

Official Visit of H. E. the Prime Minister of Portugal to P. R. of China  
**Business Delegation**

29th January - 3th February 2007



Ministério da Economia  
e da Inovação

Icep Portugal 



Portugal today is a developed, modern nation and a particularly open economy. Its specific advantages include its geographical position, natural endowments and the economic and social environment.

Solid economic, political and social stability make Portugal an excellent market for investment. Its geography and location, in an increasingly globalised economy, are exceptional trump cards – there is rapid access to the markets of Europe, the North American Atlantic seaboard and to Latin America and Africa.

It has a well trained, productive and highly cost-competitive labour force enhanced by solid private/public sector relationships. Portugal's quality of life is grounded in a welcoming and generous nature – living and working here is both satisfying and enriching.

A temperate climate and plenty of year-round sunshine is ideal for all types of sports. Nature's blessings harnessed to a vast array of established leisure facilities, mean golfing, tennis and nautical sports are particularly attractive.

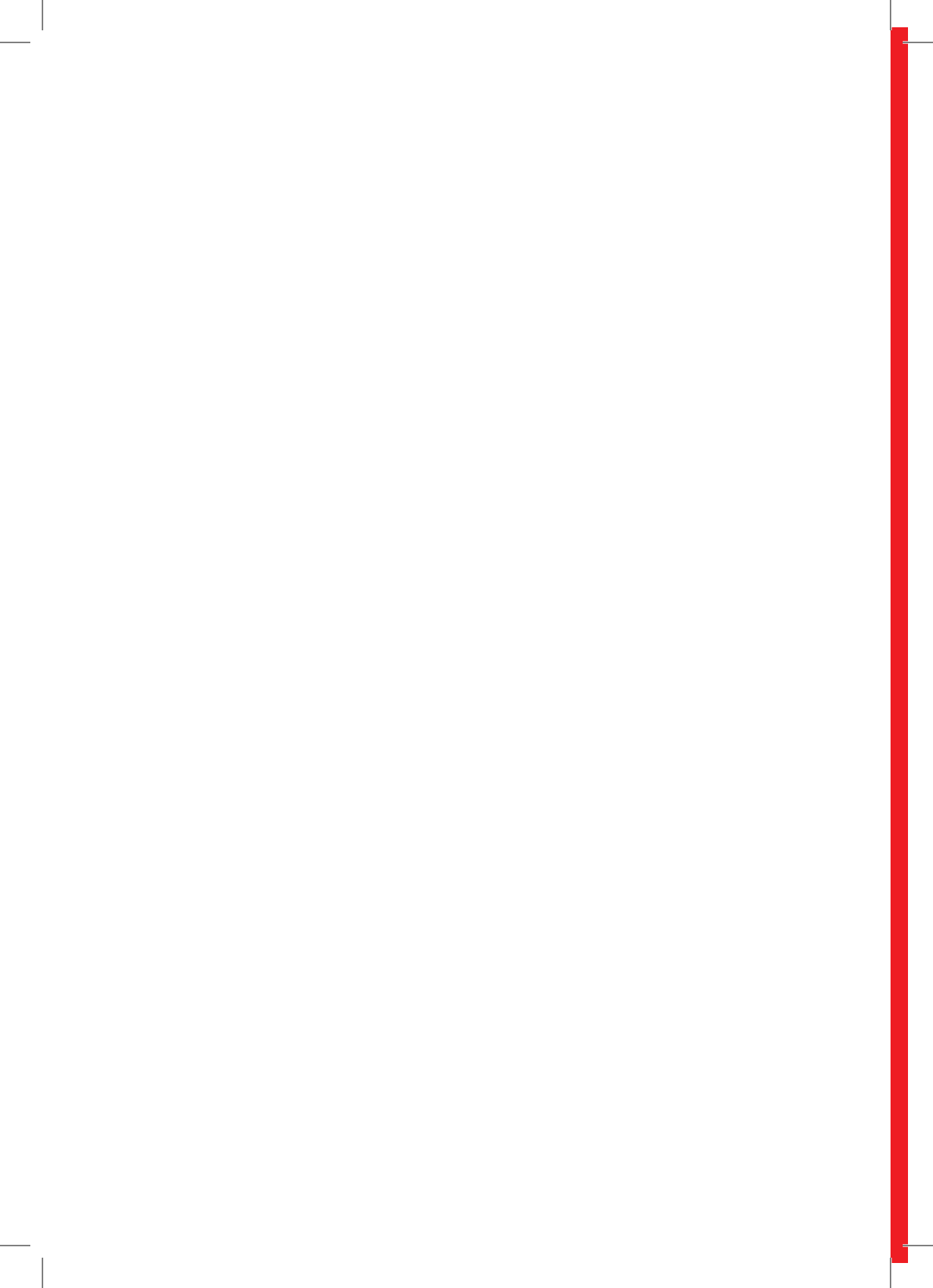
The country's richly diverse heritage sites are a great place to strike up an acquaintance with the 800 year of culture imbued in Portugal's affable, hospitable people.

On business or leisure, discovering the face of Europe's Atlantic challenger starts here and right now!



## Contents

Banking	7
Chemicals and Pharmaceuticals	13
Construction and Construction Materials	15
Consulting - Projects and Plannings	19
Cork	31
Furniture	37
Institutional	41
Machinery & Equipments	47
Moulds	53
New Information & Communication Technologies	57
Paper	65
Technicals Services	69
Telecommunications	75
Textile & Garment & Shoes	79
Tourism	89
Transports	93
Wines and Food	97



**Banking**

# BPI

Tel.: + 351 226 073 100 • Fax: + 351 226 098 787

E-mail: [bancobpi@mail.bancobpi.pt](mailto:bancobpi@mail.bancobpi.pt) • Website: [www.bancobpi.pt](http://www.bancobpi.pt)



Luís Mira Amaral

## Main products and activities business relations with China

8

BPI is the 4th largest Portuguese financial private group.

Credit and services for private clients and companies. Investment Bank.

# BPP

Tel.: +351 213 137 010 • Fax: +351 213 137 091

E-mail: [aisabel@banco-privado.pt](mailto:aisabel@banco-privado.pt) • Website: [www.banco-privado.pt](http://www.banco-privado.pt)



Chairman  
João Rendeiro

## Main products and activities business relations with China

Banco Privado Português is a leading reference in the Specialised Banking sector in Portugal: An Investment Bank which handles its asset management as a whole, within the concept of Global Wealth Management (financial assets, real estate, tax consultancy, art) without forgetting such important and decisive areas such as Corporate Advisory and Private Equity. As one of the most capitalised banks in the world in its segment, it has a share capital of €125 million and equity of € 150 million under the holding company - Privado Holding - which has around € 200 million in equity.

# Caixa Geral de Depósitos, S.A.

Tel: +351 217 953 000 • Fax: +351 217 905 068

E-mail: [international@cgd.pt](mailto:international@cgd.pt) • Website: [www.cgd.pt](http://www.cgd.pt)



President of the Board Directors of CGD and BNU  
Carlos Ferreira

## Main products and activities business relations with China

**10**

Banking and Financial Services.

Presence in China: Banco Nacional Ultramarino (BNU) in Macao and Shanghai; Caixa Geral de Depósitos in Zhuhai; Caixa Geral de Depósitos - Offshore office in Macao

# Espirito Santo Group

Tel.: +351 213 815 138 • Fax: +351 213 815 148

Website: [www.bes.pt](http://www.bes.pt)



Member of the Executive Committee CEO  
Hélder Bataglia

## Main products and activities business relations with China

Espirito Santo Group is present in China through BES Oriente in Macao and with an office in Shanghai. Espirito Santo Group has an investment Company for Projects in the African Sub-Saharan, namely Angola and Congo, with a focus on mining, real estate, fishing, airline, agro-industry and energy. Also has joint-ventures in Hong-Kong and Macao with Chinese groups to developed the link China-Africa.

11

## Main objectives of this business trip to China

To enhance the Group relationship with China and Chinese Corporations as well as to develop new economic connections and business opportunities that can involve African countries (Angola, Congo) and China.

# Millennium BCP

Banco Comercial Português, S.A.

Tel: +351 213 211 000 • Fax: +351 213 211 739

E-Mail: [comunicar@millenniumbcp.pt](mailto:comunicar@millenniumbcp.pt) • Website: [www.millenniumbcp.pt](http://www.millenniumbcp.pt)



CEO  
Paulo Teixeira Pinto

## Main products and activities business relations with China

12

Commercial bank, Private banking, Assets management, Investment  
Presence in China: Office in Guangzhou and Office in Offshore Macao

## Chemical & Pharmaceutical

# Hovione S.A.

Tel: +351 219 829 360 • Fax: +351 219 829 363

Website: [www.hovione.pt](http://www.hovione.pt)



Member of the Board of Directors  
Peter Villax

## Main products and activities business relations with China

14

Year of foundation: 1959

Number of Employees: 600

Sales Volume in 2006 US\$: 91 million

Exports Volume in 2006 US\$: 91 million

Main Products: Active Pharmaceutical Ingredients and Drug Product development services

Main Export Markets: USA, Europe and Japan

Trade relations with People's Republic of China: Hovione purchases € 15 millions of chemical raw-materials from the People's Republic of China.

## Main objectives of this business trip to China

- > Hovione is seeking pharma partners interested in developing and marketing in the PRC home market:
  - inhalation products (dry powder inhaler) for the treatment of asthma,
  - imaging agents for radiology (non-ionic contrast agents)
- > Hovione is seeking advice on the acquisition of an existing company with existing manufacturing assets in China operating with high standards of quality able to supply export markets (USA and EU) as well as the domestic market, legal advice on the transaction and on the performance of due diligence.

# Construction and Construction Materials

# Cimpor

Tel.: + 351 213 118 295 • Fax: +351 213 118 826

Website: [www.cimpor.pt](http://www.cimpor.pt)



Member of the Board  
Luis da Silva Barbosa

## Main products and activities business relations with China

16

CIMPOR is an international cement Group operating in Portugal, Spain, Morocco, Tunisia, Egypt, Brazil, Cape Verde, South Africa, Mozambique. Recently has signed two contracts to acquire one company in China and another in Turkey. Cement is the Group's core business. Concrete, Aggregates and Dry Mortars are produced and commercialized in a vertical business integration process. In October 2006, Cimpor Chengtong Cement Corporation Limited, a subsidiary Company of the Cimpor Group, signed a binding agreement (subject to the Chinese Authorities approval) for the acquisition of 60% of share capital of Shandong Liuyuan Cement Development Company (New Liuyuan), a cement company located near of the city of Zaozhuang, on the south of the Shandong Province. The natural market of the company is the south of the Shandong Province and the Jiangsu Province, including the region of Shanghai.

## Main objectives of this business trip to China

To improve the Company's knowledge about the Chinese market specially in the field of building materials and construction sector.

# Filstone Comércio de Rochas Lda

Tel.: +351 213 146 460 • Mobile: +351 919 447 037

E-Mail: marcofil@marcofil.pt



CEO  
Ricardo Baptista Filipe

## Main products and activities business relations with China

Trade Natural Stone. Commercial Business since 1998 and with Filstone since 2002

17

## Main objectives of this business trip to China

We intent to sign a rent contract to stock our products in Shanghai. We already have na agreement with an agent regarding representation and to be a partner of "Filstone Macau" Analyse some conditions concerning oppening a Show Room to start and increase business relations with this market. We would like to get institutional support with this visit to bring new knowledge, to open new business doors not yet available and to strengthen these relations with China.

