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Project acronym: **GALATEA**

Project title: ***G**row and **A**cce**L**erate your sm**A**rt projec**T**s in n**E**w v**A**lue chains of the European Blue Economy*

Grant Agreement n°873026

D4.7

Final showcase event

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V2	04/04/2023	Comments and modification	MLC-ITS
V3	06/04/2023	Final version	PMM-TVT

Abstract
This deliverable describes the GALATEA final event organised on March 7th and 8th 2023 in Marseille, France. It includes the agenda, participation figures and any other information allowing to understand what the event was about.

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LIST OF ACRONYMS

AMU	Aix-Marseille University
B2B	Business to Business
CISAM	Cité de l'innovation et du savoir Aix-Marseille
CNRS	Centre national de la recherche scientifique
EC	European Commission
EISMEA	European Innovation Council and SMEs Executive Agency
EIC	European Innovation Council
GPMM	Grand Port Maritime de Marseille
LCE	Laboratory of environmental chemistry
MLC-ITS	Basque Mobility and Logistics Cluster
NCP	National Contact Point
PMM-TVT	Pôle Mer Méditerranée – Toulon Var Technologies
SMEs	Small and Medium Size Enterprises

1. Context of the event

GALATEA final showcase event took place on March 7th and 8th 2023 in Marseille, France. This event aimed to:

- Present the project results and outcomes;
- Showcase the 42 SMEs and 23 projects supported by the GALATEA innovation support mechanism in front of investors and end-users that could potentially be interested in the solutions developed;
- Give the supported SMEs the opportunity to get informed on new public and private funding opportunities and to meet potential partners.

Figure 1: Save the date developed by the GALATEA communication leader to promote the event.

Marseille was chosen as the host city for this event due to its closeness to the Port of Marseille. Grand Port Maritime de Marseille (GPMM), 1st port of France and a major stakeholder of international trade, is located at the intersection of worldwide maritime routes, enabling to welcome logistics, industrial and digital activities. Since the preparation of GALATEA proposal, GPMM has supported the project. GPMM has signed a letter of support and has been involved in preliminary activities as an end-user to define challenges addressed to SMEs.

2. Agenda & participation

GALATEA Final Event was divided into 4 sessions. Conferences, B2B meetings and a networking cocktail were organised on March 7th, 2023. For this 1st day of the event, conferences and B2B sessions took place from 10:00 am to 6:00 pm CET in La Coque, an innovation and conference centre based in Euroméditerranée, the business area of Marseille.
The GPMM visit took place on March 8th, 2023, morning (9:45-12:00 am CET), on the 2nd day of the event.

The whole agenda of the event is available in Annex 1 and all presentations are available in Annex 2.

2.1. GALATEA CONFERENCES

GALATEA conferences aimed to provide the audience with information about the projects and the solutions developed thanks to the GALATEA financial support. The objective was also to inform about public and private funding opportunities as well as other innovation support for SMEs.

After a welcoming speech, a session was dedicated to GALATEA results, presenting the designed mechanism, the partners behind and the figures.

Figure 2: Welcome speech by Christophe AVELLAN, PMM-TVT General manager

EISMEA presented the Innosup program which funds the GALATEA project as well as other projects by implementing cascade funding that could be of interest for SMEs. Other tools funded by the European Commission (EC) were also presented to give the audience a good overview of the different opportunities and how to look for them.

Following this presentation, Blue Invest presented its assistance mechanism, aiming to support SMEs in the maritime sector towards sustainable growth and funding research, notably investments.

The French National Contact Point (NCP) for the European Innovation Council (EIC) presented the funding opportunities available for SMEs that are included in the EIC (Pathfinder, Transition and Accelerator), giving a global vision on how the EC is supporting innovation and SMEs' development.

Figure 3: Elsa URQUIZAR, NCP for Horizon Europe presenting the EIC opportunities for SME.

Regarding access to private funding, two different speeches were given to the audience. First, a general presentation on how to get ready to pitch in front of business angels was given by a representant of Mer Angels, a network of business angels specialised in the maritime sector. A more specialised presentation enabled participants to be informed about a new fund launched by SWEN Capital and IFREMER, the Blue Ocean Impact Fund for the Regeneration of Ocean Health.

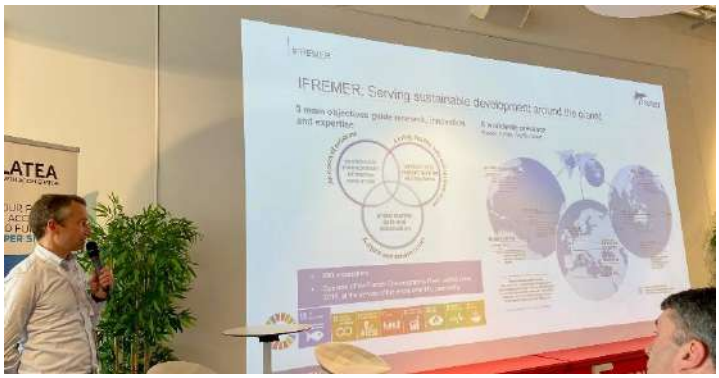

Figure 4: Olivier RAYBAUD, from SWEN Capital presenting the Blue Ocean Impact fund.

All along the conference session, panel discussions for each GALATEA targeted topics were organised. The round tables aimed to give the floor to the supported SMEs and to question the end-users on the adequacy between the developed solutions, the markets and the technological challenges. For Smart Port, Smart Ship & Shipyard and Maritime Surveillance, one SME representing a GALATEA funded project presented the project results and next steps. Representatives from Port of Bilbao and Port of Constanta presented their own challenges and explained their interest in working with the developed solutions and SMEs. Entente Valabre, a public body focusing on civil security of which sea rescue, was prevented from participating due to unforeseen on-call duties following the national strike.

Figure 5 : Leire BALZATEGUI, from MLC-ITS animating the Smart Port panel session, gathering supported SMEs and Port of Bilbao.

As innovative SMEs often need to collaborate with research centres and universities to develop high-impact technologies, two presentations in the conference session were dedicated to the academic sector. The SCIPPER project presented its results on measurement methods for ship pollution in ports to the audience. The CNRS-AMU Laboratory of Environmental Chemistry (LCE) participated in this project as a partner and implemented the measurement campaign in the Port of Marseille. CNRS-AMU participated in the conference session to show the results and compare them with various pollutants.

The Smart Port in Med initiative, comanaged by CISAM[1], was presented to the participants to inform them about the open innovation needs of the port community. The Brain Port

[1] *Cité de l'innovation et des savoirs Aix-Marseille* (CISAM) is an initiative from Aix-Marseille University (AMU) willing to be the link between the community of researchers and students that AMU represents and industrials on the territory.

Community, involving the whole smart port ecosystem is a tool to favour industry-research links and partnerships and to enhance collaborative research projects.

Figure 6: GALATEA conference session participants

The conference session gathered **61 participants**, of which 27 were SMEs supported by the GALATEA innovation support mechanism.

2.2. GALATEA B2B MEETINGS SESSION

Within the B2B session, participants had the chance to meet potential partners during a 15-minute meeting. Thanks to the B2Match platform, used as a registration and matchmaking tool, registered participants were able to create their own profile describing who they are and explaining their activity and needs. They could request meetings with any other participants of interest who signed up for the B2B meeting session.

Figure 7 : Meetings in progress during the B2B meetings session.

This session gathered **36 participants**. **68 meetings** took place. Besides these preorganised meetings, participants took advantage of the event to initiate informal meetings, either during the lunch break, the B2B session or the networking cocktail.

2.3 GALATEA NETWORKING COCKTAIL

To conclude the 1st day and offer participants a social event for more networking in a less formal context, a cocktail was organised.

The networking cocktail took place from 7:00 to 10:00 pm CET at Mx Experience, a restaurant dedicated to a typical Marseille ingredient: anise. Innovation is at the heart of this convivial place, which offers an interactive visit of Marseille using augmented reality.

The GALATEA networking cocktail gathered **25 participants.**

2.4 GALATEA PORT OF MARSEILLE STUDY VISITE

On Wednesday March 8th morning, GALATEA Final event participants met again to visit the Port of Marseille. The study visit was done by boat, using a hybrid vessel, the Helios, owned by the boating company Icard Maritime. Commented by a GPMM expert, the visit allowed participants to see and understand ports infrastructures of the Marseille port's eastern basin. This basin is the closest to the city, which gives rise to issues mainly concerning pollution and the city-port link, both challenges addressed by GALATEA.

The main infrastructures that were seen by the participants were:

- The cruise and ferry docks recently equipped with shore-to-ship power supply;

Figure 8: Ferries lines going to Corsica and equipped to use power supply.

- The commercial docks;

Figure 9: View on the commercial port

- The ship repair infrastructures, with notably the "*forme 10*", a dry dock enabling the Port of Marseille to welcome vessels from 465 meters long to 85 meters wide.

Figure 10: Dry dock "forme 10"

This visit allowed the participants to acquire a good knowledge of what the GPMM is and what the challenges of such a port are. Visitors were able to understand how the solutions they have developed could address the need for innovation and to think forward about new projects to develop, in adequacy with the port priorities.

Figure 11: Participants to the GPMM visit.

GALATEA port of Marseille visit gathered **22 participants**.

3. Conclusion

Despite the particular climate of strike that marked the two days of the event, GALATEA final showcase kept its promises.

Unfortunately, the event was disturbed by the national social movement that took place in France on March 7th and 8th. Direct impact on the participation rate was noticed on both days. Some speakers that were planned on site were able to adapt and give their presentation online. However, the venue of the event met GALATEA final event participants' expectations. As business centre, La Coque was ideal to gather innovator actors and propose various configurations of space: in theatre for the conferences, in small tables for the B2B meetings, with a large space for networking.

