

EIB financing under InnovFin

Novabase perspective

By Francisco Catalão





What Inspire us

Get to know us

Highlights

Numbers and focus

**Strategic
Guidance**

For 2015

**Novabase
and BEI**

The Project

Our experience

**Meaning and
Lessons learned**

What inspire us

design
usability
desirability

engenharia
feasibility

negócio
viability



What inspire us Get to know us



simPler & haPPier

We make life simpler and happier for people and businesses.

Highlights **Novabase in the world**

Offices

Portugal Lisbon (Head Office) - Oporto

Angola Luanda

United Arab Emirates Dubai

Spain Madrid

Mozambique Maputo

United Kingdom London

Ghana Accra

Turkey Istanbul

Projects in over 40 countries, 4 continents and 9 time zones.

+25 years of know-how

Implementing projects around the world with our clients.



221 M€

Turnover

15 M€

EBITDA

+130

New talent
=> ~2400 total

-1%
-59%

EBITDA,
Net Profit

11 M€^(*)

R&D
last 6 years,
60M€

+42%

International =>
~40% total

NPS 28

best Client
Satisfaction
ever

+8%

2nd year
consecutive
growth

+11%

Services =>
~70% total

(*) source: "2014 EU Industrial
R&D Investment Scorecard"



11 M€

In 2013

60 M€

last 6 years

1st in IT industry in Portugal
& **top 100** in Europe

6th in Portugal cross-industries

(*) source: "2014 EU Industrial R&D Investment Scorecard"

R&D / Turnover ratios

IBM

5,7%

Novabase

5,2%

HP

2,8%

Accenture

2,4%

CGI

0,2%



More than

~1000 new graduates

Hired through the
Novabase Academy program:

+134 in 2014

The largest IT team based in
Portugal:

2394 Talents

With:

17 nationalities

+28 NPS (Net Promoter Score)

**BEST
YEAR
EVER**

We added value and exceeded expectations

93%

Did Novabase help simplify/facilitate your organization's activity?

75%

Did Novabase add more value to your business than initially expected?

87%

Did Novabase's performance fully attain or exceed your expectations?

In 2014 ...

Among the best

46%

Above average

48%

Below average

6%

Among the worst

~0%*

*: Of the 10,000+ responses, only 34 rated us this way. Our goal is to continue the downward trend of this amount toward zero.

Guidance

>
225M€
Turnover

40-45%
International
business

14M€
17M€
EBITDA

2015



Priorities

Differentiation of our solutions through R&D

and the **Design Thinking methodology**, with allocation of additional investment

Continuous focus on **Talent** development and acquisition

Reinforcement of our internationalization effort with focus on **Europe** and Africa

Novabase & BEI

The project

The project consists of
R&D activities
**to keep up with the significant
changes and evolutions** across
the industries Novabase serves.

The project will be mainly conducted
in Portugal where Novabase has
most of its engineering competencies.

The project will consist of software development **activities** for the industries of:

Telecom & Media and Business solutions:

24%

Financial services: 19%

Government, Healthcare & Transports: 22%

Energy & Utilities: 9%

Business solutions plus IMS: 2%

Some **examples** of sub-projects for the respective industries are :



Calendar:

From January 2014 through 2016

Amount:

Up to 14Million €uros

Goal:

“R&D is to us an accelerator of our global strategy, since it allow us to develop highly innovative and differentiated solutions which will in turn become more competitive at a worldwide level.”

(Luís Paulo Salvado, CEO)

The way we see it:

“InnovFin – financing from BEI, strengthens our focus and our belief that this is the right path, and acknowledges the work we’ve been doing in R&D and Innovation in the recent years.”

(Luís Paulo Salvado, CEO)

Lessons learned:

It takes a lot more work than initially expected



**Financial
due
diligence**

**Technical
due
diligence**

**Legal due
diligence**



**Do you have any
questions?**