

1. IDENTIFICATION



Name Francisco Manuel Espingardeiro Banha

Professional Activity Businessman and Company Manager

Date of Birth February 11th 1963

Address Rua da Fonte, 6, Leceia, 2745 Barcarena - Portugal

Nationality Portuguese

Marital Status Married and has one son

Taxpayer nr 155321986

Company Gesbanha - Gestão e Contabilidade, S.A.
Gesventure – Desenvolvimento de Novas Tecnologias, S.A.
GesEntrepreneur – Empreendedorismo Sustentável, Lda
GesEvolution – Desenvolvimento de Indivíduos e Empresas, Lda

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Blog www.franciscobanha.com

2. MAIN QUALIFICATIONS

Expert in Corporate Finance and Corporate Governance for multinational clients, Portuguese economic groups – industrial and financial - Public Institutes and SMEs, especially in their reporting activities to their headquarters or holdings, to Banco de Portugal, to Instituto de Seguros de Portugal, to CMVM, to Budget General Department and to the Audit Office, in the same manner as in the support activities in the accounting, financial and tax system areas.

With deep knowledge in the Venture Capital Industry, both in national and international markets, which has made him recognized as one of the main Portuguese operators in Raising Capital having supported near 20 companies in getting financing of over 35 million euro.

Recognized as one of the most active Portuguese Business Angel, already made 10 investments in start-ups in the areas of IT, educational contents, mountain sports material design, internet, videogames and baking.

With solid experience in the areas of entrepreneurship, financing new businesses and in the association scope related to business angels' activity as seen by the frequent invitations to interact and cooperate with the responsible for several Entrepreneurial Ecosystems like Spain, Cape Verde, Brazil, East Timor, China USA, Turkey, United Kingdom, Chile and Indonesia. Also proving this recognition is the fact of being one of the international experts invited to write a chapter of the new book "State of the Art of Angel Investing - A global perspective on policy and practice" which will be published at world level in the first quarter of 2014, by China Academy of Science in cooperation with Angel Capital Association (ACA) from the USA.

Member of the expert panel in the project Global Entrepreneurship Monitor – GEM Portugal 2008, 2010, 2011, 2012 and 2013 being responsible for implementing the entrepreneurship teaching method learning by doing in an universe of near 300 Portuguese high schools in which, from 2006 to 2013, there were involved 1648 teachers and 35830 students.

3. SCHOLARITY

Master's degree in Management by in Universidade Técnica de Lisboa - approved unanimously with the work: "**O Impacto da Fiscalidade no Sector de Capital de Risco**" [The Impact of Taxes in the Venture Capital Sector], June 1997

Master's degree in Business Administration - MBA from ISEG - Instituto Superior de Economia e Gestão from Universidade Técnica de Lisboa. Finished in June 1995 with the final classification of 16 (maximum is 20).

Attendance of 3rd year of Management in Instituto Superior Ciências Trabalho e da Empresa (ISCTE). (1988)

Graduated in Business Organization and Management with the final classification of 14,3 in Instituto Superior de Novas Profissões. (1987)

4. PROFESSIONAL QUALIFICATIONS

Certified Accountant registered in the General Department of Contributions and Taxes since august 13th 1986.

Trainer accredited by INOFOR since 1997.

Advisory Board Charter Capital-IT (Paris). (www.capital-it.com)

5. PROFESSIONAL ACTIVITY

President of the Board of Gesbanha - Gestão e Contabilidade, S.A. since December de 2002.

Founder and General Director of Gesbanha – Gestão e Contabilidade, S.A. since 1986.

- Founder and President of the Board of Gesventure – Desenvolvimento de Novas Tecnologias, S.A. since 1999;
- Founder and Executive Manager of Gesentrepreneur - Empreendedorismo Sustentável, Lda, since 2006;
- Founder and Executive Manager of GesEvolution – Desenvolvimento de Indivíduos e Empresas, Lda, since 2009;

- Founder and President of Business Angels Club – Associação Portuguesa de Investidores em Start-Ups, first Portuguese Business Angels Club founded in 1999;
- Founder and President of FNABA – Federação Nacional de Associações de Business Angels (National Federation of Business Angels Associations);
- Since 2002 Board Member of EBAN - European Business Angels Network

Since 2010, Board member of EBAN's Institute
- Since 2009, Board Member of WBAA - World Business Angels Association
- Consultant in Venture Capital, Corporate Finance, Entrepreneurship, Business Strategy, Information Technology, Knowledge Capital, Internet, Agrobusiness, Accounting and Tax System.
- Business Angel
- President of the General Assembly of Biotrend, S.A.
- President of the General Assembly of Bioalvo, S.A.
- President of the General Assembly of Critical Ventures, S.A.
- Founder and former Administrator of ZONADVANCED (112 Video)
- Founder and former Administrator of Fórmula Inovadora (ORTIK)
- Founder of Key4Kids (Key4English)
- Founder and President of Lisbon Angels, S.A.
- Founder and Administrator of Blue Early Investments, S.A.
- Business Partner and Manager of Sociedade Panificadora Estrela de S. Cristóvão