Project results and outcomes were well presented, not only during the conferences session as mentioned above but also thanks to different tools such as the GALATEA video broadcasted on the screens of La Coque all along the 1st day and a catalogue at the disposal of each participant. Both dissemination materials can be accessed online here.

The supported SMEs were at the very heart of this event, both as speakers showcasing their innovative projects during the round table sessions and as auditors benefiting from the advice of professionals, from end-users to private or public investors. Advice have been disseminated all along the event: from the conferences to the B2B meetings. Dring the conferences, participants were well-informed and provided with various tools and data. The B2B meetings then enabled SMEs to go further in the good understanding of these tools and/or to talk about more specific situations. They also were moments to meet potential technological or market partners. That was also the case in less formal situations like the networking cocktail. Finally, the study visit of port of Marseille was the opportunity to give access to SMEs to the ports' infrastructures and needs.

This analysis comes in large part from the satisfaction survey[2] sent to the participants after the event in order to evaluate the global satisfaction and the relevance of the different sessions. What clearly emerged from the different feedbacks is that the B2B meetings have been the most popular session with a 90% satisfaction rate followed by the conferences (70%). The whole event has been considered "Excellent" by 77% of the participants who answered the survey, a great reward for all the partners and SMEs hard work throughout 4 years of project.

[2] See Annex 3

Annexes

A. ANNEX 1: AGENDA OF THE EVENT
B. ANNEX 2: PRESENTATIONS MADE DURING THE GALATEA FINAL EVENT
C. ANNEX 3: SATISFACTION SURVEY SENT TO GALATEA FINAL EVENT PARTICIPANTS.

GALATEA final event agenda

March 7th and 8th 2023, Marseille

DAY 1 : Tuesday March 7th, 2023

- **10:00-18:00 – GALATEA conferences and B2B meetings**
  @La Coque numérique, Place Henri Verneuil, 13002 Marseille

10:00	**Registration and coffee**	
10:30-10:40	**Welcome speech**	***PMM***
10:40-11:00	**Impact of Innosup program and new funding opportunities**	***EISMEA***
11:00-11:15	**GALATEA results**	***PMM***
11:15-11:35	**Tips & advice for pitching to Business Angels**	***Mer Angels***
11:35-11:55	**Smart Port panel session**	***GALATEA beneficiaries, Port of Bilbao***
11:55-12:10	**SCIPPER project: presentation & results**	***Laboratory of Environmental Chemistry (LCE) - CNRS***
12:10-12:25	**Blue Invest assistance mechanism**	***PWC (on-line)***
12:25-13:30	**Lunch break**	
13:30-13:50	**Smart ship and shipyard panel session**	***GALATEA beneficiaries, Port of Constanta***
13:50-14:05	**Impact venture capital fund Blue Ocean**	***Swen Capital***

14:05-14:25	**Maritime surveillance round panel session**	***GALATEA beneficiaries, Entente Valabre***
14:25-14:45	**Smart Port in MED initiative**	***CISAM***
14:45-15:10	**European Innovation Council**	***NCP EIC***
15:30-18:00	**B2B meetings**	

- **19:00 – 22:00 - social event**
  @Mx Experience, Les Docks, 10 Place de la Joliette, 13002 Marseille

……

DAY 2: Wednesday March 8th, 2023

- **9:45-12:00 – Grand Port de Marseille study visit**
  Meeting point @Icard Maritime - 30 Quai du Port, 13002 Marseille

Welcome to the GALATEA BLUE GROWTH ACCELERATOR FINAL EVENT

March 7th and 8th, Marseille

Follow us at @galatea_project

#GALATEAFinalEvent

GALATEA project has received funding from the European Union's Horizon 2020 research and innovation programme under Grant Agreement n°873026

Agenda

MORNING: Tuesday March 7th, 2023

10:40-11:00	Impact of Innosup program and new funding opportunities	***EISMEA***
11:00-11:15	GALATEA results	***PMM***
11:15-11:35	Tips & advice for pitching to Business Angels	***Mer Angels***
11:35-11:55	Smart Port panel session	***GALATEA beneficiaries, Port of Bilbao***
11:55-12:10	SCIPPER project: presentation & results	***LCE - CNRS***
12:10-12:25	Blue Invest assistance mechanism	***PWC (on-line)***

Impact of Innosup program and new funding opportunities

Virginie Perron

Project Advisor at the European Innovation Council and SMEs Executive Agency

European Innovation Council

Backing visionary entrepreneurs

European Innovation Council and European Innovation Ecosystems

INNOSUP-1 results & future support opportunities for SMEs

GALATEA Final Event, Marseille, 7 March 2023

Virginie Perron
Project Adviser, EISMEA Unit I.01
:

European Innovation Council

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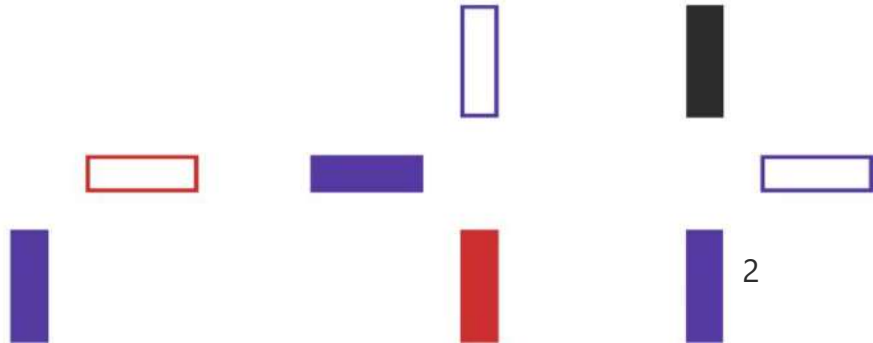
- Overview of the INNOSUP-1 action: presentation and results
- Cascade funding opportunities for SMEs
- Other support opportunities for SMEs



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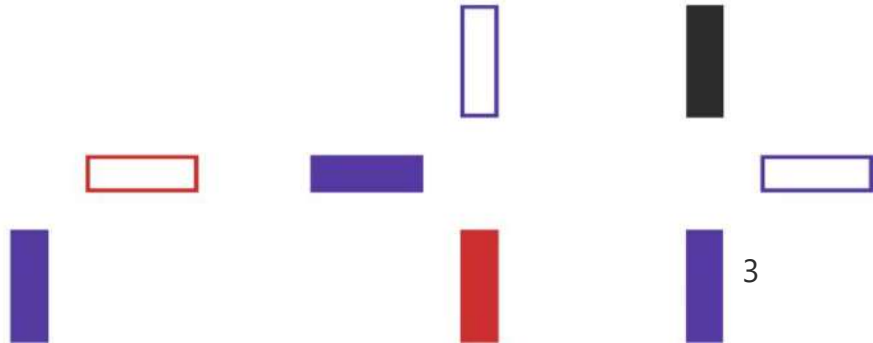
Overview of the INNOSUP-1 action: presentation and results



H2020-INNOSUP-01 projects overview
« Cluster facilitated projects for new industrial value chains »

European Innovation Council

Specific challenge:

- to develop new industrial value chains, by fostering the collaboration & integration of different innovation actors (especially SMEs), across different sectors.
- to support the development of emerging industries.

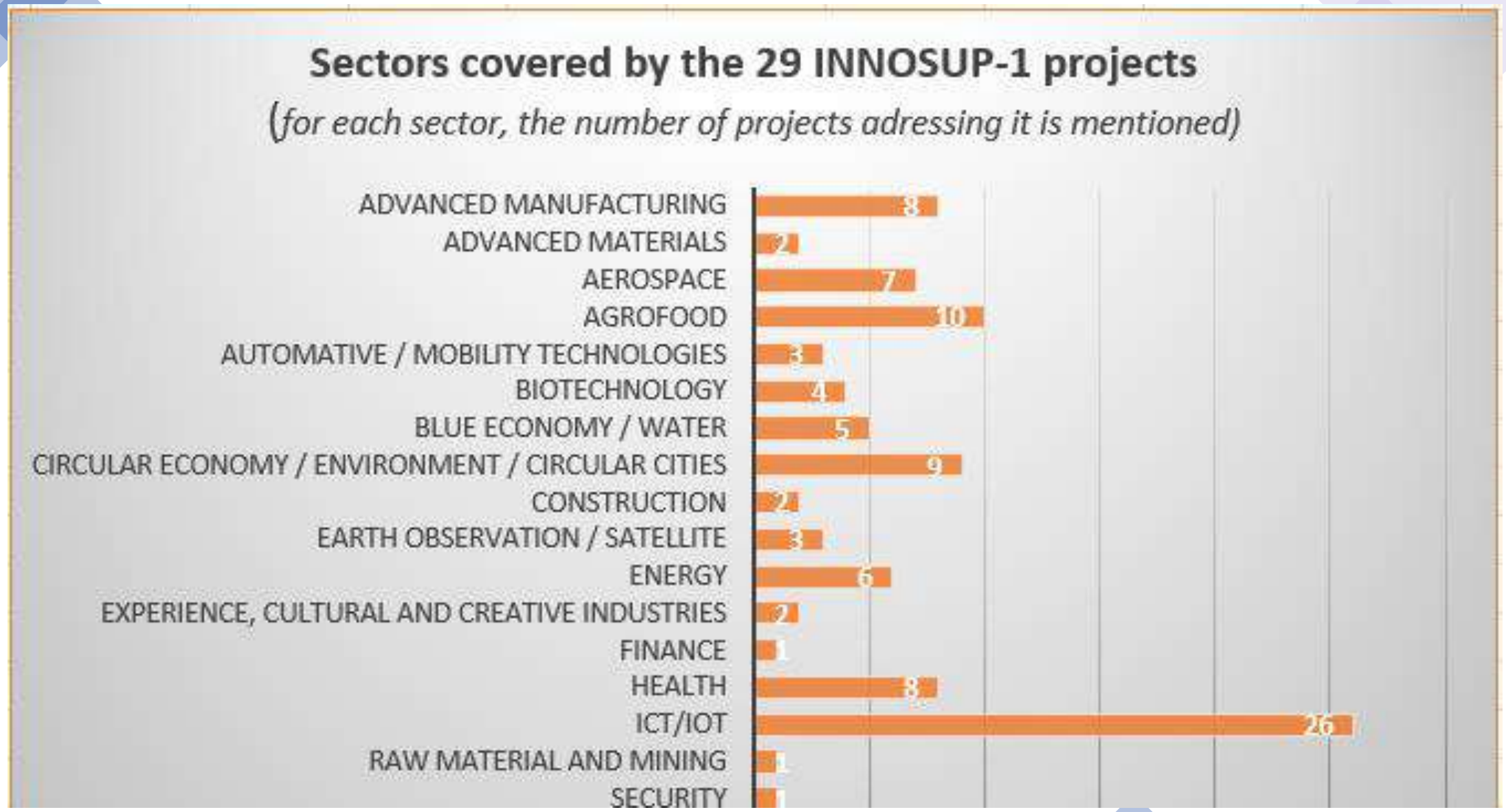
Scope:

- **Cross-border** & **cross-sectoral collaboration**, innovation & entrepreneurship across different regions & value chains.

Projects:

- Total EU budget for the action 2015-2020: 130M euros
- 29 projects funded
- budget: +- 5M € per project
- to support innovation activities & channel a mix of different targeted entrepreneurial and innovation support measures directly to the innovation actors. **At least 75% of the total budget shall be allocated to support innovation in SMEs directly**.

<u>Open Calls for vouchers / grants for up to 60 000 EUR per SME</u>


Sectors covered by the 29 INNOSUP-1 projects
(for each sector, the number of projects adressing it is mentioned)
ADVANCED MANUFACTURING 8
ADVANCED MATERIALS 2
AEROSPACE 7
AGROFOOD 10
AUTOMATIVE / MOBILITY TECHNOLOGIES 3
BIOTECHNOLOGY 4
BLUE ECONOMY / WATER 5
CIRCULAR ECONOMY / ENVIRONMENT / CIRCULAR CITIES 9
CONSTRUCTION 2
EARTH OBSERVATION / SATELLITE 3
ENERGY 6
EXPERIENCE, CULTURAL AND CREATIVE INDUSTRIES 2
FINANCE 1
HEALTH 8
ICT/IOT 26
RAW MATERIAL AND MINING 1
SECURITY 1

Projects in blue economy

European Innovation Council

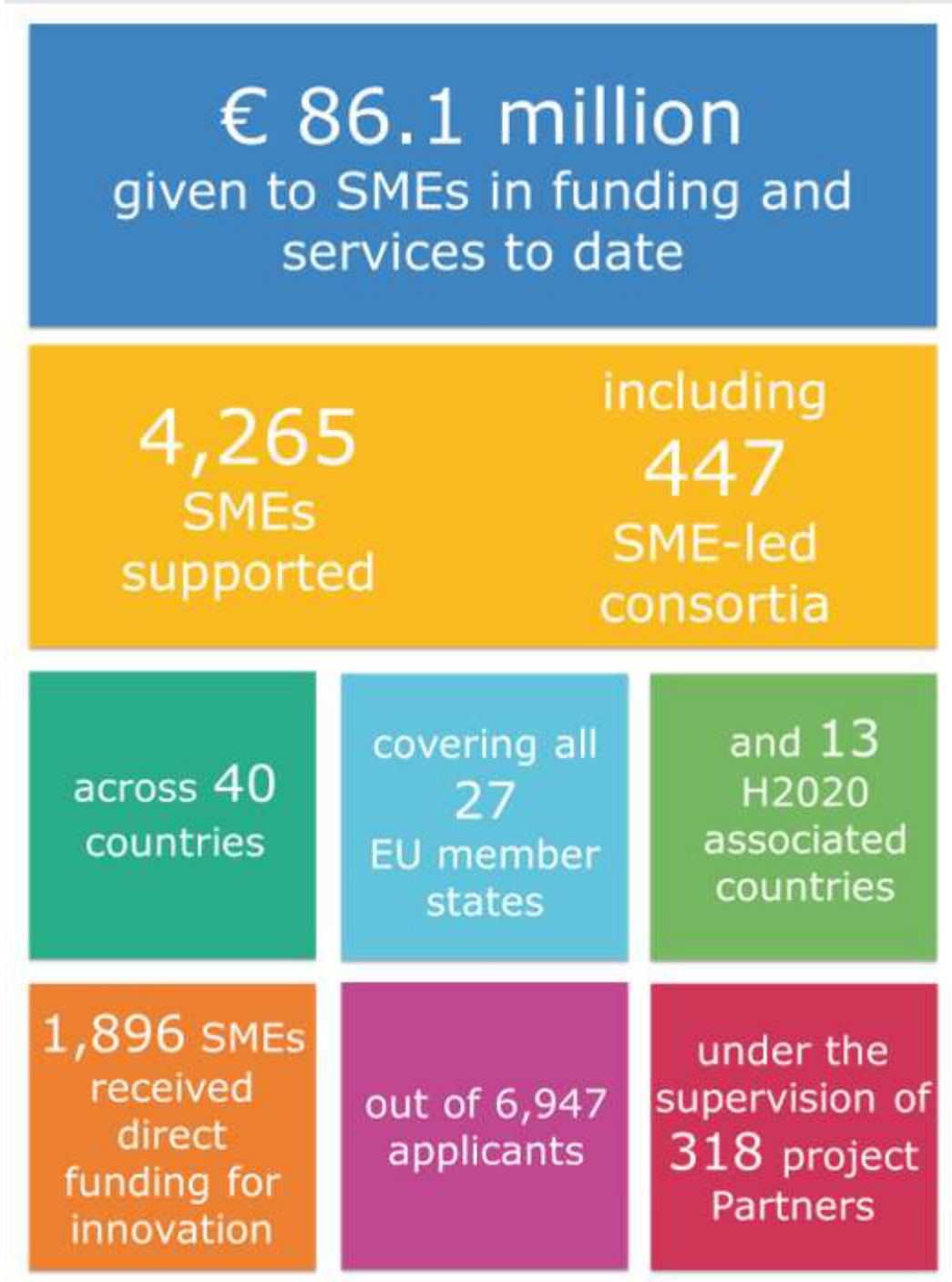
Ongoing projects:

- GreenOffShoreTech: https://greenoffshoretech.com/
- GALATEA: https://galateaproject.eu/
- DigiCirc: https://digicirc.eu/

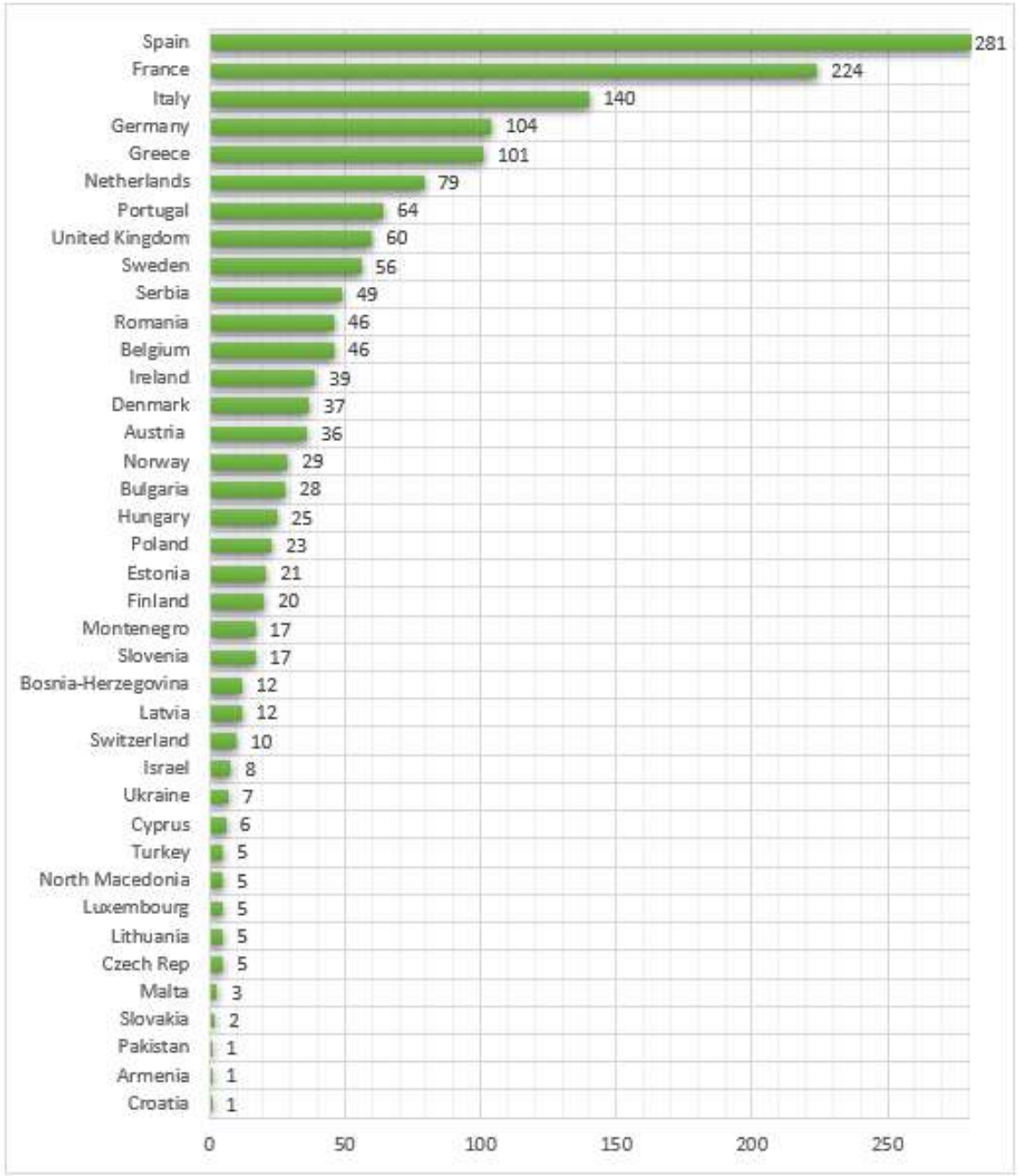
Closed projects:

- UFO: https://www.ufoproject.eu/
- NEPTUNE: https://www.neptune-project.eu/
- C-VOUCHER: https://c-voucher.com/

Key Outcomes
Until June 2022



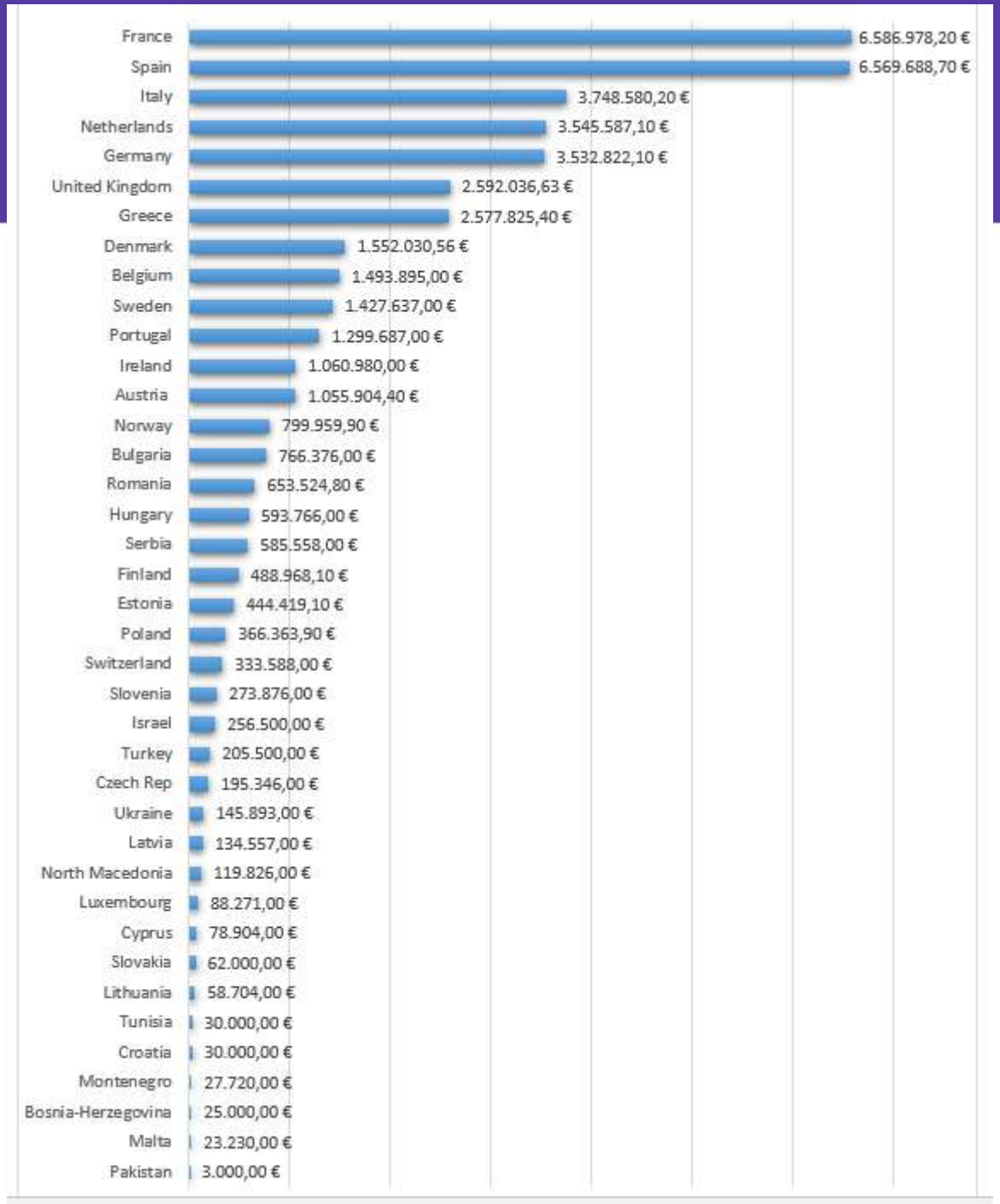
Full **INNOSUP-1 Impact Report 2022** available on [OPOCE website]



European Innovation Council

Number of SMEs with funded proposals per country

(until June 2022)



European Innovation Council

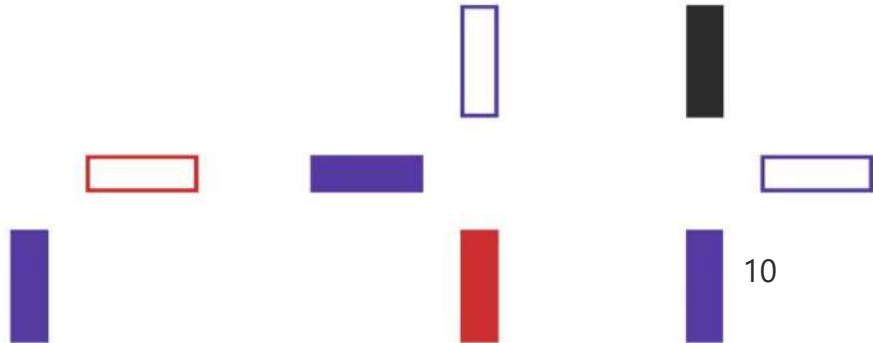
Amount of direct funding to SMEs per country

(until June 2022)

European Innovation Council

Cascade funding opportunities for SMEs

« *Financial Support to Third Parties (FSTP)* »



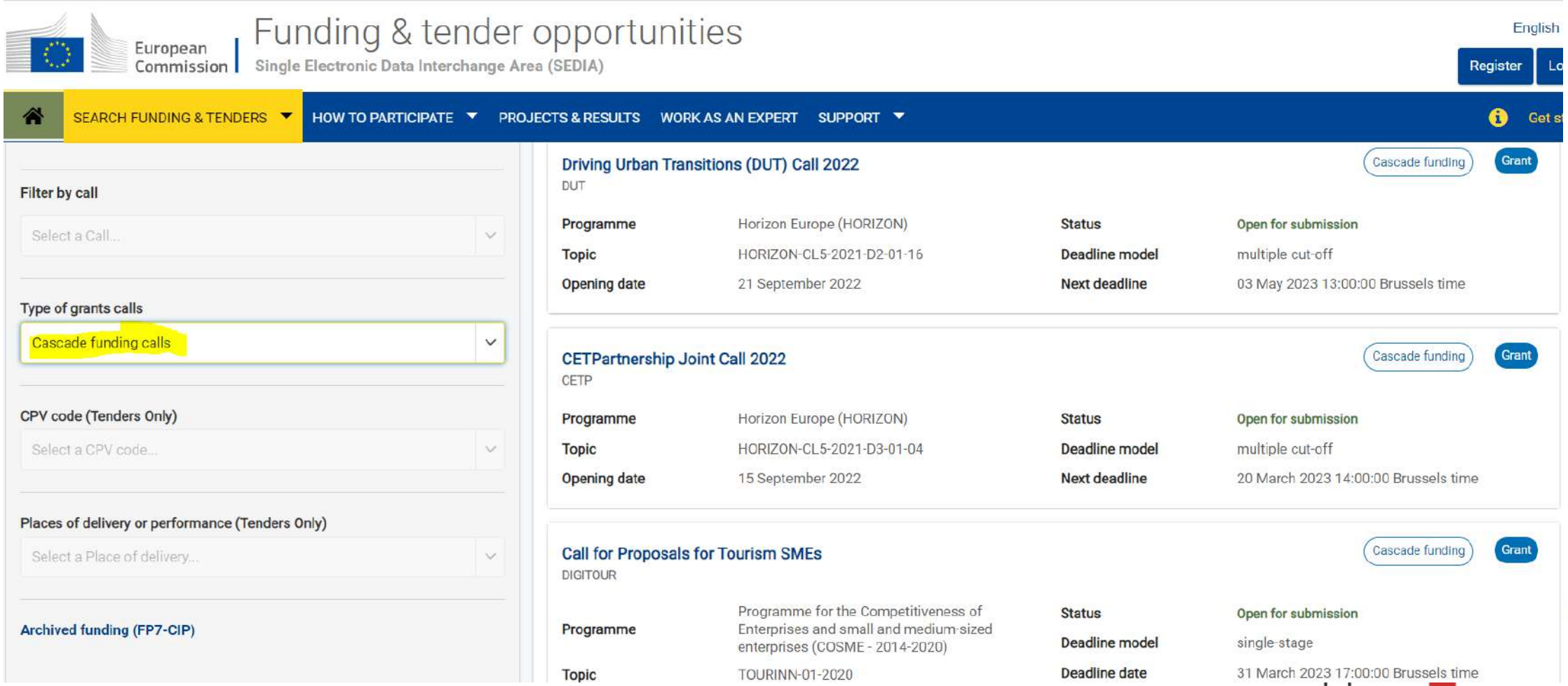
European Innovation Council

Main features of cascade funding

- Direct funding of intermediaries
- Organisation of sub-calls for third parties
- Less competition than direct funding
- Less formalities / administrative burden
  - *Faster access to financial support*
- Max EUR 60K per third party

How to find open calls for FSTP ?

