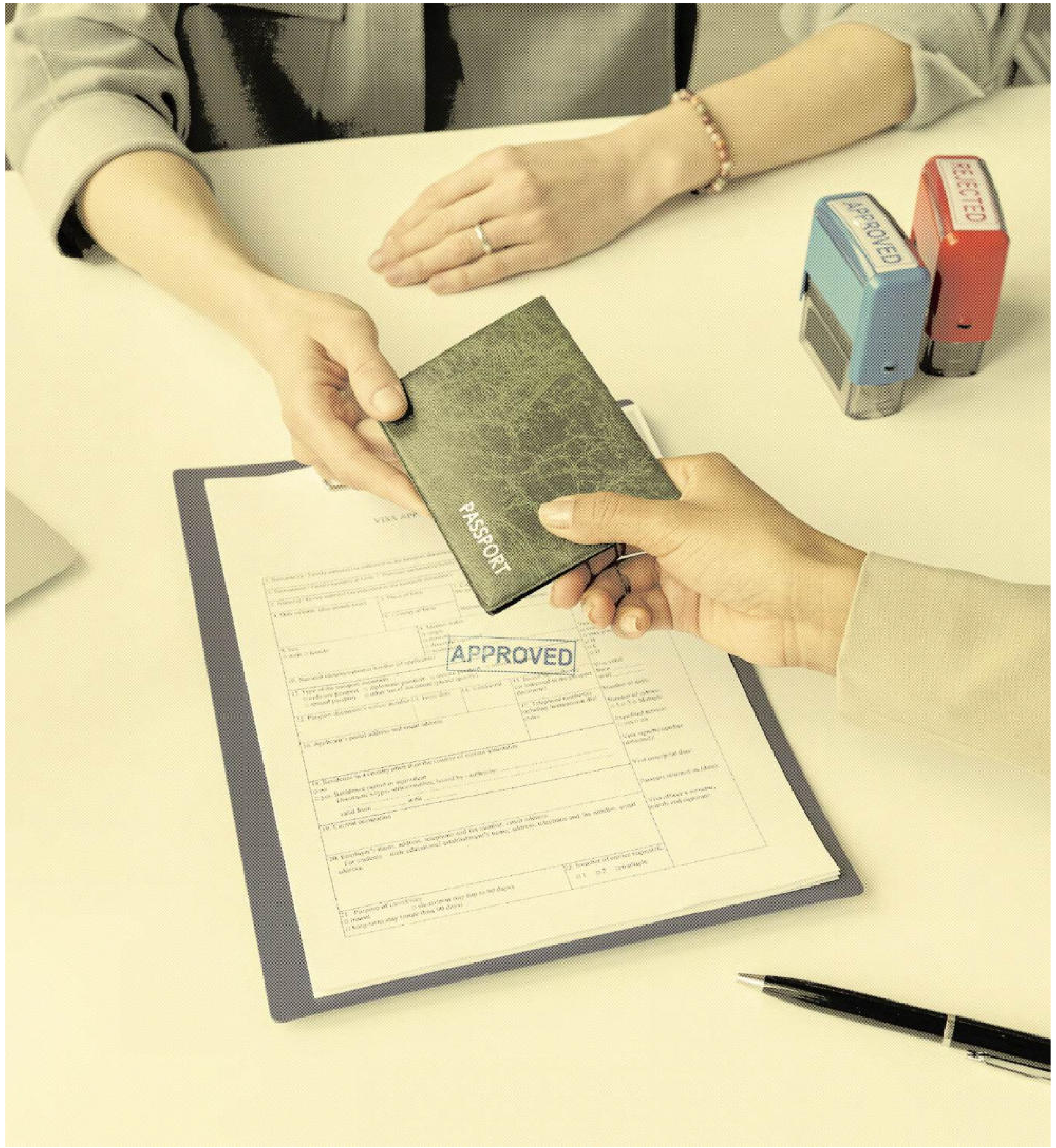
AND THE PUBLIC POLICIES ARE...

