

Official Visit of H.E.
the Minister of Foreign Affairs of Portugal to Kazakhstan

PORTUGUESE BUSINESS DELEGATION

ASTANA
29th of June 2012

Portugal

a reliable partner

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Organisation



aicep Portugal Global
Trade & Investment Agency

Think Portugal to invest, buy or live.

Come and discover for yourself. We invite you to find new partners, to embrace the opportunities and learn all about the advantages of this stimulating and innovative country

Pharmaceutical and biotech industry

Over 40 companies, most of which created between 2001 and 2006, are attracting international attentions over the biotechnology industry in Portugal. With a strong focus on R & D, and millions of euros invested, these companies work – in some cases – in different areas of activity and are developing, among others, pharmaceutical products that help to improve your quality of life. The pharmaceutical industry is one of the sectors that generates significant employment for qualified workers, contributes significantly to research and scientific and in the past few years has contributed a major way to Portugal's economic development.

Industrial Equipment

Portugal produces above all industrial machinery, equipment and appliances, cabling sets, lines and cables, telecommunications equipment, information, and professional electronic equipment, and electronic components. It is a subsector that has an ever expanding role in the development of the automotive industry. Machines and tools are top export and import products in Portugal. They represent almost 20% of national total foreign trade. Major world players have established operations in Portugal and there is a number of growing national companies that are developing an important role in this sector.

Renewable Energies

Portugal is becoming a leading country in terms of renewable energy generation capacity and development of equipment for clean energy production. 52% of total electricity generation comes already from renewable sources and the target for 2020 is 60%. Huge steps have been taken towards this goal and a wide range of business opportunities are being created right now. Portugal has a wide range of renewable and non-pollutants sources of energy such as wind, solar, hydro, tide and maritime wave energies. Portugal has both the world largest Photovoltaic Central within urban environment and also the 2nd largest wind farm in Europe.

Information Technologies

From financial services, to software, hardware and telecommunications, Portuguese companies have achieved a high level of excellence and international recognition with state-of-the-art products and services. A series of innovating and promising companies are emerging and many International companies have nearshore Shared Services Centres and R&D departments in Portugal.

To choose Portugal is to choose an exciting country, in the West Coast of Europe, to invest and buy high quality services and products. It is also the choice for a privileged, geographically strategic location, ideal for those seeking to supply the European market or expand their businesses to other parts of the world.

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Pág.

11

PORTUGUESE COMPANIES

ATRALCIPAN / LABORATÓRIOS ATRAL, S.A.

14

BIAL GROUP

15

COFACO AÇORES

16

EFACEC INTERNACIONAL

17

FREZITE – FERRAMENTAS DE CORTE, S.A

18

MIGUEL SARAIVA & ASSOCIADOS

19

OLIVEIRA & IRMÃO, S.A.

20

PIROTECNIA MINHOTA

21

RESUL EQUIPAMENTOS DE ENERGIA, S.A.

22

SOC. QUINTA DO PORTAL, S.A.

23

TIMWE

24

VISTA ALEGRE ATLANTIS

25



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Pedro Reis
 Chairman & CEO



aicep Portugal Global

aicep Portugal Global is a Trade & Investment Agency created to increase the competitiveness of the Portuguese economy through the development and execution of structuring policies and the support to the internationalisation of the Portuguese companies, by:

- Promoting a competitive business environment to attract and assist structuring investment projects;
- Promoting Portuguese exports, by increasing the number of exporting companies and encouraging a larger incorporation of technology in their products;
- Promoting and spreading the Portuguese economic offer, namely in the area of goods and services;
- Supporting the internationalisation of Portuguese companies, mainly the small and medium-size ones.
- Promoting Portugal's image abroad as well as the Portuguese brands.

aicep Portugal Global – Trade & Investment Agency develops its activity supported by a large network of business offices, business units and representations, over the five continents. This network is a key factor to perform the strategy of the Agency as facilitator of business and commercial contacts.