All calls for FSTP published by EU projects announced on the [EC F&T Portal]:



Green Offshore Tech

GreenOffShoreTech fosters the development of the emerging Blue Economy Industries through translation of advanced technologies among 8 sectors: Offshore wind energy, Offshore aquaculture, Offshore oil and gas, Waterborne transport Advanced materials, Advanced manufacturing, Industry 4.0, and Environmental Technology.

European Innovation Council

Starting on 01/09/2021
Ending on 31/08/2024
Duration of 36 months

Project's total budget: 5.253 M€
EU contribution: 4.999 M€
Financial Support to Third Parties: 3 M€
89.18% of the budget for supporting innovation in SMEs

OPEN CALLS DESCRIPTION:

Number of Calls: 2

Calls opening: 1st Call: From 06/04/2022 to 06/07/2022
2nd Call: From 10/01/2023 to 23/03/2023.

Open Calls budget: Total of 3 M€, 1.5 M€ per Call

Geographical eligibility: SMEs established and based in one of GreenOffShoreTech regions or members of one of the GreenOffShoreTech clusters

Calls' implementation: Each Call in a funnel approach, with 3-phase accelerator programme: Phase 1- Idea maturation (Initial Business Plan). Phase 2- Idea validation (Prototype Development). Phase 3- Growth (Promotion and exploitation)

Type of financial support:

- Feasibility study: lump sum of 5,000€.
- Prototype development: lump sum of 45,000€.
- Growth: lump sum of 10,000€

Up to 60,000€ per project

Call opening on : 10/01/2023

Call deadline: 23/03/2023

OPEN CALLS EXPECTED RESULTS:

Total number of selected projects: 100 projects in total

- Feasibility study: TOP 100 winner projects (50 in each Call) to receive FSTP for 5,000€.
- Prototype development: TOP 50 winner projects (25 in each OC) to receive additional FSTP for 45,000€.
- Growth: Best 25 projects of the TOP 50 winner projects (12 in OC1, 13 in OC2) to receive additional FSTP for 10,000€

Number of SMEs to receive funding: 100
Total FSTP budget to be distributed: 3,000,000 €

https://greenoffshoretech.com/

MIND4MACHINES aims to facilitate the cross-sectoral and cross-border support needed by manufacturing SMEs to test and adopt the latest digital technologies for transformation towards smarter, greener, and more resource-efficient manufacturing.

European Innovation Council

Starting on 14/06/2021
Ending on 13/06/2024
Duration of 36 months

Project's total budget: 5.202 M€
EU contribution: 4.999 M€
Financial Support to Third Parties: 3.3 M€
78.38% of the budget for supporting innovation in SMEs

https://mind4machines.eu/

OPEN CALLS DESCRIPTION:

Number of Calls:	2
Calls opening:	1st Call from 27/04/2022 to 29/06/2022 2nd Call from 08/02/2023 to 12/04/2023
Open Calls budget:	Total of 3.3 M€. 1.650 M€ for each Call,
Geographical eligibility:	SMEs from EU and H2020 associated countries
Calls' implementation:	Single SMEs or consortia of SMEs acting as Industry 4.0 Technology service providers will tackle Industry 4.0 topics and industry challenges by increasing the TRL of the proposed solutions.

Type of financial support:

- Innovation Support (Testing and validating): 1.020M€ budget, up to 60,000€ per project (60,000€ to single-participant SME, and up to 120,000€ if multiple SMEs)
- Go-to-Market Support (demonstration and scalability): 630,000€ budget, up to 30,000€ per project (30,000€ to single-participant SME, and up to 60,000€ if multiple SMEs)

OPEN CALLS EXPECTED RESULTS:

Total number of selected projects:	Minimum of 20 projects in each Call
Number of SMEs to receive funding:	At least 76
Total FSTP budget to be distributed:	3,300,000 €

Call opening on : 08/02/2023

Call deadline: 12/04/2023

Euroclusters

- 30 **Euroclusters** projects launched in 09/2022 (budget of **€42 million)**
- **€1.5 M** per project; at least 75% to be distributed through FSTP
- First open calls to be published in early 2023

- **6 specific objectives**:
  - **Network**
  - **Innovate**
  - **Adopt processes and technologies**
  - **Train** to foster **up- and re-skilling** of the workforce
  - **Go international** to boost access to global supply and value chains.
  - **Outreach** to attract economic actors, mainly SMEs, beyond Euroclusters' locations

https://clustercollaboration.eu/euroclusters

Euroclusters

- **14 industrial ecosystems**
- 20 Euroclusters focus on specific industrial ecosystems
- 10 Euroclusters work across several industrial ecosystems

ELBE Eurocluster , MedBan, projects in blue energy

Other support opportunities

BlueInvest

European Innovation Council

Boosting innovation and investment in sustainable technologies for the blue economy

- Supports investment readiness and access to finance for start-ups, SMEs and scale-ups in the blue economy
- Provides a market path for innovation-led projects and initiatives through technical assistance, visibility, network- and opportunity-building
- Connects innovation, investment and impact by supporting technologies that address environmental, social and climate change challenges, and those that impact on greening maritime-based industries

BLUEINVEST FEATURES

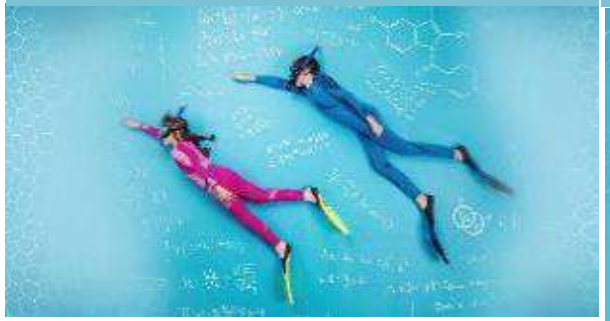
European Innovation Council

BLUEINVEST
COMMUNITY

BLUEINVEST
EVENTS

BLUEINVEST
READINESS ASSISTANCE

BLUEINVEST
ACADEMY



BLUEINVEST
FUND

BLUEINVEST
PROJECT PIPELINE

More information: https://webgate.ec.europa.eu/maritimeforum/en/frontpage/1451

EIC main instruments and characteristics

Pathfinder
- **Early stage research** on breakthrough technologies
- Grants up to €3/4 million
- Successor of FET (Open & Proactive)

Transition
- **Technology maturation** from proof of concept to validation
- **Business & market readiness**
- Grants up to €2.5 million

Accelerator
- **Development & scale up** of deep-tech/ disruptive innovations by startups/ SMEs
- Blended finance (grants up to €2.5 million; equity investment up to €15 million)
- Successor of SME instrument

- Mission to **identify, develop and deploy high risk innovations** of all kinds
- Focus on **breakthrough, market-creating, deep-tech**

1. **Steered by EIC Board** of leading innovators (entrepreneurs, investors, researchers, ecosystem)
2. **Business Acceleration Services** (coaches/ mentors, corporates, investors, ecosystem)
3. **Pro-active management** (roadmaps, reviews, re-orientations, etc) with EIC Programme Managers
4. **Follow up funding for results from Horizon** (ERC, EIT, collaborative) & national programmes

More information on EIC website

I3 Interregional Innovation Investments

European Innovation Council

General objective

- Supporting **Interregional Innovation Investments**, including demonstration, commercialization and scale-up activities to achieve cohesion goals
- Interconnecting regional innovation ecosystems along **S3 priorities**
- Combining bottom-up S3 priorities with EU strategic priorities
- Reinforcing **EU value chains**
- Create **synergies** and **complementarities** with EU Programmes

