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I³ GENERATION = INCUBATION + INNOVATION + INVENTION



Delegation of Technology Enterprises from Portuguese-speaking Countries to the Guangdong-Hong Kong-Macao Greater Bay Area

Organizer



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Delegation of Technology Enterprises from Portuguese-speaking Countries to the Guangdong-Hong Kong-Macao Greater Bay Area

To further leverage Macao's role as a platform between China and Portuguese-speaking countries, implement science and technology exchanges and cooperation between China and Portuguese-speaking countries, and help boost the establishment of outstanding Brazilian and Portuguese technology enterprises in Macao and the Guangdong-Macao In-Depth Cooperation Zone in Hengqin, the "Delegation of Technology Enterprises from Portuguese-speaking Countries to the Guangdong-Hong Kong-Macao Greater Bay Area" organized by the Economic and Technological Development Bureau of Macao SAR Government (DSED) and implemented by Parafuturo de Macao Investment and Development Limited and supported by the Economic Development Bureau of the Cooperation Zone, Zhuhai Science and Technology Innovation Bureau and the Center for Science and Technology Exchanges and Cooperation between China and Portuguese-speaking Countries (CSTCP) of the Cooperation Zone in Hengqin was held from May 9 to 15 in 2023. The delegation consisted of five incubators from Brazil and Portugal, ten awardees from the previous "Innovation and Entrepreneurship Competition (Macao) for Technology Enterprises from Brazil and Portugal", as well as Brazilian and Portuguese enterprises which are interested in expanding their business to China. By arranging to exhibit at the BEYOND EXPO and connect

with investors in the pitch roadshow, visiting the related local government departments, incubation institutions, university scientific research units and legal enterprises etc, as well as the government agencies, incubators and well-known enterprises in Hengqin, Guangzhou and Zhuhai, the trip of the delegation deepen the participants' understanding of the key role of Macao's "China-Portugal Platform" in helping Portuguese and Brazilian enterprises to open up the Greater Bay Area market and promoting the flow and exchange of industrial resources between China and Portugal/ Brazil.

The delegation visit has led to a number of achievements such as the establishment of some startups in Macao that are originally from Portuguese-speaking countries, the collaboration with local universities, and the signing of partnerships between the Portuguese and Brazilian Incubators and the Macao Young Entrepreneur Incubation Centre, etc.

This issue of I³Generation will review the trip of the delegation and select highlights of the activities to share with readers.

1. Macao as first stop to explore the feasibility of technological innovation cooperation and business operations

1.1 Visited the key stakeholders in Macao to gain a better understanding of the development



First stop at MYEIC



Visiting to the CSTCP (Macao center)

of the technology industry in Hengqin.

Under the arrangement of DSED, the delegation set out on its journey at MYEIC on May 10, allowing its members to learn about the MYEIC as the first filed national co-working space overseas and the positioning of the Innovation and Entrepreneurship Centre for Young Entrepreneurs in China and Portuguese-speaking Countries as the SAR Government's key platform for supporting the youth in integrating into the development of the Greater Bay Area and promoting Sino-Lusophone exchanges between young people in innovation and entrepreneurship. Afterwards, the head of the local MdME Lawyers gave a presentation to the members of the delegation on the tax laws and policies that Macao and Hengqin have put in place for the convenience of sci-tech talents from Portuguese-speaking countries to establish and operate a business in the two places. This was received by the members of the delegation who had great interest in tax reduction and exemption of corporate income tax.

The delegation also visited the CSTCP to learn about its founding principle. During the visit, the delegation has better understood



Discussing with the Permanent Secretariat of the Forum for Economic and Trade Co-operation between China and Portuguese-speaking Countries (Macao)

in the scientific research, market, and policy advantages of Macao, Hengqin, and Zhuhai and expressed their willingness to actively explore the development opportunities of the Greater Bay Area through the platform of Macao.

