

Official Visit of H.E.the Prime-Minister of Portugal to Turkey

PORTUGUESE BUSINESS DELEGATION

ANKARA // ISTAMBUL
17 – 19th of December 2012

Portugal

a reliable partner

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Organization



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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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

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Gastão Taveira
CEO

Altitude Software is the leader of unified customer interaction solutions, managing dynamic contact centers independently of platforms since 1993.

With about 1100 customers in 80 countries, altitude strives for customer satisfaction and is ISO 9001 certified for its worldwide support. Altitude Software has won 50+ industry awards and it has been included by Gartner in the industry Magic Quadrants since 2000. "Altitude uCI" (unified customer interaction) is a software suite that manages in real time enterprise functions like Customer Service, Help Desk, Collections, Telesales, Surveys, etc.

It is unique in accelerating the creation of services and campaigns, thanks to the unified design studio, routing, dialer, voice portal, desktop front-end, monitoring and analytics.

Employees: 330 worldwide. Locations: Altitude Software has offices in 16 countries. Headquarters are located in Portugal, with offices in the UK, Belgium, France, Spain, Sweden, Germany, UAE, USA, Canada, Mexico, Brazil, Colombia and Argentina.

In the Asia-Pacific region, Altitude Software has offices in Israel, India and Philippines.

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Tiago Castela
Business Controller

The ASCENDUM Group is a Portuguese group with an international dimension.

It has a presence in Portugal, Spain, USA, Turkey and Mexico and is a reference company in the Automotive Sector.

The ASCENDUM Group operates in distribution, rental and sale of industrial machinery for construction, mining manufacturing, infrastructure, parts and technical assistance. In Portugal, our business also extends to dealerships for cars and trucks.

In Turkey, ASC Turk provides sales, after sales, rental, marketing and distribution services of construction and industrial equipments to construction and public sectors.

BIAL

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António Portela
CEO

BIAL's mission is to discover, develop and provide therapeutic solutions within the area of health. We want to play an active part in global economic growth and be part of the response to the permanent needs of the market, with the ultimate aim of improving human health.

We also want to contribute to the construction of a knowledge society, one that is competitive and dynamic, based on scientific development and innovation.

BIAL is heavily committed to developing innovative medicaments as part of its expansion strategy. The BIAL Group invests over 20% of its turnover in R&D.

Energie est, Lda.

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Luis António Rocha
President



Tiago Moreira da Costa
International Operations Manager

Energie is a Portuguese company manufacturer of the latest generation of solar energy for water heating. The patent thermodynamic solar panels with its revolutionary working principle (that instead of water with glycol inside have a refrigerant fluid running at negatives temperatures) allows the user to have hot water with sun, wind, rain or even at night always with large energy efficiency.

At Energie manufacturing line the highest quality standards prevail along with high quality materials. We are ISO9001 production line certified by TUV Rheinland and we work in partnership with the most prestigious universities in Europe for researching, development and testing of our products.

The maintenance is practically zero and there are no overheating or freezing problems as we use an 8Kg solar panel made 100% of anodised and painted aluminium.

Our solar panel is Solar Keymark certified according to the EN12975. Our innovative products may already been found in 30 countries around the world and more and more users have been experiencing the advantages from the high efficient thermodynamic solar energy.

GateWit

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Luis Matos
Sales Consultant

Gatewit is a leading eProcurement platform developer. With over 25,000 clients, local offices in the US, UK, Brazil, Spain, Portugal and China, organizations around the world have implemented Gatewit eProcurement platforms to achieve best value, costs savings and increase visibility over spend.

eProcurement has been emerging worldwide and is the key to improve operational and financial performance by improving the way organizations buy all types of goods and services. With a great potential to simplify processes, reduce costs, promote competition, enhance transparency and accountability, eProcurement reach on average 20% savings.

Gatewit provides the tools organizations need to improve every aspect of the Source-to-Pay cycle: Gatewit Spend Analysis®; Gatewit Sourcing®; Gatewit Auctions®; Gatewit Public Sourcing®; Gatewit Contract Management®; Gatewit Purchasing®; Gatewit Financial Management®; Gatewit Supplier Pre-Qualification®; Gatewit Supplier Evaluation®.

With more than a decade of experience in public and private organizations our industry knowledge, expertise and technology capabilities allow us to tailor our solutions to customers' needs.

GMVIS-Skysoft, S.A.

