

Forbes

Middle East

PROMOTIONAL COUNTRY REPORT

PORTUGAL

MARCH 2022



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PTGOLDENVISA
www.ptgoldenvisa.com

Portugal: The Best Backup Plan

Get Your EU Residency Permit & Citizenship

We are an experienced team of professionals specialized in Portuguese tax law, economics, and international commerce. PT Golden Visa is Portugal's award-winning and most prestigious service provider for investors interested in applying for a golden visa residency permit.

Our aim is to ensure that our professional reputation and integrity are based upon mutual trust, engendered through the maintenance of the highest ethical standards.

We secure our clients with the most profitable and exclusive opportunities in Portugal, guaranteeing them high returns on their investment. We also provide a full suite of services that allows investors a safe and profitable residency permit application, followed by citizenship.

Our company covers all Portuguese territory and our offices are in Dubai and Lisbon.

Contact us now to start the process:
www.ptgoldenvisa.com

The Portuguese Golden Visa Residency Program by Investment targets non-Europeans that are looking for a backup plan for themselves and family members.

With a minimum investment of €280,000, investors and family members can access a five-year European residency visa, with the option to then request citizenship. **PT Golden Visa** is here to assist you every step of the way!



GOLDEN VISA
APPLICATION



REAL ESTATE
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OTHER
SERVICES





A Model Of Resilience

Portugal's promising outlook for high returns on investment is strongly validated, not merely by its ability to produce six unicorn companies to date but the incredible speed with which this was achieved.

Buoyant and beautiful Portugal presents a kaleidoscope of financially lucrative investment opportunities. The country's economy has evolved to its current phase where manufacturing constitutes a significant share of its economic outlook. Portugal receives a significant inflow of private capital and direct investment focused on various sectors including real estate, tourism and hospitality, and fintech, among many others. The country boasts the presence of six unicorn companies and has the necessary momentum to produce more companies valued at billions of dollars.

Portugal's real estate and property development sector is thriving as an increasing number of investors join the market. Luis Loureiro, CEO of WiderProperty, explains, "The dynamics of investors who would like to have properties in Portugal on a huge scale are increasing. We consider that real estate in the country will continue to grow through diversification. At present, there is security in investment

and profitability, with several alternative locations to invest in real estate." The steady rise of housing prices makes Portugal an attractive market for foreign investors. Portugal's reputable fourth place on the 2021 Global Peace Index positions it as one of the most peaceful countries in the world - an important element in offering foreigners the barometer of confidence to visit or settle and consider the country a home. For non-EU investors, the Golden Visa scheme launched in 2012 provides foreigners an entryway to Europe as a Portuguese resident and can lead to Portuguese citizenship in a matter of only five years without the need to relocate to the country. The non-habitual resident (NHR) scheme offers expats with high value-added potential a benevolent tax system ranging from a low tax rate to total exemption.

As fintech and digitalization trends are set to continue and even accelerate, Portugal has placed itself as a globally rising innovation hub. The annual technology conference, Web Summit, coveted as the most important tech event in the world, is permanently being held in the country, gathering movers and shakers of the tech industry, ranging from large global multi-million-dollar corporations to startups, under one roof. The conference positions Portugal as a key player in the global drive for more enhanced fintech solutions. Artificial intelligence development is also encouraging new investment in the country's ICT sector.

Accounting for around 15% of the country's GDP, the Portuguese tourism sector is a strong driver of economic growth. The country's location on Europe's coastal zone makes it a convenient destination for the large flow of tourists that visit it every year; in 2019, it was ranked 17th most visited country in the world by the World Tourism Organization. "Besides the amazing cuisine and the good climate, it is the fidelity and the Portuguese art of welcoming that makes visiting the country worthwhile," says Chairman of GRUPO ETE, Luís Figueiredo. "Portugal is a destination of excellence which we promote through Atlantys, our superyacht agency."

Portugal is a politically and economically stable country that continues to forge new paths in competitive industries such as fintech and tourism. With a dedication to sustainable growth and facilitating business, Portugal's value as an investment destination is unparalleled.


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This report is sponsored and produced by PENRESA and did not involve the reporting and editing staff of any third party
This report is dedicated to Mariana, the angel whose divine intervention has blessed our lives. Without you, there would be no we. We salute you Ogah mi.

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Invest in Portugal

A good investment starts with the right legal partner.

Top tier law firm, from Portugal to Portuguese speaking countries.

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2nd
most open country for FDI
Source: OECD

25th
best country for business
Source: Forbes

Square Asset Management

Reliable Experience-Based Results

Asset Management Built On Trust

Adhering to consistency, innovation, and expertise, Square Asset Management has grown to incredible heights as the only independent management company to manage open-ended real estate investment funds.



“Square Asset Management has years of experience and a long track record that makes it the reliable local operating partner for investments.”

**Pedro Coelho,
CEO of
Square Asset
Management**



Asset Management

As one of the largest real estate asset management and consulting groups in Portugal, Square Asset Management has operated for 16 years with consistent and impressive growth since inception. Square A.M. is the first to be contracted by large Portuguese financial groups, and has been honored with numerous accolades, including the Euromoney Real Estate award (2020), the APFIPP award for three consecutive years (2016-2018), and the MSCI Award for highest return balance portfolio for 10 consecutive years (2011-2020).

Square Asset Management specializes in three different areas: Income Funds, Distressed Asset Funds, and Strategic Consultancy and Other Vehicles, and its extensive experience has led to 11% of market share and consistent growth throughout the years. Pedro Coelho, CEO of Square Asset Management, states, “We have been consistently growing at a rate of 20%. Because of COVID, last year was the first year that we didn’t grow 20%, but still we grew 9%. This year, we have already grown EUR 50 million, which is about 7% in the first half of the year.” Growth is still on an upward trend, however. Last year, Square A.M. launched a second open fund to be sold on a digital bank, Bank Best, which is now already EUR 15 million.

Through consistency and innovation, Square A.M. is always looking for results and its clients’ trust. Coelho says that Square Asset Management’s consistent success is due in part to its competitive advantages. “First, our team. Today, we are 55 people with extensive experience. Altogether our five board members have above 120 years of experience in real estate funds. It gives trust that we know how to solve problems.” Coelho adds that the top management, which represents 25% of the company, has worked in their respective areas since the beginning, sharing the Square A.M. vision even before it was established. “We are very thankful for all of them, that they trusted us when we were not so well-recognized.”

The team and collective expertise at Square A.M. result in better returns for clients, and the company can solve their problems much quicker than other firms and achieve higher returns. An additional competitive advantage is the fact that Square A.M. is the only independent management company that handles open-ended real estate funds as well as funds on a product that it sells in banks, making the company even more independent.

