



**AICEP**

Portugal Trade & Invest

# Portugal a Booming Ecosystem for Startups

Porto/Portugal | 2025



## 1. Startup Ecosystem

- a) Portugal Is a Booming Ecosystem for Startups
- b) Startups & Scaleups
- c) Tech Scene is Booming
- d) Thriving Unicorns
- e) Innovation
- f) Incentives and Support to Startups
- g) Startups Connecting Links
- h) Exportar Online, Program Services
- i) Tech Visa
- j) Tech Events 2020/2023
- k) Tech Events 2024

## 2. AICEP & Startup Ecosystem

- a) Startup & Incubators





**AICEP**

Portugal Trade & Invest

# 1. Startup Ecosystem

- a) Portugal Is a Booming Ecosystem for Startups
- b) Startups & Scaleups
- c) Tech Scene is Booming
- d) Thriving Unicorns
- e) Innovation
- f) Incentives and Support to Startups
- g) Startups Connecting Links
- h) Exportar Online, Program Services
- i) Tech Visa
- j) Tech Events 2020/2023
- k) Tech Events 2024

# 2. AICEP & Startup Ecosystem

- a) Startup & Incubators





# Startup Ecosystem

## Portugal is a Booming Ecosystem for Startups

**4.719**  
Startups in 2024  
(26.000 employees)

<b>70%</b> created in the last 5 years <b>€2.2B</b> Turnover	<b>84%</b> In IT services <b>35%</b> Exporters <b>€1.3B</b> Exports
---	--

<b>12th most innovative EU country</b> (Innovation Scoreboard EU)	
<b>€1.4B</b> Raised Capital (2021) Dealroom	
<b>5%</b> Total Exports (Services)	<b>&gt;1%</b> GDP



**AICEP**  
Portugal Trade & Invest

# Startup Ecosystem

## Portugal is a Booming Ecosystem for Startups

# STARTUP PORTUGAL

Portuguese Association  
for the Promotion of  
Entrepreneurship

### ONE STOP SHOP

For Entrepreneurs & Investors

**12th Top 100**

Emerging Ecosystem Ranking  
(Startup Genome)

**+130**

Incubators / Accelerators

Some Reference  
Incubators

Some Reference  
Accelerators





**AICEP**

Portugal Trade & Invest

## 1. Startup Ecosystem

- a) Portugal Is a Booming Ecosystem for Startups
- b) Startups & Scaleups**
- c) Tech Scene is Booming
- d) Thriving Unicorns
- e) Innovation
- f) Incentives and Support to Startups
- g) Startups Connecting Links
- h) Exportar Online, Program Services
- i) Tech Visa
- j) Tech Events 2020/2023
- k) Tech Events 2024

## 2. AICEP & Startup Ecosystem

- a) Startup & Incubators

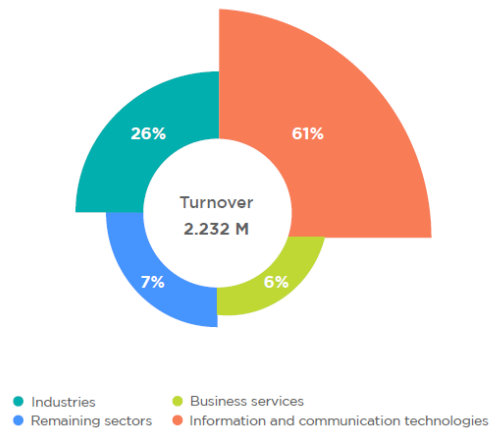


# Startup Ecosystem

## Startups & Scaleups

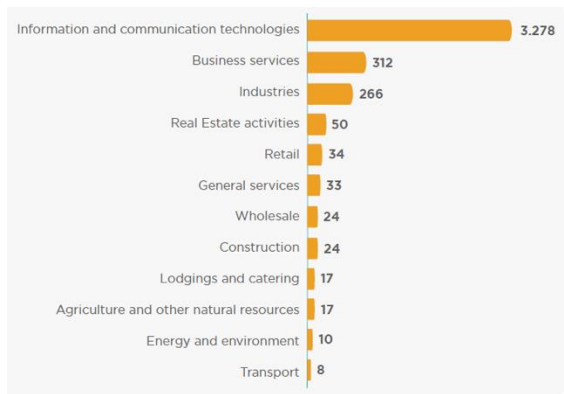
**6**  
People Employed  
(On Average)