# Mota-Engil SGPS, SA

Tel.: +351 225 190 345

E-Mail: amota@mota-engil.pt



President & Chairman of the Board  
António Mota

## Main products and activities business relations with China

18

Civil Engineering and Building Contractors:

- Road construction
- Bridge construction
- Airports
- Hydroelectric projects
- Dams
- Dredging works
- Urban infrastructures

Waste Collection and Treatment

Water Treatment

Motorway Concession

Metalworking

Energy and Environment

Real Estate

Supply and Production of materials for the construction industry

## Main objectives of this business trip to China

Mota-Engil intends to make contacts with Chinese construction groups that have activities outside China, for possible partnerships in big construction projects outside China and Portugal, namely and mainly in African Countries officially speaking the Portuguese language (specially in Angola).

## Consulting - Projects and Plannings

# CESL ÁSIA

Tel.: +351 261 950 503

E-Mail: d.baptista@camporeal.pt



Chairman  
Netto de Almeida

## Main products and activities business relations with China

20

Facilities Management Services (environmental facilities; airport; sports facilities; transport infrastructures)

## Main objectives of this business trip to China

To develop contacts; looking for opportunities to present and sell our F&M services in China.

# Consulgal

Consultores de Engenharia e Gestão

Tel.: +351 214 468 519 / 21

E-Mail: cons.adm@consulgal.pt / r.monteiro.nunes@consulgal.pt



President & CEO CONSULGAL S.A.  
Rogério Monteiro Nunes

## Main products and activities business relations with China

CONSULGAL S.A., Portugal's largest engineering company, has in Macao both a branch office and a subsidiary company called CONSULASIA. Both are very active in Macao, have a staff of over 40 engineers and technicians, and are involved in the design and project management of important projects in the areas of transport and environment infrastructures and major new buildings. CONSULGAL has been trying to expand those services also in China as well, as to cooperate with Chinese companies in Angola and Mozambique

21

## Main objectives of this business trip to China

- (1) CONSULGAL is interested in participating in the SHANGAI EXPO 2010 due to its great involvement in the Lisbon EXPO'98;
- (2) Meet Chinese companies involved in the projects of transportation infrastructures in Angola (railways rehabilitation, new Luanda Airport, etc.) and water and wastewater treatment and distribution projects who might be interested in cooperating with CONSULGAL in Angola. The subsidiary there is called CONSULGAL ANGOLA

# Edeluc

Mobile: +351 961 534 654

E-Mail: [ffreire@edeluc.pt](mailto:ffreire@edeluc.pt) • Website: [www.edeluc.com](http://www.edeluc.com)



Managing Partner  
Fernando Costa Freire

## Main products and activities business relations with China

22

Business consultancy

## Main objectives of this business trip to China

To sign a mou with JAP, another portuguese company. To meet other potential portuguese and chinese business partners.

# Fase

Tel.: +351 226 191 400 • Tel. (Direct line): +351 226 191 4 001 • Mobile: +351 917 326 165

E-Mail: noel.vieira@fase-sa.pt



Chairman  
Noel Casimiro Botelho Vieira

## Main products and activities business relations with China

Supply of Engineering Services into Project Management and Site Supervision fields and development of multi-discipline design of civil, electrotechnical and mechanical engineering

23

## Main objectives of this business trip to China

Survey of new business opportunities in China, and development of the business already on going in Macao; Acknowledgment and contact with Engineering Chinese companies working in the same activity area/field, aiming at potential partnership

# João Jacinto Tomé

Tel.: +351 213 920 910

E-Mail: ptome@jttome-sa.com



Chairman  
Paulo Kristeller Tomé

## Main products and activities business relations with China

24

Electrical instruments and services related.

## Main objectives of this business trip to China

To establish contacts with contractors in order to obtain partnerships for the Portuguese speaking countries, namely Angola.

# Market Access

Tel.: +351 939 792 840

E-Mail: [pedro.vieira@marketaccess.pt](mailto:pedro.vieira@marketaccess.pt) • Website: [www.marketaccess.pt](http://www.marketaccess.pt)



Managing Partner  
Pedro A. Vieira

## Main products and activities business relations with China

Market Access is a consulting firm specialised in international business, with its headquarters in Portugal and a partner and an office in the P.R. China. Market Access offers customized solutions to its clients, enabling companies and organizations to maximize the results of their international business operations in a very cost effective way. Market Access has a local presence in the following markets: China, Portugal, Spain, Sweden (covers the Nordic countries: Sweden, Norway, Finland and Denmark), Bulgaria, Latvia (covers the Baltic countries: Latvia, Estonia and Lithuania), Russia (St. Petersburg), Ukraine (Kiev), Turkey, Mozambique, Brazil, Mexico, Japan and South Korea)

25

## Main objectives of this business trip to China

To contact companies, associations and other chinese organizations interested in finding partners, investors, clients and suppliers in Portugal;  
To promote business opportunities and partnerships having Portugal as a platform to entering other markets, namely Brazil and the Portuguese Speaking Countries in Africa;  
To deepen and develop current relationship with Chinese clients and partners of portuguese manufacturing companies

# Parque EXPO

Tel.: +351 218 919 681

E-Mail: [aafonseca@parqueexpo.pt](mailto:aafonseca@parqueexpo.pt) • Website: [www.parqueexpo.pt](http://www.parqueexpo.pt)



Chairman  
Rolando Borges Martins

## Main products and activities business relations with China

26

Parque Expo's mission is to regenerate a territory by promoting urban quality of life and fostering a territory's competitiveness. It takes it upon itself to be a vehicle for the implementation of public environment-friendly policies, land usage planning, and regional development programmes. Parque EXPO is a qualified Company with expertise in land surveying, project planning and the management of urban and environmental upgrading programmes. Parque Expo is particularly geared to handle land management projects in territories which by their nature require priority intervention within the scope of public land management policy. Main activities: Consolidated urban areas, historical centres and critical areas; Obsolete urban areas; State-held Heritage; Coastal and riverside areas, lakes, and dam basins; New urbanisation.

## Main objectives of this business trip to China

Participate in projects in China, as is EXPO Shanghai 2010, in light of its competences in major events organization, and urban regeneration and development expertise;  
To develop partnerships with Chinese Companies that allow for the competences that Parque Expo already possesses to be complemented, with a view to diversifying the products and services currently provided by Parque EXPO.

P.C.G.

Profabril Consulplano Group

Tel.: +351 218 459 470

E-Mail: [ilidio\\_serodio@yahoo.com](mailto:ilidio_serodio@yahoo.com) • Website: [www.profabril.pt](http://www.profabril.pt)



President  
Ilídio de Ayala Seródio

### Main products and activities business relations with China

Main Products: Consulting Engineering Services: EPCm (Engineering Project and Construction Management); Main Export Markets: Angola, Mozambique, Brazil, Macao, Bahrain, Indonesia Trade relations with China: Asian Infrastructure Fund, Hong Kong; Third Harbour Engineering Investigation, Shanghai; Huadu District, Guangzhou; World Trade Center, Kunshan.

27

### Main objectives of this business trip to China

Contacts with Engineering Chinese companies for trilateral cooperation in third countries and contact with Shanghai 2010 organization for participation in Expo projects.

# Pengest

Planeamento Engenharia e Gestão, S.A.

Tel.: + 351 217 963 214

E-Mail: [jl.nunes@pengest.pt](mailto:jl.nunes@pengest.pt)



Member of the Board  
José Luís Lourenço Gil Nunes

## Main products and activities business relations with China

**28**

Project Management. Construction Management, Architectural and Engineering Studies and Design developed in Macao.

## Main objectives of this business trip to China

Establishment of partnerships with chinese companies for internacional construction projects.

# Roland Berger Strategy Consultants

Tel.: +351 213 567 601 / 14

E-Mail: [Antonio\\_Bernardo@rolandberger.com](mailto:Antonio_Bernardo@rolandberger.com) • Website: [www.rolandberger.com](http://www.rolandberger.com)



Managing Partner & Member of the Global Executive Committee  
António Bernardo

## Main products and activities business relations with China

Management consulting business with two offices in China (Shanghai and Beijing).

29

## Main objectives of this business trip to China

To contact the chinese business community in order to prepare the opening of a chinese desk in Portugal to support portuguese companies going to China.

# SPI

Sociedade Portuguesa de Inovação

Tel.: +351 966 049 627

E-Mail: [miraamaral@spi.pt](mailto:miraamaral@spi.pt) • Website: [www.spi.pt](http://www.spi.pt)



Member of the Board  
Luís Mira Amaral

## Main products and activities business relations with China

30

Sociedade Portuguesa de Inovação – SPI ([www.spieurope.eu](http://www.spieurope.eu)) is a company dedicated to offer the most effective consulting through a variety of services that assists clients in promoting innovative thinking and international opportunities. SPI has established a strategic presence in Europe, North America and Asia which together with the company's global network of experts, provides clients the necessary support to meet their international business needs. SPI started its activities in China from 1999, offering consulting services to SPI China's clients, conducting EU projects in China and providing market-entry services to clients interested in developing business in China. SPI China has as its mission the offering of high quality consulting services to establish or increase the effectiveness of international activities and improve the overall competitiveness.

## Main objectives of this business trip to China

Strengthen the network of contacts with Chinese governmental institutions;  
Understand the future interests of the Portuguese government and private sector companies in collaborating with China;  
Promote SPI's role as a unique catalyst to the trade development between Portugal and China.

Cork

# Amorim & Irmãos

Tel.: + 351 227 475 400 • Fax: + 351 227 475 407

E-Mail: [corticeira.amorim@amorim.com](mailto:corticeira.amorim@amorim.com) • Website: [www.amorim.com/cortica.html](http://www.amorim.com/cortica.html)



Chairman  
António Rios Amorim

## Main products and activities business relations with China

32

Year of foundation:1870

Number of Employees:4226

Sales Volume in 2006 (€):174,8 M

Exports Volume in 2006 (€) 142, 7 M

Main Products:Cork Stoppers; Cork Floor Coverings; Composite Cork; Cork Rubber;  
Insulation Cork

Main Export Markets:European Union (51%); USA (17%); Australia/New Zealand (6%)

Trade relations with People's Republic of China: Subsidiaries: Amorim Cork Beijing Ltd.

## Main objectives of this business trip to China

Amorim & Irmãos owns two distributors offices in China (Amorim Cork Beijing Ltd). Looking for more contacts.

# Cork Art

Indústrias de Cortiça, Lda

Tel.: + 351 227 475 600 • Fax: + 351 227 475 601

E-mail: ar@amorim.com



Owner/General Manager  
José Manuel Correia Neves

## Main products and activities business relations with China

Cork Floating Floors + Cork Tiles. Cork Floorings.

33

## Main objectives of this business trip to China

Find chinese companies interested to distribute our cork floorings in China.

# Fabricor

Indústria, Preparação e Transformação de Cortiça, S.A.

Tel.: +351 212 348 470 • Fax: +351 212 348 499

E-Mail: [fabricor@fabricor.pt](mailto:fabricor@fabricor.pt) • Website:



Chairman  
Luis Brito

## Main products and activities business relations with China

34

Year of foundation: 1988

Number of Employees: 40

Sales Volume in 2006: 11.2 million Euros

Exports Volume in 2006: 4 million Euros

Main Products: Corkwood bales

Main Export Markets: China, Korea and India.

## Main objectives of this business trip to China

Fabricor sells to China 2.600 tones of cork per year.

# Vinocor

Indústria de Cortiça (Suberus Group)

Tel: +351 227 470 100 • Fax: +351 227 648 942

E-Mail: [vinocor@suberus.com](mailto:vinocor@suberus.com) • Website: [www.vinocor.pt](http://www.vinocor.pt)



President  
Manuel Sá Bastos

## Main products and activities business relations with China

Year of foundation: 1980

Number of Employees: 752.

