

INVEST IN AZORES

AZORES BUSINESS DEVELOPMENT SOCIETY

Investment support: Competir +

The System of Incentives for Business Competitiveness, Competir+, aims to promote the sustainable development of the regional economy, strengthen competitiveness, the ability to reach new markets and the internationalization of regional businesses, as well as to expand the economic export base of the Azores. Competir+ is structured into seven subsystems. Applications may be submitted throughout the year on an ongoing basis.

Subsystem of Incentives for Internationalization

Scope

Projects in all activity sectors are eligible within the scope of the Incentives Subsystem for Internationalization with exception of projects related to:

- a) Production of agricultural products listed in the Annex I of the Treaty on the Functioning of the European Union;
- b) Steel sector and synthetic fibres sector;
- c) Transport sector;
- d) Energy sector;
- e) Coal sector;
- f) Companies whose main activity is included in Financing and Insurance Activities, Main Office Activities or Consulting Activities for businesses and management.

Projects Typology

1. Internationalization

Actions for penetrating external markets to the Autonomous Region of the Azores, as well as businesses promotion, facilitation, knowledge generation and information disclosure actions that directly contribute for the generation and development of goods and transactional services in the following categories:

- a) Market prospection
Detection, knowledge and intervention in market segments external to the Autonomous Region of the Azores, and identification of potential clients in target markets for regional products and services outside the regional space.
- b) Commercialization and marketing
Developments and reinforcement of commercialization, marketing and distribution capacities needed to the presence of the regional products and services in the external markets to the Autonomous Region of the Azores.
- c) Digital economy
Business models improvement and promotion of dematerialized businesses with clients and suppliers, through technological management solutions as well as usage of the information and communication technologies using the Internet.

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2. Market Access

Co-participation in expenses with transportation of regional products within the Autonomous Region of the Azores, and from it to the exterior in an attempt to compensate the additional costs resulting from the ultra-peripheral condition of the Autonomous Region of the Azores.

3. Business Cooperation Actions

Cooperation initiatives between companies as well as between them and other entities aiming to create joint support to penetration projects in external markets to the Autonomous Region of the Azores, namely at the level of external market knowledge and the spreading of business and investment opportunities.

Promoters

Self-employed businesspeople, individual establishments of limited liability, commercial societies, cooperatives and complementary company groupings may apply to the Internationalization and Market Access typologies. The applicants must exercise their activity in The Autonomous Region of the Azores.

All promoters mentioned above may apply to the Business Cooperation typology, as well as:

- a) Public Entities with specific public policy competences in the business field;
- b) Business associations, local development associations and entities from the Scientific and Technological System of the Azores pursuing their activity in the private business sector;
- c) Clusters.

Access requirements

Investment over €5,000 and under €2M supported by a well-grounded Internationalization Plan under the terms of the structure defined in the Regulation.

Market Access

It must involve expenses over € 1,000, corresponding to the transportation (inter-islands and from the Azores to the exterior) of selected regional products and not including expenses older than six months prior to the application date.

Despacho N.º 250/2017 de 8 de Fevereiro - list of products covered by Market Access projects.

Despacho N.º 241/2016 de 11 de Fevereiro - standard table for the co-participation amount's maximum limit for eligible expenses covered by this typology.

Business Cooperation

It should involve an investment over €15,000 and under €1,5M and be supported by a well-grounded Cooperation Plan under the terms of the structure defined in the Regulation.

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Nature and Amount of the Incentive

Non-refundable incentive with the following rates:

	small companies	medium-sized companies	big companies	Limite máximo do incentivo por promotor durante três anos consecutivos
Internationalization:				
Market prospection	50%	40%	30%	No limit
Commercialization and marketing	50%	40%	30%	
Digital economy	50%	40%	30%	
Market Access – transportation of regional products	90%	90%	90%	€400,000 (€200,000) per year)
Business Cooperation Actions	50%	40%	30%	No limit

Performance award and Increments

The following performance awards may be granted to projects for Internationalization and Business Cooperation, upon conclusion of the investment project:

- a) Turnover, only for existing companies – 2,5% or 5%;
- b) International Turnover, only for existing companies – 2,5% or 5%;
- c) Ratio between the Turnover and the International Turnover, only for projects that lead to the generation of companies – 2,5%, 5%, 7,5% or 10%.

The following increments may be granted to Internationalization and Business Cooperation projects:

- a) 5% when including with Marca Açores products;
- b) 10%, only for Business Cooperation projects, when coordinated by a big or medium-sized company, involving small companies in the islands of Santa Maria, Graciosa, São Jorge, Pico, Faial, Flores and Corvo.

Agricultural products

The Regulation of this Subsystem establishes the specific rules for expenses eligibility of Internationalization and Business Cooperation projects that involve agricultural products.

Application deadlines

Continuous.

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Managing entity

Regional Directorate for the Support of Investment and Competitiveness (Direção Regional de Apoio ao Investimento e Competitividade).

Disclaimer

This document is for information purposes only. It partially reflects but does not disclose completely nor substitute the knowledge of the full legislation governing incentives in Portugal. SDEA is available to assess specific business plans and to determine how specific investments may qualify for incentives packages and what, if any, type of packages may be applicable to the investment.