This year and the upcoming years are presenting numerous opportunities for Square Asset Management, which is now well-established and growing. Coelho states, “We are always looking for new opportunities to diversify, not only trying to increase the number of products as we did with the products launched last year with the other fund, but also trying to diversify our client base.” In addition, Square A.M. is seeking to be the local operating partner of foreign institutions that are investing in Portugal, which will offer distinct opportunities in the future. Coelho continues, “In 2016, we started with a mandate with Oak Tree, in 2017, with Signal Capital, and in 2018, with Apollo Global Management. We are always looking for new mandates in that area, and we really want to expand and increase.” In open funds, Square A.M. is also analyzing opportunities for investments in Spain to expand its activities and potential within the next few years.

Indeed, Portugal is rising rapidly from the pandemic and in terms of investment potential for discerning investors. Coelho states, “I think we are going to increase, expand, and attract more people to live here. Even if you compare it to other developed countries, especially in Europe and the United States, the cost of living is lower.” In addition, Portugal boasts highly favorable weather, hospitable people, reliable internet connections, flights, and security. “Portugal is very attractive,” adds Coelho, “and on the other hand, Square Asset Management has years of experience and a long track record that makes it the reliable local operating partner for investments.”

Changing Lives One Home At A Time

At the forefront of a healthy and growing market, MVPAR is bringing its expertise to the real estate sector through transparency, excellence, and results-based business.

In recent years, Portugal has caught the attention of investors all over the world, and as such, the real estate market is working toward the country's inevitable growth. MVPAR Real Estate Investments is one such company with a business model based upon transparency, quality, and results-based management. Penresa spoke to Guilherme Vialle, GMD of MVPAR, on the company's success and bright future.

Could you give us an overview of your core operations here in Portugal?

Our focus is on the real estate market and on developing products with investor partners, mainly in the Lisbon region and around, such as in Cascais, Oeiras, Estoril, etc. We are looking around Lisbon to develop slightly larger projects with small organizations and investors at an institutional level, while guaranteeing quality of life to the populations who sustainably live there. We have a lot of know-how about this, that is very much in line with our values as a company, which are founded on social and environmental responsibility.

For now, our focus is Portugal, and over the next few years, we intend to expand into other countries within the European Union.

How important is CSR for MVPAR?

Our main objective is the creation of the Moraes Vialle Foundation which distributes funds to ensure effective social work in education and work development, which is where we believe people actually evolve. We want to achieve company growth and aim to donate up to 50% of our financial gain to the foundation and its social projects.

What do you distinguish as your personal or your company's greatest milestones?

We've developed dozens of projects and each one of them has something that has made it a success to us. Since we work in the real estate market, there's a lot of responsibility because the purchase of an apartment is mainly about

the purchase of a person's living space and the place where their lives will play out. People save for many years to buy a property where they want to raise their family for example, so that's where the love for developing a product comes in. We are effectively working to guarantee our clients quality of life. My greatest happiness is to develop projects where people are really happy to live, raise their families, and develop their lives. Sometimes people will go through different types of property in their lives; at each stage, we can develop the ideal product for that situation and this provides us with the most satisfaction in the business.

For the readers of FORBES MIDDLE EAST and the discerning investor, why is NOW the best time to invest in Portugal and why should MVPAR be the partner of choice?

Portugal is a country that does not focus on large investments but includes investments of a certain type that are already attractive to important clients who are looking for attractive markets, and Portugal today is a very healthy market. MVPAR works effectively to generate value; with our know-how and the love that we place in our products, we are consistently adding value to our offerings. Along with our partners, we are committed to focusing on results, management, corporate governance, and planning. We are putting together a board with an independent non-executive director, and we will be present on the Euronext next year. Over the upcoming months, we are implementing a management system that we consider important for our credibility as investor partner. Our investor relations website will effectively go live so that wherever you are in the world, you will have online access to information about the businesses you have invested in. Transparency in business and management focused on results, with great results and profitability, is what our partners should expect, and what we expect for us and for them.



“My greatest happiness is to develop projects where people are really happy to live, raise their families, and develop their lives.”



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Private Luxury Real Estate (PLRE)

Luxury Real Estate Services Based On Quality



Leading Portugal's Luxury Real Estate Market

Private Luxury Real Estate is a national real estate boutique that offers the most exclusive properties in Portugal.

Private Luxury Real Estate (PLRE) has long played an invaluable role in the promotion of national luxury real estate, particularly in Europe, the Middle East, the United States, and Russia. Filipe Lourenço, CEO of Private Luxury Real Estate, says, "In these markets, PLRE is synonymous with high quality properties, offering the best Portugal has and with the highest standards of procedures. We are recognized by the market and partners for offering a portfolio of unique properties. We are specialists in the luxury segment, sought after by owners who know that we guarantee the export of the properties they intend to sell." PLRE is an ambassador of the nation's luxury real estate sector, drawing attention from across the globe to the best and most exclusive real estate products in Portugal.

PLRE's wide range of support services is designed to fit all client needs, including property research, tax advice, and golden visa support for the varied Portuguese bureaucratic procedures, all through the advice of Portuguese experts in each of these areas. The company's impressive portfolio comprises the most exclusive properties in Lisbon, Cascais, Sintra, Estoril, and the Algarve, as well as farms in the Douro region, where port wine is produced, and vast estates in Alentejo, which is the world's largest producer of cork.

Whether looking for a new home or an investment opportunity, PLRE's goal is to find the perfect luxury home that suits the profile and requirements of each client. Lourenço says, "We only work with unique and exclusive properties due to their location, value, noble materials, sophisticated design, or histories, such as palaces, mansions, manor houses, and



Filipe Lourenço and Sandra Camelo,
CEO of Private Luxury Real Estate

others." Its portfolio ranges from farmhouses to luxury apartments on the capital's most central avenue. Other luxury properties include villas with a helipad and locations close to airports that receive private flights. PLRE has a solution for every customer in its portfolio, even if it is a palace or an emblazoned house full of history from the oldest country in Europe.

Internationally recognized by the 'Luxury Lifestyle Awards 2020' and recent winners of the 'The Best Luxury

Real Estate Brokerages in Portugal' award, PLRE's attention to quality customer service speaks for itself. According to Lourenço, luxury is synonymous with quality but is aided by the fusion of other factors such as location and comfort. As Portugal offers prime real estate areas such as Chiado, Avenida da Liberdade, and Príncipe Real, the nation proves to be an asset for luxury properties. Indeed, Portugal is a prime real estate destination, whether for living or investing, with great weather, food, and Portuguese hospitality. Lourenço states, "We are not just talking about the real estate sector. Portugal is succeeding and being recognized on several fronts. For the first time, we have the status of 'Best European Destination' and 'Best Destination in the World', to which other factors are added: safety, people, and gastronomy. All these factors contribute to this favorable scenario."



www.privateluxury-realestate.com

A One-Stop Shop For Investors In Portugal

Focused on ensuring safe and profitable business investments,
PTGoldenVisa offers a fully integrated service support to investors.