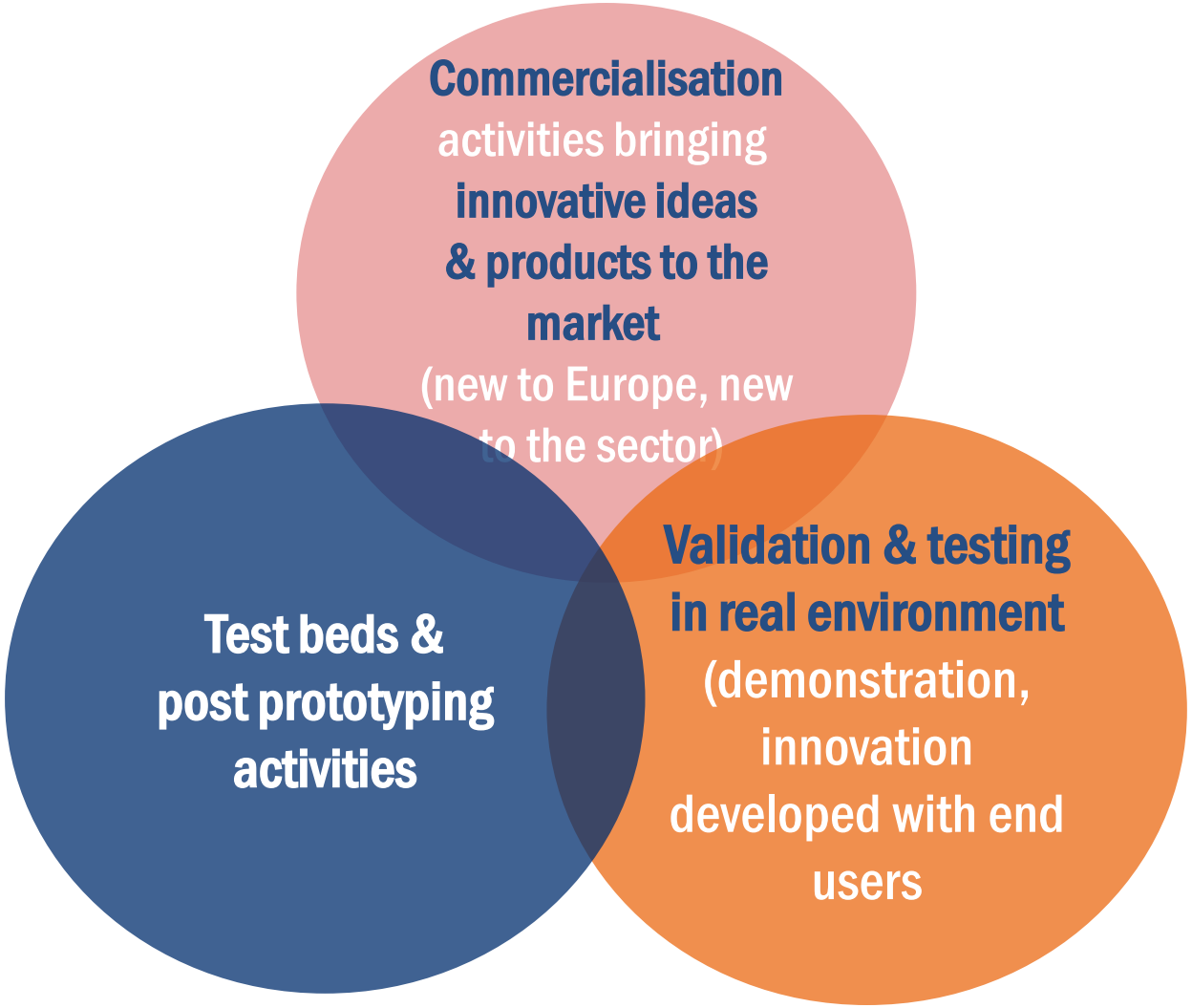
I3 - Total budget per strand 2021 - 2022

European Innovation Council

More information on [EISMEA website]

Types of activities – I3

Activities instrumental to bring innovative ideas and new products to the market



Advice & support

How we help SMEs

https://een.ec.europa.eu/

European Innovation Council

Thank you!

https://eic.ec.europa.eu

https://eismea.ec.europa.eu/index_en

@EUeic

#EUeic

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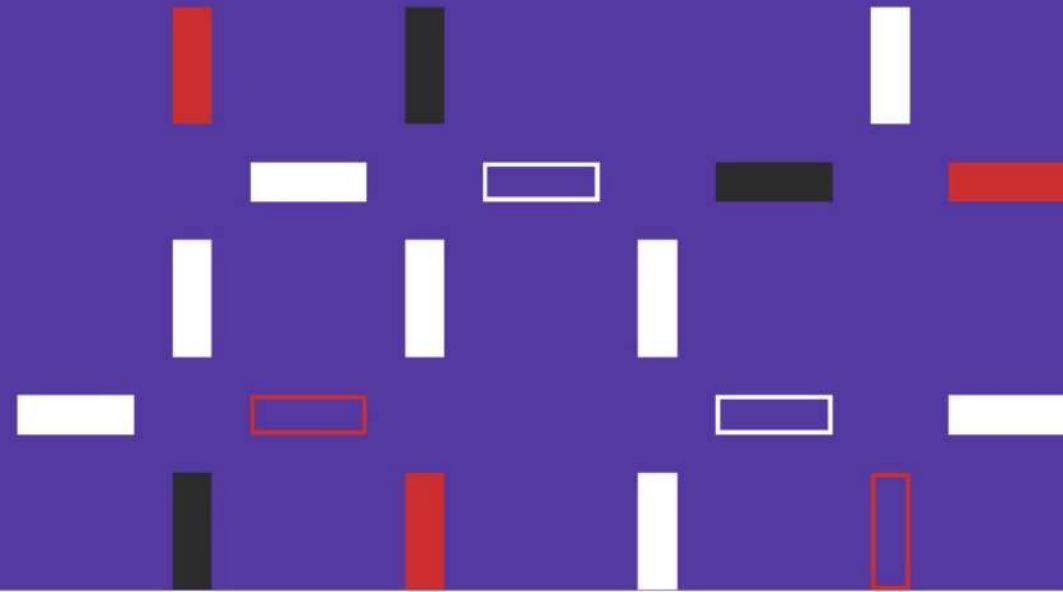


GALATEA results

Clémence Le Corff

European Projects Manager at Pôle Mer Méditerranée

GALATEA
BLUE GROWTH ACCELERATOR

GALATEA results

GALATEA final event - March 7th 2023

GALATEA project has received funding from the European Union's Horizon 2020 research and innovation programme under Grant Agreement n°873026

GALATEA objectives

Develop new cross-sectoral and cross-border industrial value-chains, integrating technologies and know-how from aerospace and ICT communities to key Blue Growth domains: ports, ships, shipyards and maritime surveillance.

01

To foster the creation or the improvement of products/production processes with the reduction of raw material consumption.

02

To implement a systematic approach providing innovation support to individual and consortium of SMEs.

03

To support the development of large-scale demonstrators.

04

To provide innovation support through vouchers, services and other support mechanisms to SMEs.

05

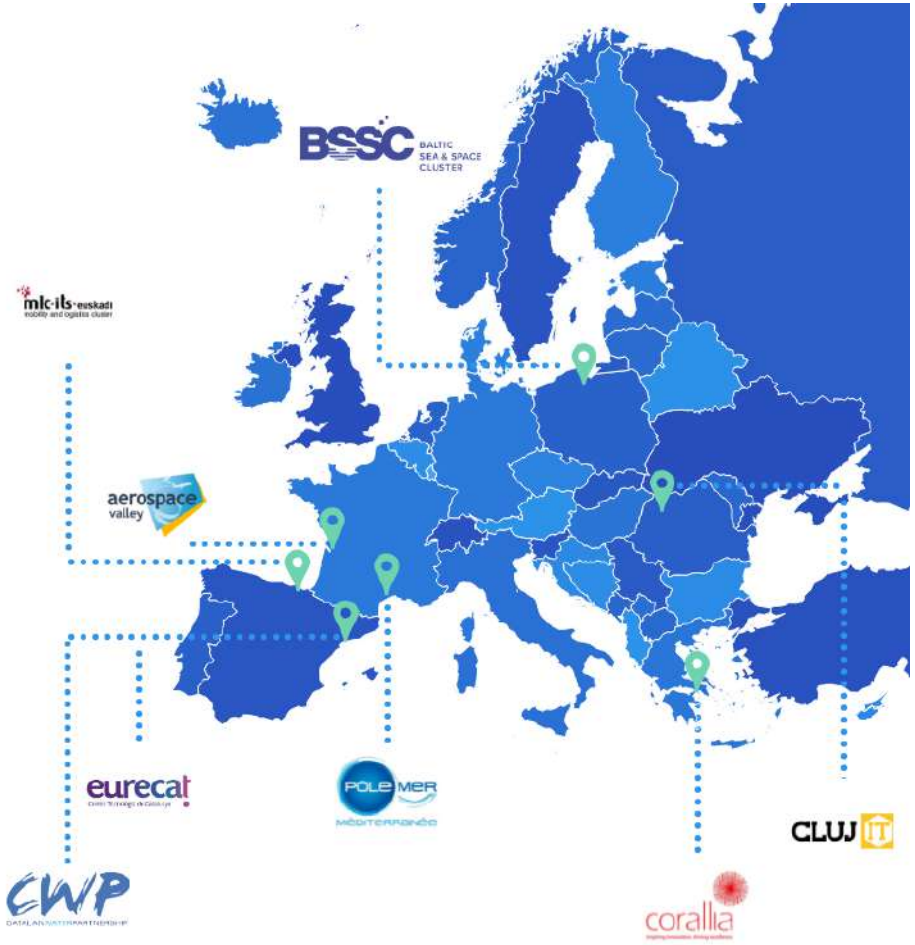
To offer SMEs the opportunity to extend their markets worldwide.

Who is behind GALATEA ?