VISAS

Visa Opportunities

- **Startup Visa**: residence visa for entrepreneurs, which aims to attract investment, talent and capacity for innovation to Portugal
- **Tech Visa**: certification program addressed to companies that wish to attract highly qualified and specialized staff to Portugal

- **D2 Visa**: for those who have already invested or intend to engage in investment activities in Portugal
- **ARI - Golden Visa:** Residence Permit for Investment Activities, for those looking to invest more than 500.000€ highly qualified and specialized staff to Portugal
- **EU Blue Card**: a work- and residence permit for non-EU/EEA nationals



STRATEGIC COUNCIL

STRATEGIC COUNCIL

To help us define our strategy, on implementation and finding resources, we can count on a group of high-profile leaders chosen for their relevant expertise on the Portuguese entrepreneurial ecosystem.

Manuel Caldeira Cabral
Strategic Council
President

Miguel Santo Amaro
Coverflex

Marcelo Lebre
Remote

André Jordão
Barkyn

Marco Costa
Exclaimer
(ex-Talkdesk)

Daniela Braga
Defined.AI

Lurdes Gramaxo
Investors Portugal

José Costa Rodrigues
Relive

Pedro Bizarro
Feedzai

José Paiva
Landing.Jobsz

André Eiras dos Santos
Sword Health

Stephan de Morais
APCRI

Gil Azevedo
Startup Lisboa

Paulo Santos
Instituto Pedro Nunes

Maria Oliveira
UPTEC

Duarte Pimentel
Terinov

Luís Rodrigues
Startup Braga

Carlos Soares Lopes
Startup Madeira

Ricardo Marvão
Beta-i

Adriana Costa
U. Aveiro

João Rodrigues
U. Algarve

Gonçalo Diniz
Volta Trucks
(ex-Meta)

Andrés Ortolá
Microsoft

Pedro Sebastião
ISCTE/AUDAX

Diogo Santos
Deloitte

Luís Magalhães
KPMG

Bernardo Correia
Google

Miguel Amado
EY

Paulo Ribeiro
PWC

Rodolfo Correia
AWS

José Gonçalves
Accenture

José Pulido Valente
IAPMEI

TBD
Banco Português
de Fomento

STARTUP PORTUGAL PROGRAMS & INITIATIVES

ONE STOP SHOP

What is it?

Where you can get all the information you need to get to know Portugal and the Portuguese entrepreneurial ecosystem.

One Stop Shop is YOUR first point of contact for the Portuguese startup ecosystem!

◎ National and international entrepreneurs; investors; other stakeholders.

