



Portugal Ventures Day Special Edition

Editorial



The 1st Portugal Ventures Day received overwhelming feedback and we would like to thank the more than 400 enthusiastic participants for making it a memorable event.

From the early days of planning, there were three main objectives that captured our imagination and guided our efforts in organising the event. First, we wanted to contribute to the nation-wide effort of opening up the national technology-based entrepreneurship ecosystem to the world, both by bringing to Portugal renowned entrepreneurs, executives, mentors and investors that shared their vast experiences and knowledge with us, and by showcasing an emerging breed of entrepreneurs that are building a new generation of global companies for economic growth and prosperity. Second, we wanted to let our stakeholders and the public in general know how we are actively investing in the national economy, both across the more traditional tourism, industry, trade and service sectors as well as in new technology-based sectors, from information and communication technologies and electronics to life sciences and endogenous resources, that offer the promise of globally competitive companies that will drive our economy forward. Last, but not least, with the introduction of the Portugal Ventures Awards, we also wanted to publically recognise and applaud all those who, from our vast portfolio of companies, have excelled in their ventures, building financially solid foundations, promoting innovation and international expansion and creating jobs. Beyond their highly deserved recognition, we would like them to be inspiring role models for others to follow and surpass in the future.

It's no wonder that the Portugal Ventures Ignition Programme took central stage at the event. Over the past 12 months it has contributed to an

intense activity of the national entrepreneurial ecosystem. Structured around 4 pillars – (1) the Ignition Partners Network, (2) the Call for Entrepreneurship, (3) the Accelerator and Innovation hubs in the world, and (4) the Ignition Capital Network - Portugal Ventures' Ignition Programme is contributing decisively to the building-up of a strong national entrepreneurial culture and the emergence of a new generation of start-ups that we want to make fully prepared to compete and win in the world.

Portugal can and should have the ambition, determination and long-term resilience to build a new economic reality, globally competitive and open to the world, technologically innovative and founded on highly qualified human capital. This new reality will be a determining factor in the creation of wealth, wellbeing and social cohesion, a magnet of national complicity, especially between the business fabric and the national education, scientific and technology system, and a cornerstone for the fulfillment of the legitimate aspirations of rewarding professional careers. The aggregation and focus of competencies and resources that we are pursuing together with our national and global friends and partners will allow Portugal to assert itself as an international innovation hub capable of attracting talent and capital and to bring globally competitive companies to the world. This is an endeavour that will take the best of all our efforts for many years to come.

With the 1st Portugal Ventures Day behind us, we are already looking forward to September 2014 for another edition of the Portugal Ventures Day. We know expectations will be high, but we have learnt from this past experience and from the many comments and suggestions we received to make it an even more exciting opportunity to celebrate entrepreneurship together with you.

José Epifânio da Franca
Chairman and CEO of Portugal Ventures

In This Issue:

Portugal Ventures Day.....	2
Portugal Ventures Awards.....	3
Call For Entrepreneurship.....	4
Portfolio Showcase.....	5
Portugal Ventures' Accelerator in Silicon Valley.....	7

Read the "Jornal de Negócios" supplement.



Portugal Ventures Day Gallery



Fifth Call: Submissions Now Open



CALL FOR ENTREPRENEURSHIP

Don't miss out on an opportunity to build your dreams!

Submissions end **14th November!**

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Portugal Ventures Day

The first Portugal Ventures Day, held on 12th September at the “Museu do Oriente” in Lisbon, was a meeting place open to partners, entrepreneurs, investors, advisers and public policy makers, and aimed to foster the power of interaction and collective sharing in the entrepreneurship community.

At the first Portugal Ventures Day, international keynote speakers shared unique insights into global technology trends as well as provided a valuable overview of the markets for venture capital funding, and CEOs shared their experiences and endeavours in shaping up global businesses of the future. The highlight of the event was the Portugal Ventures Awards recognising all those who have excelled in their global ventures, with leadership, business vision and execution, determination, resilience, talent, innovation and knowledge.



Start-up Journey by Jorge Fernandes, MOBbucks’ Chief Strategist and co-founder

With more than 25 years of an exciting entrepreneurial career, having founded 7 start-ups, raised hundreds of million USD in VC funding, led exits to multi-billion USD IPOs and many nine-digit M&As, Jorge shared his experience of being at the heart of the world’s leading tech-based start-up hub and the key ingredients needed to grow successful start-ups. Jorge related his experience to what he has seen outside of Silicon Valley, and in particular in Portugal.

Have a look at his [presentation](#).