7 ICT, Aerospace and Maritime **clusters**

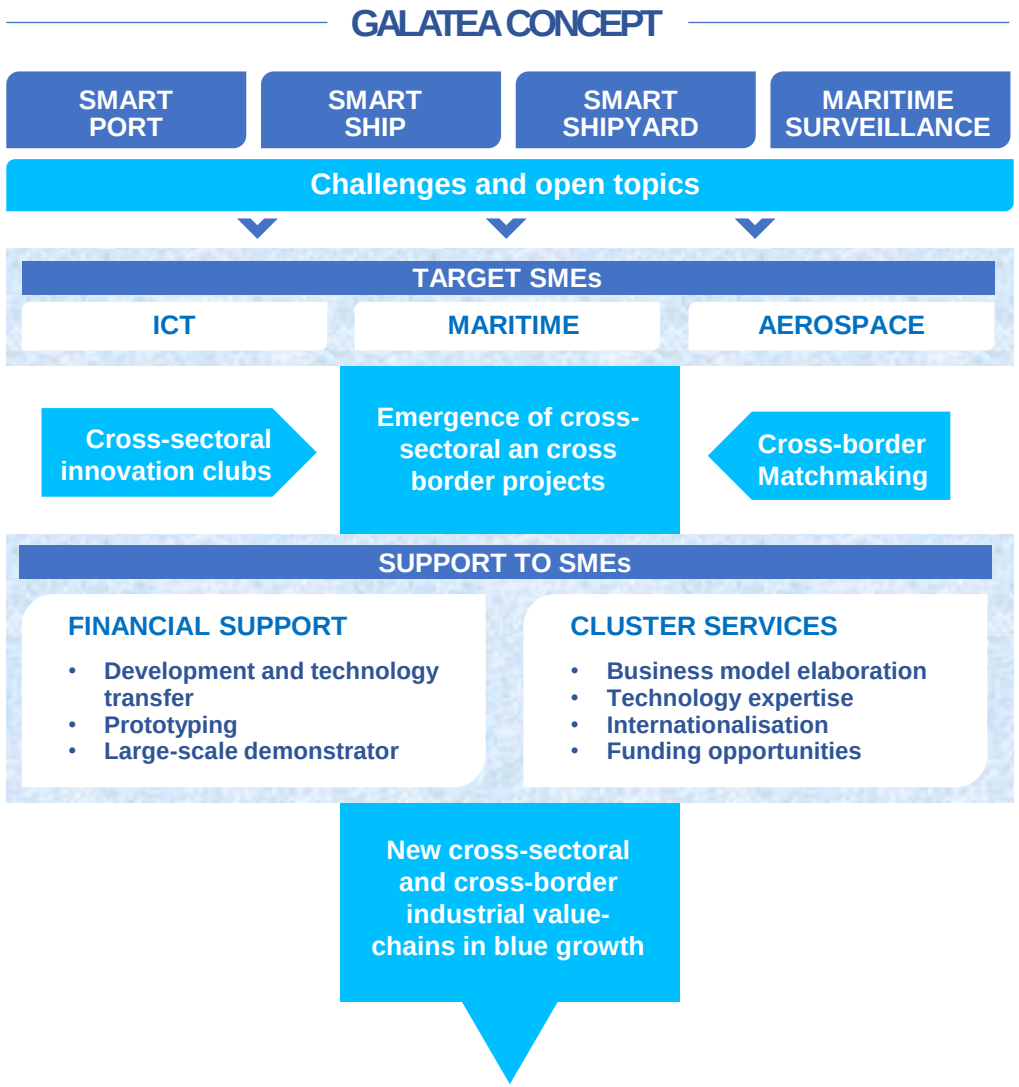
1 **research and technology** organisation

Supported by the EU



1	**Pôle Mer Méditerranée**	PMM-TVT	Maritime	France
2	**Aerospace Valley**	AV	Aeronautics, Space, Embedded Systems	France
3	**Corallia Cluster Initiative**	CORALLIA	Space, Microelectronics/IoT, creative industries	Greece
4	**Asociación Cluster de Movilidad y Logistica de Euskadi**	MLC-ITS	Mobility & logitics, ITS	Spain
5	**Fundacio Eurecat**	EURECAT	ICT	Spain
6	**Catalan Water Partenrship**	CWP	Water	Spain
7	**Asociatia Cluj IT**	CLUJ IT	ICT	Romania
8	**Baltic Sea & Space Cluster**	BSSC	Maritime	Poland

GALATEA concept



GALATEA proposes a three-step **methodology** for supporting SME's innovation projects and development.
Two main principles guide our action, to ensure the well-redistribution of money and the sufficient impact of the GALATEA systemic approach.

STEP 01 — **Emergence of challenges**
- Need analysis

STEP 02 — **Emergence of ideas**
- Brainstorming and matchmaking activities
- Monitoring of emergence tools and improvements

STEP 03 — **Innovation support**
- Selection of innovative projects/ SMEs
- Monitoring of support projects/SMEs
- Monitoring of support tools & impacts

PRINCIPLE 1: Identify and support the best and most impactful innovative projects

PRINCIPLE 2: Deliver quality support and services, and follow up and improvement to ensure highest impact

GALATEA challenges

01 SMART PORT

ENERGY
- Development of clean energy sources

LOGISTICS
- Improvement of flow management
- Development of security in the port

ENVIRONMENT
- Optimisation of resources consumption
- Elimination and recycling of waste and wastewater
- Protection of natural resources

DIGITALISATION
- Digitalisation of the port

SERVICE DEVELOPMENT
- Development of a digital service platform (for marinas)
- Optimisation of the water surface
- Improvement of the links between the city and the port

02 SMART SHIP

ENERGY
- Implementation of clean energy sources on board

DIGITALISATION
- Development of a ship more autonomous

SECURITY
- Optimisation of resources Improvement of the ship security

03 SMART SHIPYARD

DIGITALISATION
- Development of remote and predictive maintenance
- Continuation of activities

ENVIRONMENT
- Revalorisation of waste and reuse of wastewater

MANUFACTURING
- Implementation of innovative materials
- Implementation of innovative manufacturing processes

04 MARITIME SURVEILLANCE

DIGITALISATION
- Improvement of information transfer

ENVIRONMENT
- Preservation of marine and maritime ecosystems

SECURITY
- Detection of illegal activities
- Improvement of search and rescue

Find a detailed description of identified challenges here

Emergence of ideas and networking

2 Innovation Clubs aiming to:

- Facilitate the emergence of ideas / projects
- Better understand the GALATEA challenges
- Support partner search and creation of consortia

2 Matchmaking events aiming to:

- Raise awareness on the Open Calls
- Create opportunities for matchmaking and creation of consortia

GALATEA innovation support mechanism

Open Call for vouchers: direct financial support for SMEs

Launch of 2 Open Calls in 2021-2022 for European SMEs from the maritime, ICT, Aerospatial and Aeronautic sectors

DEVELOPMENT & TECHNOLOGY TRANSFER

- **Scope:** Assess the transferability potential of some technology or know-how to another sector or solve a technical problem to enable
- **Indicative supported activities:** feasibility study, market study, business plan, data management plan, etc.

✓ **Up to 20 000€**
✓ **6 months projects**
✓ **1 SME**

PROTOTYPING

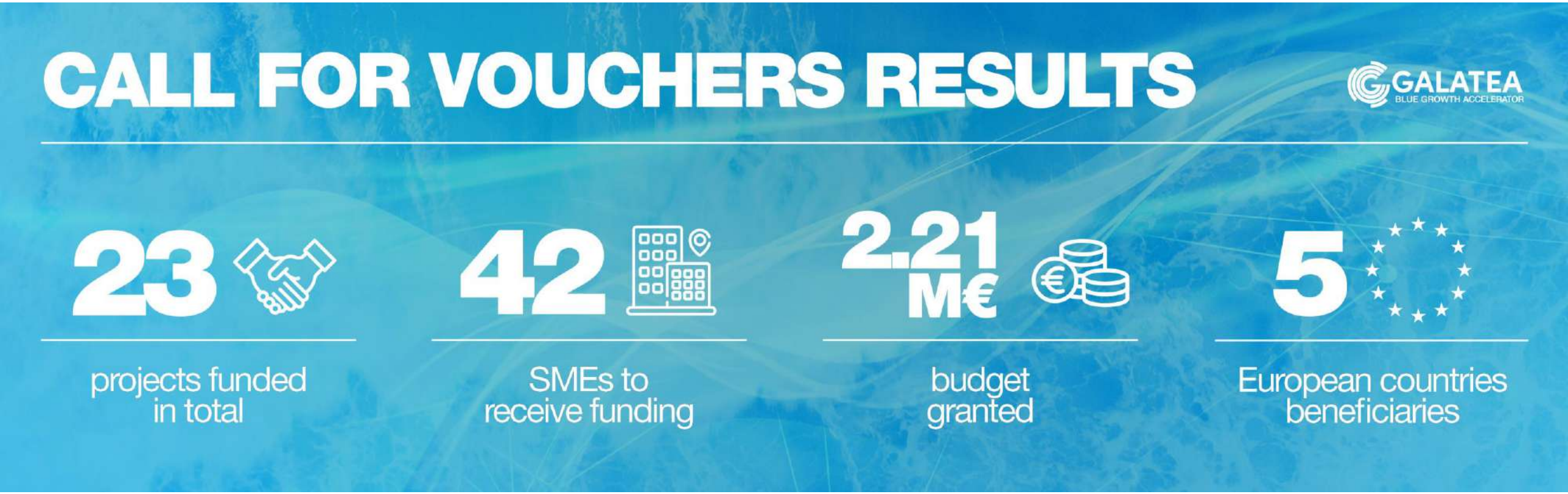
- **Scope:** Develop cross-sectoral/border prototype of a new or improved technology, service, product, or production process
- **Indicative supported activities:** Miniaturisation, test, design, standardisation, business plan validation, feasibility plan, etc.

LARGE-SCALE DEMONSTRATOR

- **Scope:** Demonstrate cross sectoral/ border solutions in large-scale operational environments
- **Indicative supported activities:** Scale-up, test, assembly line, commercial strategy, standardisation, pilot line, feasibility plan, etc.