Teresa Mok, Coordinator from the Support Office of the Permanent Secretariat of the Forum for Economic and Trade Co-operation between China and Portuguese-speaking Countries (Macao), welcomed the delegation and introduced the Permanent Secretariat's efforts in trade and investment promotion, cooperation in human resources, cultural exchanges between China and Portuguese-speaking countries, and the features of Macao's role as the Commercial and Trade Co-operation Service Platform between China and Portuguese-speaking Countries. Later, the delegation visited the Pavilion of China-Portuguese-speaking Countries Commercial and Trade Service Platform and gained a more thorough and all-round understanding of the platform's significance.

Accompanied by Rui Paulo da Silva Martins and Claudia Xu Jian, Vice-Rectors of the University of Macau (UM), the delegation visited



Teresa Mok, Coordinator from the Support Office



Visiting the University of Macau

three state key laboratories including the State Key Laboratory of Quality Research in Chinese Medicine, State Key Laboratory of Analog and Mixed-Signal VLSI, and State Key Laboratory of Internet of Things for Smart City as well as the Centre of Innovation and Entrepreneurship (CIE). The members exchanged ideas with the persons in charge and expressed appreciation for UM's scientific research standards and industrial transformation of achievements, and they are looking forward to the opportunity to cooperate with Macao's scientific institutions.

During this period, Key2Enable and Virtuleap, technology enterprises from Brazil and Portugal respectively, dealt with the formalities for establishing a base at the Macao Trade and Investment Promotion Institute. Key2Enable aims to empower disabled people with better learning quality and living standards through its multifunctional keyboard. Virtuleap engages in the combination of virtual reality (VR) with artificial intelligence (AI) technology to provide assessment and training for the diagnosis and treatment of cognitive illnesses and disorders.

1.2 Participated in Beyond Expo to facilitate excellent Brazilian and Portuguese sci-tech enterprises to settle in Macao and Hengqin.

Under the arrangement of the DSED, the delegation held an exhibition and roadshow at the BEYOND International Science and Technology Innovation Expo.

Ten representatives of the technology enterprises from Brazil and Portugal presented their innovative highlights and future plans at the Pitch Roadshow. Some of the projects with clear market positioning, market value, successful cases and core technology patents received positive reviews from the experts and investors in attendance. The projects were considered mature and technically sound, and they were encouraged to learn more about the industry's needs in Macao and the Greater Bay Area in order to find a good fit.

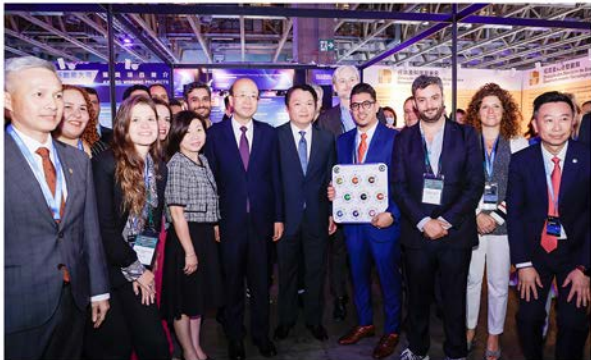
The participating enterprises found the event effective and are confident in expanding

their business in the Chinese market, and they intended to learn more related information during the trip. The “Exhibition of Science and Technology Exchanges and Cooperation between China and Portuguese-speaking Countries” also showcases the DSED’s efforts in promoting the development of sci-tech industries and in advancing science and technology applications, as well as strengthening regional cooperation such as science and technology exchanges between China and Portuguese-speaking countries.

1.3 The stakeholders signed a cooperation agreement to jointly promote exchanges and cooperation between young entrepreneurs from China and PSCs

On the same occasion, in the presence of Tai Kin Ip, director of DSED and Mr Wu Jianfeng, the Chairman of the Board of Directors of Macau Investment and Development

Limited, Mr Lam Ka Wai, the Executive Director of PFM, signed the partnership agreements with incubators from Portugal and Brazil, with Egon Zalmir Barbosa Junior, the Chief Marketing Officer of Fábrica de Startups, and Isabelle Carvalho, the Strategic Director of China-Brazil Innovation Hub respectively. In accordance with the agreements, Macao-Portugal and Macao-Brazil will strengthen the integration of various innovative technologies and business matching resources, including government, institutions, incubation accelerators and start-ups, to support the development of dual innovation. It is also the second time that PFM has joined hands with renowned incubators from Portugal and Brazil to promote youth innovation exchange and cooperation, following the signing of agreements with Portuguese incubator Beta-i and Fábrica de Startups from Brazil in 2018 and 2019 respectively.