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José Neves
Administrador

GMV is a privately owned technological business group with an international presence. Founded in 1984, GMV offers its solutions, services and products in very diverse sectors: Aeronautics, Banking and Finances, Space, Defense, Health, Security, Transportation, Telecommunications, and Information Technology for Public Administration and large corporations.

In the global world we live in, the individual and complex needs of our clients are usually met with technological products, solutions and services that are constantly evolving and that were not originally designed with the clients' specific needs in mind, but rather to cater to the common denominator in a global market.

The leadership position that GMV has attained in these sectors is based on an in-depth knowledge of client needs, which allows us to deliver solutions specifically tailored to their individual requirements.

GMV offers clients the best solution, fully adapted to their own requirements and including all the support necessary to achieve optimum results at a suitable price. At GMV, our employees, operating model and cultural values focus on meeting the very needs of each individual client.

Iguarivarius, S.A.

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IGUARIVARIUS, S.A.



João Rosa
General Director

The Iguarivarius is a Portuguese company specialized in export of national products of the food chain. Emerges on the market with the aim of promoting overseas all Portuguese food projecting them into new markets, promoting their international visibility.

With Iguarivarius, all products of the food chain national manufacturing have now the unique possibility to internationalize, opening new perspectives for business companies.

The Iguarivarius is a prestige vehicle whose product warranty seal is an open door to the outside market commensurability requiring Supreme quality in the production of the food chain.

As a single instrument at the international stage Iguarivarius directs his Orchestra of delicacies and genuinely Portuguese flavors so that the consumer public will require the International Bureau.

To be part of this Orchestra the voice of your product to hear within the most distinguished international scenarios where high quality required it's the best we have to offer in the pages of your menus.

The Iguarivarius, S.A. holds in its portfolio of meats (fresh, frozen, processed, packaged and its derivatives), canned fish (tuna and sardines, to Natural or other) frozen fish packed, Dairy (cheese and butter), pasta, cod / Export of food products / Industry and trade of food products.

Imperial – Produtos Alimentares, S.A.

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Manuela Tavares de Sousa
Lorem ipsum Lorem ipsum

Imperial is the leading Portuguese chocolate manufacturer and owner of major Portuguese brands in the sector such as Jubileu, Regina, Pintarolas, Pantagrueu, Fantasias and Allegro.

The outstanding performance of Imperial brands in the national chocolate market is clearly shown through the results achieved, especially the leadership of the Regina brand in the Chocolate-coated Nuts segment, with Jubileu in a prominent position.

The Regina brands holds second place in the impulse buying chocolate figures segment, thanks to the excellent performance of the chocolate Sombrinhas (Umbrellas).

In the culinary segment, the Pantagrueu brands leads the market and Pintarolas has seen remarkable growth, becoming the leader in the impulse buying market in the categorie of chocolate-tube-shaped beans.

The company has been building and consolidating its international position through the introduction and marketing of its brands in various markets.

It currently has a presence in over 40 countries in Europe, Africa, the Americas and Asia.

INEGI

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Amândio Ferreira
Director in Turkey

INEGI, a Portuguese private institute belonging to the University of Porto, is focused in providing a link between the University of Porto and the companies.

Among INEGI's several skills, Renewable Energy deserves a special focus.

Concerning only wind, 80% of the Portuguese wind capacity (and Portugal is currently the world's 10th largest wind energy market) has passed through INEGI's consultancy services, whether in measurement, studies, project development, due diligences, warranties verification and performance evaluation, etc.

With its contribution of knowledge and competences, INEGI has established its main mission: "to contribute to the increase of the competitiveness of the national industry, through Research and Development, Technology Transfer and Training, in the fields of engineering design, materials, production technology, energy and environment and industrial management."

In the particular case of the renewable energy the main target is to provide technical support to investors, developers and even manufacturers.

With a background of 800 meteorological stations and one office in Istanbul, INEGI is ready to apply its deep knowledge in the Turkish market.

iTDS

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Miguel Aires
Administrador



João Matias
Administrador

iTds started operations in 2002 focused on Software Development services.

Since its early days invested in R&D specifically on the RAD/MDA software domain, launching its own Agile Platform, the XEO™ (www.xeo.pt).

From 2009, invested on standard application Software packages and decided to start an Internationalization plan, through partners and exploration of new markets. Since 2010 has been involved in CAR Telematics based solutions, in partnership with a research Department of the Technical University of Lisbon.