Sales Volume in 2006 (€): 116.2 million

Exports Volume in 2006 (€): 96.3 million

Main Products: Wine Corkstoppers, Flooring and Wall Decorative Cork Tiles, Bulk and Bottled Wine, Steel Products and Paper Products, PVC Capsules for Bottles.

Main Export Markets: Australia and New Zealand, USA, France, Germany, Brazil, Argentina, Bulgaria and China.

Trade relations with China:

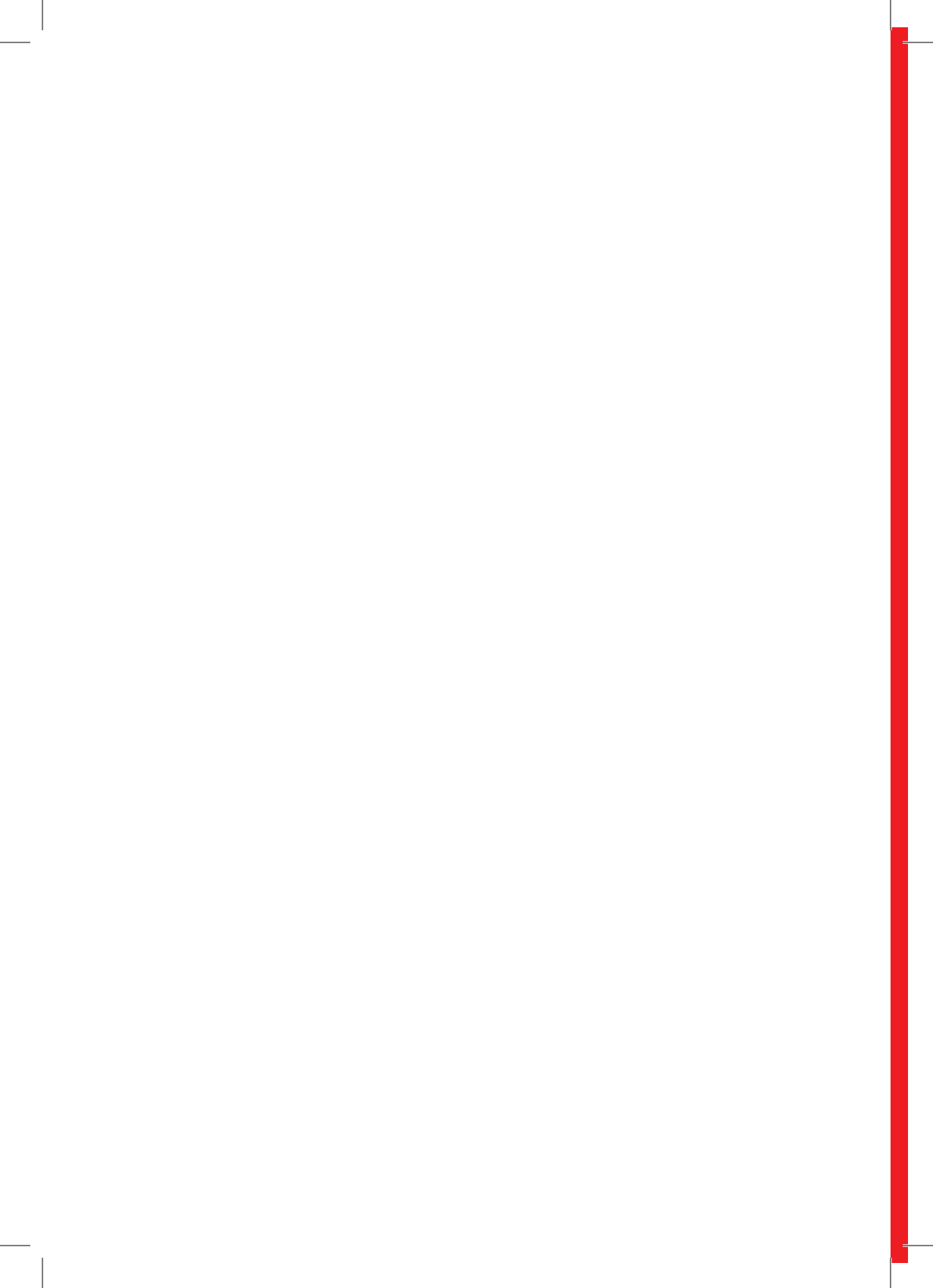
Changyu Wine Group Company Ltd. – Yantai

Yantai Kylin Packaging Company Ltd. - Yantai

35

## Main objectives of this business trip to China

Vinocor has a factory, with 110 employers, in Beijing (joint venture with a chinese company) to transform cork. Looking for new contacts.



**Furniture**

# Colonial Club

Haut de Gamme – Mestres em Mobiliário, Lda

Tel.: +351 231 480 880 • Mobile.: +351 918 795 700

E-Mail: geral@colonial-club.com



Member of the Board  
Fernando João de Jesus Lourenço

## Main products and activities business relations with China

38

Haut de Gamme – Mestres em Mobiliário, L.da, along with its registered trademarks “Haut de Gamme – l’esprit nouveau”, “Colonial Club” and Francesco Rossi is a furniture’s manufacturer and decoration enterprise, recognised for a unique and sophisticated design of products, both in National and International market.

For more than 10 years Haut de Gamme has been presenting several lines of furniture and decoration, which combine the high quality of material’s finish and the comfort and timeless design, so well known in its creations.

Fitting a segment of market with peculiar and demanding habits and tastes, Haut de Gamme is represented in 23 countries, including the main European capital cities and the Spanish market. Nowadays, Haut de Gamme’s aim is to consolidate its position in the European and Asian market, therefore it is expected to open new “Colonial Club” and “Haut de Gamme” stores in Lion, Paris, Hong Kong and Xangai.

As an enterprise with such an exquisite product, Haut de Gamme is very concerned with its collaborator staff and it’s proud of having among it the best professionals and specialists in wooden finishes.

This concern, combined with workshops and the production’s support, using the most suitable technology in the management and control, includes the client in every step of the product’s valuable chain.

## Main objectives of this business trip to China

Invoicing €2.998.550, Haut de Gamme has exported 59% of its production in 2005.

Its strong annual growth, even facing a pessimistic economical scenery, shows the commitment and how successful our enterprise pattern is.

# JAP

Joaquim Agostinho Pereira, SA / JAP Group

Tel.: +351 244 687 900 • Mobile: +351 965 525 11800

Mobile (Personal): +351 965 525 103 • Fax: +351 244 687 909

E-Mail: jap@jap.pt



Member of the Board  
Carlos Alberto Soares Pereira

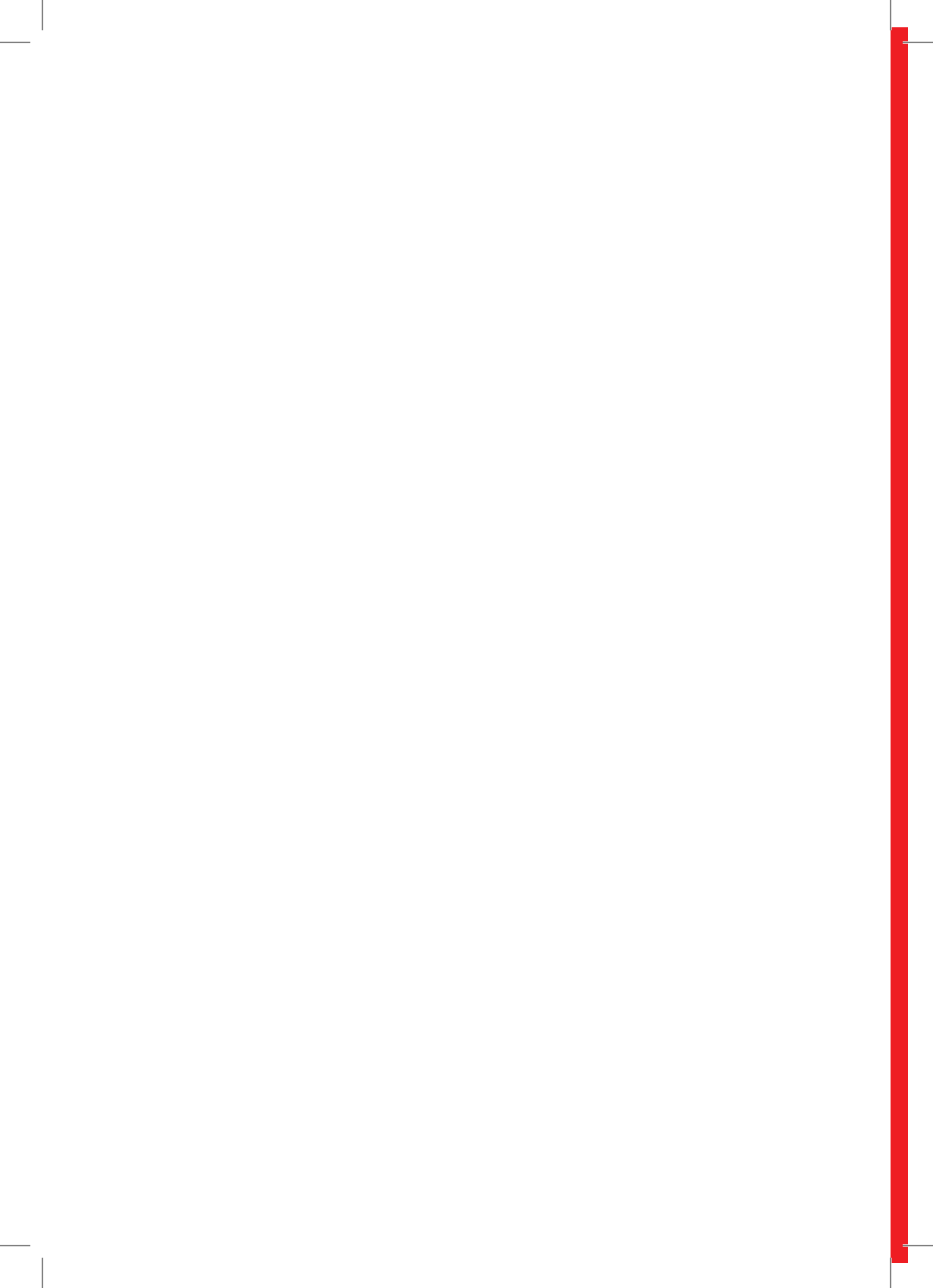
## Main products and activities business relations with China

The main product of JAP is the solid pine wood furniture (complete pieces as well as components). This professional visit is the third one – in a short time – made recently to China. As the main products of JAP group sold in Europe meet the Chinese equivalent furniture, the strategy developed consists in the local purchase of “white” components to be finished locally, remitted to Portugal to be assembled and exported abroad (EU). In a second phase the Weifang plant shall produce itself the components and, finally, at the third and last stage of the investment, this unit shall produce the pine wood panels from where the components are built. So, the finishing and assembly of the furniture shall be made in Portugal but the main production shall be Chinese.

39

## Main objectives of this business trip to China

The JAP Group integrates several vertical industrial & business activities in the wood and furniture sector, such as the forest exploitation and management, the industrial production of solid pine wood furniture and its commercialization & distribution. Is now working with EDELUC, a Chinese Portuguese consultant who is the developer of a 38 Ha concession on the Export Processing Zone (EPZ) of Weifang. Jap Group expects to invest some € 9 million till 2010 building a new plant for the production of its business core (solid pine wood furniture) in three phases, of which the first one shall start already next October 2007. So, this opportunity of visiting China within the Prime Minister Entrepreneurial Entourage is the last moment to get the most updated information and to take the final decisions.



