

JORNADA DE FINANCIACIÓN
EUROPEA PARA EMPRESAS
INNOVADORAS

16th of March 2021



Effect of funding on sustainable innovation

Funding is what ensures that innovative ideas can become realities.

Look for **business opportunities** at the
POD

Grab **European Programmes** (H2020,
Horizon Europe)

Pay attention to initiatives set up by
stakeholders (BGI)

Talk about your business ideas with
venture capitalists

‘How’
is as important as
‘how much’

Participate in international **public tenders***

* AEP is part of the Public Procurement Thematic Group and is responsible for the fortnightly newsletter on public tenders in Portugal

een.ec.europa.eu



Enterprise Europe Network, Business Support on ChemiTek's Doorstep



EIT Digital Venture Program

Pre accelerator for digital startups with investment up to
25.000€

[View More](#)

Building Global Innovators

Creating a connected generation of builders, through capacitation, finance, and exclusive opportunities.

<https://www.bgi.pt/>

Enterprise Europe Network, Business Support on ChemiTek's Doorstep

Portugal
Ventures

EM EMPREENDEDORES
apaixonados, que desenvolvem projetos
com impacto na **COMPETITIVIDADE NACIONAL**
e com capacidade de **INTERNACIONALIZAÇÃO**

<https://www.portugalventures.pt/>

Enterprise Europe Network, Business Support on ChemiTek's Doorstep

Multilateral Business Opportunities

In the PortugalBusinessOnTheWay AEP Platform

<https://www.portugalbusinessontheway.com/global/>

Newsletter “Tenders Alert”

Opportunities supported by International Financial Institutions such as the European Bank for Reconstruction and Development and the United Nations System - UN Global Marketplace, as well as NATO.

Enterprise Europe Network, Business Support on ChemiTek's Doorstep

Multilateral Business Opportunities

Tenders — Global 2020
N.º total de tender: 470



Enterprise Europe Network, Business Support on ChemiTek's Doorstep

Events, projects and funding opportunities (Innovation Journey, VIDA project, Atlantic Stakeholder Conference, ...)

ChemiTek at the online platform Ocean Invest*

Publication of a **business profile** in the Network's Partnership Opportunities Database (**PA signed** with a Romanian SME and a **PA under negotiation** with a Spanish agent)

Access to a **venture capital investment fund** (Portugal Ventures)

Bespoke, specialist-led support by the EEN at USA (EABO) to ensure **regulatory compliance in the US** and build a solid foundation to grow and scale in the USA in the near future.



* An initiative of the Ministry of the Sea of Portugal for the promotion of innovative products in the Blue Economy

een.ec.europa.eu



Best Practices

Helping a Portuguese startup seed ambition through a venture capital partner

Founded in 2018, ChemiTek provides **top solar cleaning products** for photovoltaic panels.

The product was **designed to provide an easy, efficient and affordable cleaning solution** helping panels last longer, perform better and save more money in the long run.



Best Practices

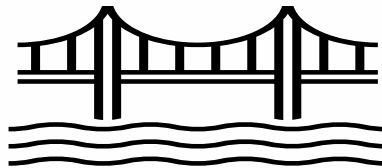
This startup is a member of the **Solar Impulse Foundation**, an international organization that brings together **protection of the environment** and **financial viability** to show that clean economic growth is possible.

Its products are also in the platform of **Ocean Invest Portugal**, an initiative of the Ministry of the Sea of Portugal and the Luso-American Foundation for Development that is a showcase of the best Portuguese initiatives in blue economy.



Aware of the **quality** of the company's solutions and the **dynamic nature** and **business skills** of its CEO, César Martins, AEP introduced ChemiTek to **Portugal Ventures**, a venture capital firm under the supervision of the Portuguese Securities Market Commission (CMVM), to promote access to venture capital investment for César's projects.

Cesar was advised to submit his project to the **Call MVP**.



EEN at AEP

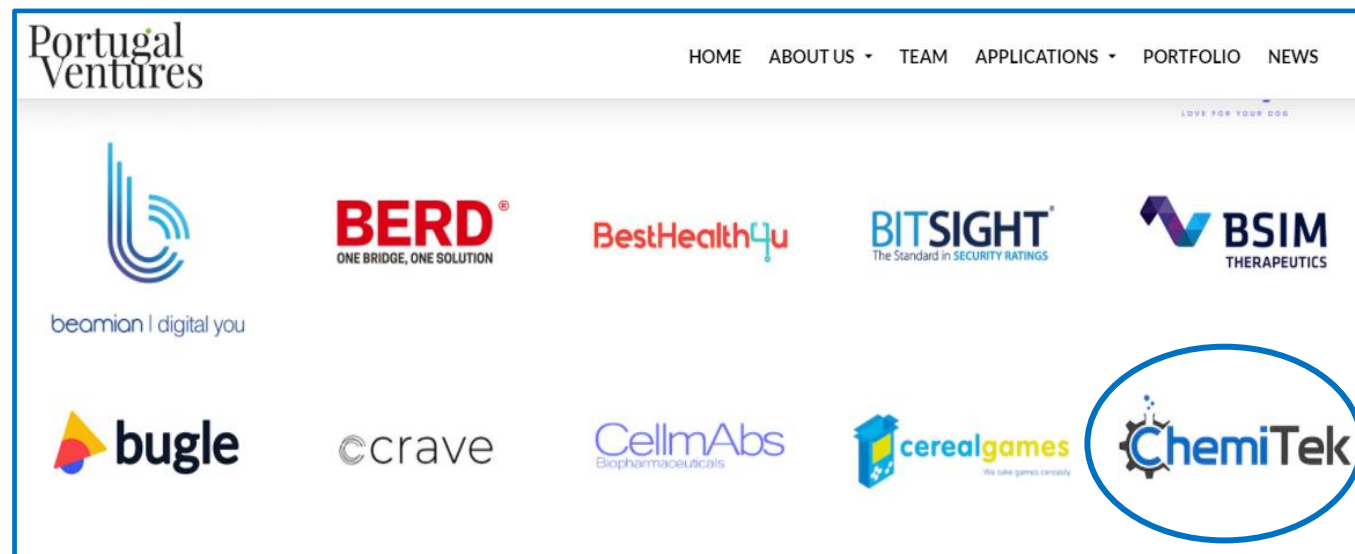


ChemiTek's application underwent an **initial screening** by Portugal Ventures, followed by an **assessment** carried out by panels of **multidisciplinary experts** from Portugal and abroad.

Finally, César made a **pitch** to Portugal Ventures' Board of Directors.

Portugal Ventures recognized ChemiTek **potential for growth** and decided to invest in César's project.

The support of the Network throughout the process helped this startup **finance its business growth** and benefit from valuable source of **guidance** and **consultation**.



Testimonial of César Martins, CEO of ChemiTek

‘AEP and ChemiTek have had a close relationship from the very start. It was thanks to a program promoted by AEP that the idea of ChemiTek was born.

The relationship moved forward with the Enterprise Europe Network. With the EEN support to help our products go places abroad and our will to grow, we sought investment and, after a proper introduction to Portugal Ventures, the venture capital firm believed in us and invested in our project.

With this financial capacity we were able to boost the company. We currently employ 8 people and export to more than 28 countries.’

César Martins, CEO of ChemiTek



Thank you for your attention!

AEP – Portuguese Business Association, CCI

Céu Filipe, Project Manager

ceu.filipe@aeportugal.pt | +351 96 178 6409