Portuguese Companies

ATRALCIPAN / LABORATÓRIOS ATRAL, S.A.

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José Gavino
CEO



Carlos Araújo
International Director

AtralCipan has 2 complementary Industrial businesses lines: Biological and Chemical Production of Active Pharmaceutical Ingredient (API) and Production of Pharmaceutical Finished Dosage Forms (FDFs);

2011 Turnover was 42 million Euros, with an EBITDA of 7,5 million Euros. With a pax of 318 persons, 48% of Business are Exports, to more than 25 countries.

Main markets are North America, Latin America, Middle East, Europe and Africa.

From the joint of the Technologies developed on both Chemical and Pharmaceutical areas, several Technology Transfer Projects have been performed since the 70's:

- Europe, South America, Africa, Middle East and Far East.

AtralCipan main products are:

- API: Minocycline, Potassium Clavulanate, Oxi-tetracycline and Limecycline
- FDFs : Rx products, Generics, OTCs and Nutraceuticals

The main objective of the Mission is to find distributors for FDFs, Agents for API's, partnerships for development of new products / technologies and partner interested in technology transference projects in the field of API or FDFs.

BIAL GROUP

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Paulo Ribeiro
Director of International Operations Department

BIAL is an international pharmaceutical group with products available in 50 different countries. The company headquarters are located in Portugal and has also facilities in Spain – a factory and a R&D center focused on allergic immunotherapy - and other countries.

BIAL has launched, in Europe, in 2009, the first Portuguese pharmacological patent, antiepileptic drug- eslicarbazepine acetate– Zebinix (Stedesa in the US).

By investing more than 20% of its business volume in R&D, BIAL predicts to launch new drugs until 2020, resulting in an enhanced international presence, which already represents around 40% of the company annual revenues.

COFACO AÇORES

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Carlos Costa
Export Manager

In 1961, the biggest and most prestigious canning companies from the Algarve, "Centeno Cumbreira & Rodriguez" and "Raul Folque & Filhos, Limitada", both with head offices in Vila Real de Santo Antonio, promoted a merging process which would culminate in the constitution of the major Portuguese Canning Group, which they registered under the name COFACO.

In the beginning of that decade, due to a scarcity of tuna in the Algarve Sea, the canning activity was displaced to the Azores archipelago, a place of privileged passage for tuna, on its migration routes through the oceans.

Currently, between the industrial poles of COFACO placed upon the islands of S. Miguel (Rabo de Peixe) and Pico (Madalena), over 600 people work with more than 15 thousand tonnes of tuna per year. The company today has a leading position upon the national fish canning market (tuna, sardines, mackerel and specialities) with a market share higher than 40% with popular brands such as "Bom Petisco", "Tenório", "Lider", "Pitéu", "Risonho", "Catita", "Zarco" and "Bom Amigo".

The company's priority in offering maximum quality products is also internationally acknowledged: over than 30% of the sales are destined for export, with a global presence in more than 30 countries all over the world.

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Miguel Miguens
Business Development Manager

Efacec focuses its activity on 10 Business Units (BU): Transformers, High and Medium Voltage Switchgear, Energy Servicing, Engineering, Automation, Maintenance, Environment, Renewables, Transports and Logistics. These are responsible for the global development of the company's activity.

Over the past years, the growth of these BUs has been very significant, especially on an international level, strongly contributing towards Efacec's strategic goal of replicating what it currently develops in Portugal on seven world regions – USA, Latin America, Maghreb, Southern Africa, Spain, Central Europe and India –, which are regarded as the company's priority markets.

This goal is made possible by the presence of the company in areas with a large potential for future worldwide development. Efacec's constant investment on R&D, together with its successful past with over 100 years of history, has turned Efacec into a world player and a key reference in the sectors in which it operates.

Is the largest Portuguese Company in the field of electricity, employs around 4800 people and has a turnover exceeded 1 billion €, being present in more than 65 countries in all 5 continents.

