



G E S B A N H A

Institutional Presentation



Vision & Mission

Our Vision

To be a constant reference in the implementation of best practices of Corporate Governance in our clients, thus contributing to a sustained economic growth of Portugal.

Our Mission

To Process and interpret business information that allows our clients to sustain a suitable decision making in their ongoing adaptation process to the changes in the competition environment in which they are established.

the big picture

The “Knowledge Era” and the globalized world have a great impact in business, leading to new organization formats, faster decision taking procedures, more effective competitors, more informed and demanding clients and tighter profits.

Facing this new organizational scene, we understand why the outsourcing phenomenon is growing fast in all markets. The functional disaggregation through the transfer of value generating activities to suppliers that show better performing conditions, allows the organization to reach greater efficiency, lower costs, know how learning and the management focus in the core business.

This is the context where **Gesbanha** performs, supporting everyday its clients in the decision taking process while keeping an high level of integration between Front Office and Back Office. All this in respect of high ethic standards and corporate governance practices.

accounting outsourcing

The transfer of the accounting function to an external entity with execution capacity, sustained in critical vectors such as Client Focus, adequate support structure, IT systems and permanent improvement guidelines, allows our clients to access technical outsourcing with obvious competitive advantages, in a similar way of what is usually performed in IT or legal services.

The outsourcing also allows a level of independency and transparency regarding the veracity of the information generated due to the external staff being not only committed to high professional standards but also to deontological obligations imposed by the Portuguese Chamber of Chartered Accountants.

We can therefore guarantee the implementation of an adequate Internal Monitoring System, based in the following terms:

- (i) Complete and trustable accounting and financial data treatment in what concerns to registration, conservation and availability;
- (ii) Accurate and on time reporting to legal authorities and institutions;
- (iii) Reliable information to management, with the purpose of presenting an accurate perspective of the business and its financial results.

performing vectors

Gesbanha's executive capacity is based in the following vectors:

CLIENT FOCUS

- Performed by each client dedicated team.
- Operational reporting that guarantees a measured, immediate and controlled response to all issues that influence the information treatment.

SUPPORT STRUCTURE

- Each worker has access to resources, methodologies, knowledge and practices developed by other working groups while working to different clients.

TECHNOLOGY & SYSTEMS

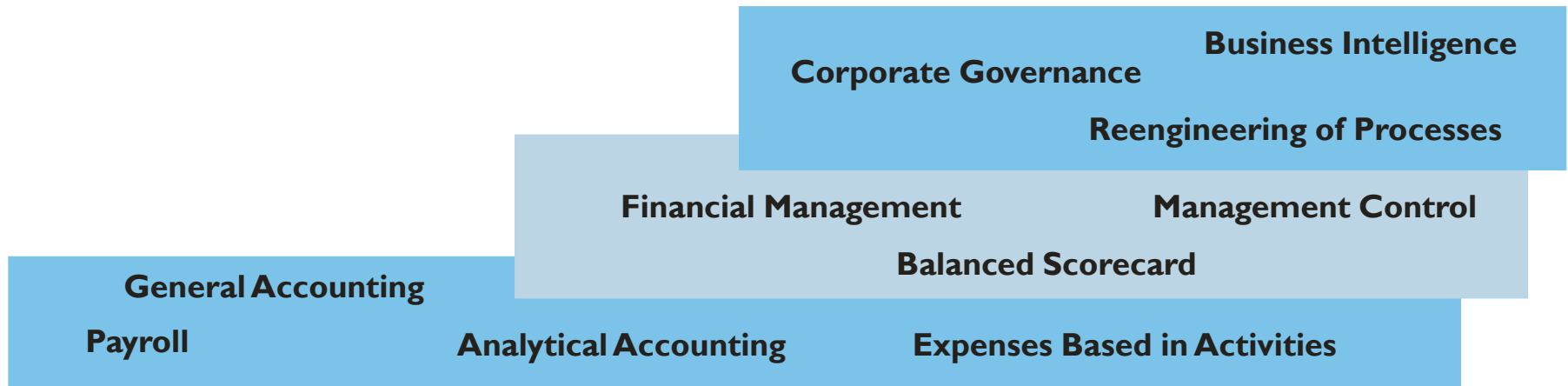
- Software ERPs : SAP, Baan, AS400, Oracle, Primavera, Infologia, Gestexper, PHC, Prológica, Eticadata, Cap Gemini.

