

RESPONSIBLE *entrepreneurship*

Grupo Bel invests in building a more sustainable world, with a focus on responsible entrepreneurship, diversification through acquisitions, and investing in advanced technologies and cutting-edge research.

Marco Galinha
CEO,
GRUPO BEL



Can you provide an overview of Grupo Bel's range and reach?

Grupo Bel is composed of 50 Portuguese companies that operate in six business areas: industry, logistics, real estate, communication, sustainable solutions, and innovation. Our companies are united by a shared commitment to delivering value, not just profits. We believe in creating capital that truly brings value to society. Our teams are fully dedicated to that mission, which has resulted in exponential growth over the years. We are on track to becoming a EUR-10 billion company in terms of revenue, with almost EUR1 billion in sales currently. Reinvestment has always been a critical characteristic of the group, and we invest 100% of the value we create into building a more sustainable world. Being sustainable is not only about being green or using solar energy. We want to have an impact on the biggest problems of society.

What is your strategy to ensure effective management and a broad focus?

Responsible entrepreneurship lies at the heart of our business. Investment in new business areas has proven to be fundamental for the development and diversification of Grupo Bel, and our conduct across all our activities is guided by sustainable and socially responsible growth. Our acquisition strategy has also played a crucial role in our exponential growth over the years, enabling us to leverage synergies between our companies and strengthen our financial and business operations. We have also professionalized and streamlined our management support departments, making them cross to all our companies in order

to provide specialized services. We also strive to align ourselves with society's needs and keep a close eye on the evolution of the Portuguese economy, positioning our companies in competitive markets and sectors that drive economic growth. Finally, we invest heavily in advanced technologies and cutting-edge research, particularly in the aerospace and automation sectors, which will drive the Portuguese economy in the coming years.

What pillars will ensure the solidity of the companies that make up Grupo Bel?

People are our most valuable asset. We hold true to the values that have always guided us from the beginning: creating value in the company, building for future generations, and creating social wealth. We believe a company cannot stand isolated from its surroundings, and we make sure to regularly participate in social, human, and environmental causes that promote a fairer, more prosperous future. In 2022, we placed ESG values at the center of our governance with the creation of an ESG Commission.

How would you evaluate the prospects and incentives for setting up a business in Portugal?

Portugal is one of the best countries in the world to invest. It enjoys social and political stability, and our history speaks to this stability, with the oldest border in Europe of almost 1,000 years. In terms of social values, Portugal has always been at the forefront. We have a long-standing tradition of respecting different nations and cultures, having had Muslim leaders in our history. We were also among the first countries to abolish slavery. Our

skilled and flexible labor force, combined with financial funds programs such as the PRR and Portugal 2030, make us an attractive destination for private investment. Additionally, we benefit from our prime location in Europe and unique natural resources.

What areas offer significant economic potential for Grupo Bel moving forward?

Innovation is a key driver for Grupo Bel, and we invest heavily in R&D to stimulate innovative solutions that generate new products and services, improve process productivity, and consolidate the technological advantage of our companies over the competition. We are exploring the use of autonomous mobile robots in logistics and hospital disinfection, for example, using AI to find flexible and innovative natural navigation solutions. ✖

BIO

Marco Galinha studied computer engineering at Instituto Superior Técnico in 1996, choosing not to complete his degree in order to establish his first company at the age of 20. In 2007, he joined the Harvard Business School to specialize in marketing and management. Galinha was recognized as Young Entrepreneur of the Year by Região de Leiria in 2011 and Portuguese of Value by Lusopress in 2014 and 2016. In 2015, he also received the AFCEA Medal for "outstanding services." Currently, Galinha holds the positions of Chairman & CEO of Grupo Bel, S.A., which he founded in 2001. In 2021, he was elected chairman of the board of Global Media Group. He was previously also counselor of Conselho Económico e Social (CES), board member of the General Council of Confederação Empresarial de Portugal (CIP), and vice president of Associação Nacional de Jovens Empresários (ANJE).