The “Exhibition of Science and Technology Exchanges and Cooperation between China and Portuguese-speaking Countries”



Representatives of the technology enterprises presented their projects at the Pitch Roadshow.

In addition, the University of Saint Joseph also signed a MOU with Virtuleap, a Portuguese technology enterprise. Virtuleap was the champion of the “2022 Innovation and Entrepreneurship Competition (Macao) for Technology Enterprises from Brazil and Portugal” organized by the DSED, which engaged in the use of VR combined with AI technology to provide

assessment and training for the diagnosis and treatment of cognitive disorders. In the future, it will collaborate with the Laboratory of Applied Neurosciences of the University of Saint Joseph to develop industry-academia collaboration in applied neuroscience and related fields.



MOU signing between USJ and Virtuleap

2. Went around the Guangdong-Hong Kong-Macao Greater Bay Area to foster innovation and exploring opportunities together

2.1 Visited Hengqin to explore the advantages of the Sino-Luso platform and share opportunities for cooperation and development between Guangdong and Macao.

The delegation first visited the “Hengqin-Macao Youth Entrepreneurship Valley” and had a discussion with António Lei, the Director of the Economic Development Bureau of the Cooperation Zone, Che Weng Keong, the Acting Deputy Director of DSED, Wang Lei, the Director of Zhuhai Science and Technology Innovation Bureau, Zhou Xiao-Shu, President of the Board of Director, of the Center for Science and Technology Exchanges and Cooperation between

China and Portuguese-speaking Countries of Guangdong-Macao In-Depth Cooperation Zone in Hengqin (Zhuhai-Hengqin Center), and Liang Yin, Chief Industry Officer of the Zhuhai Da Heng Qin Development Company Limited.

Wu Qing, Administrative director of the Zhuhai-Hengqin Center introduced the Center as the first national-level international technology exchange and transfer platform deployed by the Ministry of Science and Technology in the Greater Bay Area, providing a full chain of one-stop technology services with a “dual center” model, and constructing an integrated service system of technology platforms between China and Portuguese-speaking countries. It also aims to create a national base for the cultivation of talents for technology transfer and to unite the scientific and technological innovation resources



Visiting the "Hengqin-Macao Youth Entrepreneurship Valley"

of China and Portuguese-speaking countries. Accompanied by Lei Chon Kit, Acting Head of Technology Industry Promotion Division of the DSED, the delegation also visited the Zhuhai-Hengqin Center and the "Traditional Chinese Medicine Science and Technology Industrial Park of Co-operation between Guangdong and Macao".



Visiting Human Resources Service Industrial Park

2.2 Visited to Guangzhou and Zhuhai and had deep discussion with sci-tech agencies and entrepreneurs to know more about the GBA's business climate.

The delegation arrived in Guangzhou the following day and was warmly received by Gong

Hong-Wu, Party Secretary of Guangzhou Municipal Science and Technology Bureau. The delegation participated in a symposium with nearly 20 Guangzhou science and technology innovation enterprises and institutions in Guangzhou (international) Scientific and technological Achievement Transformation Base. The symposium was hosted by Wu Hanrong, Deputy Director General of Guangzhou Municipal Science and Technology Bureau. Tai Kin Ip and Che Weng Keong, the Director and Acting Deputy Director of DSED respectively, attended to the symposium.



Discussing with the Guangzhou Municipal Science and Technology Bureau and the local enterprises in Guangzhou (international) Scientific and technological Achievement Transformation Base. (1)

Liu Xiang, Director of Exchange and Cooperation Department of Guangzhou Municipal Science and Technology Bureau, introduced to the delegation Guangzhou's innovation ecosystem and industrial platform. As part of the event, three Brazilian and Portuguese enterprises presented their projects in the hope of finding business partners in the mainland.