**Distribution Of Turnover Of Startups By Activity Sector**



**75.2%**  
B2B Business Model

**Number Of Startups By Activity Sector**

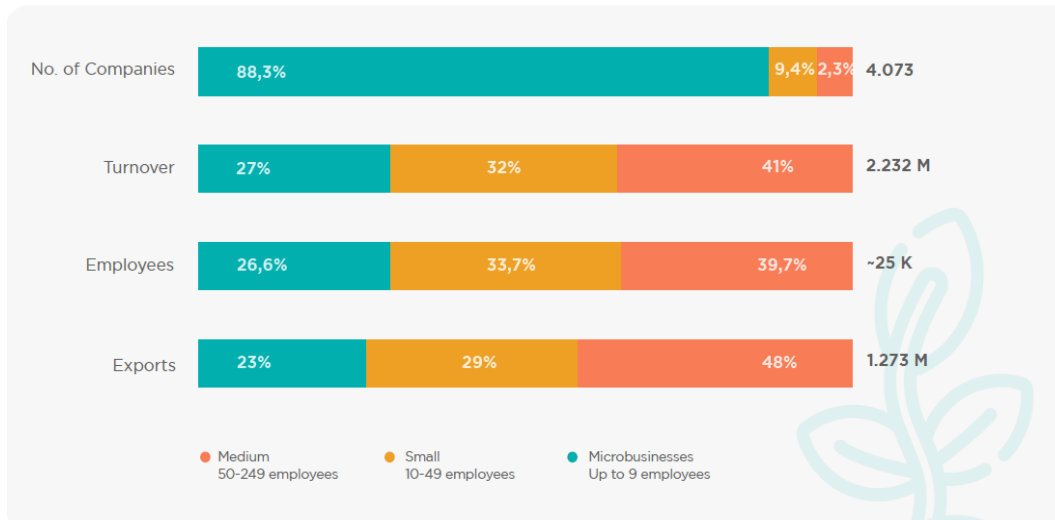


SOURCE: Startup Portugal; IDC; Informa D&B.2023

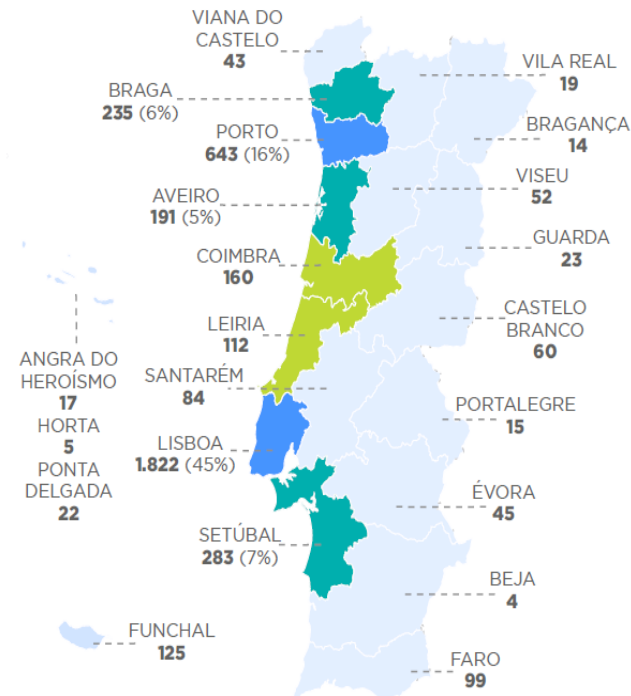
# Startup Ecosystem

## Startups & Scaleups

### Distribution of Startups by Business Size



### Regional Startup Split



Source: Informa D&B analysis

SOURCE: Startup Portugal; IDC; Informa D&B, 2023





AICEP

Portugal Trade & Invest

# Startup Ecosystem

## Startups & Scaleups

NEW STARTUP / SCALEUP  
LAW (2023)

**STARTUP  
PORTUGAL**

Recognition of Startup and Scale Up Status

Amendments to the Personal Income Tax Code, the Statute of Tax Benefits and the Investment Tax Code

### Special Framework For Startups & Scaleups – Better Talent Retention

- ✓ Legal definition of **Startup & Scaleup**
- ✓ Favourable tax regime for **stock options**  
(flat tax rate: 14%): capital gains paid only  
when shares are sold
- ✓ Improved benefits for **investments in R&D**  
(tax incentive system)