This partnership led to a spin-off company, currently launching the i2d – Intelligence to Drive project (www.i2d.pt) that will transform massive data produced from the driving activity (where, when and how) into business.

Using innovative plug & play electronic devices and secure M2M communications, i2d captures, aggregates and processes data, aiming to profile and improve driving behavior, providing accurate and valuable information to national regulators, transport based businesses and all individuals that seek Intelligence from driving, namely:

- reducing Insurance cost, fuel cost, car maintenance cost
- better traffic information, including eCall services
- massif appliance (low cost device, communications and services)

Izone

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Pedro das Neves
EVP International Operations

I.Zone Group is an information technology and business strategic services holding company. I.Zone branded specialty firms provide the design and implementation of complex business solutions in the areas of business performance, intelligence and knowledge management; education, e-learning and training; health, e-health and ambient assisted living; systems interoperability and intelligent vision and traceability.

I.Zone companies are members of the Portuguese COTEC Innovation network; the Portuguese Health Cluster, ICT Cluster and Agro-industries cluster. Its participated companies are being ISO certified according to the ISO standards 9001:2008; NP4457 and NP4427.

Customers in Portugal, Romania, Angola, Mozambique and Brazil include large private sector companies like Portugal Telecom, Vodafone, AXA, Allianz, Barclays bank to hospitals, universities, local public authorities or government agencies as the agriculture, labour and justice ministries or the prison systems.

I.Zone currently has offices in Lisbon, Aveiro and Bucharest.

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Amândio Ferreira
Comercial

Owned by a family with a long tradition in the exploitation of the land, the farm was recently restructured and it is seen as a good example of supported development and progressive growth. Its most precious treasure is Magna Olea Extra Virgin Olive Oil.

Native from Mirandela, located in the Portuguese northeastern plateau, this olive oil is the exquisite result of the most pure balance between nature and farming, achieved by the producer, Jerónimo, in such blessed lands.

Prized, amongst others, with the most import gold medal in the world, Magna Olea belongs to a very restrict group of the best international extra virgin olive oils.

Millennium BCP-Banco Comercial Português, S.A.

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Duarte Pitta Ferraz
Internation Direction Coordinator

Millennium BCP is the largest Portuguese private bank with total assets of € 89,274 million, loans and advances to customers of € 69,069 million and customer funds of € 66,535 million, as at 30 September 2012.

Since its incorporation in 1985, Millennium BCP has been associated to innovation, dynamism and financial strength, and has maintained these vectors as its strategic pillars contributing to the highest efficiency and differentiation towards its competitors.

After becoming a leading bank in Portugal, Millennium bcp opted for an internationalization strategy, both in foreign markets with a close historical connection with Portugal, as well as in markets with a strong commercial rationale for establishing banking operations with a similar business model to the one adopted in the Portuguese market.

In 2012 the bank operates, under the Millennium brand, in Portugal, Angola, Mozambique, Poland, Greece, Romania, Switzerland and Macao. It has over 1,700 branches, 21,000 employees and addresses the needs of 5.4 million customers throughout the world.

Mota Ceramic Solutions

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Alberto Flora
Business Development Manager

Mota Ceramic Solutions was created to offer raw materials, prepared bodies, and professional services to the ceramic world at the highest standards of quality.

Our companies are a dynamic team of professionals whose success has been built not least on the communication and cooperation with our customers.

The needs of the ceramic industry and the requirements of our markets define the scope of our work. Vast experience and the capacity to transform knowledge into innovation are the sources of our success.

The optimum utilization of our personnel mineral and industrial resources combined with the conception and the production of up-to-date ceramic raw materials and bodies as an answer to meet the needs of our activities.

As a technical partner of our customers we accept the responsibility to supply quality products, services, and professional assistance. Total quality is our aim.

NERSANT

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António Campos
CEO

The NERSANT - The Business Association of Santarém Region, was established in 1989. Since the beginning the association has a strong enterprising skill through their governing structures and employees, which has allowed the promotion of the Association and the realization of concrete initiatives to promote the entrepreneurship of the Region.

The NERSANT also has local delegations, as a result of a policy of decentralization, having their own infrastructures (such as auditoriums, training rooms, etc.), in which performs several activities to promote business development and, therefore, the sustained growth of the region itself.

