



Application Form

1. Company Profile

1.1. Company name / Name of the project

1.2. Project or company website (if applicable)

1.3. Name of contact person

1.4. Telephone or mobile phone number

1.5. E-mail address

1.6. Physical address

1.7. Postal code

1.8. City

1.9. Has the company been established? (Yes or No)

1.9.1. Company Headquarter

1.10.1.1. If you have selected Portugal, please choose the region
(NUTs III: Alto Minho | Cávado | Ave | AM Porto | Alto Tâmega|.....

1.9.2. How long ago did you start your company? (Closed options)
<1 year| <3 years| 3-5 years| 6-8 years| 9-11 years| >11 years

1.9.3. Date of incorporation

1.10. How many founders does your company have? (Closed options)

1| 2| 3| 4| >4

1.11. How large is your team today? (Closed options)

<6| 6-20| 21-50| 51-100| 101-250| >250

1.12. What is your company's turnover (in Euros)? (Closed options)

<50k| 50k-100k| 101k-200k| 201k-500k| 501k-1M| 1M-2M| 2M-5M|>5M



2. Application

Alert: We only accept applications whose promoters have been finalists of programmes FIT 2017 or 2018

2.1 Which FIT (Fostering Innovation in Tourism) programme have you been a finalist? (Select)
2017 Programme | 2018 Programme
if 2017 (The Journey | Lisbon Challenge | Smart Open Lisboa | Tourism Explorers |...)
if 2018 (The Journey | Lisbon Challenge+Lisbon Investment Summit | Tourism Explorers |...)

2.2. Type of application? (Direct or Through the Ignition Partners Network)

2.2.1. If through the Ignition Partners Network, name of Partner

2.3. Executive Summary (brief description of the product/service, competition and the market)

3. Funding

3.1. What are the project's total funding needs? (in euros)

3.2. How much are you asking Portugal Ventures to invest in this project? (in euros)

3.3. How much are the Founders willing to invest in the project? (in euros)

3.4. How much and how are the other investors available to invest in this project as well as other ongoing fundraising processes (loans, incentives or others)? Who are these investors? (Amounts in euros)

4. Your Profile

4.1. What is your gender? (Closed options)
male| female| other

4.2. How old are you? (Closed options)
<26| 26-30| 31-35| 36-40| 41-45| 46-50| >50

4.3. What is your nationality? (Closed options)

4.4. Do you live in Portugal? (Yes or No)

4.5. What were the three most important criteria that made you choose Portugal Ventures?
(Closed Options)
Team expertise and Track record| VC track record| Network connections| Public status|
Firm's brand| Support services| Ability to fund company

5. Attachments

5.1. Please include a Powerpoint presentation of the project (or in pdf format)

Topics to address:

- Founders/ Team (Management, board and advisors, investors, awards);
- Solution and value proposition (What problem are you solving?; Why are you different from others?; Do you have any Patents?);
- Competition and differentiation (Who are the competitors?; How big are they?; Why do you think you are ahead of them?);
- Product roadmap (Do you already have a fully working product? If not how long will it take to have one? How do you plan to develop your product? Who are your early adopters?)
- Target Market size and characterisation (How big is the market? How fast do you expect the target market to grow in the coming years?);
- Revenues (Business Model; type of revenues (recurring or not); What are the revenue levels/ growth-actual and expected?);
- Traction
If in Digital, how many active users and/or paying customers do you have? Who are they? What is the average cost of customer acquisition? What is the average customer lifetime value?;
If in Engineering & Manufacturing, what kind of feedback do you have from the market? Has the MVP been tested in a real case scenario? Who are the current and/or future customers?
- Funding Plan (How much do you want to raise? What for?);
- Next fund raising and exit (What will be the next move? When do you expect to have an exit? What are your valuation expectations?).

5.2. Please include a detailed Budget (P&L) with the estimated lifespan for the next 5 years (excel format)

5.3. Please include a YouTube link to a short video (max 5 minutes) with the description of the project and the team.

5.4. Please include a short résumé for each of the Founders (max. 1 page per member of the promoting team and only attach one document)

- Name, Age, Professional Position, Education, Professional Experience and E-mail
- Have any of the Founders previously submitted any application to Portugal Ventures? Who?
- Are the Founders going to work exclusively on the project?



5.5. Please include a detailed competitive analysis, according to the template provided (as template below)

5.6. When submitting application related to already established companies, please include (if applicable):

- The company's historical financial statements;
- Tax and social security clearance certificate;
- Access to current permanent certificate;
- Any relevant Shareholder information.

5.7. Include document providing the result obtained in the FIT Programme, 2017 or 2018 to which you have applied.

5.8. Other documents that you considered relevant for project analysis



Template Competitive Detailed Analysis

Below you'll find the suggested template to present a competitive analysis of your solution with current and potential competitors;

Please be advised that the rows and columns presented in the template should be adapted according to the specificities of your project, so that it takes into account the level of detail, clarity and objectivity adequate to your project.

Relevant Criteria	Your solution/ company	Competitor #1	Competitor #2	Competitor #...
Products & Services				
Business Model				
Target Market (size in €, identifying markets)				
Market Share (%)				
Competitive advantage				
...				