# 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



# 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 Istambul

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

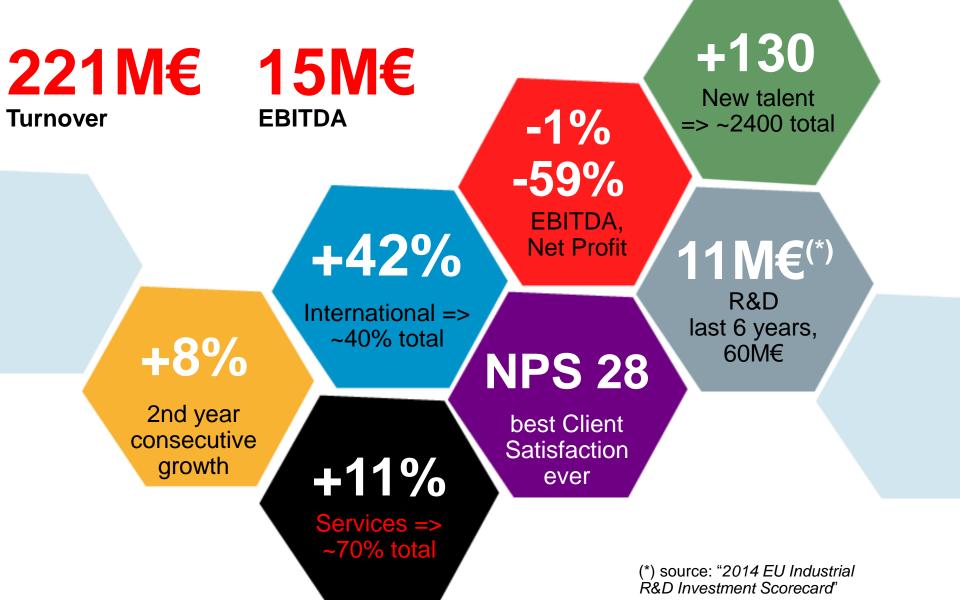




Implementing projects around the world with our clients.











**IBM** 

HP

CG

**Accenture** 

**Novabase** 



In 2013

# 60 M€



**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** 

## Highlights Focus on Talent





### 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** 







#### We added value and exceeded expectations

93%

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



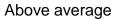
Did Novabase add more value to your business than initially expected? **B7%** 

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

#### In 2014 ...

Among the best

**46%** 





Below average



Among the worst



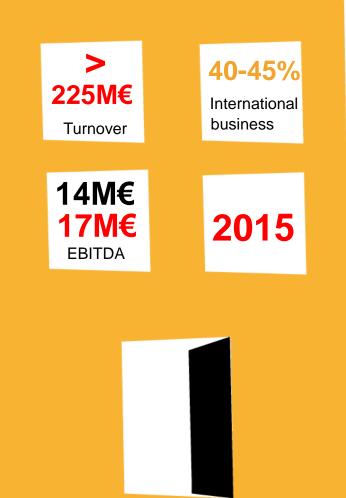
\*: Of the 10,000+ responses, only 34 rated us this way. Our goal is to continue the downward trend of this amount toward zero.





# **P**N

### Guidance



## **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%** 

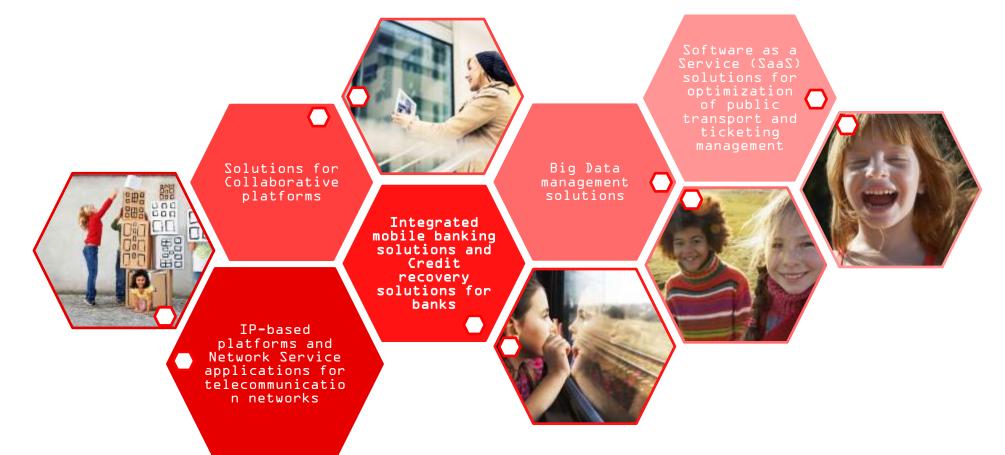
Energy & Utilities: 9%

**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:**

<sup>4</sup>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.<sup>77</sup> (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)

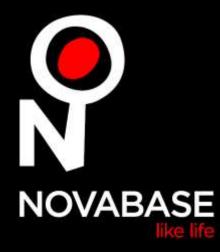




## **Lessons learned:**

# It takes a lot more work than initially expected





# Do you have any questions?