Could you tell us about your company?

We started the company in 2013 and we were one of the first of our kind. Before starting the company, we gained a lot of international experience in several companies and countries. We created a one-stop-shop that acts as a fully integrated service provider for high net worth individuals interested in investing in Portugal. Our company solves all their requests and needs, including legal and banking support, investment analysis and selection, tax optimization, and property management. We have a development company within the group, with more than 20 professionals, ready to develop our clients' real estate projects. PTGoldenVisa is also the owner of one of the biggest property management companies in Portugal, PTkeys, so we are able to support our clients managing their properties and bringing them rental income. Our experienced team of business managers and financial advisors has selected the top five investment funds qualifying clients for golden visa.



Tiago Camara,
Partner of
PT Golden Visa



David Machado,
Partner of
PT Golden Visa

needs and objectives. We have been growing our company every year by 15% to 20%, with 60% of our new business originating from referrals from satisfied clients. We want to keep our strategy focused on a client perspective whereby a good investment is our core value.

What are your views on the UN's Principles of Responsible Investment?

The local communities benefit massively from this perspective. If you look at Lisbon 10 years ago, there was no tourism, the city was empty during the summer, all downtown properties were not refurbished. Today, Lisbon is very vibrant, everything is getting refurbished because the economic value is there. By having economic value at the heart of the city and in bringing investment to Portugal, we're bringing jobs, tourism, more construction, and more housing.

For the readers of FORBES MIDDLE EAST and the discerning investor, why is NOW the time to invest in a Portuguese residency permit and partner with you?

Having an investment in Portugal can provide investors and their family members with safety and security in terms of higher education, healthcare, and a safe place to retire. It provides them with the freedom of movement within all Schengen countries and, after five years, it gives them the opportunity to obtain Portuguese citizenship. Portugal today has one of the strongest passports in the world and you are able to tap into all these advantages without relocating. Portugal simply requests a minimum stay of 14 days every two years. Investments in Portugal can help build a diversification strategy to feel secure. PTGoldenVisa has been recognized as the best service provider for the Portuguese Residency Program over the last few years. We act as a one-stop shop in Portugal for investors and family members. We run our company with a 100% approval rate in all applications submitted. We are ready to deliver!

What is PTGoldenVisa's vision for the future?

In 2022, the golden visa applications won't be able to apply with investments on the coastal areas or main cities but it will be in the interior of the country that clients will need to invest. We have anticipated all movements, and we already started adapting our proposals to the new rules and conditions. We have several profitable projects to launch in January that will benefit our investors. We believe 2022 will bring a mix of different projects to the market. Due to our local knowledge and experience, we are always ready for any changes that take place in the program.

What is your strategy for new clients?

We have been traveling a lot to meet our clients. We have been invited to speak at several trade shows worldwide. We deal with a lot of different nationalities and, since we have offices in Dubai, the majority of our time is spent in this office with our clients. These experiences allow us to have a clear image of what our investors and families are interested in achieving. We have been successfully adapting our services and investments to their

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RE Capital

High-Quality Real Estate Solutions

Transforming The Residential Real Estate Market

Through excellence and innovation,
RE Capital is redefining the residential
real estate landscape in Portugal.



"Not only do we have a highly experienced team but we are also a developer that co-invests, ensuring that all interests between us and our investors are perfectly aligned."

**Olivier Hezelot,
Head of Europe**

RE CAPITAL

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REWARD PROPERTIES
www.rewardproperties.com

RE Capital is a global, Swiss-based real estate investment and development company that offers an exemplary experience by identifying existing sites and transforming them into significant real estate opportunities.

Reward Properties, the residential brand in the RE Capital stable, was created to offer investors increased opportunities to buy into the attractive Portuguese residential real estate market. A specialist in the residential and mixed-use development space, Reward Properties has unique access to the market and the very best end-to-end capabilities to deliver outstanding returns for investors. "In Portugal we are focusing on residential real estate development," says Olivier Hezelot, CIO of Reward Properties. "Why this sector in particular?

Because that's where we, as developers and investors, are seeing the most encouraging margins and returns. By recognizing the growth potential of Portugal, Reward Properties offers residential investment opportunities in a real estate market suitable for foreigners and locals alike."

RE Capital credits its success to its strong, local team that operates with Portugal in mind. "We are a hands-on company," says Hezelot. "We enter the market, build up our team, and then deploy our capital to invest in and acquire properties. Having a local team is the key to being successful, Hezelot adds. "Our people speak the language, appreciate local cultural nuances, and have an in-depth understanding of the market."

For RE Capital, success is also about finding innovative solutions to expand economic growth and create opportunities for the Portuguese

people. The company currently has five projects in Portugal, four of which are in Lisbon and one in the Algarve. These projects, which are being developed by Reward Properties, include a residential refurbishment project comprising 43 apartments in Lisbon.

Another significant project is LX Living, a 150-unit building in Amoreiras. "We have already sold 85% of the apartments off-plan," Hezelot says. "What's interesting is that upon launching the project, we sold many apartments to foreign investors, but now we are selling a lot to local residents. We are committed to the Portuguese market and to offering top-quality products."

Other projects include Marvilla One and Two, which boast 150 units each, as well as a construction project in the Algarve consisting of around 40 villas in Vale do Lobo.

"We offer the market efficiently designed apartments, with living rooms that make practical use of space, as well as outstanding kitchens and bedrooms," Hezelot adds. "All the apartments in LX Living, for example, have parking, heating, and air conditioning, and are in a prime location close to the Lycée Français Charles Lepierre, making them highly sought-after."



RE Capital intends to continue its impressive growth. Its current global portfolio represents around EUR1 billion of gross development value (GDV), with the residential portfolio under the Reward Properties brand comprising EUR400 million of that total AUM. The company has plans to double the size of its residential portfolio in the next 12

months. Its impressive growth over the past few years has been fueled by the support of a number of US and international funds as well as family offices that back its platform by providing funding as LP partners. Most recently, the company has signed a joint venture agreement with Stanford Funds which has already committed substantial equity across the portfolio and who will be focusing on developing the UAE and Asian markets.