PERMANENT IMPROVEMENT

- Permanent design and management of new processes to be incorporated in day to day practices.

services

With clients from both public and private sector, we render services from the most common activities related to accounting to the more complex ones demanded by an increasing number of clients that recognize in us the value of extracting the most useful information to the decision making.



what sets us apart



A new vision of accounting

CURRENT		VISIONARY
Expertise	vs.	Value
Control	vs.	Empowerment
Historical	vs.	Anticipation
Periodical	vs.	Ongoing
Physical Assets	vs.	Knowledge

competences

Multidisciplinary professionals attentive to the most demanding conditions of each client and available to, with them, answer to the demand of new solutions which allow to an ongoing adaptation to the market and to all the surrounding community;

Knowledge in ERP software: Sap, Baan , AS400, Oracle, Primavera, Infologia , Prológica , Gestexper and personalized software developed internally in Web environment;

Experience accumulated with demanding multinational clients, Portuguese economic groups, small and medium enterprises, which require regular reporting to their headquarters or holdings, to the Bank of Portugal, to the insurance institute of Portugal and to CMVM, demanding competences not only at the level of the Portuguese national chart of accounts but also in IAS, FASB, IFRS, NIC e US GAAP.

background

Gesbanha was created in October 1986 by Francisco Banha as a company to render accounting services. Along the way, besides accounting, competences were acquired in complementary areas and that are today the core business of the company, namely, the compliance of corporate governance rules through the implementation of a suitable philosophy of Business Process Outsourcing.

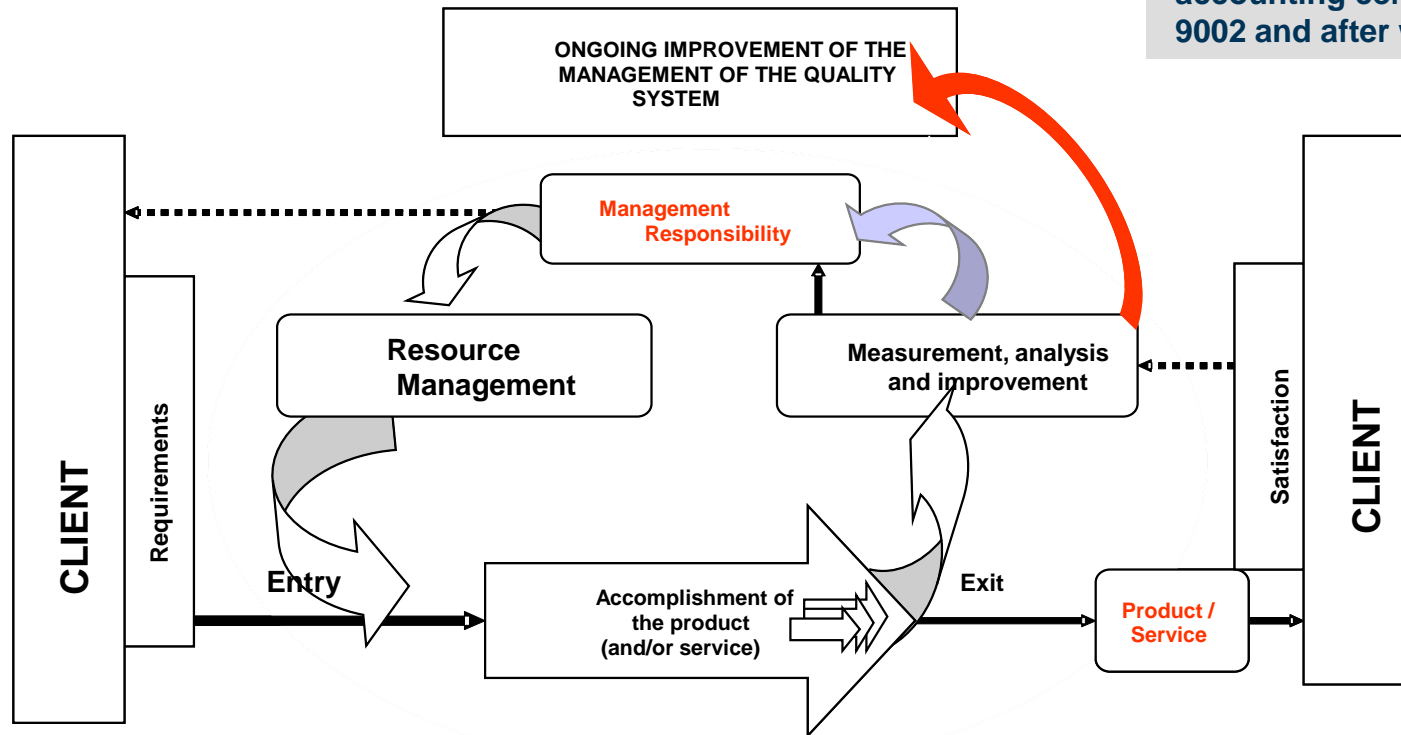
From a small initial team, the Grupo Gesbanha grew to 36 collaborators that represent a turnover of 2 million Euros.