Advisor/Consultant, since 1986, in the administrative, accounting, fiscal, economic and financial of a set of companies, national and multinational, from which I evidence:

AICEP Capital Global; SAER, SA; CPR - Companhia Portuguesa de Rating, SODIA – Fábrica de Automóveis, SA, SOSET - Soc. Desenvolvimento Regional Setúbal, S.A.; Watson Wyatt Limited; Motorola Portugal; Enatur; Grupo Pestana Pousadas; Hospital Santa Maria, IMOPPI/INCI, BANCO BIC PORTUGUÊS Nokia; Fernave, S.A.; Reuters; IBM Global Services; Price Waterhouse Coopers; Logitech; Johnson Controls; Johnson Wax; Danone; Lego; Gedas; Sodia; F. Turismo Imobiliária; DCSI; EGF; SPE; Pinheiro de Melo & Salgado; Post Expresso; Cesce; Alliance Unichem; Multiópticas; Reuteurs; Compaq; Agfa; Du Pont; Kellogs.

In the time frame between January 1985 and September 1986 was a bookkeeper in the company Mouralina - Prestação de Serviços de Contabilidade, Lda, being responsible for the accounting of some companies that were clients of the company.

In the time period between September 1981 to December 1984, was a bookkeeper in the company Valentim de Carvalho C.L., being throughout that time assistant of the General Coordinator of the production sector.

6. ACADEMIC ACTIVITY

Higher Education Teaching

Invited Assistant Professor of Instituto Superior de Economia e Gestão da Universidade Técnica de Lisboa in the school years of 2008/2009, 2009/2010 and 2010/2011, 2011/1012 and 2012/2013 teaching the class of Entrepreneurship of the MBA (Master in Business and Administration).

Invited assistant professor in Instituto Superior de Gestão in the school years of 2011/2012 and 2012/2013 in the Mester's Degree of Internationalization Strategy and Entrepreneurship.

Invited Assistant Professor in Universidade Moderna in the school year 2007/2008 teaching the class of Entrepreneurship in the Course of Business Organization and Management.

Invited Assistant Professor in Universidade Moderna in the school years 2003/2007, teaching the classes of **Marketing I**, **Consumer Behaviour** e **Practical Management** in the Course Business Organization and Management.

Invited Assistant Professor in Universidade Moderna in the school years 1997/2003, teaching classes of **Price Strategy**; **Strategic Management**, **Business Economy** and **Marketing II** in the Course of Business Organization and Management.

Assistant of the Professor PhD Jorge Vasconcellos e Sá to teach professorial Jean Monnet in the school years of 1997/99 in Universidade Moderna.

Assistant Professor in ISMAG - Instituto Superior Matemática e Gestão in the school year of 1997/1998, teaching the class of **Accounting Revision**, to the 3rd year of the course of Accounting and Administration

Between 1987 and 1991 was a teacher in the classes of **Commercial Management** and **General Accounting** in the 2nd year of the course of Business Organization and Management in Instituto Superior de Novas Profissões.

In the school years of 1990/91 and 1991/92 taught the class of **Budgetary and Financial Management** of the 4th year of Tourism Management in Instituto Superior de Novas Profissões.

In the school year of 1990/91 was responsible for teaching the class of **General Accounting** to the 1st year of the course in Instituto de Gestão Imobiliária.

Other Teaching

Accreditation by I.E.P.F. as Professional Trainer.

Taught several courses of professional training in the areas of Management and Accounting since the year 1993, namely through IEFP.

Teacher in the real work context.

7. LANGUAGE KNOWLEDGE

French good in speech and reading and reasonable in writing.

Spanish reasonable in speech and reading and reasonable in writing.

English good in talking, reading and writing.