**Business Association / Institutional**

# AEP

Tel.: +351 229 981 521 • Fax: +351 229 981 528

E-mail: [ctaragao@aeportugal.com](mailto:ctaragao@aeportugal.com) • Website: [www.aeportugal.com](http://www.aeportugal.com)



Member of the Board  
José Manuel Fernandes

## Activity

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42

The AEP - Portuguese Business Association is a nation-wide business association, based in Oporto and founded in 1849, although the first statutes date from 1838. In 1996, the Portuguese Business Association was recognised as Chamber of Commerce and Industry for the Northern Region by the Order in Council no. 58/96 of 22 February.

The AEP is responsible for developing a variety of activities, in particular a wide range of business services, including trade fairs; exhibitions; congresses; information and support for businesses; consultancy; vocational training; trade missions; business and investment promotion; representation and defence of the interests of its members; and reinforcing the role of business associations on both national and international levels.

# AIP

Tel.: +351 213 601 001 • Fax: +351 213 641 301

E-mail: [aip@aip.pt](mailto:aip@aip.pt) • Website: [www.aip.pt](http://www.aip.pt)



Member of the Board  
Victor Neto

## Activity

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Associação Industrial Portuguesa is one of the most important business organisations in Portugal.

Founded in 1837, it has kept ever since a crucial role in the defence of the interests of companies as drivers of development and has members nationwide covering all economic sectors.

AIP is also the owner of the Lisbon Fair Ground and the Lisbon Congress Centre, important tools for the internationalisation of the Portuguese companies.

It is a member of UNICE-Confederation of European Business and has delegations in Brussels, Luanda and Maputo

# APPC

Associação Portuguesa de Projectistas e Consultores  
(APPC - Portuguese Association of Engineering and Management  
Consultants)

Tel.: +351 213 580 785/6 • Fax: +351 213 150 413

E-Mail: [info@appconsultores.org.pt](mailto:info@appconsultores.org.pt) • Website: [www.appconsultores.org.pt](http://www.appconsultores.org.pt)



President  
Fernando Silveira Ramos

## Activity

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44

APPC represents the Portuguese Consultancy Sector. Member firms operate in the domains of Engineering, Architecture, Environment and Management

## Main objectives of this business trip to China

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To contact Consulting associations of the same kind of APPC and companies from the Engineering, Architecture, Management and Environment Consulting sectors

# CCILC

Portuguese Chinese Chamber of Commerce and Industry

Tel: +351 217 934 284 • Fax: +351 217 934 316

E-mail: [ccil.c@mail.telepac.pt](mailto:ccil.c@mail.telepac.pt) • Website: [www.ccil-c.com](http://www.ccil-c.com)



Secretary General  
Fernanda Ilhéu

## Activity

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The Portuguese-Chinese Chamber of Commerce and Industry (CCIL-C) develops the economic and business relationship between Portugal and China.

The chamber fosters the contacts between Portuguese and Chinese entities, promotes reciprocal investment, research and distributes information on the Chinese Market. Cooperation Agreements with: CCPIT Beijing, TDB-Trade Development Bureau, All China Federation of Industry and Commerce, ExpoShanghai, IPIM Macau, Macau Chamber of Commerce, Cooperation with EUCCC, ZenAsia, InterChina, Hong Kong Invest.

# FEPICOP

Federação Portuguesa da Indústria da Construção Civil e Obras Públicas

Tel.: + 351 223 402 200

E-Mail: geral@aiccopn.pt



President  
Manuel Joaquim Reis Campos

## Activity

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46

FEPICOP is an association that represents companies of the construction and Public Work Sector.

## Main objectives of this business trip to China

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Check Business opportunities for the sector

## Machinery & Equipments

# ARSOPI

Indústrias Metalúrgicas Arlindo S. Pinho, Sa

Tel: +351 256 426 100 • Fax: +351 256 426 101

E-Mail: [arsopi@arsopi.pt](mailto:arsopi@arsopi.pt) • Website: [www.arsopi.pt](http://www.arsopi.pt)



Director  
Jorge Pinho

## Main products and activities business relations with China

48

Year of foundation: 1942

Number of Employees: 370

Sales Volume in 2006 (Euro): 24.820.000 Euro Export Volume in 2006 (Euro): 16.130.000 Euro

Main Products: - Engineering of complete plants, and manufacturing of process equipment for the dairy and beverages industries.

Manufacturer of equipment for the chemical and petrochemical industry. (Columns, pressure tanks, reactors, heat exchangers, and other)

Main Export Markets: Sweden, Holland, Spain, Switzerland, China, Germany

Trade relations with People's Republic of China: Selling of equipment mainly through European engineering companies, but also directly to final customers.

## Main objectives of this business trip to China

Multinational engineering companies for the Chemical and Petrochemical industries.

Association of metallurgic companies. - Suppliers or stockists of stainless steel and carbon steel products (Plates/sheets/coil and also tubes/pipes).

# EFACEC Group

Tel.: +351 229 562 727 /+351 214 163 617 • Fax: +351 229 518 933 /+351-214163610

E-Mail: erego@efacec.pt • Website: www.efacec.pt



CEO  
Luís Filipe da Conceição Pereira

## Main products and activities business relations with China

Foundation: 1948

Nº of Employees – 2.186

Sales Volume in 2006 (Euros): 370 M€

Exports Volume in 2006 (Euros): 130 M€

Main Export Markets: EFACEC mainly exports to Europe, Latin America, Africa (notably countries of North Africa), Far East, and United States of America.

Main Products: EFACEC Group covers a wide range of high technology solutions, services and products. These include major electrical and electromechanical turn-key projects in diversified areas such as energy, environment, industry and transport: electrical systems project, manufacturing of transmission and distribution equipment (transformers, high and medium and switchgears; mobile sub-stations), command and control systems, electrical traction, electronics, telecommunications, automation and robotics.

Other Relevant Data: EFACEC is the largest electrical and electronic Portuguese group and is established in more than fifty countries and exports half of its production.

Trade Relations with China: EFACEC has established a Joint Venture in Liaoyang (Liaoning Province) with a local partner for the manufacturing of Power and Distribution Transformers. For a quite long period EFACEC has been an important supplier of CLP (China Light and Power) in Hong Kong and CEM in Macao.

## Main objectives of this business trip to China

The main objective is to evaluate a potential capital increase in China.

In fact, EFACEC has 36% of a Joint Venture in Liaoyang, and is willing to convert the company into a great company in the Asian market, creating a platform which allow EFACEC to replicate its competencies and activities in China.

# Hipogest Group

Hipogest, SGPS, S.A.

Tel.: +351 214 481 400 • Fax: +351 214 481 446

E-Mail: adm@sha.pt



Chairman  
Hipólito Mendes Pires

## Main products and activities business relations with China

50

Year of foundation: 1947

Number of Employees: 653

Sales Volume in 2005/6 (Euro): EUR 131.196.021,00 in 2005; and EUR 148.177.352,00 in 2006.

Export Volume in 2005/6 (Euro): EUR 21.157.115,85 in 2005; and EUR 22.238.772,88 in 2006.

Exported Main Products: Vehicles, automobile parts for maintenance, accessory products and services rendered to foreigner clients.

## Main objectives of this business trip to China

Celebration of a Representation Agreement with B.Y.D and development of business contacts with Jinbey, Chinese Vehicles Producers.

Maintenance of contacts with the Representative Office of our Company "Eurochina Trading – Importação e Exportação, Lda." Located in Shanghai.

# SIEMENS, S.A.

Tel.: +351 214 178 280 • Fax: +351 214 178 055

E-Mail: melo.ribeiro@siemens.com • Website: www.siemens.pt



Chairman  
Carlos Melo Ribeiro

## Main products and activities business relations with China

Year of foundation: 1905

Number of Employees: 3000

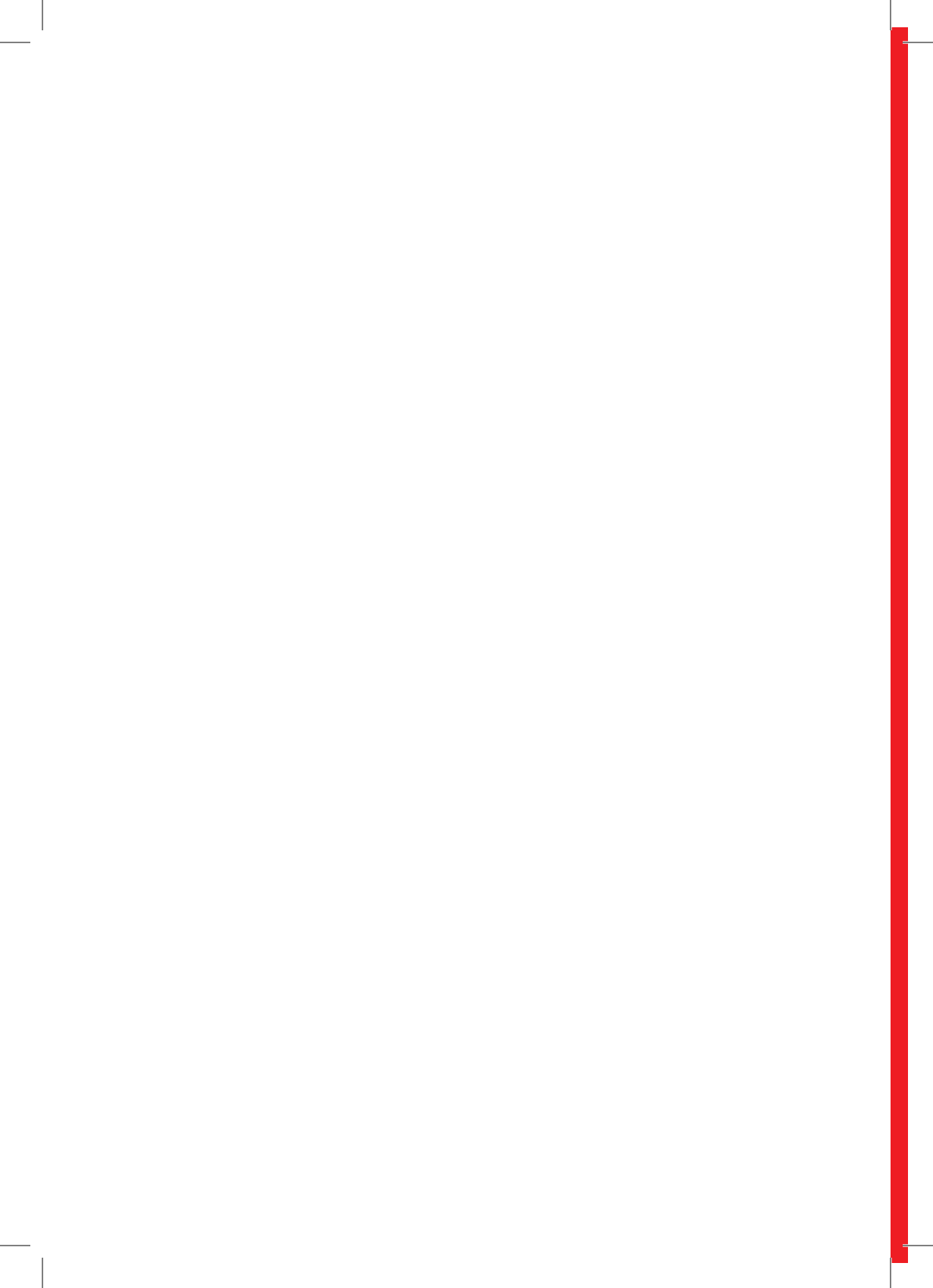
Sales Volume in 2005/6 (Euro): € 600 Mio Export Volume in 2005/6 (Euro): € 127 Mio

Communications including R&D, Automation & Control, Energy and Infra structures, Medical Products and Systems, Technology for Buildings, Transports.