**AICEP**

Portugal Trade & Invest

## 1. Startup Ecosystem

- a) Portugal Is a Booming Ecosystem for Startups
- b) Startups & Scaleups
- c) **Tech Scene is Booming**
- d) Thriving Unicorns
- e) Innovation
- f) Incentives and Support to Startups
- g) Startups Connecting Links
- h) Exportar Online, Program Services
- i) Tech Visa
- j) Tech Events 2020/2023
- k) Tech Events 2024

## 2. AICEP & Startup Ecosystem

- a) Startup & Incubators





**AICEP**  
Portugal Trade & Invest

# Startup Ecosystem

## Tech Scene is Booming

One of the main drivers of the tech scene in Lisbon is the Web Summit. Lisbon has been the host city of the Web Summit for the last 8 years, bringing together 71.500 attendees (43% women) from 150 different countries (2.600 startups, 1066 investors) - figures for 2024. It is one of the leading technology events in the World and it is expected to remain in Lisbon until 2028.

**Lisbon** - European Capital  
of Innovation 2023  
(European Innovation  
Council)

Portuguese Scaleup  
Ecosystem Is Growing  
**Twice as Fast as**  
European Average

**#5** Portuguese DNA  
**Unicorns**



**AICEP**  
Portugal Trade & Invest

# Startup Ecosystem

## Tech Scene is Booming



Lisbon's status as a European tech hub is growing and growing, with international investors flocking to the Portuguese capital.

**Lisbon**  
Europe Startup Nations  
Alliance (HQ)

Startup Heatmap  
Europe 2022 **Lisbon #4**



**In Lisbon until 2028**





**AICEP**

Portugal Trade & Invest

## 1. Startup Ecosystem

- a) Portugal Is a Booming Ecosystem for Startups
- b) Startups & Scaleups
- c) Tech Scene is Booming
- d) **Thriving Unicorns**
- e) Innovation
- f) Incentives and Support to Startups
- g) Startups Connecting Links
- h) Exportar Online, Program Services
- i) Tech Visa
- j) Tech Events 2020/2023
- k) Tech Events 2024

## 2. AICEP & Startup Ecosystem

- a) Startup & Incubators







# Startup Ecosystem

## Thriving Unicorns

With Portuguese DNA

Other Success Stories

Defined AI was considered a Technological Pioneer by the World Economic Forum in 2021 

Portuguese Startup Unbabel raises \$60 million in 2019 



#1 Platform for Low-Code and Digital Transformation  
Best Mobile Application Development Platform 3X  
CODiE Awards Winner



Talkdesk raises \$100M with over \$1B evaluation  
The Cloud 100 2019 - Forbes



Feedzai Raises \$200M with over \$1B evaluation  
Headquarters in Coimbra



Remote raises \$150M with over \$1B evaluation



Sword Health raises \$189M with over \$1B evaluation



**AICEP**

Portugal Trade & Invest

## 1. Startup Ecosystem

- a) Portugal Is a Booming Ecosystem for Startups
- b) Startups & Scaleups
- c) Tech Scene is Booming
- d) Thriving Unicorns
- e) **Innovation**
- f) Incentives and Support to Startups
- g) Startups Connecting Links
- h) Exportar Online, Program Services
- i) Tech Visa
- j) Tech Events 2020/2023
- k) Tech Events 2024

## 2. AICEP & Startup Ecosystem

- a) Startup & Incubators



# Startup Ecosystem Innovation

Portugal is a Booming Ecosystem for Startups

Global Innovation Index 2023 INNOVATION OVERALL #30

## Artificial Intelligence

TESSELO Heptasense  
Agentif ai HYPE AI  
loqr Unbabel  
talkdesk DEFINED.AI

## 3d | Virtual Reality

abyssal  
ZPX  
didimo  
Virtuleap  
SOUND PARTICLES

## E-commerce & Retail

Leadzai sensei  
uniblaces PLATFORME  
HUUB  
EVOLVE YOUR BRAND

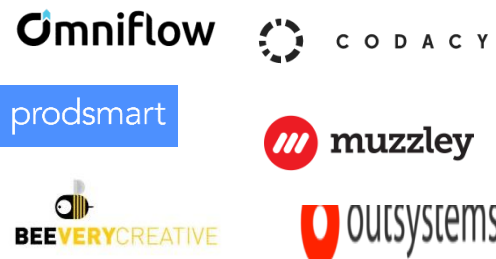


# Startup Ecosystem Innovation

Portugal is a Booming Ecosystem for Startups

Global Innovation Index 2023 INNOVATION OVERALL #30

## IOT



## Mobility & Connectivity



## Fintech





**AICEP**

Portugal Trade & Invest

## 1. Startup Ecosystem

- a) Portugal Is a Booming Ecosystem for Startups
- b) Startups & Scaleups
- c) Tech Scene is Booming
- d) Thriving Unicorns
- e) Innovation
- f) **Incentives and Support to Startups**
- g) Startups Connecting Links
- h) Exportar Online, Program Services
- i) Tech Visa
- j) Tech Events 2020/2023
- k) Tech Events 2024