Discussing with the Guangzhou Municipal Science and Technology Bureau and the local enterprises in Guangzhou (International) Scientific and technological Achievement Transformation Base. (2)

In addition, the delegation visited Guangzhou Nansha Development Exhibition Hall, Guangdong Medical Valley Nansha Industry Park, GD, HK & Macao (International) Youth Entrepreneur Hub operated by the HKUST Fok Ying Tung Research Institute, also the famous high-tech enterprises Gree Electric Appliances in Zhuhai.



Visiting Guangzhou (International) Scientific and technological Achievement Transformation Base



Visiting the Guangdong Medical Valley Nansha Industry Park

3. The delegation was considered to achieve remarkable results.

Some of the enterprises in the delegation said the innovation capacity that China possesses was strong and China was leading in global emerging industries; while the Greater Bay Area was gathering top resources from the world, with the rapid development of science and technology and huge market volume. The enterprises were looking forward to developing business in the Greater Bay Area in the future.

Che Weng Keong was pleased to see that the visit had led to a number of achievements such as the establishment of some startups in Macao that were originally from Portuguese-speaking countries, the collaboration with local universities, and the signing of partnerships between the Portuguese and Brazilian Incubators and the MYEIC. It was expected that more enterprises from Portuguese-speaking countries come to China to explore business opportunities in the future after gaining a better understanding of the business environment in Macao and the Greater Bay Area for science and innovation.

Through this delegation activity, government agencies, incubators in Brazil and Portugal, as well as representatives from various companies were able to have in-depth discussions on how to promote Sino-Luso technological cooperation and exchange. We have excerpted the opinions of the Director of the Macao Economic and Technological Development Bureau, Tai Kin Ip, the Director of the Economic Development Bureau of the Cooperation Zone, António Lei, the Portuguese incubator Fábrica de Startups, the Brazilian incubator China-Brazil Innovation Hub, the Chairman of the Greater Bay Area Technology Innovation Service Center, Qin Haiou, and participating science and technology startups Biosolvit, Key2Enable, Virtuleap and Yosen.



The organization of the delegation creates conditions for Brazilian and Portuguese technology enterprises to understand the current situation and opportunities set in Macao, Hengqin and the Greater Bay Area, highlighting the significance of Macao's role as the Sino-Lusophone platform. In addition, it has also initiated opportunities for Brazilian and Portuguese enterprises to meet face-to-face with mainland and international investors in order to foster more exchanges and cooperation. The SAR Government will continue to maintain close ties with tertiary institutions, enterprises and incubators in Portugal and Brazil, further strengthening technology exchanges and cooperation with Portuguese-speaking countries, actively responding to national development strategies, and driving the development of the Greater Bay Area's internationalized technological innovation corridor.

Tai Kin Yip, the Director of the Economic and Technological Development Bureau of the Macao SAR Government)



With the development of Hengqin-Macao integration, the Cooperation Zone will gradually introduce policies to optimize the business environment, so that the economic and trade exchanges between China and Portuguese-speaking countries, in addition to cooperation in science and innovation, are promoted. The Bureau looks forward to more Portuguese-speaking projects settling in the region and welcomes business opportunities and collaboration.

António Lei, the Director of the Economic Development Bureau of the Cooperation Zone



The Portuguese and Brazilian enterprises visited this time have advantages in marine technology, waste treatment technology and extraction technology, and the capital demand is not high. The mainland has strong application scenarios, industrial advantages, population size and capital advantages, and Guangzhou can seize the opportunity to connect with Macao and Portuguese-speaking countries. The point-to-point cooperation of a single project is difficult to achieve a climate, and the future must be oriented toward systematic cooperation. Guangzhou, Macao and Portuguese-speaking countries should combine their respective advantages to carry out equity and capital cooperation in the field of science, industry and technology, so as to overcome a virtuous circle in a certain field, and the project will be implemented in a deep-level cooperation mode, and the effect will be more significant. In the future, Guangzhou, Macao and Portuguese-speaking countries can grasp the spring breeze of the Greater Bay Area, and I believe there is more room for cooperation in the future.