FREZITE – FERRAMENTAS DE CORTE, S.A.

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FREZITE
Group



José Manuel Fernandes
President

Quality, innovation, internationalisation and ethics are the intrinsic values of the FREZITE Group, which have contributed to its continued success, building on a strategy of value creation.

After 30 years in the cutting tool market, our positioning has maintained the same strategic line: rigour in implementation of our activities, competence and responsibility with our partners, the essential quality of the products that we develop to meet the needs of our clients and responsible, close after-sales service. These characteristics give the FREZITE Group the confidence and courage required to work with our customers and affirm our position as partners in development for their companies. The success of our clients is also our success.

The FREZITE Group works in technological sectors using its strong engineering vocation. The various business units in the group have always been united in their concentration of activities in the professional market (B2B) for equipment, in areas of high value add. In each business unit, the vast range of products from the FREZITE Group can satisfy the highly competitive professional and industrial market. With over three decades of history, and development based on reliability and sustainability, the FREZITE Group is current present in over 50 countries across five continents, bringing its competitive advantage to its customers.

Miguel Saraiva e Associados

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saraiva
+associados
ARCHITECTURE + URBAN PLANNING



Pedro Macedo
Country Manager / Architect

A global company with over 16 years of practice - The Group Saraiva + Associados was established in 1996 in Lisbon, Portugal. And since that, it has been developing its activity in the areas of Architecture, Urban Planning and Design. In 2004, from being associated to the initial phase of an International Network of Architecture, the company began its expansion process towards external markets. The company started its internationalization process by incorporating Partners in local offices.

The strength, quality and capacity of the Company's Internationalization strategy launched our entry in Asia via China. This step became logical when we realized that our permanent presence in this country would provide the opportunity to explore a market with an enormous potential and great economic growth.

Already based in Beijing, S+A wishes for a quantum leap in order to open new paths to the neighboring regions such as Indonesia, Malaysia, Singapore and East Timor.

A universal and multidisciplinary approach - Over 80 professionals with outstanding skills and remarkable experience in a wide range of project expertise. A systematic awareness of environmental matters, as well as the integration of local cultural individuality, is on the basis of our activity.

As architects, our work reflects a contemporary attitude - Quality and innovation in conceptual design; Technical accuracy from concept to technical assistance; Team spirit, continuous learning and responsibility; Sustainability-driven approach since the beginning of the project; Effective integration of project surroundings and its cultural context.

Oliveira & Irmão, S.A.

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Oxana A. Terrão
Export Comercial Manager

Oliveira & Irmão, S.A. was founded in 1954 as a firm commercializing in foundry articles and equipment for the agricultural sector, namely irrigation materials.

Determined from the start to establish a foothold that would guarantee coverage of the national market, the firm rooted its growth in the expansion of its product lines on the market, with a focus on the offer of sanitary articles for the civil construction sector.

In response to the growing number of market demands, within a framework of product diversity and elevated quality standards, the firm created its first industrial unit in 1981, using technology that quickly allowed it to reach a leading position in the national market.

In 1987 upon becoming an incorporated company, the firm ensued the fusion process of its commercial and industrial units, and in industrial terms, specialized in the manufacture of automation components, becoming an international reference name.

Today Oliveira & Irmão S.A. is within an international network, be it in terms of its stock structure or in terms of the technical and commercial co-operation protocols established. It has become a company of European dimension, finding itself among the biggest of its operating sector, occupying a leading position in the European market and leading the sector in the national market. The growth of its presence in the foreign markets constitutes a clear affirmation of its vocation: To be internationally recognized for the dynamism and quality of its products and services.

Pirotecnia Minhota

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Luis Varela Marreiros
International Business

Pyromusical and pyrodigital displays developed by Pirotecnia Minhota improved by new firing techniques, perfected supporting and launching systems, are allied to the supreme value of the company's pyrotechnical materials.