Portugal offers an attractive investment potential for discerning investors eager to enter a new and prosperous market. RE Capital is ideally suited to assist investors to make that investment. "Not only do we have a highly experienced team, but we are also a developer that co-invests, ensuring that all interests between us and our investors are perfectly aligned," Hezelot says.

Revitalizing The Portuguese Real Estate Market

FGI Investment brings its real estate expertise to Portugal to revive the real estate market through the refurbishment of older buildings into new, modern living spaces.

FGI Holdings is recognized for its goal-oriented vision in the real estate market and its exceptional insight into deep market access and analytical research. The real estate sector represents a large part of FGI's portfolio, fueled by a unique business model of refurbishing commercial and residential buildings in prime locations in Portugal and repackaging and renewing models for a higher value. Its competitive advantage in the country is aided by its diverse portfolio, strategic partnerships, and professional team. Dr. Craig Ng, CEO of FGI Holdings, states, "We are a leading company from Portugal that's located in China. The real estate industry is a very traditional industry, but we believe that we can still be innovative and that's how we grow quicker than our competitors."

The FGI Holdings strategy involves acquiring older buildings that are suitable for refurbishing, ensuring that they can be redesigned and reconstructed in eight to 18 months' time. While this may seem like a traditional rehabilitation process, this doesn't stop FGI from innovating. Dr. Ng states, "As a young real estate developer, we spent a lot of time innovating our processes even though this is a traditional market. Our team of just a few members managed to analyze almost a hundred sites last year alone, an efficiency of probably three to five times of the competitors." With these systems in place, Dr. Ng sees the value of the company increasing as it enters more competitive markets.

FGI Holdings specializes in smaller projects to reduce risk and diversify its portfolio, generally limiting its operations to buildings less than 2,000m². Portugal presents a unique opportunity in this respect for FGI and investors alike. Dr. Ng states, "If we look at the prices of property since 2013 in Lisbon, they rose about 8% to 13% on average per year, and there are a lot of key players coming into this market. These numbers show us a trend that Portugal

is good for investment." Smaller investment projects such as these offer incoming investors a unique opportunity for Portugal's golden visa. Dr. Ng continues, "We have around seven to eight smaller projects, as well as larger projects in the Algarve, Porto, and Lisbon." Each smaller project consists of 10 to 20 apartments, while the larger projects range from 80 to 120 apartments. In addition, FGI Holdings brings its design advantages from the Hong Kong market to design living spaces on an individual basis for its clients. Dr. Ng says, "For interior design, we work with one of the leading interior design companies in Hong Kong. Hong Kong designs are known for their limited spaces and utilizing every corner of a small apartment to be very creative, so we are able to sell to Chinese applicants because they feel they get more with the same money." Meanwhile, FGI is also able to design the perfect home for interested buyers from other markets such as the United Kingdom. Dr. Ng continues, "Sometimes we go backward whenever we create a product. We need to know who is going to buy these products, what they like, what the customer's background is, and we shape and create the product accordingly so that we can sell easier."

Through these unique advantages, FGI Holdings aims to expand in the future. Dr. Ng says, "In the next five years, we want to be a key player in Porto and Lisbon. That's our vision in Portugal." As a safe country with a favorable non-habitual resident regime, FGI Holdings is creating value in the real estate market. Through its golden visa and favorable taxes, many investors choose to relocate to Portugal to enjoy the many benefits that the country has to offer. Portugal may also offer a unique opportunity for future investment in the Middle East and vice versa. Dr. Ng confirms, "The Middle East is a quickly emerging place, and as for Portugal, I believe that investing in Portugal is the right way to do investment."



"The real estate industry is a very traditional industry, but we believe that we can still be innovative and that's how we grow quicker than our competitors."

**Dr. Craig Ng,
CEO of
FGI Holdings**



<https://www.fgi-holdings.com>

Nomad Capital

Bringing Experience And Amenities To Traditional Real Estate

Taking Portugal's High-End Real Estate To The Next Level

Nomad Capital has the expertise, products, and services specifically designed for international investors looking to establish a presence in Portugal.

Nomad Capital is an innovator in the Portuguese real estate market, focusing on high-end real estate investment, development, and promotion, with expertise in serviced living concepts. With its experience in property sourcing, design, strategy, and management, Nomad Capital has grown to become a prime local partner for international and institutional investors looking to establish a presence in Portugal.

Over recent years, Portugal has transformed into an exciting and highly desirable investment and tourism destination, and has succeeded in establishing a large and diverse expat community. Successful technology-driven operations have also made the nation a prime option for digital nomads. Taking advantage of this trend, Nomad Capital's vision is to develop high-end, globally inspired living experiences with on-site hotel services and amenities, specifically designed for the nomadic entrepreneur, as well as bi-primary residents living in several cities and countries during the year.

Alexandre Mansour, founder and CEO of Nomad Capital, arrived

specialized our services toward high-end segments, including hotel services and property management to our projects and resorts. A lot of our property buyers only spend a few months a year in their property, and they enjoy that their apartments are maintained and generating income while they are not here."

As Nomad Capital found its niche market and developed specific know-how on branded living and serviced residences, it experienced successive growth. Its objective in the coming years is to market the Nomad Residences brand across Portugal and Europe and to provide its services to hospitality and luxury brands that are seeking to develop branded residences projects. Mansour states, "Branded residences is the fastest-growing segment in the high-end real estate market in Europe, with an ever-growing demand. Portugal became the test market in Europe for brands looking to develop such projects. There is currently no developer specifically focused on branded serviced living, despite the unique requirements and know-how needed to realize such projects. We want Nomad Capital to gain

perfect expertise in this space, establish its brand, and assist international hospitality chains and luxury brands bring their ideas to fruition."

Nomad Capital's projects are filling an ever-increasing demand in the real estate market, while also bringing investor attention and new residents to Portugal. Some of Nomad Capital's current projects include Nomad Bay, a 75-apartment high-end branded

beach resort located in the Algarve. Nomad Bay has proven to be very successful, a testament to the investment potential of the region and beyond. Mansour says, "Nomad Bay will be delivered in about 18 months. It's our first large flagship project in the Algarve. We started construction only a few months ago, and we have already sold 80% of the apartments." Within the next few years, Nomad Capital is seeking to launch at least two additional projects in the Algarve, an investment valued at about EUR150.

Nomad Bay is attracting clients from across the globe, specifically from North America and Europe, creating a diverse community of people from different origins and industries. Mansour says, "The high demand proves that the Algarve is very attractive to foreigners



"We want to establish Nomad Residences as the prime serviced living brand, not just in Portugal but across Europe, and we strive to become a leader in that space."