NERSANT is also the biggest association of the Region. The main activities and objectives of NERSANT are:

- Create infrastructures which may allow the improvement of the enterprising involving and regional competitiveness;
- Improve the enterprises' competitiveness;
- Promote the integration of enterprises within the information's society;
- Develop the innovation capacities and technological development of the enterprises of the region;
- Promote entrepreneurship;
- Human Resources Qualification;
- Support the internationalization of the enterprises;
- Reinforce the associative and services capacity;
- Lead structuring enterprising projects for the region;

Onyria SGPS

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ONYRIA
GOLF RESORTS



José Carlos Pinto Coelho
CEO & Chairman

The Onyria Golf Resorts Group is part of the natural evolution of a project that began around 20 years ago.

The group was created to undertake the integrated management of resorts, villas, hotels, golf courses and restaurants. It is a group that involves a whole family, spanning various generations and its aim is to offer the very best and create enduring moments.

The Onyria Golf Resorts is a family enterprise, and its story is always recounted as such. Our past is today's heritage, the here and now to be lived and worked to the full. And in the future it will fulfill through dreams and challenges.

Our current and future touristic investments include various projects which are always situated in the most privileged locales: exquisite locations devoted to relaxation, but with the added advantage of always being close by to urban centers. This is how we offer our guests truly unforgettable experiences.

The Onyria Golf Resorts has developed golf, business and pure leisure oriented projects at the following locations: Cascais (Hotel Quinta da Marinha Resort and Onyria Marinha Edition Hotel & Thalasso), the Algarve (Onyria Palmares Beach & Golf Resort), Turkey (Onyria Claros Beach & Spa Resort) and in France (Château des Vigiers).

The Onyria Group is also well represented in the health care area, covering the whole of Portugal, through the SMP - Serviço Médico Permanente (Permanent Medical Care Service)

Sociedade Quinta do Portal, S.A.

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Eugénio Branco
Founding Partner

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.

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 with multiple Awards, Trophies, Gold Medals and more than 50 ratings over 90points by Robert Parker, Wine Spectator, Wine Enthusiast, Decanter, etc.

Besides the wine production, we developed a wine&tourism concept that englobes a guest house, a restaurant, an auditorium and cellars designed by Pritzker Award Winner Siza Vieira.

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Rui Pereira
International Business Manager

Sinfic is a system integrator company based in Portugal and that has been working in Africa about 20 years mainly in the former Portuguese colonies (Angola, Mozambique, Cape Verde, S. Tomé e Príncipe and Guinea Bissau) and now we have also extended our offices to cover South America through Brazil.

Sinfic provides Information Technology and systems development, implementation and consultancy and it has found in the management model based on a network of autonomous strategic business units, specialized in specific competencies in both technology and services, the best way to respond on the one hand to the demands of the market, of clients, of partners and of its employees, and on the other hand to guarantee the achievement of the external and internal objectives of the company as a whole.

Thus we looked at your products and portfolio and it seems that we could establish and work on a partnership with your company leveraging some of products and competences namely:- IDENTITY AND BIOMETRICS – identity and biometric management systems for government, banking and private sectors; - QUATENUS - location based system focused on managing in real time fleet, people and assets; - BANKING SYSTEMS - Card Management Systems, ATM Self-Banking System, Payment Systems; - EYE-PEAK - warehouse and a distribution management system; - TRULY - loyalty management system for banking and telecommunications operators;

TenBestCivil Cooperation, ACE

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Mário Henriques Correia
Lorem ipsum Lorem ipsum

TenBestCivil Cooperation, ACE was established on the 12th of september of 2012.

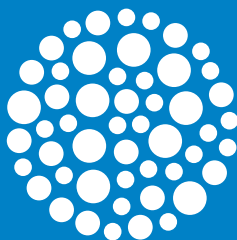
Due to it's recent existance the entreprise has not yet present any business activity.

So it is not possible to present any financial data regarding the ACE.

At the moment, CEO of the ACE is developing a plan for the future of the companie in wich is determined to recruit at least one qualified worker, to support the future activity of the ACE.

The main purpose of the ACE ist to provide business for it's members.

Usually it is hard to enter in some external market, however by combining efforts thought the ACE, the companies will succeed in this markets.



aicep Portugal Global

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With co-financing



GOVERNO DE
PORTUGAL

MINISTÉRIO DOS NEGÓCIOS
ESTRANGEIROS