

MEMBER IN THE SPOTLIGHT

This month we spoke to Mr. Gregor Zemp, General Manager of Proventus.com Lda., a consultancy firm specialised in personal consultancy and support services in Portugal for foreigners. We asked him the following questions:

How would you describe your company's activity? Proventus.com Lda. has two main lines of activity.

- Proventus.com consulting: We establish our clients' business in Portugal, e.g. company foundation, establishment of infrastructure (offices and plant), establishment and continuous execution of ongoing administrative tasks (accounting, company and fiscal representation). Due to our extensive local contact network we also assist our clients in setting up the operative part of his business.

- Proventus.com Property: Over the past 7 years of activity in Portugal Proventus piled up an interesting portfolio of real estate in 4 sectors: retail, offices, industrial and residential (for the latter mainly in the top segment). At the same time, the collaboration with local and foreign investment funds gained in the last years intensity in order to identify investment opportunities. Proventus Property has also assisted clients in obtaining building permits for their development land, thus increasing their investment's value manifold.

How many people work at your company? Proventus has 5 full time employees at the office in Lisbon and 1 consultant abroad. In addition, further staff are employed on a project basis to provide our clients with specific know-how and flexible solutions. This basic structure is imbedded in a network of close partnerships with specialists for finance, accounting, tax advisors, lawyers of different core competences.

What is your typical type of client? Proventus.com consulting assists mainly foreign companies which want to set up a business in Portugal or which needs to resolve current issues with an already existing company (mostly a Portuguese subsidiary of a foreign proprietary company), seeking help from an external independent local partner of confidence.

Proventus Property acts as a bridge between local players with investment opportunities on the one hand and foreign investors seeking to diversify and improve the returns of their portfolios via acquisitions in Portugal and the Iberian Peninsula.

How would you describe their main typical problem and the consequences for the business?

Lack of local knowledge of the Portuguese business reality, insufficient language and cultural skills resulting in a strong necessity of professional support to implement and improve business in Portugal. Often, we also find that clients need more information about the Portuguese market and its key players and wish to be introduced to the most interesting investment opportunities.

What was your solution for this problem? Proventus offers a direct hands-on support for the clients being for them a unique interface for their interests in Portugal. Our service is very customer oriented, believing that in a first step we offer the necessary understanding for the client's intentions and the results they want to achieve. In a second step, when we initiate our local activity, our client's aim becomes our benchmark for the common success. We act as a reliable partner of confidence and work very independently in order to allow our clients to concentrate on their core business while we overcome all obstacles in the way to the defined goal.