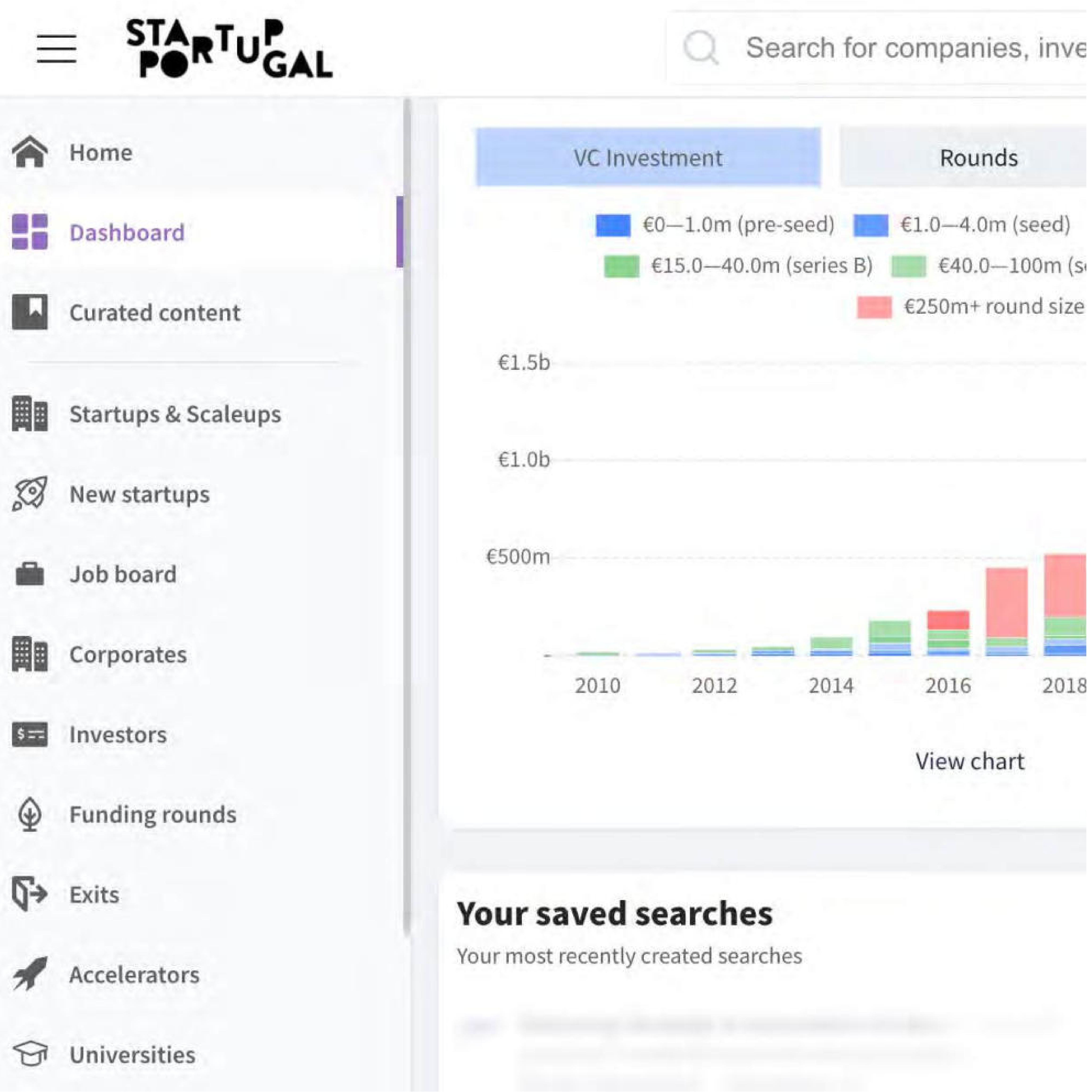
+7.000
PEOPLE

+110
COUNTRIES

+420
MEETINGS

PROGRAMS & INITIATIVES

ECOSYSTEM MAPPING PLATFORM



What is it?

Aggregates information about the ecosystem in a dashboard enabling access to relevant data on the startups, investments, and leading actors.

◎ Everyone.

+4.700

ESTIMATED STARTUPS

PROGRAMS & INITIATIVES

RNi – PORTUGAL INCUBATORS

What is it?

Aggregates incubators under a standard of incubation. Connects all its members and provides the support for them to work as network across the country.

Get to know the community members and how they support their ecosystem!

◎ Incubators

+130

CERTIFIED INCUBATORS

+4.900

PROJECTS UNDER INCUBATION, WITH OVER 9000 JOBS CREATED

INCUBX

What is it?

Twice a year, the Portuguese incubator community comes together. It's the perfect setting for sharing experiences and good practices and to network with incubators from across the country.

Get involved and grow your network!

◎ Incubators and accelerators.

+100

PEOPLE IN AVG./EDITION

+60

INCUBATORS IN AVG./EDITION

PROGRAMS & INITIATIVES

ABOVE & BEYOND HANGOUT

What is it?