Managing for Growth by Tim Cook, Senior Executive and Private Investor

Many businesses do not fulfil their potential due to lack of coherence of the team. This is made worse by the ever-changing environment in high-growth companies and in technology based firms where there are technical as well as commercial pressures. The challenge is further exacerbated in companies where there is a large regulatory requirement because, as well as incurring cost, these processes often introduce unpredictable delays in product approval, which can have a drastic impact on both cash flow and staff motivation.

Have a look at his [presentation](#).



Venture Capital Funding by David Earl Thomas, Managing Director of Intel Capital

Intel Capital is Intel’s Global Investment and M&A Organisation, whose mission is to enhance Intel’s strategic objectives by making and managing financially attractive investments. Dave Thomas, Managing Director of Intel Capital, outlined Intel’s proven track record of investing in a world of possibilities, ranging from mobility to software & services, enterprise, consumer internet, digital media & cross platform services, manufacturing & labs, and building globally successful companies.

Have a look at his [presentation](#).



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Portugal Ventures Awards

The highlight of the event was the Portugal Ventures Awards recognising all those who have excelled in their global ventures, with leadership, business vision and execution, determination, resilience, talent, innovation and knowledge.



The award aims to recognise the start-up which presented the highest performance indicators in areas crucial for its development, international market penetration and potential access to international capital markets.

Others Nominees:



The award distinguishes the Venture Capital company which, over the past 3 years, consistently achieved high levels of sustained growth, had a strong economic and social impact, and continued intense activity of scientific and technological development in the value chain.

Others Nominees:



The award aims to recognise the company in the most traditional sectors of the Portuguese economy which, over the past 3 years, maintained a strong momentum of sustained growth, had economic and social impact on the surrounding region, and demonstrated strong potential for expansion in highly competitive global markets.

Others Nominees:



The award distinguishes the company which, over the past 3 years, stood out in a strategic sector of our economy, contributed to the valorisation of the national offer, and demonstrated strong potential for the expansion of its activity.

Others Nominees:



The award honours the Ignition Partner who, in the scope of the Ignition Programme, was the most dynamic in the acceleration and incubation of new technology-based projects with the potential to obtain funding.

Others Nominees:





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Call For Entrepreneurship

A Great Response to a Worthy Challenge



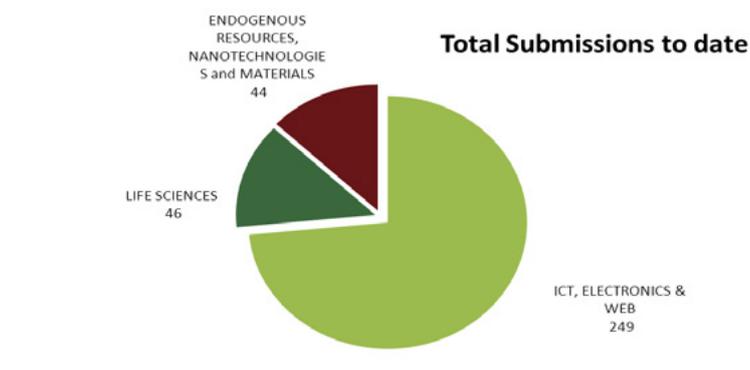
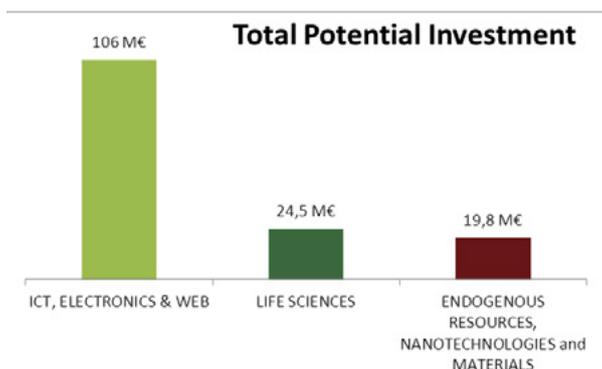
The Call For Entrepreneurship kicked off in mid-October 2012. With the active support of our partners from the Ignition Partners Network, a critical goal was achieved: the unleashing of the entrepreneurial spirit in hundreds of new entrepreneurs whose dreams and global ambitions are founded in solid scientific and technological backgrounds.

The Call For Entrepreneurship is a dynamic and ongoing initiative carried out periodically. The last Call opened on 29th July and closed on 5th September. The next Call starts on 14th October and ends on 14th November. The characteristics for the tech-based projects we are interested in are:

- Product-oriented (tradable goods & services);
- Based on internationally referenced R&D;
- Innovative and differentiated;
- Appropriable Technology;
- Inserted in global market potential;
- Implementable with available resources;
- An initiative by the promoters;
- Funding needs up to 750 thousand Euros.