8. OTHER INFORMATION

Professional Formation

During the last years I attended several courses and workshops of professional formation from which I evidence:

COURSE

Angel Investing – An Overview
Angel Investing - Portfolio Strategy
Early Exits
Education the next Wave of Entrepreneurs
Private Equity and Leverage Financing
Venture Capital and Mergers & Acquisitions
Winter University – Business Angels EU
EBAN Congress – Business Angels EU
ACA Congress – Business Angels USA
Awareness to Quality
Accounting
Quality Improvement
Serving Customers
Computer Science
Awareness to Quality II
Transfer Prices
International Norms of Accounting
Electronic Billing
Project Financing
Seminars by Prof. Gary Hamel and by the “Guru” Tom Peters
Venture Capital and Private Equity
Project Evaluation
Mergers and Acquisitions
Process of Company Recovery
Off - Shores
Company Evaluation
Practical Management

TEACHING ENTITY

Angel Resource Institute
Angel Capital Education Foundation
Angel Resource Institute
World Economic Forum
DCGardner Training in Finance
Cap Corp 2007/8/9/10/11/12/13
EBAN – 2007/8/9/10/11/12/13
EBAN – 2007/8/9/10/11/12/13
ACA EUA – 2007/8/9/10/11/12/13
EQ - Engenharia e Qualidade, Lda
Ecociência, Lda
Acetato - Formação, Lda
Acetato - Formação,Lda
Ecociência, Lda
EQ - Engenharia e Qualidade, Lda
Price Waterhouse Coopers
Price Waterhouse Coopers
Price Waterhouse Coopers
MGI Portugal
Capital-IT (França) e CapCorp (Lisboa)
Ordem dos Engenheiros
Assoc.Industrial Portuguesa
Confederação do Comércio
Assoc. Comercial de Lisboa
Vasconcellos e Sá Consultores
Universidade Lusíada

Project Management in Organizations A.P.E.G.E.P.
Management, Taxes and Evaluation in the APAE/APM
Construction Sector

Social Information

President of FNABA – Federação Nacional de Associações de Business Angels -
2007/2013

President of the Business Angels Club – Associação Portuguesa de Investidores em Start-
ups 2000/2013

Vice-President of the Forum to Competitiveness – 2007/8

Member of the Consulting Board of the Forum to Competitiveness – 2008/2013

Board Member of EBAN - European Business Angels Network – 2008/2013

Founder and Board Member of WBAA - World Business Angels Association – 2009/2013

Member of the Consulting Board of CIP – Confederação Empresarial Portuguesa –
2011/2013

Member of the experts panel in the project “Global Entrepreneurship Monitor” – GEM
Portugal 2008, 2010, 2011, 2012 and 2013.

President of the Tax Council of APCRI – Associação Portuguesa de Capital de Risco
2010/13

Member of the jury of the contest PoliEmpreenda promoted by the Polytechnic Institutes
from Portugal in 2007/8/9/10/11/12/13.

Member of the jury, from 2003 to 2007, of the Contest of Business Plans from
Entrepreneurship Post-Graduate Courses from INDEG-ISCTE.

Chairman of the International Conference Portugal-Brazil organized in 2003 by the
magazine Portugal-Brasil.

Director of AMBA - Associação dos Antigos Alunos do MBA from ISEG – 2004/2010

Member of APM - Associação Portuguesa de Management since 1987.

Member of APOTEC - Associação Portuguesa dos Técnicos de Contas since 1987.

Member of the Order of Economists – since 2011

Member of the General Council of APECA - Associação Empresas de Contabilidade e Administração (1996 - 2002)

President of the Tax Council of ANJE since April 2003 and February 2004

President of the Tax Council of Atlético Clube de Porto Salvo. (1995 - 1999)

First Secretary of the General Assembly of the Atlético Clube de Porto-Salvo. (1990 - 1995)

Personal and Professional References

Anthony Clarke	President of EBAN
John May	President of ACA (USA)
Fernando Prieto	President of ALIA - Assoc. BA ALATINA
Dominique Fache	President of Sophia Antipolis Foundation
António Botelho	President of Gávea Angels (Brazil)
António Moreira	President of BA Assoc. Cape Verde
Virgilio Sinith	Education Vice-Minister of East Timor
Professor Eduardo Catroga	Former Finance Ministry
Claude Rameau	Former dean of INSEAD and Pres. France Angels
Alberto Colomer	Board Member EBAN and Pres. ESBAN
Christophe Chausson	President of Chausson Finance
Robert Gilli	President of Alta Partners (Spain)
Eng. Faria de Oliveira	President of National Banks Association
Chris Curtis	CG International
Samy Kopit	Director of BNDES (brazil)
Dr. Luís Palha da Silva	Vice-President of GALP
António Saraiva	President of CIP - Confederação Empresarial Port.
Eng. Mira Amaral	Former mister of industry and president of BIC