A monthly hangout for entrepreneurs, investors, public entities, and other ecosystem players to talk about pressing topics for the community.

Join the community and dive into the discussions that shape the future of the ecosystem!

◎ Everyone.

+40

EDITIONS (1 EACH MONTH) SINCE FEBRUARY 2022

SIMULTANEOUSLY IN LISBOA, PORTO, AND ONLINE

+100

KEY SPEAKERS

+250

ONLINE ATTENDEES

PROGRAMS & INITIATIVES

SIM CONFERENCE

What is it?

2nd Edition May 2025

A conference set up to match entrepreneurs, startups, and national and international investors, focused on forging meaningful relationships.

Forge the meaningful connections that will drive your ideas forward!

◎ Portuguese-based startups and entrepreneurs; national and international investors; other stakeholders.

3.500 ATTENDEES	+150 STARTUPS SHOWCASING
+190 SPEAKERS	+50 INCUBATORS

PROGRAMS & INITIATIVES

ROAD 2 WEB SUMMIT

ROAD 2 WEB SUMMIT

What is it?

Aims to promote and support Portuguese-based startups in their participation in Web Summit, with exclusive webinars and bootcamps.

Prepare your startup and get the most out of your participation in Web Summit!

◎ Portuguese-based startups and entrepreneurs.

+100

BEST YOUNG STARTUPS TO REPRESENT PORTUGAL EACH YEAR

+860

STARTUPS HAVE ALREADY PARTICIPATED IN THIS PROGRAM

PROGRAMS & INITIATIVES

BUSINESS ABROAD

What is it?

Supports the presence of Portuguese startups in major international events.

Startups get to showcase their ideas at the event's exhibition area, pitch at the official event stages, and access networking side events with relevant local players & ecosystem stakeholders.

◎ Startups looking to expand to new markets and new geographies.

+300

STARTUPS CONNECTED TO INTERNATIONAL OPPORTUNITIES

+12

INTERNATIONAL EVENTS IN 2025

VOUCHERS FOR STARTUPS

What is it?

Financial support for startups with projects within the green and digital areas, in the amount of €30 thousand per startup. The total allocation for this measure is €60 millions.

◎ For startups dedicated to developing digital and scalable business models, products or services, with a strong digital or technological component and the potential for scalability. Special priority will be given to projects that contribute to the climate transition or that boost innovation solutions intended for implementation in the Agrotech sector (agriculture, aquaculture, fisheries, and forestry).

PROGRAMS & INITIATIVES

VOUCHERS FOR INCUBATORS

What is it?

These are a financial support measures, in the amounts of €30,000 to €150,000, which seek to create conditions for incubators and accelerators to invest in their human and technological development to better support their incubated startups. The total allocation for this measure is €20 millions.

◎ For existing projects or projects to be created, aimed at developing incubation and/or acceleration services in the areas of entrepreneurship and innovation.

EMPREENDE XXI

What is it?

A program that helps aspiring entrepreneurs create, develop and finance their new business project. This is a program developed by Startup Portugal in partnership with IEFP.

◎ Open to anyone enrolled in the IEFP that wants to start a business.

◎ The program guarantees 85% of the financing of investments of up to €200.000 (40% of which are non-refundable) with the possibility of an increase.

◎ To ensure adequate support for the promoters' applications and projects, this program also involves incubators that will be able to support the design of applications and to provide mentoring and specialized consultancy during the development of the project.

ESNA

What is it?

The European Commission together with 27 States and stakeholders have launched ESNA, based in Lisboa, that aims to pursue at European level the best practices that are hallmarks of a growth-friendly environment, based on the eight Startup Nations Standard:

- Fast startup creation, smooth market entry
- Attracting and retaining Talent
- Stock options
- Innovation in Regulation
- Innovation procurement (including tech transfer policies)
- Access to Finance
- Social inclusion, diversity, and protecting democratic values
- Digital First

THANK YOU