## 2. AICEP & Startup Ecosystem

- a) Startup & Incubators





**AICEP**  
Portugal Trade & Invest

# Startup Ecosystem

## Incentives and Support to Startups

RECUPERAR  
**PORTUGAL**

Recovery and Resilience Plan

### General Incentives to Welcome Foreign Investment

#### Productive Investment

Financial and tax incentives for new products, services or processes and innovation – not always available.

#### R&D Investment

Financial and tax incentives for investment in R&D activities – not always available.

#### Job Creation Investments

Financial support to internships for unemployed graduated young people and for long-time unemployed people + reduction of social contributions.



**AICEP**

Portugal Trade & Invest

# Startup Ecosystem

## Incentives and Support to Startups

### General Incentives to Welcome Foreign Investment

#### Compete 2030

Program also available for foreign investment. Incentives to projects based on knowledge intensive activities, transportable or internationally tradable goods and services and to enhance the qualification and export orientation.

#### Upskill ([link](#))

Intensive 6-month vocational training program financed by Public Employment Office (IEFP) to develop computer programming skills. The courses are provided by Polytechnic Schools In Portugal and includes 3-month internship. Students receive a cash grant.

# Startup Ecosystem

## Incentives and Support to Startups

### General Incentives to Welcome Foreign Investment

#### Switch Program ([link](#))

Full-time requalification programme for graduates (bachelor degree) with or without STEM\* background that want to acquire competencies and skills for a full integration into the job market as IT professionals. It is developed by Porto TechHub. This paid program includes 9-month coursework and a 3-month internship.

#### Qualifica IT ([link](#))

30-week specialisation diploma program in software engineering mostly for graduates with non-IT STEM\* background. It includes 600 hours of coursework and 385 hours of internship. This program is financed by IEFP and developed in partnership with Minho University and InvestBraga. Students receive a cash grant.



AICEP

Portugal Trade & Invest

# Startup Ecosystem

## Incentives and Support to Startups

Measures to Support the Startup Ecosystem

### Portugal Ventures (VC) Support

Investment Strategy: Pre-seed, Seed, Series A - Digital, Engineering & Manufacturing, Life Sciences, Tourism.

Value Proposition: Working alongside exceptional entrepreneurs and visionaries, investing in the growth, competitiveness and internationalisation potential of their businesses.

### Startup Visa ([link](#))

It aims to attract investment, talent and innovation to Portugal. Young entrepreneurs from all over the world who want to open an innovative company will have quick access to a residence visa that gives them the possibility to create or move their startup to Portugal.



AICEP

Portugal Trade & Invest

# Startup Ecosystem

## Incentives and Support to Startups

Measures to Support the Startup Ecosystem

### Vouchers For Startups & Incubators

Program for young entrepreneurs in idea stage, aiming to reduce the risks taken in venturing and creating a company by granting a scholarship, incubation and mentorship.

- ✓ Vouchers for Startups – New Green and Digital Products e Vouchers for Incubators and Accelerators ([link](#)) – currently closed
- ✓ Incubator/Accelerator Vouchers ([link](#)) – *currently closed*

# Startup Ecosystem

## Incentives and Support to Startups

### Economic Relief Measures to Help the Startup Ecosystem

#### Tech Visa

Tech Visa is a certification program addressed to companies that wish to attract highly qualified and specialized staff to Portugal, nationals from countries not included in the Schengen area. IAPMEI is responsible for the evaluation and certification of companies. (more info ahead).

#### E-residency 2.0 (*ongoing*)

It aims to attract investment, talent and innovation to Portugal. Young entrepreneurs from all over the world who want to open an innovative company will have quick access to a residence visa that gives them the possibility to create or move their startup to Portugal.