**Alexandre Mansour,
founder and CEO of Nomad Capital**

in Portugal only six years ago and immediately recognized the vibrance and potential that the country offers. Mansour says, "The country had legalized short-term rentals, the banks were keen to lend money, and rental leases were being liberalized. The gorgeous historical city center in Lisbon finally received the needed renovations, demand for new property increased, and Lisbon became an attractive investment."

In addition to these favorable changes, the Golden Visa program also helped the market grow, as it gave entrepreneurs a perfect reason to promote Portugal as a destination across the world. Mansour continues, "As the demand increased, we deployed our presence to other markets such as Porto and the Algarve, and we



and that there is a strong market not just for nice apartments, but also for experiences and services. Americans see Portugal as a cost-effective alternative to retirement, Canadians appreciate the cryptocurrency-friendly regulations, and North Europeans love the mild climate during the winter months. All nationalities love the Algarve because of its California lifestyle that maintains a strong European touch, along with Portugal's great culinary culture and welcoming population. It has the best of all worlds."

Nomad Capital has secured its competitive advantage through innovation, anticipating the client's needs, and exceeding expectations. These values have been a great asset to the company and its success. Mansour says, "We focused our attention on increasing the level of service, the amenities, and the quality of the construction, and these brought higher segment investors." During this time, hospitality chains also followed the trend with the development of branded resorts in the region.

Portugal is also becoming a hub for new technology, where ICT potential has been rising over recent years. Indeed, Portugal being a digital hub is a direct upside from the nation's sizable investments in infrastructure and education. On the impact of technology, Mansour says, "Portugal enjoys perfect network connectivity, lightning-fast internet, and impeccable highway infrastructure."

Nomad Capital

Also, the new campuses spread across the country are world-class. Education is multilingual; English is widely spoken. All those attributes help to promote Portugal as a prime destination for local and international investors and entrepreneurs." Considering the motivated and innovative population, the lower cost of living and labor, its position within the Schengen Zone, and its ease of doing business, Portugal has all the attributes for favorable investments and developments.

Portugal's ease of doing business proved vital during the COVID-19 pandemic, which allowed Nomad Capital to adapt using digital media and technology. "When the first lockdown was announced, I thought we would go out of business," recalls Mansour. "Real estate is an old industry which doesn't innovate often. We needed to find ways to keep promoting our projects and reinvent how we distribute our properties. Looking at how luxury brands were using social media to attract customers, we decided to innovate and implement a similar strategy." By mid-2020, the company had deployed a new digital and online media-focused communication and marketing strategy, instead of the more traditional use of brokers and face-to-face roadshows. The strategy was very effective, as today over 70% of Nomad Capital's new client leads come from Facebook, Instagram, YouTube, and TikTok. "Those channels relate more to today's trends and digital society, and it allows our company to be much closer to our clients and relate more to their way of seeing the world and consuming media." In this way, the company was able to keep presenting and selling its projects throughout the pandemic, without clients having to come physically to Portugal. Mansour continues, "That was a major competitive advantage. On top of innovating and changing the industry, we actually grew during COVID just because we were able to adapt quickly and effectively."

Moving forward, Nomad Capital has been simultaneously working toward its plans for European expansion. Mansour states, "As far as Europe is concerned, Portugal is leading in the branded residences space. We want to establish Nomad Residences as the prime serviced living brand, not just in Portugal but across Europe, and we strive to become a leader in that space, both through our in-house brand and as partners for hospitality and luxury brands looking to develop their own residential projects."

Portugal's affordability, European culture, and accessibility to the entire European region are attracting young, international entrepreneurs to establish businesses within a multitude of sectors. Indeed, Portugal has created a business environment where nothing is impossible. Mansour states, "Recently, I've seen new ventures into highly innovative sectors with great potential that are not necessarily into real estate, but in the fields of science, fashion, food and beverage, retail, new technologies, cryptocurrency, and renewables. If the idea is good, Portugal will open its door to bring your ideas to life." Basing these new ventures in Portugal only adds to the economy, the nation's prestige, and its potential as a hub for investment and innovation.

<https://nomad-cap.com/>

nomad
capital



Daniel de Castro Ruivo

Co-Founder of Altar.io

The Eyes Of The World In A Boutique Portuguese Agency

Penresa sat down with Co-founder Daniel de Castro Ruivo to learn how Altar.io is helping entrepreneurs and business leaders from all over the world transform their business vision into successful products.



"We deeply believe there are no excuses to build anything less than great technology products."

Can you give us some background about Altar.io?

We help entrepreneurs and business leaders build innovative products that are challenging and transforming their industries. For example, we've worked with people like the ex-product owner of YouTube and the CEO of HSBC for a whole continent, helping both build startups in fields they've been working for years and that they know how to disrupt. That is where we come in with strong experience in startup building.

Before we formed Altar.io, my co-founding team and I had already created 10 startups between us. This experience gives us a unique perspective when it comes to building software products. It's a perspective that helps both entrepreneurs and business leaders avoid the common hurdles that come with launching a new product.

Fast forward to today, six years later, and we've helped over 50 startups and satellite projects get off the ground. We have the opportunity to work with a lot of entrepreneurs, with new pitches coming in every day. A typical consultant would say yes to all of them and simply quote the price. I believe the key differentiator that explains the huge success we're having with our products is that we only work on projects that we truly believe in.

Could you give us an overview of your core operations?

The core of our operations lies in bringing a product to life as quickly as possible while retaining the highest standard possible – usually in the form of an MVP (Minimum Viable Product). It's the ethos we use with startups and large corporations alike.

This starts with the product scope, a proprietary structured process to merge the entrepreneur's vision and industry expertise with our extensive product building experience. During the scope, we work together with one goal to reach a shared train of thought and create a blueprint for a product that is 10x better than current solutions.

The threshold for me is that we should only invest the time, energy, and money when we believe we're building a 10 times better product that will have people dropping the current incumbent tool they've been using for years to adopt a new one.

At this point, we're good to put it in the hands of top designers and engineers and start developing. The last step, as important as the previous, is getting the client fully equipped to take the project in-house. We're proud to say that our clients don't come back to us for more help after the knowledge transfer. As entrepreneurs ourselves, we know how important this is.

What would you say is your biggest achievement?

We operate in an ecosystem where only 0.05% of startups ever achieve venture capital (VC) funding. Out of all the startups we work with, 75% achieve VC funding – a staggering 1,500 times more. This is our biggest achievement and, I believe, a testament to our product and software development process and, moreover, our mission:

- Our mission is not to simply write top quality code but to help entrepreneurs and business managers build successful products/businesses. Not only for them but for the thousands of people whose lives will be improved by having better solutions to their problems.