51

## Main objectives of this business trip to China

Business and contacts.



**Moulds**

# Iber-Oleff

Componentes Técnicos em Plástico, SA

Tel.: +351 236 209 150 • Fax: +351 236 209 151

E-Mail: [j.menezes@iber-oleff.pt](mailto:j.menezes@iber-oleff.pt) • Website: [www.olho-group.com](http://www.olho-group.com)



President of the Board of Directors  
Joaquim Menezes

## Main products and activities business relations with China

54

Year of foundation: 1993

Number of Employees: 365

Sales Volume in 2005/6 (Euro): 2005: 32.793.197 Euro

2006: 33.650.000 Euro

Export Volume in 2005/6 (Euro): 2005: 19.815.283 Euro

2006: 19.250.000 Euro

Main Products: Technical Components and Systems for the Automobile and Electronic Industries such as: air vents, defrosters, ashtrays, utilities and storage trays, speaker grills, cupholders, radio front panels, clusters, glove boxes, consoles, etc.

## Main objectives of this business trip to China

To take contact with Chinese Auto Industry (Suppliers of OEM's and Sector Institutions), to understand the Chinese business culture in our industrial sector, as well as to get information concerning relevant companies and potential industrial partners.

# MDA

Moldes de Azeméis. Lda

Tel: +351 256 661 500 • Fax: +351 256 661 501

E-Mail: carlos.seabra@ima.pt • Website: www.simoldes.com



Commercial Manager  
Carlos Seabra

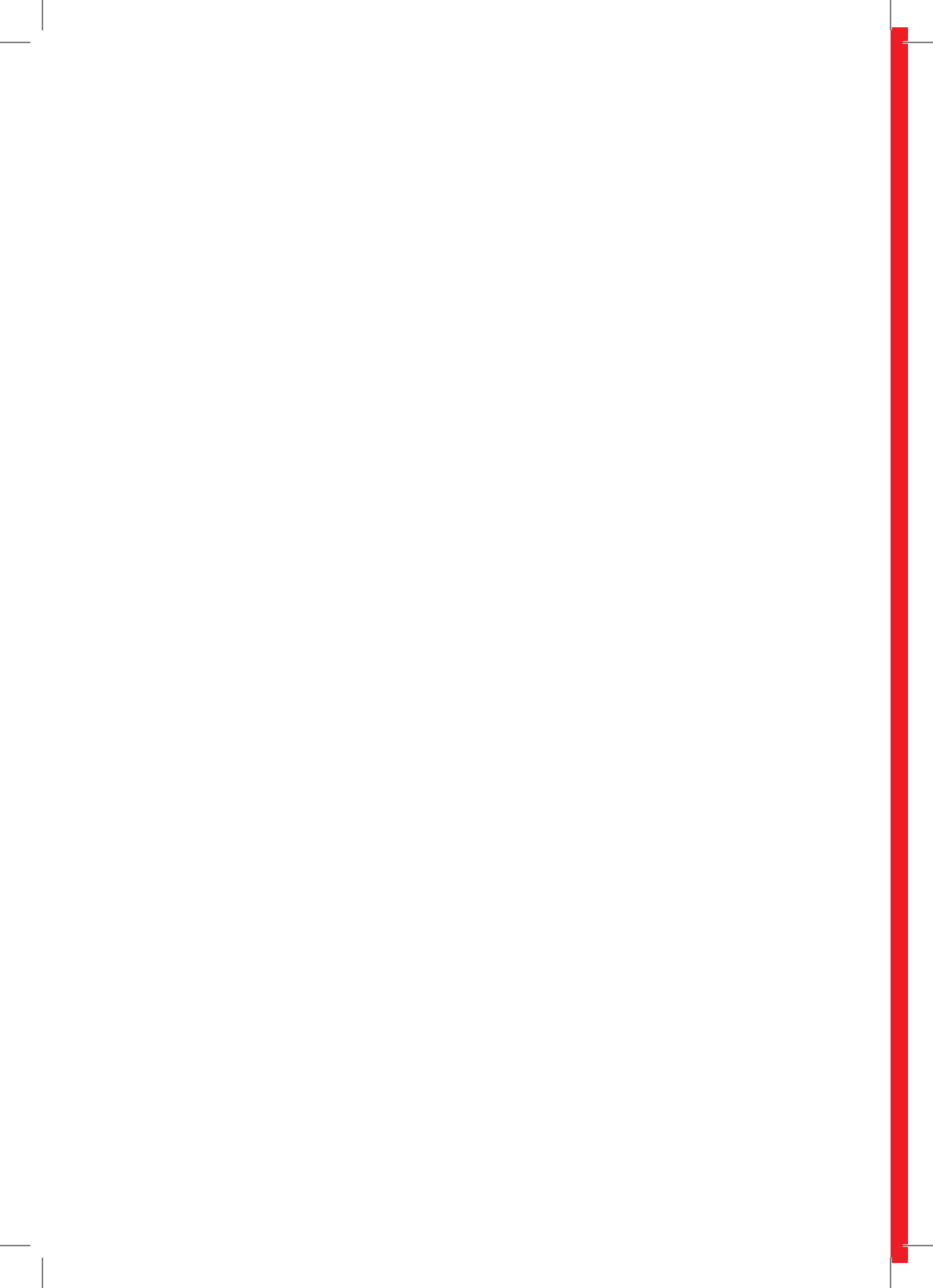
## Main products and activities business relations with China

Year of foundation:1959 Number of Employees:950Sales Volume in 2005/6 (Euro):84.000.000,00 Euro Export Volume in 2005/6 (Euro):75.000.000,00 Euro Main Products: - Production of moulds for the plastic industry. Injection moulds for thermoplastics. Gas injection moulds; Low pressure injection moulds; compression tools; Bi-injection moulds; Injection over fabrics, etc.

55

## Main objectives of this business trip to China

Establish commercial contacts with the different industries dealing with injection moulds. We are specially interested in contacting with the automotive sector (OEM) and with the suppliers of plastic components for the automotive sector (TIER 1 & 2).



## **New Information & Communication Technologies**

# Chipidea

Tel: +351 210 336 300 • Fax: +351 210 336 396

E-Mail: [yqiu@chipidea.com](mailto:yqiu@chipidea.com) • Website: [www.chipidea.com](http://www.chipidea.com)



General Manger of Chipidea Suzhou Design Center  
Yanyan Qiu

## Main products and activities business relations with China

58

Chipidea is the world's number one provider of analog/mixed-signal silicon intellectual property targeting fast-growing market segments in wireless and wireline communications, digital media and digital consumer electronics.

Chipidea is today one of a few companies that possesses advanced design and test capabilities in the areas of analog and mixed-signal integrated circuits and which is fully operating in the global semiconductor market.

With about 255 employees worldwide, the company has become a leading supplier of high performance analog and mixed-signal IP cores, from basic building blocks to complete sub-systems, which are silicon-proven on leading-edge CMOS processes. CHIPIDEA's best-in-class design and characterization infrastructure supports the widest array of merchant and captive processes (over 40) in more than 15 different wafer manufacturers.

## Main objectives of this business trip to China

Find potential customers or partners in China. Get contact with chinese talents in IT area.

# Critical Software

Tel.: +351 239 989 100

E-Mail: arosa@criticalsoftware.com • Website: www.criticalsoftware.pt



CEO  
Gonçalo Quadros

## Main products and activities business relations with China

Main activity: Sales and development of "edge BOX" software.

Main products and/or services

Edge BOX, an "all-in-one" solution designed for small & medium companies as well as big companies delegations for voice and convergent data. Integrates in one box only VoIP, VPN, QoS, Firewall, Anti-virus, Storage, Windows PDC, E-mail, WWW, etc.

Turnover (2006)= 8.5M€, 73% exports, N° of employees = 170,

World Wide Presence

Offices in Portugal (Lisbon, Oporto and Coimbra), UK (Southampton), USA (San Jose)

Representatives and partners in many other countries. / Exports and other business (edge box software), local representatives for this product.

## Main objectives of this business trip to China

To find adequate business partners.

# Edisoft

Empresa de Serviços e Desenvolvimento de Software, S.A.

Tel.: +351 212 945 900 • Fax: +351 212 945 999

E-Mail: [edisoft@edisoft.pt](mailto:edisoft@edisoft.pt) • Website: [www.edisoft.pt](http://www.edisoft.pt)



President  
Sérgio Parreira de Campos

## Main products and activities business relations with China

60

LIGGIA Command and Control System;  
MIND-S Combat Management System;  
COLOSUS Interoperability Application;  
IIS Information Integration System;  
HI-LOG Logistics Management System;  
Space Systems;

Collective Security Strategic Systems;  
Traffic Management Systems; Geographically-based Decision-Aid Systems; KRONOS  
Assiduity Management System.

EDISOFT aims to develop strategic business partnerships with Chinese corporations, active in the Defence and Security market as well as in the Space Systems and Earth Observation segments.

For both these specialized domains, EDISOFT has innovative software engineering solutions that surely contribute to the Chinese investment effort in those areas.

# Innovagency

Tel.: +351 210 108 800 • Fax:+351 210 108 899

E-Mail: [rdalves@innovagency.com](mailto:rdalves@innovagency.com) • Website: [www.innovagency.com](http://www.innovagency.com)



Member of the Board  
Rui Pedro Dias Alves

## Main products and activities business relations with China

We are an innovation consulting company our aim is to build innovative experiences, creating differentiating competitive advantages for our clients. Eventual outsourcing relations regarding the subcontracting of engineering and design services. Conversations with the Macao Authorities and main Tourist Operators (Sociedade de Jogos de Macau), aiming to set up the 3D Macau Project.

61

## Main objectives of this business trip to China

Better understanding the market dynamics and the models upon which product development partnerships can be established.

# Tekever

Tel.: +86 10 587 32 844 • Cell (PT): +351 938 358 564

Cell (CN): +86 13 811 457 246 • Fax: +351 213 304 401

E-Mail: ricardo.mendes@tekever.com • Website: www.tekever.com



CMO  
Ricardo Mendes

## Main products and activities business relations with China

62

TEKEVER is a global provider of multi-channel technology and services to the Enterprise, Aerospace and Defense Markets. TEKEVER sells leading edge multi-channel technology to the Enterprise Mobility market, in partnership with major Chinese IS and IT Companies.

TEKEVER employs a growing number of Software Engineers, focused on global product development and service delivery in Asia.

## Main objectives of this business trip to China

Strengthen ties with existing partners and customers in China.  
Generate new business opportunities.

# 3D Cities

Tel: + 351 210 043 900 • Fax: + 351 210 043 940

E-Mail: [info@3dcities.com](mailto:info@3dcities.com) • Website: [www.3dcities.com](http://www.3dcities.com)



President and CEO  
José Vieira Marques

## Main products and activities business relations with China

Construction of 3D Digital Cities available through the Internet.

63

## Main objectives of this business trip to China

Meetings with Chinese Telecommunication Companies, Chinese Olympic Committee and Macau Authorities in order to explore future partnerships concerning 3D projects on the internet.

## YDreams / Ymeng

Tel.: 351917 499 546

E-Mail: [fabio.martins@ydreams.com](mailto:fabio.martins@ydreams.com) • Website: [www.ydreams.com](http://www.ydreams.com)



Global Sales Director  
Fábio Martins

### Main products and activities business relations with China

64

Mobile Games, Interactive advertising, Culture and Education activation & Digital Quality of Life Joint Venture with NDD Group to create Ymeng.