Dr. Vítor Del Negro	Former administrator of SPE, Enatur, Sodina, IPE
Dr. Albino Freire	Former administrator of Hospital Sta Maria and APCRI
Dra. Elsa Santos	Executive Director of Treasury
Prof. Doutor. Jorge Vasconcellos e Sá	University Teacher
Dr. Norberto Pilar	Former President of TAP, S.A.
Dr. José Roquette	Administrator of Grupo Pestana Pousadas
Dr. Santos Fernandes	Official Corrector of Accounts
Prof. Doutor João Carvalho das Neves	University Teacher
Dr. Francisco Soares	Former Assistant of the Republic President Jorge Sampaio
Dr. Nasser Sattar	Partner Price Waterhouse Coopers
Prof. Jack Lang	Business Angel and Prof. at Cambridge University (UK)
Prof. Mannie Liu	Business Angel and teacher at Renmin University (China)
Dean Osires Silva	Founder of EMBRAER
Ernesto Weber	Former President of Petrobás and former president of Gávea Angels

Published Articles

Regular Publishing, since 1995, of opinion articles in Diário Económico, Jornal de Negócios, Semanário Económico, Vida Económica, Jornal de Notícias, Prémio, Ideias & Negócios and Exame.

Occasional presence, besides the press mentioned above, in Expresso, Jornal Empresarial, Tribuna das Autarquias, Eurocontas, APECA, Valor, Fortunas & Negócios, PME Negócios, Portugal Brasil, África Hoje, Negócios & Franchising, Público, Vox Populi, Jornal do Imobiliário, Guia do Empresário, Jornal Empreendedor.

Regular Publishing of articles in the websites of Gesbanha.pt and Gesventure.pt

Editor of the Blog: www.franciscobanha.com

Books

Author of the book **Capital de Risco - Os Tempos Estão a Mudar** [Venture Capital - Times are Changing], Editora Bertrand, 2000.

Author of the book **Capital de Risco – O Impacto da Fiscalidade** [Venture Capital - The Impact of Taxes], Vida Económica, 1998.

Collaboration in the book of Prof. PhD Vasconcellos e Sá, **Ventos de Mudança**, Bertrand, 1998.

Television

Resident Commentator in the channel Económico TV since its creation.

Seminars and Conferences as a Speaker

Participation in over 200 seminars and conferences organized by: ISCTE/INDEG, Gesventure, Câmara de Agricultura Lusófona, ACIF, European Commission, Associação Portuguesa de Mulheres Empresariais, Revista Portugal Brasil, Associação Empresarial da Região de Castelo Branco, Academia dos Empreendedores, Escola Superior de Gestão, Revista África Hoje, FSI, Central Business, Inter - American Forum, Confederação Nacional dos Jovens Agricultores de Portugal, Education Ministry, Associação Portuguesa Para a Qualidade, ADR and DV, Associação Nacional de Jovens Empresários, AIESEC, Capital-IT, Associação dos Industriais da Construção de Edifícios, Centro Atlântico, Expobyte Penton, Internet World Portugal, Expo Jovem Agricultor do Distrito de Leiria, Universidade Lusófona de Humanidades e Tecnologias, Faculdade de Engenharia da Universidade do Porto, NPF, Associação Portuguesa dos Gestores e Técnicos dos Recursos Humanos, Grupo Editorial Peixoto de Sousa, Overgest ISCTE, Associação Industrial e Comercial de Coimbra, European Association of Craft, Small and Medium Sized Enterprises, Universidade de Coimbra, Canal de Notícias de Lisboa, Olé Paelhas, Júnior Empresa da Faculdade de Economia da UNL, Salão PME, Universidade Nova, Fundação para a Divulgação das Tecnologias de Informação, Associação dos Industriais da Construção de Edifícios, Escola Superior de Tecnologia, Casa Pia de Lisboa, Faculdade de Ciências de Lisboa, Associação Portuguesa de Avaliações de Engenharia, Instituto Superior de Economia e Gestão, GTIE Consultores, Instituto Superior de Gestão, Faculdade de Economia de Lisboa, Universidade Católica, Azores University and Madeira University.

Speaker in the American Congress of Business Angels in April 2013 in San Francisco;

European BA Congress in Vienna in May 2013, Winter University made in Moscow in October 2013, Asian BA Congress in Mumbai in November 2013.

Speaker in the International BA Congress in Cape Verde in October 2012, International BA Congress in Rio de Janeiro in November 2012; Winter University made in Istanbul in December 2012;

Participation in Social Programs

Tutor of a set of Portuguese students in the scope of the Community Program "Europreneurs", 1998;

Responsible for the Program of Social Reintegration via Entrepreneurship made in 5 Portuguese prisons in the year 2008.

Prizes and Honorable Mentions

Honourable Mention in the category "Business and Personal Philosophy" in the National Final of the Contest *Worldcom Young Business Achiever 98*.

Honourable Mention given in December 2009 by APCRI - Associação Portuguesa de Capital de Risco for the work made in favour of the venture capital activity in Portugal.

Medal of Entrepreneurial Merit given in September 29th 2011 by Penela Municipality.