One of the most significant steps in this success story was obtaining, in 1998, the Quality Standards, fact the placed Gesbanha a step ahead of all the other market players and allowed it to answer the needs felt then by multinational companies.

After 30 years, Gesbanha renews its image, preparing itself to a new growth period, in a moment when the other companies of the group consolidate their success and thus perpetuate their entrepreneurial impetus showed since the early days by the founder of this economic group.

quality system

The first Portuguese company of management and accounting certified with ISO 9002 and after with ISO 9001.



companies of the group



Gesventure - Desenvolvimento de Novas Tecnologias, S.A.

www.gesventure.pt

Gesventure was set up in 1999 as the first catalyst of venture capital in the Portuguese market. It dedicates itself since then to raising capital, mergers and acquisitions and incubating companies, having already raised over 27 million Euros, has as main partners Chausson Finance (French operator in private investment with over €650 million raised). Gesventure's activity is recognized by the public in pioneering in entrepreneurship and venture capital, namely through the international events it yearly organizes.

companies of the group



GesEntrepreneur - Empreendedorismo Sustentável, Lda.

www.gesentrepreneur.com

GesEntrepreneur was originated in a partnership with CGInternational, organization specialized in training programmes in entrepreneurship. The used methodology – learning by doing – has revealed itself successful all over the world and in particular in Portugal, where already influenced over 90.000 individuals through its several initiatives, namely the training in all the education, an entrepreneurship programme to the integration of inmates (PERSR - DGSP), training programmes dedicated to professional and other programmes to the training of trainers in entrepreneurship.

companies of the group



GesEvolution – Desenvolvimento de Indivíduos e Empresas, Lda.

www.gesevolution.com (*website under construction*)

GesEvolution results in the combination of different competences of the group, gathering in one business project, the action capacity at the level of accounting and information of management, support to financing of innovating businesses and training in entrepreneurship.

This recently created company with headquarters in the business Mini-Habitat of Penela (Coimbra) aims to, mainly, reach to new markets acting at local level and offering complementary and integrated competences in an unique offer, ideal both for young entrepreneurs and to companies that need support services to the specialized management.

about Francisco Banha, group leader

Francisco Banha is an unquestionable reference in the Portuguese entrepreneurial environment. Besides being an entrepreneur through its first project – Gesbanha, company dedicated to services in the accounting and management areas – Francisco Banha continued investing in innovative projects with the support of his dedicated Team of Professionals or in partnership with international entities of reference in the respective areas of action.



Francisco Banha

His distinction in the Portuguese business environment rises, however, strongly associated to his dynamic image in entrepreneurship and, in particular, in venture capital. Since mid 1990s that Francisco Banha takes part in conferences, trainings, entrepreneurship contests, among other initiatives, to increasingly incite the youth to create and make real their business plans.

With an evidenced academic formation and two books published, Francisco Banha continues to influence many Portuguese young people and supports them in raising capital to their projects, in the same manner as dynamizing the market so that others make it like him so it's increasingly easier to an entrepreneur put his ideas and capacities into practice.

contacts



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**“we believe that the future is something
we create and not something that
happens by chance”**

in Lead the Revolution, by Gary Hamel