

**STARTUP
PORTUGAL**

ABROAD

**4Y
FN**

BUSINESS



aicep Portugal Global
Trade & Investment Agency



**IF YOU WISH TO CONTACT THE
PORTUGUESE DELEGATION,
REACH US AT:**

STARTUP PORTUGAL

PEDRO SACRAMENTO (PEDRO.SACRAMENTO@STARTUPPORTUGAL.COM)
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AICEP PORTUGAL GLOBAL

MANUEL MARTINEZ GARNICA (MANUEL.GARNICA@PORTUGALGLOBAL.PT)

LEADZAI

(leadzai.com)

ADVERTISING, CONTENT & MARKETING:
Customer acquisition platform

Marcos Azeredo (CFO)
Aveiro



BIOMETRID

(biometrid.com)

FINTECH & FINANCIAL SERVICES:

Biometrid developed a low-code hub for ID verification, client onboarding and authentication to be used across industries.

Luis Viudez (Strategic Advisor)
Porto



NAORIS PROTOCOL

(naorisprotocol.com)

FINTECH & FINANCIAL SERVICES:

Using Blockchain and IA Swarm, Naoris Protocol transforms vulnerable devices in reliable trustful peers.

João Santos (Head of Compliance)
Aveiro



COVERFLEX

(coverflex.com)

FINTECH & FINANCIAL SERVICES:

Coverflex is the all-in-one employee benefits and compensation OS for modern companies. The Bank of the Employee.

**Miguel Santo Amaro
(Co-founder & CEO)**
Braga



GOPARITY

(goparity.com)

AI & MACHINE LEARNING:

Our Impact Finance App democratizes access to impact lending and empowers individuals and companies to finance sustainable and impactful projects globally.

Nuno Brito Jorge (Founder & CEO)
Lisbon



UPHILL

(uphillhealth.com)

HEALTHTECH & WELLNESS:

UpHill is a clinical orchestration software that maps, optimizes, and automates patient care journeys.

**Mariana Bandeira
(Senior Account Executive)**
Covilhã



ORGAVALUE



(orgavalue.com)

HEALTHTECH & WELLNESS:

OrgaValue is at the vanguard of organ bioengineering, offering high-precision, scalable solutions to bioengineering new personalized human organs.

Rodrigo Valdoleiros (CEO)

Porto

OSCAR

OSCAR

(oscar-app.com)

SERVICE MARKETPLACE:

OSCAR is an on-demand home services app that offers over 150 fixed-price repair, cleaning, and laundry services, arriving in less than 30 minutes.

João Marques (CEO)

Lisbon

ENLINE



(enline.energy.com)

SAAS:

Enline provides historical, live and forecasted monitoring and optimization for all types of electricity-related assets.

Gilda Costa (MKT Manager)

Mirandela

BHOUT



(bhout.com)

SPORTS & FITNESS:

BHOUT is a gaming company with the heart of a fitness leader that created the first Boxing Bag with a brain by combining sensors on the bag with 3D Computer Vision, breakthrough Artificial Intelligence and Machine Learning.

Salvador Barros (Growth Manager)

Leiria

① STRATEGIC OBJECTIVES

LEADZAI

(leadzai.com)



① The objectives and goals for 4YFN Barcelona are related to fundraising. We aim to speak with potential investors. The 4YFN is particularly relevant since over 50% of Leadzai's revenue comes from Spain, and our largest client is Spanish.

② There is already a list of potential investors with whom contacts have been initiated, for further follow-up.

NAORIS PROTOCOL

(naorisprotocol.com)



① Position the Naoris Protocol as an innovative leader in decentralized cybersecurity; Establish strategic partnerships for the international expansion of the Naoris Protocol; Participate in networking events to strengthen connections and explore collaboration opportunities in the industry.

② Influential professionals in the field of cybersecurity and decentralized/distributed systems technologies. Potential investors interested in disruptive solutions in the digital security sector. Representatives from companies and organizations aligned with Naoris Protocol's vision for strategic collaborations.