#### ZLT (Free zones for technology)

The ZLTs facilitates the realization of research, demonstration and testing activities, in a real environment, of innovative technologies, products, services, processes and models. (*ongoing*)





**AICEP**

Portugal Trade & Invest

# Startup Ecosystem

## Incentives and Support to Startups

### Economic Relief Measures To Help the Startup Ecosystem

#### Semente (currently closed - [link](#))

A program developed to encourage small private investors to invest in innovative startups. It encourages innovation and the creation and growth of entrepreneurial projects, yielding tax breaks for investments on certified startups.

#### Road 2 Websummit

An initiative designed to support Portugal-based startups with their Web Summit participation. It includes access to the event and intensive training.



**AICEP**

Portugal Trade & Invest

## 1. Startup Ecosystem

- a) Portugal Is a Booming Ecosystem for Startups
- b) Startups & Scaleups
- c) Tech Scene is Booming
- d) Thriving Unicorns
- e) Innovation
- f) Incentives and Support to Startups
- g) **Startups Connecting Links**
- h) Exportar Online, Program Services
- i) Tech Visa
- j) Tech Events 2020/2023
- k) Tech Events 2024

## 2. AICEP & Startup Ecosystem

- a) Startup & Incubators



# Startup Ecosystem

## Startups Connecting Links

### Portugal is a Booming Ecosystem for Startups

- ✓ Startups Connecting Links program aims to facilitate connections between **Portuguese startups** and **International Entities/Corporates**.
- ✓ AICEP does this by promoting the national offer of innovative startups, from several areas, to among other, foreign Corporates, Investors and Incubators, for potential business/partnerships and/or possible investment/financing.
- ✓ To do this, we map the national startup ecosystem to share the best that Portugal has to offer.
- ✓ Startups Connecting Links has mapped +700 Portuguese startups from +30 areas, such as Mobility/Automotive/Logistics, Advanced Materials, Blockchain, Energy, Industry Solutions/IoT/Robotics, Sustainability/Environment, Cybersecurity, etc.



**AICEP**

Portugal Trade & Invest

## 1. Startup Ecosystem

- a) Portugal Is a Booming Ecosystem for Startups
- b) Startups & Scaleups
- c) Tech Scene is Booming
- d) Thriving Unicorns
- e) Innovation
- f) Incentives and Support to Startups
- g) Startups Connecting Links
- h) Exportar Online, Program Services**
- i) Tech Visa
- j) Tech Events 2020/2023
- k) Tech Events 2024

## 2. AICEP & Startup Ecosystem

- a) Startup & Incubators





**AICEP**  
Portugal Trade & Invest

# Startup Ecosystem

## Exportar Online Program - Services

### Training

Training initiatives: training and webinars, seminars, in-person events

### Information

E-commerce Flashes, practical guides, regulatory information, knowing how to sell online and good practices in Marketplaces

### Consulting

E-Commerce Diagnosis and International E-Commerce Plans

# Startup Ecosystem

## Exportar Online Program - Services

### Partnerships

Partnerships with Marketplaces: Amazon, Alibaba, Faire, Worten, Cdiscount.

### Incentives

AICEP manages C16 – Internationalization Via E-commerce measure.

- ✓ Support individual SME projects - implementation of digital internationalization strategies;
- ✓ Incentives rate: 50% eligible expenses: acquisition of equipment, SW and services (online store, registration in Mktplaces, etc.), cost of technical staff;
- ✓ Types of companies: New Exporters – More Markets



**AICEP**

Portugal Trade & Invest

## 1. Startup Ecosystem

- a) Portugal Is a Booming Ecosystem for Startups
- b) Startups & Scaleups
- c) Tech Scene is Booming
- d) Thriving Unicorns
- e) Innovation
- f) Incentives and Support to Startups
- g) Startups Connecting Links
- h) Exportar Online, Program Services
- i) **Tech Visa**
- j) Tech Events 2020/2023
- k) Tech Events 2024

## 2. AICEP & Startup Ecosystem

- a) Startup & Incubators



# Startup Ecosystem

## Tech Visa

Talent is also choosing Portugal

### What

Tech Visa is a certification program addressed to companies that wish to attract highly qualified and specialized staff from countries not included in the Schengen area.

### Target

This program aims to ensure that highly qualified staff can access jobs created by Portuguese incorporated companies or startups, in a simplified way.

### Where

Tech Visa invites the interview candidates at the Portuguese Embassies / Consulates in the respective country of origin to obtain the residence visa.

### Who

IAPMEI (Portuguese SME Agency) is responsible for the evaluation and certification of companies, under this program.