Paper

# Lorenz Bell

Tel.: +351 214 342 001 • Mobile: +351 917 257 306

E-Mail: [jorge.teixeira@lorenzbell.com](mailto:jorge.teixeira@lorenzbell.com) • (secretariado: [ana.correia@lorenzbell.com](mailto:ana.correia@lorenzbell.com))

Website: [www.lorenzbell.com](http://www.lorenzbell.com)



CEO

Jorge Manuel Lopes Teixeira



## Main products and activities business relations with China

66

Conversion of special papers into small format for sale as consumer product; development of own Software.

Subsidiary company in Shaoxing , Paojiang Industrial Zone, Zhejiang Province (Shaoxing Lorenz Bell Office Appliance Co Ltd) operating since July 2006, capital 100% owned by Lorenz Bell Portugal.

# Prado - Cartolinas da Lousã

Tel: +351 249 320 200 • Fax: +351 249 323 046

E-Mail: [f.silva@pradocartonboard.com](mailto:f.silva@pradocartonboard.com) • Website: [www.pradocartonboard.com](http://www.pradocartonboard.com)



CEO  
Manuel Cavaco Guerreiro

## Main products and activities business relations with China

The beginning of Companhia Papel do Prado it was in 1875, by the joining of the Prado mill and the Penedo mill, that was established at Lousã, in 1716, during the reign of King João V. In 1999, the Company was bought by private investors, being presently its main shareholders Fimpro and Caixa Geral de Depósitos. Prado Karton is, therefore, the heir of the accumulated experience and know-how for more than 200 years, being committed to develop and consolidate a significant presence in the Iberian market and growing competitive capacity and other European markets.

Sales Volume in 2006: 18 million Euros.

## Main objectives of this business trip to China

China is the second export main market after Spain.



## Technical Services

# Águas de Portugal

Tel.: +351 213 230 780 • Fax: +351 213 460 054

E-Mail: a.branco@adp.pt • Website: www.adp.pt



Member of the Board  
António Manuel da Silva Branco

## Main products and activities business relations with China

70

Águas de Portugal SGPS S.A. is the holding company of the Group Águas de Portugal and, as far as its external activity is concerned, it holds 100% of the share capital of Águas de Portugal Internacional (AdP I).

As a result, AdP I relies not only on its own human resources and materials and on its foreign subsidiaries (Brazil, Águas de Brasil EBAL and Prolagos; Mozambique: Águas de Moçambique and Aquatec, Cape-Verde: Electra, Timor: Águas de Timor) but also upon the technical means of more than 60 companies integrated within its corporate group, the majority of which are corporate entities with a majority shareholding in Águas de Portugal SGPS, S.A. Águas de Portugal, SGPS, S.A. (AdP) is a holding company which, through its subsidiaries, carries out a mission involving the design, building, exploration and management of Water Supply Systems, Waste Water Treatment and the Treatment and Recovery of Solid Domestic and Industrial Waste, within a framework of financial, technical, social and environmental sustainability, thus developing a strong and highly competent Corporate Portuguese Group, capable of responding, efficiently, to the current major challenges of the environmental sector.

## Main objectives of this business trip to China

Participation in Concession Tenders for Water Supply, Collection and Waste Water Treatment and Collection and Treatment of Solid Domestic Waste. Technical Assistance to all areas of the companies managing the aforementioned systems. Professional Training.

# EDP - Energias de Portugal S.A.

Tel: +351 210 013 034 • Fax: +351 210 013 005

E-mail: mariajose.varela@edp.pt • Website: www.edp.pt



Member of the Board  
Antonio Pitta de Abreu

## Main products and activities business relations with China

Year of foundation: 1976

Number of Employees: 17,664

Sales volume in 2006: 10 6000 Million Euros

Main Products: Electricity, telecommunications, enterprise management, projects management.

Main Export Markets: Brasil, Spain, Cabo Verde, Macau.

Trade relations with People's Republic of China: Macau – partnership with CEM.

71

## Main objectives of this business trip to China

Analyse opportunities of cooperation between EDP and / or CEM and Chinese Electrical Utilities.

# ISQ - Instituto de Soldadura e Qualidade

Tel.: +351 21 422 81 15

E-Mail: osantos@isq.pt • Website: www.isq.pt



Member of the Board  
José Oliveira Santos

## Main products and activities business relations with China

72

Services of: Third part inspection; Supervision of construction projects; Non destructive testing; Quality, safety and environmental control; Testing of materials; Remnant life assessment of plant's equipments; Structural integrity; Training and certification of welding inspectors, welders, etc In the following main markets: oil and gas, chemical and petrochemical, cement, paper and pulp, civil construction (bridges and viaducts, roads) space, etc. Headquarters and Delegations : Portugal, Algeria, Angola, Brazil, China (Macao), Cuba, Mexico, Norway, Turkey and Spain.

## Main objectives of this business trip to China

To establish contacts with Chinese companies in the markets where ISQ holds delegations.

# Serfingest

Tel.: +351 21 351 48 00 • Fax: + 351 21 351 48 09

E-Mail: v.mendesdealmeida@serfingest.pt • Website: www.serfingest.pt



President  
Vasco Mendes de Almeida

## Main products and activities business relations with China

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Year of Fundation February 1996

Number of employees 300

Sales volume in 2005 70.000.000 €

Sales volume in 2006 75.000.000 €

Core Business

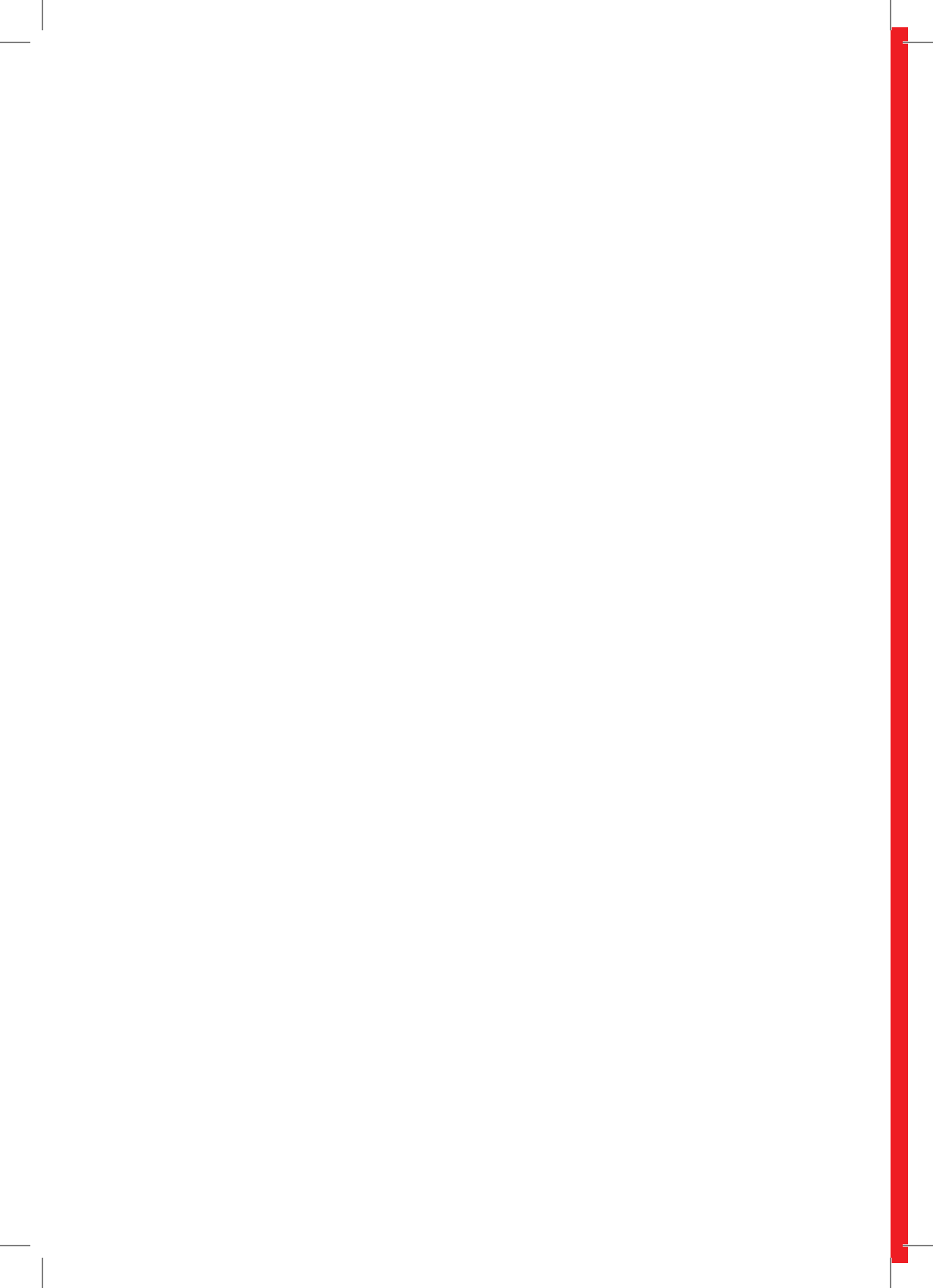
- New car Distribution, retail and repair
- Financial support for car renting and credit
- Real Estate

73

## Main objectives of this business trip to China

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- Agreement of partnership for importation of n Chinese new vehicles for Africa, Brazil and later for the Europe. Support, know-how and consulting to the producing Chinese companies of vehicles automobiles in the process of internationalization of his products for the African countries.
- Partnerships with Chinese Automobiles Factory , where the group Serfingest if finds in the beginning of the conservations, namely:
- BYD Auto Co.LTD – Address: Yan’an Road – Kuichong, Longgang Shenshen –China
- Lifan – Auto Series – Address: N° 60 Zhaugjiaqan, Shauggio, Shapingba, Chongqing, China.



## Telecommunications

# Portugal Telecom

Tel.: +351 215 002 682

E-Mail: [presidente@telecom.pt](mailto:presidente@telecom.pt) • Website: [www.telecom.pt](http://www.telecom.pt)



Group Chairman & CEO  
Henrique Granadeiro

## Main products and activities business relations with China

76

Portugal Telecom is the leading telecommunications and multimedia services provider in Portugal.

Portugal Telecom offers a full range of mobile services, multimedia services (such as pay TV, Internet access and portal services), data and business solutions (such as data communications, business-to-business e-commerce and data and networking solutions), and wireline telephone services for retail and wholesale customers.

