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

engenharia
feasibility

design
usability
desirability

negócio
viability
We make life simpler and happier for people and businesses.

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.
Highlights 2014 A challenging Year

221M€ Turnover
15M€ EBITDA

+42% Net Profit
-59% EBITDA, Net Profit

-1% Services => ~70% total
+8% International => ~40% total

+130 New talent => ~2400 total

NPS 28 best Client Satisfaction ever

11M€(*) R&D last 6 years, 60M€

221M€ 15M€

(*) source: “2014 EU Industrial R&D Investment Scorecard”
Highlights  Focus on R&D Investments

11 M€  60 M€
In 2013  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”
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
Highlights Focus on Our Clients

+28 NPS (Net Promoter Score)

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.
**Strategic Guidance 2015**

**Guidance**
- > 225M€ Turnover
- 14M€ 17M€ EBITDA
- 40-45% International business
- 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 Description

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:

- IP-based platforms and Network Service applications for telecommunication networks
- Solutions for Collaborative platforms
- Integrated mobile banking solutions and Credit recovery solutions for banks
- Big Data management solutions
- Software as a Service (SaaS) solutions for optimization of public transport and ticketing management
Calendar:
From January 2014 through 2016

Amount:
Up to 14 Million €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?