The numbers on record are the best testimony of the enthusiastic response that the several Calls realised thus far have received: more than 1000 registrations on our web-based platform, more than 300 submitted projects and a total potential investment of more than 100 Million Euros. To ensure the soundness and quality of our investment decisions, we are grateful for having alongside us experts who have generously offered their experience and knowledge. So if you are an entrepreneur don't miss out on an opportunity to build your dreams!

	1st Call	2nd Call	3rd Call	4th Call	Total
Projects	143	94	55	47	339
Total Potential Investment (M€)	49,4	47,3	27,2	26,5	150,4





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Portfolio Showcase

Aptoide, Coimbra Genomics, Delta One Therapeutics (DOT), G3P, Gleam, Inpakt, Mediaomics, Perceive3D/RDFixer, Tuizzi, Treat U, YoubeQ and Zaask are new tech-based start-ups selected, in the Call for Entrepreneurship programmes, for funding from Portugal Ventures.

The new investments that have now been realised by Portugal Ventures are the result of a nationwide effort involving partners of Portugal Ventures' Ignition Partners Network, with a special focus on the science and technology ecosystem. The projects that have now been funded have been incubated by the Ignition Partners namely, among others, Startup Lisboa, one of the biggest incubators in Lisbon which hosts 45 start-ups, and UPTEC, the Science and Technology Park of the University of Porto, which hosts and supports more than 120 companies and entrepreneurial projects. The financing was led by Portugal Ventures but also involved private Business Angels, such as Busy Angels, Invicta Angels and Shilling Capital Partners, among others. Portugal Ventures' investments in the now emerging start-ups will provide adequate resources to accelerate product and services development and global expansion into worldwide markets.



Aptoide is an independent Android Apps Marketplace with 3 Million MAU (Monthly Active Users) that distributes over 100,000 different Apps, through over 50,000 independent stores, having reached over 350 million downloads and 850 million page views. Aptoide, founded in 2009, already has a presence in San Francisco and is expanding its presence in Asia. "We are at an exciting and pivotal time where Aptoide is facing tremendous growth" said Paulo Trezentos Aptoide, founder and CEO.



Coimbra Genomics is focused on the development and commercialisation of clinical decision-support tools based on a patient's whole-genome sequencing. The company also carries out specific R&D projects in areas such as the genomics of gastric cancer. Coimbra Genomics is a joint initiative between Biocant Park, Critical Software and several experienced scientists and entrepreneurs, and is currently launching a number of strategic partnerships with internationally renowned institutes and corporations.



Delta One Therapeutics (DOT) is a biotechnology start-up focused on developing state-of-the-art personalised treatments targeting cancer and chronic viral diseases. After 5 years of pioneering research, DOT has created a new technology platform that can generate autologous and heterologous cellular immune therapies for clinical applications. DOT has secured the first investment round which will allow the team to complete the pre-clinicals and enter Phase I/II clinical trials for its first product: a patented cellular therapy capable of achieving complete remissions for Chronic Lymphocytic Leukaemia patients.



G3P has developed an integrated solution for collecting, counting, custody and cash management for retailers with online communication between all stakeholders in the cash management process (store employees, retailer, retailer's central treasury, transport company and bank). "The solution is designed for small and medium retail, with a very competitive cost for this target market.", Pedro Gordo, CEO and Co-founder of G3P added. G3P already has several clients in Portugal with hundreds of users, and wants to enter international markets, namely in the US and India, where the company has signed an MOU with a local company.



Gleam is the perfect service for discovering, organising and shopping for the best of global fashion. With a constantly updated, carefully curated visual stream of trends aggregating leading players in fashion content and retail from around the world, Gleam's fashion intelligence platform was launched as a mobile-first service in March 2013 and already has users in over 50 countries. "Gleam offers an engaging experience around inspiration and shopping delight. We're building a true understanding of the style-sensitive consumer and the fashion zeitgeist by easily connecting users to the latest trends and the top bloggers, brands and stores in real time." said Alexandre Barbosa, Gleam's CEO.





Portugal Ventures Day Special Edition



Inpakt is a powerful business management engine for NGOs (Non-Government organisations) that allows these institutions to engage their online social responsibility community (volunteers, donors, etc.) as well as to manage donations. "Improving how volunteers interact with their community is of vital importance. Through Inpakt, we will provide a better experience, while reducing and optimising the volunteer search time made by members, through geolocating volunteering actions. We want to be the global socially responsible network", Bernardo Macedo, CEO and Co-founder, added.



Mediaomics is a pioneer biotechnology company in cell functional enviromics (CFE) sciences and derived technologies, with a patented culture media formulation method that increases the performance of cell culture media. "By providing optimal conditions for cell growth and product synthesis through the design of specialised culture media formulations, our technology enables the reduction of about 40% of the total production cost of a new product as well as the development time for media formulation" added Rui Oliveira, CEO of Mediaomics.



