

PART OF FX2 GROUP

Your first wings took you here.
Second Wings takes you higher.

A Business Growth & Internationalization Firm



www.2ndwings.com | info@2ndwings.com | Porto • Brussels • Lahore • Hanoi • Phuket

THE PROBLEM

Going out or coming in, the gap is the same

Second Wings works in both directions - and in both, the same gap derails good companies: local knowledge and execution.



13%

of EU SMEs do business in markets beyond the EU - most never make the leap.

European Commission



75%

of companies entering a new market fall short of expectations - usually from weak local research.

Market-entry research

"The necessary knowledge and skills are often not sufficiently available in many SMEs, refraining them to reach out to foreign markets, either within or outside the EU."

Interreg Europe - Policy Learning Platform on SME Competitiveness (2021)

That's where Second Wings comes in.



One firm to plan the move and execute every part of it - company structure, market, funding, legal, talent and visas - so ambition doesn't get lost in translation.



Plan the move

A clear internationalization plan, tailored to your business.



Execute every part

One team activating each area as your project needs it.



Land with confidence

A running European operation - not just a permit.

WHO WE ARE

The firm that turns ambition into a European operation

Second Wings supports business owners who want to establish, grow and access the European market from Portugal. We combine on-the-ground execution, an international expert network and the investment reach of the FX2 Group - so founders land with a plan, not just a permit.

Second Wings is part of the FX2 Group and delivers its services through Pratos Alquimicos, Lda. and VA & RP, Lda.

30+

projects we're currently working with

6

countries with offices and partners

10

service areas, activated as you need them

4

chambers of commerce with signed MoUs

The people behind the move



Fernando Fraga
Founder & CEO



Beatriz Couto
COO



Diogo Bhovan
Innovation & Entrepreneurship Expert



Inês Petiz
Business Growth Expert



Marta Gonçalves
Comms & Media Expert



Tiago Cardoso
CPLP Market Expert



André Borges
Scale Up & Tech Expert



Tomás Caeiro
New Business Expert

The people behind the move



Filipe Cordeiro
New Business Expert



Kamran Khan
Pakistan Office CEO



Saquib Majeed
Special Projects Director



Tran Tin Lan
Vietnam Office CEO



Lan Huong
Director



José Pedro Vieira
Vietnam / Portugal Executive Board



Nhung Dang
Vietnam / Portugal Executive Board



...and many more
A wider network of experts, partners and country teams.

OUR TRACK RECORD

Built by operators, not intermediaries

In their previous roles, our team helped strengthen Portugal's business fabric from the inside - and held the positions that shaped it.

BY THE NUMBERS

63,000+

entrepreneurs & small businesses helped to structure their ideas

6,900+

business plans built hand-in-hand with founders

€400M+

in yearly revenue from the businesses supported (~0.2% of GDP)

ROLES & MILESTONES



Our CEO is a former Head of Growth & Acceleration at Startup Portugal, the national entrepreneurship body.



and a former Director of Innovation at Portugal's largest entrepreneurship competition - and the second largest in the world.



He relaunched Portugal's National Incubator Network, together with IAPMEI.



Our team serve as jury members for public entrepreneurship and innovation programmes, including IAPMEI's.



Founders and leaders from across the economy - including the FX2 Group and Iberipak.

Figures estimated from the published results of national entrepreneurship programmes our team led, pro-rated to their period of direct involvement (about 6 years).

PART OF SOMETHING BIGGER

Backed by the FX2 Group



Second Wings is the international arm of the FX2 Group - a family office and business group that invests its own capital and represents a curated network of international investors, across ventures of every size.

The consulting-to-investment funnel

Second Wings helps founders establish and grow. **FX2 Group** then invests alongside those who are ready to scale. Several FX2 co-investors are former Second Wings clients who, once established, chose to invest in Portugal too.

Investment spectrum



Early-stage ventures

Proprietary capital and partner funds



Growth & scale-ups

Alongside a network of international investors



Large-scale projects

Major ventures across priority sectors

On the ground in six countries



Portugal - Porto

Global HQ

Av. Fernao de Magalhaes 613



Portugal - Loureiro

Business hub

AAE de UI, partner Adritem



Belgium - Brussels

EU affairs

Finnova Foundation, Ave. des Arts



Pakistan - Lahore

Country office

28 CCA DHA Phase 6

On the ground in six countries



Vietnam - Hanoi

Country office

Kien Hung Urban Area



Thailand - Phuket

In deployment

New market entry



Lebanon

In deployment

MoU signed



Talk to us

info@2ndwings.com

www.2ndwings.com

One partner, every step of the move

We activate only the areas each business needs - from a single service to a full internationalization plan.



Business model adaptation



Market access & clients



Company setup in Portugal



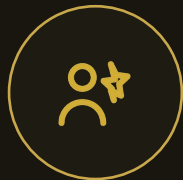
Funding & grant applications



Legal & regulatory compliance



Media & communications



Talent recruitment



Visas & residency for partners



Soft landing & advisory



Access to capital & investment



SERVICE 01

Business model adaptation

WHAT WE DO

What works at home rarely works, unchanged, in Europe.