GOPARITY

(goparity.com)

GOPARITY

① Generate leads from project promoters that Goparity can finance. Increase Goparity's visibility and our networking in the Spanish market. Obtain leads from institutional investors, corporates, and High Net Worth Individuals (HNWI): a) who could be investors in Goparity; b) to develop corporate and institutional partnerships.

② C-level or Director level from potential promoters, partners and investors.

② STRATEGIC POTENCIAL STAKEHOLDERS

BIOMETRID

(biometrid.com)



① Conduct market research and explore potential partnership opportunities: In a phase of market consolidation in Portugal, there is the potential to get key accounts in the Spanish market. The strategy may involve establishing partnerships with potential IT consulting firms that could integrate our solution.

② Identification of potential investors: Biometrid is preparing for a new round of capital raising that will launch in February.

COVERFLEX

(coverflex.com)



① Understand and convey our message, both about the product for the Spanish market and the other two markets in which we operate, to potential clients (any type of company) + contact potential investors.

② Target company executives (whether CEOs, CFOs, country managers, HR managers, or others) and investors.

UPHILL

(uphillhealth.com)



① There is already an ongoing project in Catalonia (Institut Guttmann) and interest from other hospitals (in Catalonia and Madrid). There is also an Early Partners program in Spain (a pilot project with a highly competitive price) that we are promoting. The goal is to attract new clients through this program, especially in Catalonia, so that we can later scale the solution within the hospitals and the region.

② Client types: Public university hospitals and non-university hospitals (e.g., Hospital Universitari de Bellvitge, Hospital del Mar (Barcelona), Hospital Universitario Germans Trias I Pujol, Hospital Universitario Mútua Terrasa, Hospital de Sabadell, Hospital Universitari Doctor Josep Trueta, Hospital Universitari Sant Joan de Reus); Private healthcare groups (e.g., QuironSalud, Vithas, MutuaTerrassa); Some government bodies (e.g., CatSalut); - Contacts: Clinical Directors ("Director Asistencial"); Information Systems Directors; Executive Directors ("Director Gerente"); Innovation Departments - especially in the private sector.

① STRATEGIC OBJECTIVES

② STRATEGIC POTENCIAL STAKEHOLDERS

ORGAVALUE

(orgavalue.com)



① **Securing Pre-Seed Investment for Biotechnology:** Seeking to secure crucial initial funds to accelerate the development of our innovative technology in the biotechnology field. This funding is vital for validation according to Good Manufacturing Practice (GMP) standards, driving human clinical trials, and developing robust market strategies. The goal is to attract biotechnology-focused investors who understand the disruptive potential and value of orgavalue's approach, and who are willing to support orgavalue in this critical phase of growth and scientific validation.

② **Investors and Business Angels:** Individuals or entities with an interest in early-stage investments, who understand the potential of emerging biotech startups, and who are open to investing in innovative, high-risk vs. high-return startups with significant growth potential.

ENLINE

(enline.energy.com)



① **Client acquisition and strengthening our position as a leading startup in innovative solutions for the energy sector.** Also, to reinforce or establish new relationships with partners, including weather data companies, satellite or drone image providers, AI/ML/Digital Twins technology developers, among others.

② **Transmission and Distribution System Operators (or Utilities), large industries/factories, energy producers (especially renewable), electric vehicle charging stations, and consultants.**

OSCAR

(oscar-app.com)

OSCAR

① **Explore the market, engage with investors, identify potential candidates for hiring, and enhance the visibility of OSCAR.**

② **Seeking strategic partnerships to ensure operations - banking and insurance; Talent scouting across all categories, from customer support to operations, operations management, marketing management, city manager, and more...**

BHOUT

(bhout.com)

BHOUT

① **Establish contacts with private equity funds for the expansion of the club into the Iberian Peninsula and with venture capitalists to explore investment opportunities, accelerating our growth as we prepare for the global distribution of the product.**

② **Identify entrepreneurs/investors who may be interested in investing in a franchise of the club.**