RDFixer is a visualisation system for medical endoscopy that improves the depth perception by removing the image distortion in real-time. RDFixer is a patent pending technology that can be used with any endoscopy equipment, and that has proved impact on surgical performance. "We are modelling the camera and using software to do what expensive optic design cannot do. This investment will enable us to introduce RDFixer into the market and validate a technology that opens up exciting possibilities and future business opportunities", added João Barreto, CEO of **Perceive3D**, the company that created RDFixer.



TREAT U is dedicated to the development of targeted nanotechnology-based platforms for the specific delivery of drugs in the Oncology area. The company's first product, PEGASEMP, is a proprietary platform with the ability to simultaneously target tumour cells and the blood vessels that nurture the tumour. "Our products will improve patients' health by increasing therapeutic efficacy and reducing the incidence of adverse effects, hence, reducing treatment costs for the healthcare system.", says Vera Moura, CEO of TREAT U. PEGASEMP has a patent granted in the USA, and will enter clinical trials for breast cancer in 2 years.



TUZZI.com is the easiest way to buy, sell and manage Outdoor Advertising. In other words, it is the Booking.com for Billboards, Bus Shelters, and all types of Advertising Spaces that are around daily in the streets. Launched one year ago in Portugal, has already won several distinct national and international awards, namely the Silver Medal at Start-Up Games 2012 by Tech City Investment Organisation and Top 10 start-up in The Young Entrepreneurs Festival at ad:tech, held in London. With this investment, the company aims to enter the UK market.



YubeQ is a platform for communication with real time geo location in Google maps. The service is available in 2D and 3D, through an online registration. It was supported by Google and Mozilla Firefox, who gave mentoring for its development and with whom were established cooperation partnerships. Currently, it has more than 100 thousand registrations; China, Brazil, USA, Russia and Portugal being the countries with more users.



Zaask is an online marketplace of local services where one can find the right talent for the right job. Launched a year ago, Zaask is already a 10,000 strong community of freelance service-providers, and SMBs that are willing to perform a wide range of jobs. According to Zaask's Founders, Luis Martins and Kiruba Eswaran, the new funding will be used to accelerate investment in growing its supplier network and expanding into new European markets.





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Portugal Ventures' Accelerator in Silicon Valley



With the purpose of supporting the development and acceleration of Portuguese start-ups, by opening up the doors to the world, Portugal Ventures has established an accelerator in Silicon Valley.

At this accelerator, located in the world's largest innovation pole, companies will have the opportunity to connect with all players in the ecosystem; serial entrepreneurs, start-ups, established companies, venture capitalists and business angels, with great investment track records, thus generating new contact networks and obtaining business feedback that will enable them to understand what they should focus on and which steps they can skip in order to grow faster than the competition in a global world.

Portugal Ventures' accelerator in Silicon Valley is open to companies and to the entire Portuguese technology-based entrepreneurship ecosystem.

Located in nestGSV, Portugal Ventures' accelerator is integrated into one of the fastest growing incubators in Silicon Valley, which hosts more than 50 start-ups from all over the world and has strong ties with a variety of players in the world's entrepreneurship ecosystem.

The companies which set up shop in this new accelerator can also count on support from Leadership Business Consulting, which has vast experience in supporting start-ups and more mature companies settle into Silicon Valley.

Portugal Ventures is organizing an event on Thursday, 7th November from 4pm to 7pm in Redwood City. At this grand opening you will be able to discover some promising Portuguese start-ups and to network with entrepreneurs and business leaders from Portugal as well as the broader Silicon Valley community.

This event is free of charge, so join us and please feel free to invite friends and partners to come and celebrate entrepreneurship with us and foster an even stronger community open to the world. We look forward to seeing you on the 7th November!

Portugal Ventures in the Bay - 7th November 2013

Event Program:

- 4-4.30pm: Registration
- 4.30pm: Welcome by Nuno Vaultier Mathias, Consul General in San Francisco
- 4.35pm: Introduction by Jose Epifanio da Franca, CEO of Portugal Ventures
- 4.40pm: A trip to the Portuguese start-up ecosystem
- 4.45pm: Pitches by 4 Portuguese start-ups
- 5.15pm: Networking
- 6.p.m: Pitches by 4 Portuguese start-ups
- 6.30pm: Networking
- 7pm: Close



Credits, acknowledgments and thank-yous

Chief Editor: Rita Marques

Translator: Rossana Lima

We would like to thank all those who made this newsletter possible and who generously contributed to the 3rd issue of Inside. We will strive to make this a useful point of contact with Portugal Ventures, to share outside knowledge and experiences and to bring along the exciting news and achievements of all those we are here to support - our entrepreneurs and their companies. Thank you!