**AICEP**  
Portugal Trade & Invest

# Startup Ecosystem

## Tech Visa

Talent is also choosing Portugal

**20**  
**Business days to**  
**analyze the**  
**application**

The certification allows  
a reduction of the  
recruitment period  
from several months to  
a few weeks

**465**  
Certified companies  
until April  
2023

mainly  
in IT



**AICEP**

Portugal Trade & Invest

## 1. Startup Ecosystem

- a) Portugal Is a Booming Ecosystem for Startups
- b) Startups & Scaleups
- c) Tech Scene is Booming
- d) Thriving Unicorns
- e) Innovation
- f) Incentives and Support to Startups
- g) Startups Connecting Links
- h) Exportar Online, Program Services
- i) Tech Visa
- j) **Tech Events 2020/2023**
- k) Tech Events 2024

## 2. AICEP & Startup Ecosystem

- a) Startup & Incubators





**AICEP**  
Portugal Trade & Invest

# Startup Ecosystem

## Tech Events 2020/2023



The largest technology convention in the World and Europe's largest tech event, is held in Lisbon every year. Lisbon, November 13-16<sup>th</sup> 2023



The ultimate technology and business growth conference Madeira Island, September 28-30<sup>th</sup> 2022



Academic conference for Julia users and developers. Lisbon, July 28-30<sup>th</sup> 2021

**Landing Festival**

Europe's biggest tech careers event. Lisbon, May 29-30<sup>th</sup> 2020



4-day software developers conference by NDC Conferences. Porto, April 21-24<sup>th</sup> 2020



**AICEP**

Portugal Trade & Invest

## 1. Startup Ecosystem

- a) Portugal Is a Booming Ecosystem for Startups
- b) Startups & Scaleups
- c) Tech Scene is Booming
- d) Thriving Unicorns
- e) Innovation
- f) Incentives and Support to Startups
- g) Startups Connecting Links
- h) Exportar Online, Program Services
- i) Tech Visa
- j) Tech Events 2020/2023
- k) **Tech Events 2024**

## 2. AICEP & Startup Ecosystem

- a) Startup & Incubators



# Startup Ecosystem

## Tech Events 2024



The The largest technology convention in the World and Europe's largest tech event, is held in Lisbon every year, Lisbon, November 11-14th 2024



The Startups & Investment Matching event. Porto, May 2-4th 2024



Event for venture capital, innovation, entrepreneurship and technology transfer, Coimbra, May 10<sup>th</sup> 2024



Portugal Tech Week - decentralized innovation festival  
10 cities, November 8-18th 2024



**AICEP**

Portugal Trade & Invest

## 1. Startup Ecosystem

- a) Portugal Is a Booming Ecosystem for Startups
- b) Startups & Scaleups
- c) Tech Scene is Booming
- d) Thriving Unicorns
- e) Innovation
- f) Incentives and Support to Startups
- g) Startups Connecting Links
- h) Exportar Online, Program Services
- i) Tech Visa
- j) Tech Events 2020/2023
- k) Tech Events 2024

## 2. AICEP & Startup Ecosystem

- a) Startup & Incubators





**AICEP**  
Portugal Trade & Invest

# AICEP Startup Ecosystem

## Startup & Incubators



### CLIENTS

Portuguese “mature” Startups, Product and Business Model defined, with Internationalization needs

- ✓ Internationalization of Startups
- ✓ Softlanding in Foreign Markets
- ✓ Access to International Investors' Leads
- ✓ Supply Information of Local Ecosystems
- ✓ Initiate Conversations With Key Stakeholders in International Markets
- ✓ Prepare/Support Missions Abroad



# AICEP

Portugal Trade & Invest

**Pedro Silveira**

[pedro.silveira@portugalglobal.pt](mailto:pedro.silveira@portugalglobal.pt)

[www.portugalglobal.pt](http://www.portugalglobal.pt)

[aicep@portugalglobal.pt](mailto:aicep@portugalglobal.pt)

[www.linkedin.com/company/aicep-portugal](https://www.linkedin.com/company/aicep-portugal)

#### DISCLAIMER

This document is provided for informational purposes only. All information contained in this document was compiled in good faith by AICEP using sources of public information considered reliable, although its accuracy cannot be guaranteed. It partially reflects but does not disclose completely nor substitute knowledge of the full legislation governing incentives in Portugal. AICEP is available to assess specific business plans and to determine how specific investments may qualify for incentives packages and what, if any, type of packages may be applicable to the investment. The dissemination or copy, in total or in part, of this document is not allowed without permission. 2021

# START UP