## PT II

Tel.: +351 215 002 375

E-Mail: [ana.m.torres@telecom.pt](mailto:ana.m.torres@telecom.pt)

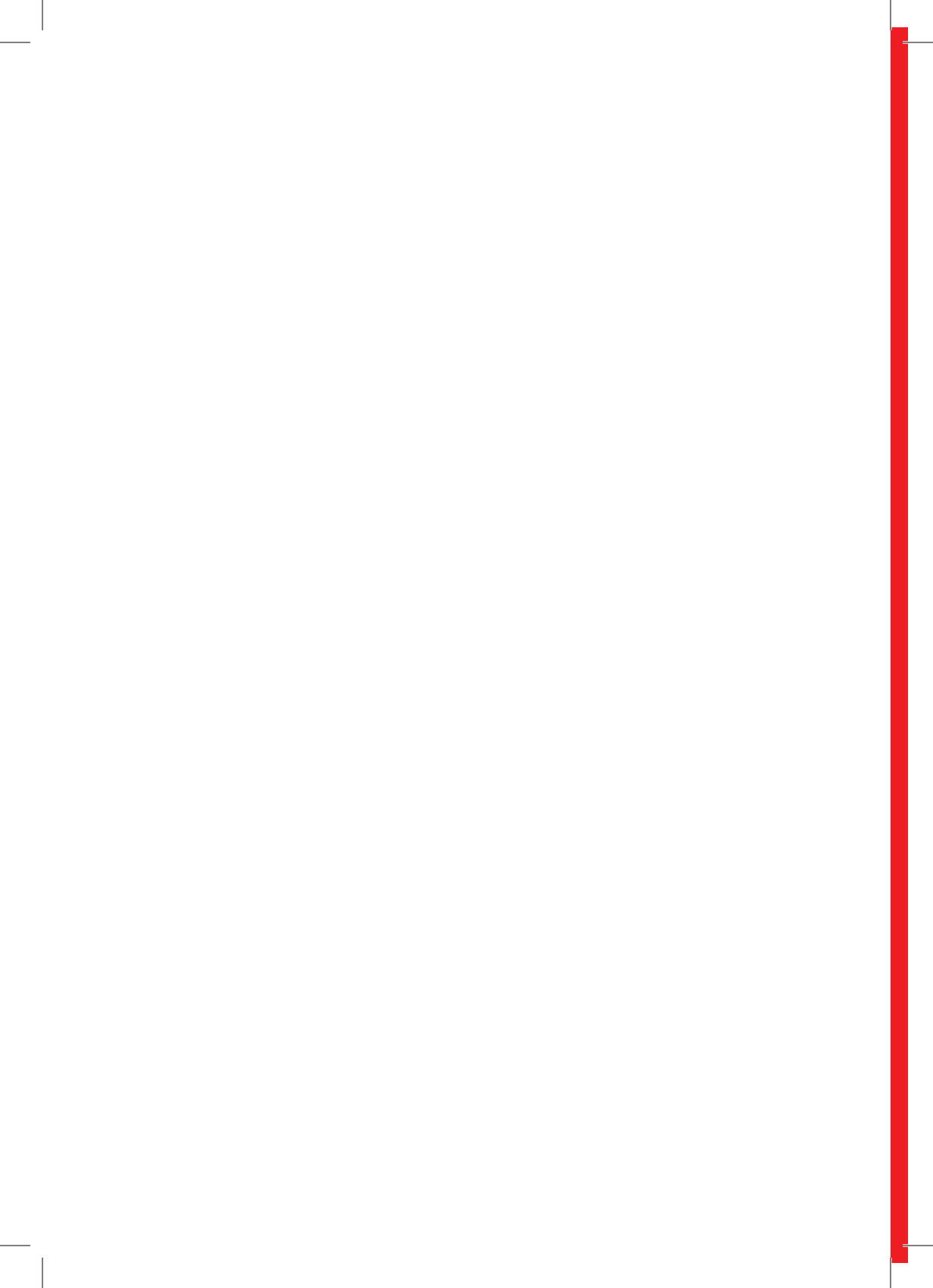
Website: [www.ptii.pt](http://www.ptii.pt)



Chairman & CEO PT II  
João Pedro Baptista

### Main products and activities business relations with China

PT II is a company of the Portugal Telecom Group that manages its international portfolio .



## Textile & Garment & Shoes

# Aerosoles

Comércio e Distribuição de Calçado, S.A.

Tel: +351 256 759 010 • Fax: +351 256 757 060

E-mail: [angela.guimaraes@aerosoles.pt](mailto:angela.guimaraes@aerosoles.pt) • Website: [www.aerosoles.eu](http://www.aerosoles.eu)



CEO  
Artur Duarte

## Main products and activities business relations with China

80

Year of foundation: 1985

Number of Employees: 1000

Sales Volume in 2006: 100,000,000

Exports Volume in 2006: 95,000,000

Main Products: Shoes

Main Export Markets: Europe, Middle East and Africa

Trade relations with People's Republic of China: shoes purchase

## Main objectives of this business trip to China

Commercial contacts as shoes producers.

# Brink & Lima

Distribuição e Serviços, SA

Tel.: +351 252 300 240 • Fax: +351 252 300 249

E-mail: brinklima@mail.telepac.pt / susana.assuncao@brinklima.com



Financial Director  
Susana Assunção

## Main products and activities business relations with China

Main Products: Textiles

Commercial relations: China is one of our main suppliers.

81

## Main objectives of this business trip to China

Market research.

# Fisipe

Fibras Sintéticas de Portugal, S.A.

Tel: +351 212 066 137 • Fax: +351 212 067 018

E-Mail: [jmcontreiras@fisipe.pt](mailto:jmcontreiras@fisipe.pt) • Website: [www.fisipe.pt](http://www.fisipe.pt)



Board Member and Sales Director  
José Miguel Contreiras

## Main products and activities business relations with China

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82

Year of foundation: 1973

Number of Employees: 290

Sales Volume in 2006: Euros 100,000,000

Exports Volume in 2006: Euros 91,000,000

Main Products: Acrylic Fibres

Main Export Markets: USA, EU, Morocco, Brazil and China

Trade relations with People's Republic of China: Exports to several yarn producers.

## Main objectives of this business trip to China

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To establish new distribution channels for technical fibres (High tenacity acrylic short cutted fibres to be blended with ciment, concrete and asphalt).

# Habidecor, S.A.

Tel.: +351 232 929 200 • Fax: +351 232 929 209

E-Mail: [habidecor@habidecor.com](mailto:habidecor@habidecor.com) • Website: [www.habidecor.com](http://www.habidecor.com)



General Manager  
Fernando Aires

## Main products and activities business relations with China

Habidecor sells bathroom rugs, towels and robes.

We also would like to refer that, in the next three years, we pretend to open more fifty shops in China.

Habidecor has nine shops in China.

## Main objectives of this business trip to China

Develop business with China.

# Impetus Portugal Têxteis, S.A.

Tel: +351 253 859 210 • Fax: +351 253 851 382

E-Mail: mtorres@impetus.pt • Website: www.impetusunderwear.com



Chief Marketing Officer  
Manuel Torres

## Main products and activities business relations with China

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84

Year of foundation: 1973

Number of Employees: 370

Sales Volume in 2006: € 21.996.947

Exports Volume in 2006: € 20.677.130

Main Products: Men's and Ladies Underwear and Nightwear

Main Export Markets: European Community, Russia, Canada

Trade relations with People's Republic of China: Beijing Youyi Shopping City Co.

## Main objectives of this business trip to China

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Market Research - Discuss Terms with New Potential Distributors.

Find Reliabel Manufacturer of Underwear.

# Kyaia

Fortunato O. Frederico & C<sup>a</sup>, Lda

Tel: +351 253 559 140 • Fax: +351 253 556 815

E-Mail: [kyaia@mail.telepac.pt](mailto:kyaia@mail.telepac.pt) • Website: [www.flylondon.com](http://www.flylondon.com)



Manager Director  
Fortunato Oliveira Frederico

## Main products and activities business relations with China

Year of foundation: 1984

Number of Employees: 351

Sales Volume in 2006: 28 Million of Eur

Exports Volume in 2006: 701369 pairs and 1066 bags

Main Products: Footwear and bags

Main Export Markets: United Kingdom, Spain, Denmark, Luxembourg, Belgium, Holland, Italy, Poland and Others.

85

## Main objectives of this business trip to China

Develop business with China.

# Luís Onofre

Conceição Rosa Pereira & C<sup>a</sup>, L.da

Tel: +351 256 682 438 • Fax: +351 256 683 876

E-mail: geral@luisonofre.com • Website: www.luisonofre.com



Designer  
Luís Onofre



## Main products and activities business relations with China

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86

Year of foundation: 1999

Number of Employees:

Sales Volume in 2006: 2,5 Million of Eur

Exports Volume in 2006:

Main Products: Footwear and bags

Main Export Markets: Spain, United Kingdom, Russia, Ukraine, Poland, Greece, Australia, Italy, Saudi Arabia, and Dubai.

## Main objectives of this business trip to China

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Develop business with China.

# Petit Patapon

Distebe, S.A.

Tel: +351 253 808 107 • Fax: +351 253 821 250

E-mail: fgros@petitpatapon.com • Website: www.petitpatapon.com



CEO  
François Gros

## Main products and activities business relations with China

Year of foundation: 1990

Number of Employees: 126

Sales Volume in 2006: 16.470.719 Euros

Exports Volume in 2006: 4.348.645 Euros

Main Products: PETIT PATAPON - Children Clothes

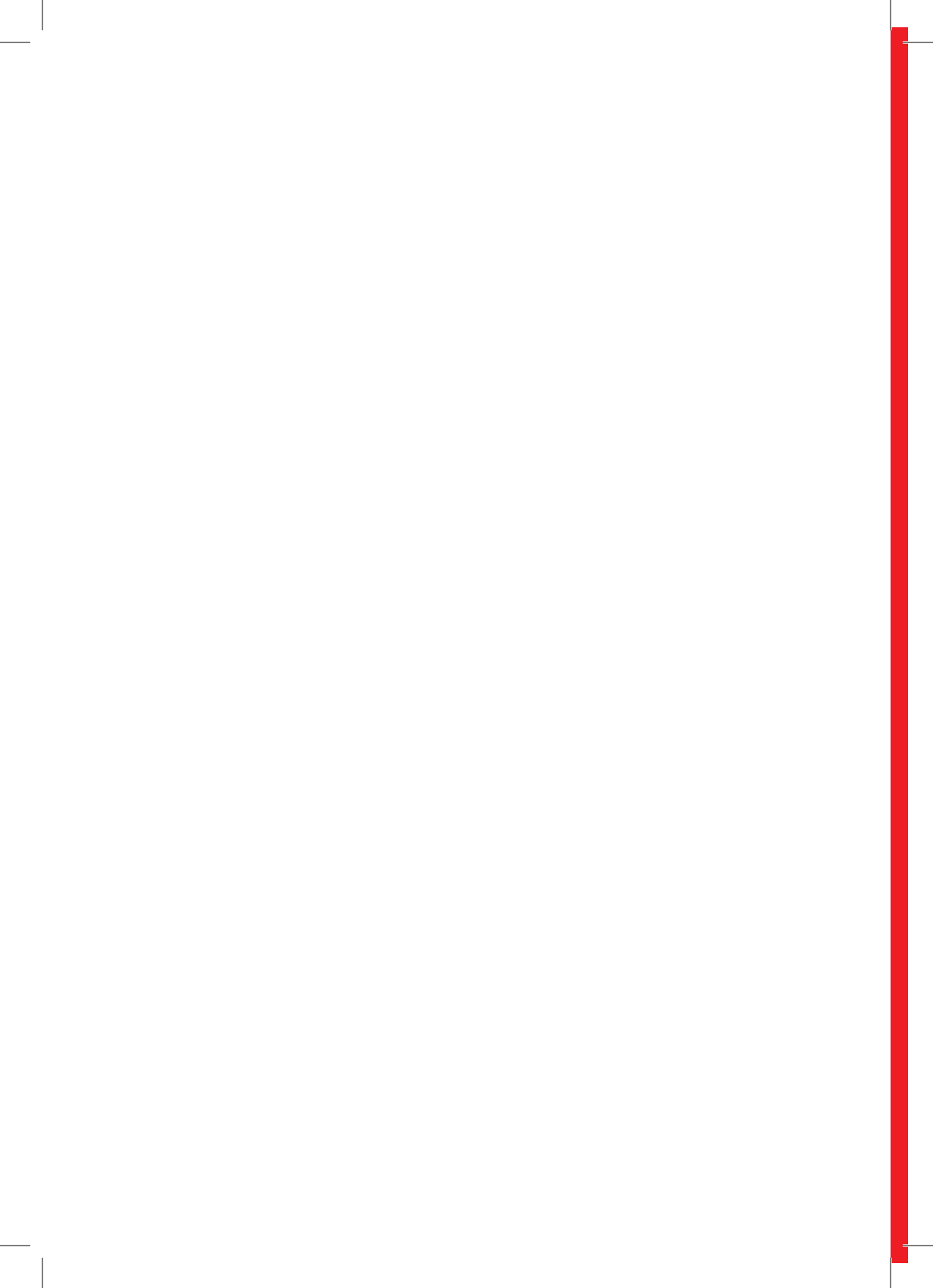
Main Export Markets: Italy, Spain, USA, UK, Saudi Arabia, Sweeden, Taiwan, Belgium, Germany, France, etc.

