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Client Contact

Henrique Burnay, Co-founder
and Senior Partner

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Key Specialisms

- ☑ Aerospace & Defence
- ☑ Banking, Insurance and Financial Services
- ☑ Construction
- ☑ Digital Services & Technology Hardware
- ☑ Energy
- ☑ EU Funding

Brussels Office Since

📅 2009

Number of Public Affairs Consultants

👥 6

Key Clients

Energy, Banking, Health, Heavy industry, Paper industry, regional and local authorities.

About Eupportunity**Firm Description**

We are a versatile and multidisciplinary 9-people team with extensive experience in Brussels, composed of former

European Parliament, Commission and Council advisers; C-level staff of EU Associations/ Agencies; Representatives of public sector, both at Government and local levels; and private sector, e.g. law firms, business consultancies and corporate communications. We define tailor-made strategies for our clients, which are boosted by an exhaustive and internally developed monitoring system

of all EU-related initiatives. And above all we make sure your interests are presented having in regard EU's policies and priorities.

Ownership Structure

Independent firm co-founded and owned by former MEP, Luís Queiró, and Journalist and Political Adviser, Henrique Burnay.

International Structure

The partnerships built throughout these 11 years are our most valuable asset and one that we nurture on a daily basis. We would highlight the ones with the Portuguese Catholic University, Kent University, Porto Business School, Nextlaw, Portugal Network, and the on-going participation in international EU projects: ALBTTS and DRIVES (Erasmus+) and Bundle-Up (Horizon 2020). Furthermore, we are founding members of The Brussels Group, a network of independent public affairs companies with a strong expertise at both European and national level.

Key Strengths

By partnering with us, our clients learn how to tell their story in an effective way. Firstly, we know Brussels' fast-paced landscape and institutional specificities, thus we identify the right interlocutors across a wide range of sectors. Secondly, we help them to bring added value to policy-makers, to question themselves "in what way

can I be useful?, how do we match with European policies?" instead of simply asking "what can the EU do for me?". Hence, we advise them on how to collect and present data on the right timing, while bringing the right mix of enthusiasm, experience and perseverance.

Thought Leadership

We established long-standing collaborations with private and public sector entities to organize iconic events in Brussels, such

as the Innovation Sessions that, once per year, together with the Portuguese Trade and Investment Agency and other partners, show cases sectorial best practices (e.g., Aeronautics & Space, Health Care), or Portugal Network, that, since 2009, brings together, twice per year, +100 Portuguese working at the 'Brussels bubble'. We also have informal partnerships with Universities with whom we organize Intensive EU Affairs Seminars.

Testimonials and why clients like to work with us

"They understand two fundamental things in EU affairs: business needs and policymaking"

Rui Pedro Batista, Head of Communications and Brand – The Navigator Company

"No one better to guide you in Brussels"

Victor Lino Mendonça, Mylan

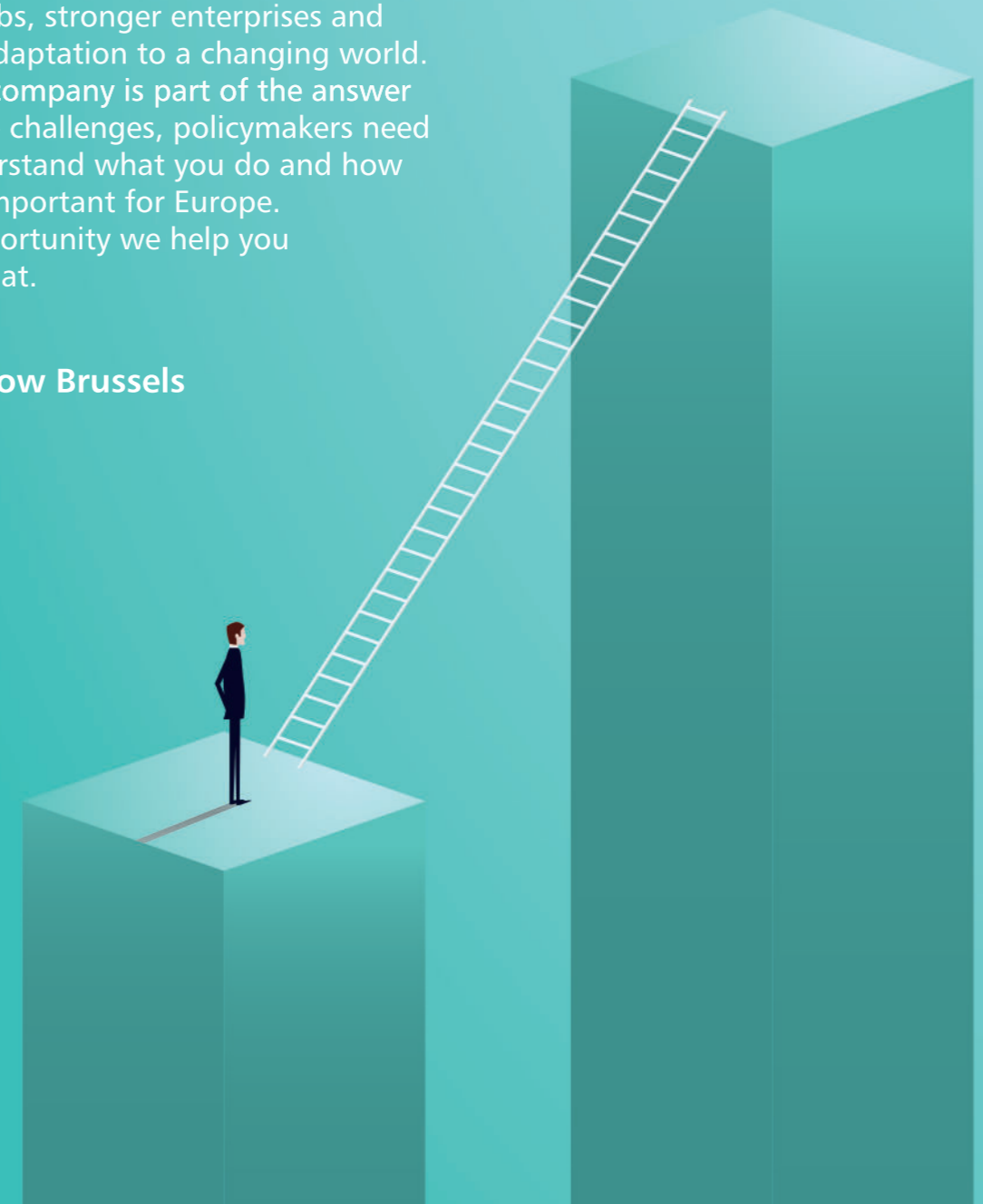
"Eupportunity is a highly professional and dedicated team, and we have worked together in setting up a very successful European initiative – The Innovation Sessions". Their knowledge and expertise on European matters, their network contacts was crucial for the organization of the events, covering a wide set of sectors (aerospace, renewable energy, mobility, digitalization, health, among others)."

Maria Manuel Branco, Director, Portuguese Trade & Investment Agency | Brussels & Luxembourg

We Help You Shape the Future!



The European Union needs more innovation, more entrepreneurship, more jobs, stronger enterprises and faster adaptation to a changing world. If your company is part of the answer to these challenges, policymakers need to understand what you do and how that's important for Europe. At Eupportunity we help you to do that.

We Know Brussels

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BELGIQUE

www.eupportunity.eu