Another achievement for me personally is being referred to by the entrepreneurs we work with as an "extended team of co-founders". For me, it truly encapsulates what we are trying to achieve, and it tells us we're heading in the right direction.

What is your vision for the future?

My vision for the future is to get to a point where we can democratize our product development process, and the framework we've invented can be adopted by anyone with the right vision and experience.



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Activating Transformation Through Innovation

Through its 'Make Strategy Work' methodology, IG&H is providing support to hundreds of companies.

A consultancy agency whose vision is built upon the backbone of the internet and digitalization, IG&H is on a constant lookout to understand the future of doing business. "IG&H started as a strategy consulting company more than 30 years ago," explains Nuno Pacheco, Partner of IG&H. "We have always advised our clients on strategic endeavors, roadmaps, and planning for the future. A few years ago, we started going into the digital space and focused on guiding our clients through a digital transformation. Our trademark process has always been and continues to be: Make Strategy Work." Through strategy, data science, business engineering, technology implementation, and best practices for digital transformation, IG&H is determined to overhaul and positively impact businesses, providing digital transformation in sectors such as retail, finance, and healthcare services. Nuno Pacheco says, "The future is digital, and this implies not only a transformation in the tech space, where, over the past 20 years, we have been committed to creating solutions for our clients,

but also a big change in how people will interact and work. We are here not only to build and run software but to advise, strategize, and design transformation, even on the pixel side for our clients."

The alignment of people, business, and technology with a team of over 100 technology experts, from senior developers to enterprise cloud architects, is key to IG&H's mission to have a sustainable impact on society while providing its clients with a wealth of experience in software development and infrastructure. "We want to create an innovative loop which creates a safe and flexible environment for ideas to flow," affirms Pacheco. In 2021, IG&H was additionally recognized as one of the Best Workplaces in Europe by Great Place to Work®.

The market leader in end-to-end digital transformation, IG&H's vision for expansion, according to Pacheco, is rooted in the mindset, values, and the culture of the countries it finds itself in. He says, "If you have the right people with the right culture and the right mindset, then you can create an unbeatable force to be reckoned with."



Nuno Pacheco,
Partner of IG&H



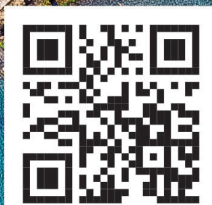
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Maria Ines Amaral

Founder and CEO of By Aurora Group

Promoting Portugal

By Aurora Group connects the Middle East and Portugal by providing solutions in the marketing and promotion of tourism as well as relocations, investments, and concierge services in Portugal.

How did you start By Aurora Group?

In 2017, I created my first company, Aurora Agency, which is focused on tourism representations all around the world. Amongst our clients, we represent different international hotel chains and DMCs from all over the world. During the pandemic, I decided to bring to life the idea of promoting Portugal in the Middle East to its full potential; until now Portugal has been sold mostly by Spanish tour operators.

The purpose of the Portuguese Association of Tourism for the Middle East is to support both the Middle East travel sector and the Portuguese travel sector by providing business opportunities while promoting Portugal as a travel destination. We are based in Dubai but operate across the UAE, Kuwait, Qatar, Saudi Arabia, and Oman, where we have a network of contacts. Currently, I have three brands under the By Aurora Group.

What are your current projects and who are your clients?

During the lockdown, we were busy doing sales training and webinars for the travel sector in the region as well as creating brand awareness and positioning in the local markets. But we have already hosted a few events: a roadshow in Qatar and Saudi Arabia, an event at the Portuguese Pavilion at Expo, and I also was invited as a guest speaker at the luxury travel fair, T-fest, in Dubai.



“We are based in Dubai but operate across the UAE, Kuwait, Qatar, Saudi Arabia, and Oman, where we have a network of contacts. Currently, I have three brands under the ‘By Aurora Group’.”

We also hosted an investors event in Dubai back in June for our company, The Concierge Hub. The association's clients are hotels and DMCs based in Portugal, basically any company related to tourism that is interested in getting business from the Middle East.

Business is picking up, and I am now looking for a business partner for the By Aurora Group, someone who understands our business model and wishes to be part of our board.

What do you believe will attract tourists from the Middle East to Portugal?

I think Portugal has everything needed in order to attract tourists from the GCC, both from the Arab and expat communities. In the past three to four years, airlines from Dubai and Qatar have increased the frequency of flights to Lisbon and Porto, clearly highlighting an interest and demand for the destination. Portugal offers luxury hotels, five-star service, as well as great gastronomy and perfect weather all year round.

Can you tell us a bit more about your brand The Concierge Hub?

The Concierge Hub was another company that I created during the pandemic. I created this company because of the growing interest in Portugal for investors from the Middle East in the real estate sector and also because I believed it was important to diversify the portfolio of business, especially with the tourism sector being affected during the pandemic. The Concierge Hub provides clients with turnkey solutions for those that are looking to invest in property in Portugal, either for golden visa purposes, to relocate to Portugal, or for those who are looking for a holiday home. With our team in Portugal, we support our clients from the purchase and legal advice, to the renovation of the property, interior design, connecting all utilities, even furnishing solutions. For all architecture and interior design projects, we work with our trusted partner CLEM Architects International with offices in Dubai, Paris, and Leiria in Portugal. They oversee all projects from the design work up to implementation and final construction. The Concierge Hub also offers all sorts of concierge services in Portugal from cleaning services, plumbing, pet sitting, baby-sitting, Airbnb management, parties, and events organization, etc. We are going to develop an app to facilitate access to these services, whereby our clients just need to log in and purchase the services they require.



Pioneers In Cybersecurity And Integration Solutions

RedShift assists the government and the private sector to achieve safe digital transformations through successful investment in information management and security.

RedShift is a company with a focus on cybersecurity, information management, and low code, as well as data privacy, data center and cloud, networking, and infrastructure. With a team of over 80 people, the company has developed over 300 projects safely worldwide, impacting market sectors such as public administration, banking, industry, health, insurance, telecommunications, transportation, and utilities. As a result, RedShift Solutions and RedShift Consulting are expected to continue their upward growth trend, providing cybersecurity and solutions services to government entities and the private sector in Portugal, Africa, and the Middle East.

After gaining experience developing information security and networking infrastructures for the Portuguese Air Force and the Portuguese Armed Forces for over 20 years, CEO João Manso started RedShift Consulting in 2010. Manso states, "We started as consultants helping large customers in Portugal to recreate more secure, resilient infrastructures, helping them to choose the best new technology. We have a dedicated strategy to represent solutions and to integrate them in the customers' infrastructures and information systems." This strategy fundamentally changed the company from consultation and audit capabilities to an ISO 27001 certified company specialized in cybersecurity and integration solutions.