Reposition products, pricing and value chain for the European market



Adapt the business plan to Portuguese and EU standards



Backed by our proprietary method from ~30 real internationalization cases



SERVICE 02

Market access & finding clients

WHAT WE DO

A landing plan is worth nothing without a first customer.



Identify buyers, distributors and strategic partners



Warm introductions through our institutional and chamber network



Go-to-market support across Portugal and the EU



SERVICE 03

Company setup in Portugal

WHAT WE DO

The legal shell, done right the first time.



Incorporation of the Portuguese company and tax registration



Banking, NIF/NIPC and administrative setup



Ongoing services post-establishment via VA & RP, Lda.



SERVICE 04

Funding & grant applications

WHAT WE DO

Public and private money that most founders never find.



Mapping of eligible national and EU funding lines



Full application drafting and submission (e.g. PRR, PEPAC/LEADER, Startup Portugal)



IAPMEI-recognised project merit as an anchor



SERVICE 05

Legal & regulatory compliance

WHAT WE DO

Know the rules before they know you.



Identify the licences, norms and certifications your sector requires



Immigration and corporate law through our partner lawyer



Sector examples: medical equipment certification, timber import-export



SERVICE 06

Media & communications

WHAT WE DO

Arriving unknown is a competitive disadvantage.



Brand, positioning and institutional messaging for the new market



Press, PR and LinkedIn presence in Portugal and the EU



Content and thought-leadership to build local credibility



SERVICE 07

Talent recruitment & hiring

WHAT WE DO

A company is only as strong as its first local hires.



Define the roles the operation needs from day one



Source and screen local talent and management



Onboarding and HR guidance for a foreign employer



SERVICE 08

Visas & residency for the partners

WHAT WE DO

The people behind the business need to be here too.



Startup Visa and D-type routes designed for business owners



Family reunification and residency for founders and their families



A natural upside on top of the business - handled by specialists



SERVICE 09

Soft landing & advisory

WHAT WE DO

A guided landing for companies already up and running.



Soft-landing support: office, operations and local setup from day one



Ongoing strategic advisory as you scale into the European market



Access to incubation and acceleration partners whenever they add value



SERVICE 10

Access to capital & investment

WHAT WE DO

When you are ready to scale, the investor is already in the room.



Introduction to the FX2 Group investment ecosystem



Matchmaking with co-investors and the funds we represent



A clear path from early-stage backing to large-scale projects

Proof that the model works



30+

projects we're currently working with
across our markets



6

countries with offices and partners, across
Europe, Asia and the Middle East



4

MoUs signed with international chambers
of commerce

Selected presence: EU-Pakistan Business Forum · Web Summit Qatar · Islamabad Business Forum · Synergy Porto incubation programme. Client selection follows an 8-step due-diligence process.

IN MOTION RIGHT NOW

A snapshot of projects under way

A few of the businesses we're currently helping cross borders - anonymized, shown by shape and ambition.



Medical equipment - into manufacturing

An Asian medical-equipment group moving up its value chain: opening a plant in Portugal to produce and certify its own devices for the European market.



Timber trade - into Europe

A large South-Asian timber import-export business building its European operation, distribution and compliance base from Portugal.



Fleet-management technology

A technology venture developing a vehicle fleet-management platform and entering the European market through Portugal.



Sustainability in healthcare

A health-tech venture improving sustainability in dental clinics, establishing its European base in Portugal.

Talked about across Europe and Asia



FX2 Group holds 50+ meetings at Web Summit Qatar, strengthening the Europe-Asia investment corridor

[View report →](#)



Second Wings and Iberipak announce their first joint business networking event in Pakistan

[View report →](#)



Second Wings and Samie Law Firm launch a partnership to support Portuguese and US entrepreneurs

[View report →](#)



Second Wings leads a business mission to Pakistan and hosts an international seminar in Lahore

[View report →](#)



International companies gain easier access to EU funding through the Second Wings-Finnova partnership

[View report →](#)

Each announcement was distributed internationally - open the report for the full list of outlets that published it.

Two ways to begin

Take a single service when you know exactly what you need - or start with a session that maps the whole journey and switches each area on as it becomes relevant.



A

Support in a specific area

You already know the gap. We plug in a single service - funding, legal, hiring, visas or any other - and deliver it, standalone. Fast, focused, no long-term commitment.



RECOMMENDED

B

Full internationalization plan

We start with an initial session, build your internationalization plan end to end, and activate each area as your project needs it - business model, market, funding, legal, talent, visas and beyond.

PART OF FX2 GROUP

Let's talk?

Tell us where you want to grow. We'll build the plan to get you there.



info@2ndwings.com



www.2ndwings.com



Porto · Brussels · Lahore · Hanoi