Qin Haiou, the Chairman of the Greater Bay Area Technology Innovation Service Center

Famous Portuguese incubator **Fábrica de Startups**



Back in 2016, we've been here and helping Macao local partners develop Macao Startup Forum. So, this was great for us because it was a moment that we could add value, bring our experience here and also establish a great network with the local partners as well. So, we partner with DESET, with a program that is an interchange of knowledge, but also with program of bringing startups from Portugal to Macao and vice versa[...]. I would say this open gate for the Asian and the China markets through Macao is really important for the whole startups that want to expand their market within technological solutions through Macao to China and GBA and the other markets in Asia.

Famous Brazilian incubator **China-Brazil Innovation Hub**

I believe there's a huge opportunity for health tech companies here in China, especially here in Macao. Actually, we've been partnering with the Macao government and institutions for four to five years now. And we've suggested and selected many startups to apply for competitions, and most of them are from health tech area. This is a good area, and also food tech, agriculture, also e-commerce and logistics are key areas that are suitable for the market, for sure.



Key2enable, a Portuguese tech startup engaged in the development of multi-functional keyboards for people with disabilities, set up a company in Macao during the visit.



Our expectations for the GBA are high because we have hardware, we will try to figure out and to find factories and everything that we need to launch our technology here in Macao. [...] I think it's strategic from the perspective of investment, taxes and language. [...] As far as improvement is concerned, I think what can be added to the bouquet of support that the government, Macao government, is already providing is funding. If there can be matchmaking sessions between startups and venture capitals, local venture capitals of the GBA and even specifically Macao, that would be great. Even angel investors, etc.

Biosolvit, a Brazilian enterprise provides solutions that use discarded biomass to absorb petroleum derivatives on land or in the sea to reduce the risk of contamination; the champion of the Innovation and Entrepreneurship Competition (Macao) for Technology Enterprises from Brazil and Portugal in 2021.



We truly believe that [in Macao] we can connect to the right and potential clients, investors, resellers, and having an operation here. It could be a great opportunity for us to do business with Mainland China and even to Greater Bay Area.[...] Here you have the right environment, the right policies and the right conditions to absorb new technologies like ours. So regarding to Biosolvit, I truly believe that being here will be the next frontier to expand our business all over the world.



Yosen, a Brazilian company, has developed a nanotechnology-based system to enhance the delivery of various medical components and nutrients; the Second Runner-up of the Innovation and Entrepreneurship Competition (Macao) for Technology Enterprises from Brazil and Portugal in 2022.

This is our first-time visiting China, including Macao. This trip has given me a lot of confidence in the potential of the Chinese market. I have established connections with different stakeholders in Mainland China and Macao, including government officials, entrepreneurs, and academic and research institutions, throughout this trip. Macao serves as a good platform for Lusophone companies to enter the Chinese market due to its language advantages. I will work on the connections built during this trip to look for opportunities and hope to come back again next year on another visit and establish a business presence in China.

Virtuleap, a health and education VR start-up from Portugal, the champion of the Innovation and Entrepreneurship Competition (Macao) for Technology Enterprises from Brazil and Portugal in 2022.

Mainland China has always been something that's very mysterious for a foreigner. But what you have in the Bay Area is ultimately these areas like Macao and Hong Kong and so on that allows us to have a soft landing. It allows us to establish a company here, establish operations here where we can actually be able to make partnerships, work with partners like USJ. It allows us to understand in a stepping stone how to work with China before we enter the huge market of mainland China. We're looking right now to hire our first few talent of Chinese employees to lead the Macao office.





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Services of the MYEIC

- Consultancy services such as legal, tax, and accounting
- Co-working Space
- Roadshow promotion/investment matchmaking
- Experience sharing seminars
- Interaction and cooperation between young entrepreneurs in China and Portuguese-speaking countries
- Referring one-stop services for establishing a company
- Guidance by experts and consultants
- Training courses on innovation and entrepreneurship
- Professional Consultancy Services Exchange Program



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