With an expected growth of over 60% in the coming year, RedShift is focused on investment to increase the development of its own tools and has created a new company with a team with specific expertise in artificial intelligence and blockchain. Manso says, "Our investment strategy is to be ready to invest in any kind of cybersecurity opportunity in Portugal. The growth of our business is done by investing in new services and new technologies assuring that our portfolio is on the edge of the industry and targeting real market needs. We strongly believe that this will bring us to a different level as a company. We are investing in a portfolio of cybersecurity services called Red.

sock and Red.box, all together in a closed loop with integrated tools and services that can grow the cybersecurity maturity of a customer. We are bringing our research and development team to help us to develop and implement new tools using AI and automation."

As Portugal is becoming a digital revolution and transformation hub, companies like RedShift help to push that agenda forward. Many of RedShift's partnerships are foreign technologies that have invested and are being developed in Portugal, creating a two-way benefit that not only helps them introduce technology to the market but helps them to grow their investment in Portugal in support and in development. These mutually beneficial partnerships advance Portugal's goal to become a technology hub, allowing it to sustainably grow in the technology space. Even so, financial capacity and governmental support are key to the technology revolution, both of which will help Portugal continue to be a prime investment destination for small companies that are ready to grow. Digital transformation is further supported by RedShift's Information Management and Cloud and Datacenter business units, where RedShift helps to automate business processes, increases IT maturity, introduces new tools like Red.doc and Red.scan, and assists with a strategic information campaign to promote security to large and small companies.

Redshift has large corporate and government customers, but by supporting and providing solutions for small companies and startups in Portugal, it demonstrates the budding potential of these companies that are leading the technology and digital sectors. Through its commitment to expand these companies, Portugal also has all the pieces in place for investment success. Manso confirms, "If you invest in a strong team with a strong commitment, with very good business ethics and technical ethics, you will find that you can easily create the return on investment on any investment you carry out."



"Having the best partnerships and the human resources, it's all that we need for success."

**João Manso,
CEO of RedShift**

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Through close, trusting relationships with clients, NF Lawyers invests in you, providing legal advice and services every step of the way.

NF Lawyers has been serving Portugal since 2012. Through consistency, resilience, and professionalism, NF Lawyers helps clients navigate a constantly changing market through a wide range of legal advice and solutions. Diana Nascimento and Fabiana Freitas, co-founders and managing partners of NF Lawyers, started their firm with a clear understanding of the importance of client care and establishing a trusting relationship. Nascimento states, "We knew exactly what client care was all about and that has led us to where we are now. We stand out by working for and taking care of the client." Freitas confirms that the client relationship is the competitive advantage that elevates NF Lawyers and opens doors to new opportunities for its clients.

NF Lawyers offers a wide range of services for all its clients, and its close relationship allows them to design catered solutions. Nascimento

says, "We are an international law boutique. We offer a tailor-made service. We know the client from A to Z and that kind of service distinguishes us from the rest." With investment potential on the rise, NF Lawyers is the ideal firm to help investors enter the country's growing market by aiding in the housing markets, golden or D7 visa requirements, or any other related service. Sustained by a solid know-how on tax matters and experience with international clients including in the Middle East, NF Lawyers can find the right option for every client and ensure requirements are met. "We see ourselves globally," says Nascimento, "and we want to invest in your family. Our main goal is to introduce our clients to a lot of possibilities they didn't know existed."

For 2022 and beyond, the investment potential in Portugal is rapidly ascending, and the country's stability is an assurance for investors. Nascimento says, "In the future, we expect a lot of opportunities. If you have the power and capital to invest, now is the time. Freitas adds, "It's a time of change, and when we have changes, opportunities come. It's a time of growth: after the fire, you start seeing plants growing up, it's a time of growth, and we are here to help our clients grow."

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Crossjoin leads the way in innovative solutions for IT performance optimization.

Crossjoin began operations in 2010 in Belgium and Portugal with its 'Fire-Fight' proposal, which provides rapid resolution of incidents related to slowness or digital systems unavailability in its customer's businesses. The company operates in large systems with considerable complexity, not only in terms of technology but also in terms of organizing processes, people, teams, companies, and vendors. Crossjoin has diversified its offer in a controlled way and with nexus, maintaining focus and guaranteeing its clients the best services. From 'Fire-Fight' and 'Fix & Forget', Crossjoin has moved toward the consolidation of managed services for operational resilience, based on compliance with SLAs and KPIs and founded on four pillars: Availability, Application Robustness, Response Time, and Security. The QoS (Quality of Service) managed services allow Crossjoin to consolidate

its strategic position as technological business partners to customers and to open new horizons.

Crossjoin offers a whole range of technical skills, analysts, development tools, consulting strategies, and solutions that aim to be an indispensable asset in the design of the digital transformation roadmap, including Cloud migration, Cloud cost optimization, and process robotization, all of which provide high quality of its deliverables and maximize the QoS of its operational systems that support its customers' and partners' businesses.

Crossjoin carries out its proposed objectives with full commitment, speed, and professionalism allied to an excellent team. "Our customers can always count on Crossjoin as a partner," states João Modesto, CEO of Crossjoin Solutions. "We are focused on adding value to the customer's business, and for that reason, we always guarantee innovative, out-of-the-box services and solutions that meet their business needs. Being one step ahead of technological advances is our drive, and aligned with that we have developed service offerings in performance, administration and development as well as innovating security and RPA."



João Modesto,
CEO of
Crossjoin Solutions

Leading Portugal's Transition To Renewable Energy

With a mission based on the decarbonization of the economy through reliable and competitive clean energy measures, Átomo is a catalyst for shifting the direction of energy consumption.

Átomo Capital Partners is one of Portugal's leading forces in renewable energy solutions. As a newly founded company, Átomo was born of its sister company, The K Advisors, in 2020. Miguel Subtil, Managing Director of Átomo Capital Partners, says, "The K Advisors works fundamentally in real estate, concentrated on asset valuations, investor support, etc. In 2019, we realized it was important to create an energy and sustainability department because energy is crucial for real estate, for buildings, and for urban areas. The department was created and quickly grew to the point that it made sense to become autonomous and to give a brand and structure of its own to the energy area."

Átomo has four main business lines to help its customers and investors succeed in a rapidly evolving sector: project development, electric mobility, self-consumption, and R&D. Subtil says, "We work fundamentally with the foreign investor who seeks to realize their projects in Portugal and needs a partner to aid their development from A to Z. That is, we look for the most appropriate land, and consider the constraints, the legal impositions, territorial, topography, techniques, etc. We do the whole process until we have the project ready to build." In this line of business, Átomo is currently developing more than 500 megawatts of ongoing projects including solar parks.