Trade relations with People's Republic of China: Shanghai La Chapelle Fashion Co., Ltd.

Chairman- Sr. Jia XingXing Vice Chairmain- Sr. Dr. JimmyZhang.

## Main objectives of this business trip to China

Joint Venture with the company "Shanghai La Chapelle Fashion Co., Ltd." to open a store chain of Petit Patapon in China



**Tourism**

# Estoril-Sol Group

Tel: +351 214 667 700 • Fax: +351 214 667 966

Website: [www.casino-estoril.pt](http://www.casino-estoril.pt)



Executive Vice-President of ESTORIL-SOL SGPS and President of Estoril-Sol - Turismo, Animação e Jogo, S.A. and Varzim-Sol - Turismo, Jogo e Animação, S.A.  
Mário Assis Ferreira

## Main products and activities business relations with China

90

Year of foundation: 1958

Number of Employees: 1400

Sales Volume in 2006 : 216 Million Euros

Main Products: Company objects are the operation of gambling concessions – Casinos. In addition to the aforementioned object, the Company also operates in the Tourism, Hotel, Restaurant and Entertainment sectors, as well as provides consultancy services in those areas.

The main shareholder of Estoril Sol is STDM, itself controlled by Stanley Ho who holds the largest market share in the Gaming sector in Macao.

Other relevant news: In April 19th, 2006 a new Casino in Lisbon (Casino Lisboa) was inaugurated.

## Main objectives of this business trip to China

To establish contacts with the chinese business community, in Macao and in mainland China as well as with the chinese cultural community, aiming at knowing chinese artists who might potentially perform at the Estoril Sol casinos.

# Grupo Pestana

Tel.: + 351 210 428 443

E-Mail: [celeste.gomez@pestana.com](mailto:celeste.gomez@pestana.com) • Website: [www.pestana.com](http://www.pestana.com)



Member of the Board  
José Castelão Costa

## Main products and activities business relations with China

The Pestana Group is currently the largest Portuguese tourism and leisure group. Over the years, the Pestana Group has accumulated competences that have enabled it to become the largest Portuguese group in the tourism and leisure industry. This is exemplified by the Group's high degree of know-how in key areas of operation within the tourism industry. It has achieved innovation in its procedures; having launched hotel time-share in Portugal 15 years ago, it is now the 3rd largest European group in this sector. It has demonstrated its ability to adapt through new initiatives, such as the Pestana Palace Hotel in Lisbon, which represents a successful departure from the Group's traditional base in leisure and resort hotels. It values and invests in human resources, and finally, the Group's focus on objectives and competitiveness means that every operation launched has been a success story. Through its chain, Pestana Hotels & Resorts presently manages 38 hotel units, spread over 3 continents: 23 units in Portugal (9 on Madeira, 9 in the Algarve, 1 in Lisbon, 1 in Oporto, 1 in Cascais and 2 at Beloura/Sintra), 8 units in Brazil (Rio de Janeiro, Angra dos Reis, São Paulo, Bahia, Natal, Curitiba, São Luis and shortly in Costa do Saúípe), 1 in Argentina (Buenos Aires), 3 in Mozambique (Maputo, Inhaca Island and Bazaruto Island), 1 in South Africa (at the Kruger Park), 1 in Cape Verde (Praia Town) and 1 in S.Tomé & Príncipe. Group Pestana also manages, since the 1st of September 2003, the 40 Pousadas de Portugal.

# Vila Galé

Tel.: + 351 217 907 600 • Fax: + 351 217 907 650

E-mail: [sede@vilagale.pt](mailto:sede@vilagale.pt) • Website: [www.vilagale.pt](http://www.vilagale.pt)



**Chairman**  
Jorge Rebelo de Almeida

## Main products and activities business relations with China

**92**

Vila Galé Group is one of the main Portuguese hotel property owning groups and is included in the worldwide ranking of the 250 largest hotel owning companies.

Vila Galé Group comprises several companies, the largest and more important of which is VILA GALÉ – Sociedade de Empreendimentos Turísticos, S.A., included in the top ranking (Rating 1) of Portuguese companies.

This company, established in 1986, operates and manages all the hotels belonging to the Group and is also responsible for the execution of projects and for the construction and building of new tourist undertakings.

At the moment the company manages 18 hotels: in Portugal - Algarve, Beja, Cascais, Ericeira, Estoril, Lisbon, Oporto and Madeira– and in Brazil - Fortaleza and Bahia – comprising a total of approximately 9100 beds.

## Main objectives of this business trip to China

Contacts with Tour Operators and Travel Agencies; promote the Vila Galé Hotels.

**Transports**

# A.N.A.

Aeropostos de Portugal, SA

Tel.: +351 218 413 870 • Fax: +351 218 402 747

E-Mail: [pguimaraes@ana.pt](mailto:pguimaraes@ana.pt) • Website: [www.ana-aeropostos.pt](http://www.ana-aeropostos.pt)



President of the Board of Directors  
António Guilhermino Rodrigues

## Activity

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94

Year of foundation: 1978

Number of Employees: 1350

Sales Volume in 2005 (Euro): 243 407 000

Export Volume in 2005/6 (Euro):

Main Products: Airport and related services.

# NTC

Tel.: +351 213 918 039 • Fax: +351 213 918 049

Email: [cristina.castro@ntc.pt](mailto:cristina.castro@ntc.pt) • Website: [www.ntc.pt](http://www.ntc.pt)



Managing Director  
Cristina Castro

## Main products and activities business relations with China

Shipping Agents from China Shipping Container Lines.

95

## Main objectives of this business trip to China

To present the possibilities of Sines as transshipment Port for CSCL vessels.

# TERTIR

Terminais de Portugal, SA

Tel.: +351 214 158 670

E-Mail: goncalo.martins@mota-engil.pt



Member of the Board

Gonçalo Nuno Gomes de Andrade Moura Martins

## Main products and activities business relations with China

96

Ports Concessions and Logistics Activities.

## Main objectives of this business trip to China

Tertir Group, now a part of the Mota-Engil Group, intends to make contacts with logistics companies in order to consider business opportunities through the use of the port's and logistic's infrastructures of which it is concessionaire.

## Wines and Food

# Adega Cooperativa de Borba, c.r.l.

Tel: +351 268 891 660 • Fax: +351 268 891 664

E-mail: geral@adegaborba.pt • Website: www.adegaborba.pt



Managing Director  
Francisco Henriques

## Main products and activities business relations with China

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98

Year of foundation: 1955

Number of Employees: 67

Sales Volume in 2006: 18,5 million Euros

Exports Volume in 2006 (€): 2.1 million Euros

Main Products: "Adega Coop. Borba", "Montes Claros"; "Convento da Vila".

Main Export markets: China, France, U.S.A, Brasil, and Angola.

Since 2005 we have trade relations in the People's Republic of China (mainland).

## Main objectives of this business trip to China

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Consolidation of the cultural and commercial boundes already established.

# Casa do Azeite

Portuguese Olive Oli Association

Tel.: + 351 213 841 810 • Fax: + 351 213 861 970

E-Mail: geral@casadoazeite.pt • Website: www.casadoazeite.pt



General Secretary  
Marina Matos

## Main products and activities business relations with China

Year of foundation:1976 Number of Associates:54 Sales Volume in 2006: (€>):63 million  
Euros main Products:Extra Virgin Olive Oil and Olive Oil. Main Export markets: Brasil,  
USA, France.

99

## Main objectives of this business trip to China

Learn more about the chinese olive oil market.  
information about the future offshore of Macao.  
Also looking for contacts with Chinese food traders or other firms interested in importing  
Portuguese olive oil.

# Caves Arcos do Rei, Lda.

Tel.: +351- 231 511 267 • Fax: +351- 231 504 653

E-Mail: rribeiro@caves-arcosrei.pt • Website: www.caves-arcosrei.pt



CEO  
Rui Ribeiro

## Main products and activities business relations with China

100

Year of foundation: 1995

Number of Employees: 22

Sales Volume in 2006: 2.9 million Euros

Exports Volume in 2006 (€): 1.1 million Euros

Main Products: Vasco da Gama; Quitana; Los Companheiros; Lao PengYou

Main Export Markets: USA, Germany, Poland, Scandinavia, Brazil, Japan.

Trade relations with People's Republic of China: First Joint Venture in the wine sector.

## Main objectives of this business trip to China

Consolidate our position in Chinese Market, and look for new potencial partners.

Try to solve some burocratic problems related to process of establishing a Joint-Venture.

## J. Portugal Ramos

Investimentos Vitivinícolas e Comerciais, SGPS, SA

Tel.: +351 268 339 910 • Fax.: +351 268 339 918

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Chairman  
João Portugal Ramos

### Main products and activities business relations with China

Year of foundation: 1993

Number of Employees: 80

Sales Volume in 2006: 9,5 million Euros

Exports Volume in 2006 (€): 4,5 million Euros

Main Products: brands: Marquês de Borba, Vila Santa, Loios, Quinta da Viçosa,

Conde de Vimioso, Tagus Creek

Main Export Markets: Sweden, Germany, UK, USA

Trade relations with People's Republic of China:

Beginning of a long term business relationship.

101

### Main objectives of this business trip to China

Market feed back about Portuguese products; Approach to the market, know-how; Chinese interested in the Portuguese sector-Wines and Vines; Possibility to build a long term business relationship.

# SIM

Sociedade Industrial de Macau, Lda,

Tel.: + 351 213 841 650 • Fax: + 351 213 841 655

E-Mail: vpc@temple.pt



Shareholder  
Vasco Pereira Coutinho

## Main products and activities business relations with China

102

Year of foundation: 2005

Main Products: coffee.

Brands: OLÁ CAFÉ e BONDINI Main Export Markets: Macau, Hong Kong e República Popular da China.

## Main objectives of this business trip to China

Industrial unit for coffee's roasting, grinding and packaging.

This plant has a construction area of about 3.100 square metres. Works have already begun and the spot is located in the Macau Zhuhai cross-boarder park, in Macau. This investment covers, on a world scale, the more advanced equipments for coffee's roasting, grinding and packaging. The production is estimated to begin on September 2007, with an initial capacity for processing 3.000 tonnes per year, which can reach the 9.000 tonnes per year. The yearly invoicing, regarding the above mentioned production, is estimated to reach the 60.000.000 USD. This industrial unit aims to produce whole and ground coffee to be marketed in Macau, Hong Kong and, particularly, People's Republic of China. The investment is estimated at 18.000.000 USD, throughout the stages of this project.

# Sogrape

Tel.: +351 227 850 345 • Fax: +351 227 833 714

E-Mail: salvador.guedes@sogrape.pt • Website: www.sogrape.pt



President  
Salvador Guedes

## Main products and activities business relations with China

Year of foundation: 1942

Number of Employees: 733

Sales Volume in 2006: 180,5 million Euros

Exports Volume in 2006 (€): 115,5 million Euros

Main Products: Table Wine, Port Wine, Jerez Wine

Main Export Markets: Belgium, UK, France, Germany, Holand, USA

Trade relations with People's Republic of China:

Agent in Macau - H. Nolasco; F. Rodrigues

Agent in HK - Pernod Ricard Hong-Kong

103

## Main objectives of this business trip to China

To consolidate the current business relationship and explore new business opportunities.