This challenging combination allows the conception of fireworks performances of great magnitude with an artistic design of avant-garde and of large dimensions

RESUL Equipamentos de Energia, S.A.

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Duarte Bravo Amaral
Export Department

RESUL nowadays sees itself as an essentially creative and imaginative company where are study, conceived, developed, produced and commercialized equipment supply solutions for transport and distribution of energy (electricity and gas), telecommunications, public lighting and water networks and also solutions related to renewable energies.

Nowadays RESUL SA is proud of having exported for more than 27 different countries all over the world, maintaining a regular exporting business to such unequal markets as all African Portuguese-speaking markets, Russia and several European markets (France, Spain, Belgium, Sweden), Macau, Israel, etc. Also in African markets we have indeed a big experience and "Know-how".

In countries such as Cape Verde, Angola and Mozambique RESUL maintains its own structures of commercial presence. Many other African markets such as Nigeria, Ghana, Cameroun, and many others. RESUL is always seeking and looking forward to work in new markets all over the world.

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Eugénio Morais Branco
Founder

Quinta do Portal is a family fine winemaking company that embraced with passion the "Boutique Winery" concept. We proudly produce DOC Douro wines, premium Port Wines and Moscatel. This project that started in the early 90's of the XX century, had on its base a centenary estate where our family has been producing Port since the last years of the XIX century. Our commitment to the production of quality wines has been, since the first moment, the heart and soul of Quinta do Portal. This effort, passion and dedication have been recognized both at a national and international level during the course of the years.

Quinta do Portal was elected Winery of the Year by Wine&Spirits magazine as well as by Revista de Vinhos. Our wines have won 6 Trophies at the International Wine Challenge and Decanter World Wine Awards as well as multiple Gold Medals. We have around 60 ratings over 90 points by Robert Parker, Wine Spectator, Wine Enthusiast and Wine&Spirits magazines.

We have an integrated wine&tourism project that includes a guest house and was elected by Forbes Magazine as one of the Top Ten International Wine Destinations.

Quinta do Portal: a world of sensations!

TIMWE

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TIMWE



Diogo Salvi
Co-Founder and CEO



Ricardo Carvalho
Co-Founder and Managing Partner

TIMWE (www.timwe.com) is a global provider of mobile monetization solutions, focused on mobile marketing, mobile entertainment and mobile money (mobile payments). Operating in more than 75 markets in five continents, managed through 26 offices, TIMWE has a strong presence in its core Latin American market and is rapidly expanding in a number of countries in Africa, the Asia Pacific region, Europe and the Middle East.

2011 Results:

281 million euros in revenues/ HR – 381 employees (31st of December 2011)

Vista Alegre Atlantis

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Álvaro Tavares
Board Director

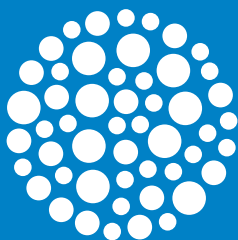
Vista Alegre porcelain factory was founded in 1824, in Ílhavo, part of Aveiro district (near the sea, in central Portugal); it was the fruition of a dream of a Portuguese visionary in the 19th Century.

Along its history, the Vista Alegre brand has always been closely associated with Portuguese history and cultural life, acquiring an international reputation that is unique.

In 2001, Vista Alegre Group (porcelain, earthenware and stoneware) merged with the Atlantis Group (crystal and glass) giving rise to one of the largest groups of tableware and giftware in Europe, the Vista Alegre Atlantis Group.

The company is a leader in the Iberian market and produces about fifteen million pieces per year between decorative porcelain, tableware and hotelware, exporting to over sixty countries.

With the core values of universality and excellence, harmoniously combining tradition and modernity, Vista Alegre Atlantis has developed products with designers and artists of world renown, and has always been associated with the highest standards of elegance and functionality.



aicep Portugal Global

Agência para o Investimento
e Comércio Externo de Portugal

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With co-financing



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ESTRANGEIROS