Átomo's electric mobility line of business also places it as a charging point operator to cover countries like Portugal and Spain with electric vehicle chargers. Subtil adds, "We are also connected to real estate, which has to do with the energy essence and energy production for self-consumption." As such, Átomo works to calculate and create efficient energy production to increase the profitability and value of properties. "This is a very interesting line of business because we have a very clear climate change context in relation to building and urban centers, and people have realized that something has to be done. The Real Estate sector sometimes

forgets that we are responsible for more than a third of carbon emissions, and therefore, we are responsible for more than a third of the problem and must be responsible for a significant part of the solution. That solution is to decarbonize urban centers and buildings and reduce energy consumption." Spearheading this energy agenda not only offers tangible solutions to climate change but also allows Átomo to be consistently one step ahead in technical knowledge.

Átomo's technical expertise is based on research and development, where the company is developing partnerships with Portuguese universities and research centers to study and provide solutions that push forward the energy transition agenda. Subtil says, "This transition is very important. I have no doubts it will happen." With its decarbonization goals set for 2030 and 2050, Átomo's future initiatives are to intensify its plans to make a difference.

To visualize its energy 2030 objectives, Átomo debuted the Renewables Snapshot Report, which offers a summary of the renewable energy situation in Portugal, its opportunities, and potential goals, including the reduction of energy dependence by 65%, the incorporation of 47% of renewables in global energy consumption, and 80% of renewables in electricity production. Subtil says, "To achieve these goals, a number of things will have to be done in an accelerated way. We need technical capacity to implement decentralized production and system flexibility, and that takes will and investment. This gives us a framework where it's possible to position ourselves."

Indeed, the pieces are in place for an energy revolution in Portugal, and Átomo has a plan to lead the sector and implement investors into it. "Clearly, Portugal is going to be an energy-exporting country. That was once unthinkable, but now we have the resources, the technical and technological capacity, the universities and training, and therefore, we have the potential to be very attractive in terms of investment."



"The Real Estate sector sometimes forgets that we are responsible for more than a third of carbon emissions, and therefore... must be responsible for a significant part of the solution."

**Miguel Subtil,
Managing
Director of Átomo
Capital Partners**



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VHM's customer-centric vision elevates the company above the competition.



"We walk around the world, trying to do what we know best with all that we have learned here in Portugal."

**Vitor Hugo,
CEO of VHM**

VHM offers global consulting services in the fields of construction and architecture. Established in 1993, VHM is present in Portugal's biggest cities, such as Lisbon, Porto, and Coimbra, as well as across continents, such as Asia, South America, and Africa. VHM's customer-centric vision elevates the company above all competition. Vitor Hugo, CEO of VHM, states, "Fundamentally, our service works for customers. Our real mission is to deal with what the customer needs and ensure we then provide them with our best services. This dialogue has enabled us to acquire knowledge and transmit it to the future and to other customers."

VHM has been aware of Portugal's potential as a center of growth, expansion, and possibilities since its very inception. Vitor Hugo says, "We realized that, in terms of engineering, Portugal was extremely capable of opening doors to other continents." VHM began expanding to countries where Portuguese is spoken while several projects arose (hospitals, schools, hotels, business, and industries) in China, Bolivia, Morocco, Ghana, Equatorial Guinea, Congo, and Conakry. Later, VHM won a worldwide competition for the design and supervision of the Muscat Oman hospital, which has since been completed and is currently fully functional and successfully operational. Other successful projects carried out by VHM include a hospital and an international school in the Middle East. Regarding these, Vitor Hugo states "In the Middle East, we have recently been awarded the project for a very large hospital which represents a total investment of US\$150 million, of which VHM has a 20% stake. We have also been assigned an international school. We are working hard in the Middle East; we walk around the world, trying to do what we know best with all that we have learned here in Portugal."

VHM's projects in Portugal range from large to small, from public to private, totaling about 150 presently in course. Vitor Hugo states, "Some of

these projects are the Lisbon Metro, the Coimbra transport rehabilitation (Coimbra Metro-Bus), the Coimbra Oncology Institute, the Sintra Proximity Hospital, as well as the supervision of the hospital of Évora, which, upon completion, will be the largest hospital in Portugal." Current and future projects in VHM are built upon sustainability and social responsibility, like the US\$1 billion investment in Kazakhstan that is focused on bridge rehabilitation and water distribution. Indeed, sustainability, as well as social responsibility, are fundamental to the execution of VHM's projects. These principles are also maintained internally through strict policies. Vitor Hugo adds, "In Portugal, we are carrying out several solar parks with Portuguese, Swiss, and French investments. We also aim to design and manage a zero-carbon building."

Vitor Hugo affirms that "the key to VHM's success is resilience, hard work, determination, and luck for being in the right place at the right time. However, our success is only possible due to a very close relationship with the client." Vitor Hugo adds, "Besides providing the best quality services, humility and resilience are values that we believe in and make sure we practice at all times. This allows us to establish friendships with the people we work with, which is key."

At its core, VHM is an engineering company, born from engineers that later grew to include architects, forming the giant that it is today. Vitor Hugo concludes "Through our work capacity, we really can make a difference." Indeed, Portugal is the perfect balance in Europe for its accessible size and talented young people, offering great potential to investors. Furthermore, companies like VHM represent important bridges between Europe and the Middle East. Vitor Hugo states, "Our international forte is the Middle East. We are in Oman and Dubai, constructing a building for Abu Dhabi and two hospitals in Saudi Arabia. We are focused on producing and staying there, in a bid to create value."



Portugal – the country with the Golden Visa

Portugal is the leading destination for individuals and families seeking residence in the European Union. It offers generous tax rules, good infrastructure, and an excellent quality of life with visa-free access throughout the Schengen Area using two exceptional visa options:

- The Golden Visa Residence Permit (GVRP) provides qualifying non-EU individuals and their families with full rights to live, work, and study and, after five years, the right to apply for permanent residency and then citizenship in Portugal.
- The Portugal Passive Income Visa – also known as a 'D7 Visa' – provides residency status to qualifying non-EU professionals and their families including retirees, who intend to relocate to Portugal and have regular sufficient passive income.

Portuguese law is known to be very cryptocurrency friendly and the tax authorities have adopted a soft stance on cryptocurrency investment. Individuals in Portugal who profit from the purchase and sale of cryptocurrency are not taxed on capital gains. Furthermore, the exchange of cryptocurrency into another currency is also free of taxation.



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