✓ **Up to 60 000€**
✓ **12 months projects**
✓ **At least 2 SMEs from 2 different sectors with a bonus for cross-boarder consortia**

Open call for vouchers results



GALATEA beneficiaries

GALATEA innovation support mechanism

Open Call for services: access to a wide range of professional services

Call continuously open from to European SMEs willing to expand their businesses and growth.

29 European SMES from 6 different countries have benefited of **48 services** provided by the 8 GALATEA partners:

- **Business model elaboration**: Support on business model assessment to ensure proper planning set, alignment with market requirements and conditions, etc.

- **Technology expertise**: Support on technology potential for given markets.

- **Internationalisation**: Support on international diffusion of beneficiary/ solution to develop new business, to participate in matchmaking sessions and implement actions to maximise collaborations.

- **Funding Opportunities**: Support on exploring funding opportunities suitable to the SMEs' mission and needs and on developing and submitting proposals to funding schemes.

Towards sustainability of supported projects & SMEs

GALATEA aims to continue the support and business growth

- **1:1 meetings** between cluster partners / SMEs to set up an action plan
- **4 collective workshops** targeting hot topics for business development
- **1 guide for funding** with regional, national and European funding opportunities in the GALATEA domains

GALATEA
BLUE GROWTH ACCELERATOR

Thank you!

Any question?

galatea@polemermediterranee.com

https://galateaproject.eu/

Tips & advice for pitching to Business Angels

Vincent Guiheneuc

Founder and CEO of Mirai Venture, representative of Mer Angels

Tips & advice for pitching to Business Angels

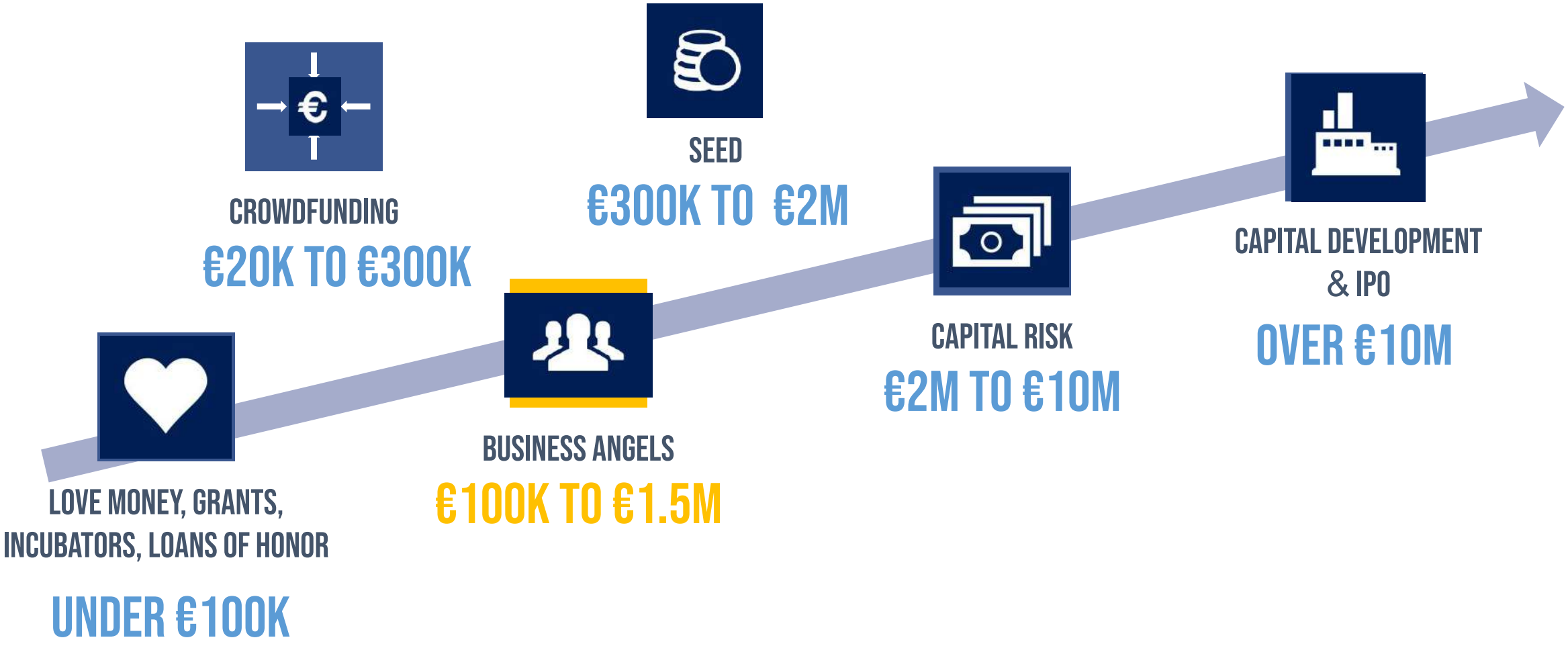
by Vincent Guiheneuc, member of Mer Angels

Mer Angels, a member of

Mer angels

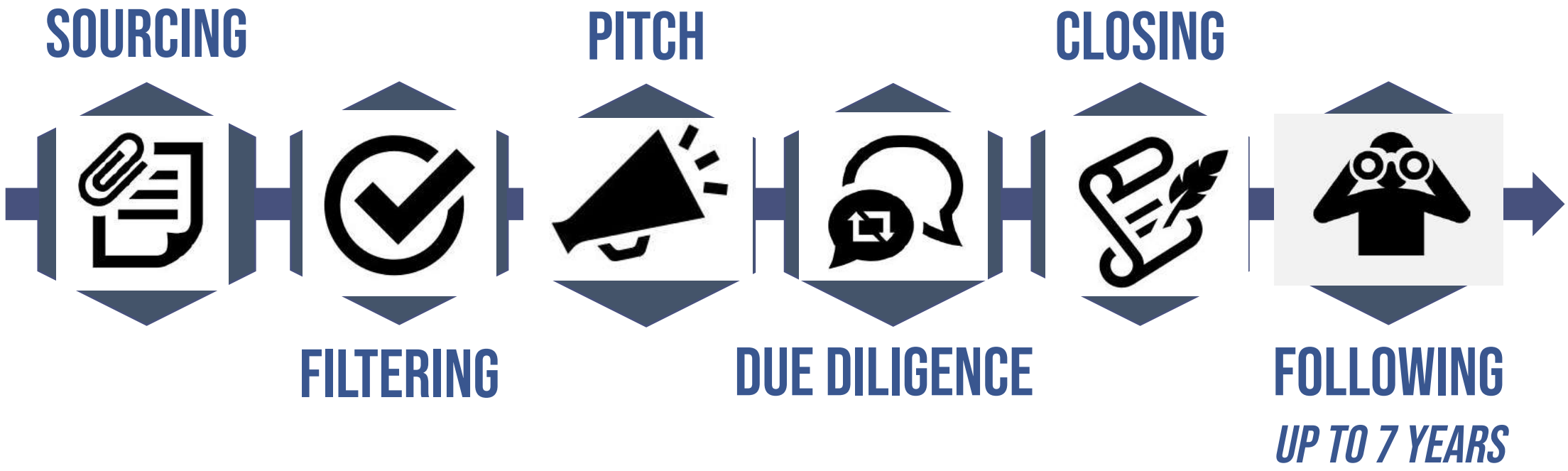
Mer Angel is a Business Angels group investing in the French Blue Economy.
Since 2019, we invested €2M (up to x11 leverage) in startups such as:

Funds according to the growth stage



Mer angels

Selection and investment process



What drives Business Angels

Experience and entrepreneurship

Entrepreneur by delegation

Knowledge sharing

Networking and getting involved

Alternative & impact investment

Tax deduction

Mer angels

Business Angels expectations

- Balanced team
  - Resilience
  - Technical and Business Development
  - Team, so more than 1 founder
- Product-Market Fit
  - Solving a business pain with little competition
  - Intellectual property (patent, etc.)
  - Early interest from market (POC, etc.)
- Viable Business Model
  - B2B, B2C or B2B2C
  - Revenue (SaaS, etc.) & margin
  - Direct and indirect sales
- Next growth stages
  - Scability
  - Interesting field for stakeholders (VCs, Governments, Corporates)
  - Exit strategy

Mer angels

*The **easy** decision is **not** to invest*

Mer Angels, a member of

France angels

Mer angels

Raising is a selling process

- Adapt your pitch to your audience
  - Emphasize on what they are interested in
  - Accept criticisms and respond with confidence
  - Be enthusiastic and sell your vision
- Stay Positive
  - Feed your investors with good news
  - Smile :)
- Get everything into order
  - Prepare for next step (due diligence, etc.)
- Think years ahead
  - Possible business transformation (e.g. B2C then B2B2C)
  - New business lines revenues
  - New geographical extension

Q&A

vincent@mer-angels.org

https://www.linkedin.com/in/vincentguiheneuc/

Mer Angels, a member of

Smart port panel session

GALATEA
BLUE GROWTH ACCELERATOR

Bilbao Port Innovation Hub

Bilbao portlab

The world is changing and we must be able to adapt and keep our competitiviness.

Our aim is to create an innovation ecosystem in Bilbao Port to facilitate companies transition to a more intelligent, agile and sustainable port.

INTEREST AREAS

Some examples of innovative solutions that can be related to our sector

LOGISTICS EFFICIENCY

- Automation and Robotization
- Autonomous Vehicles
- Optimization of processes
- Predictive Models
- Sensorization of Operations
- Efficient Infrastructures

DIGITALIZATION

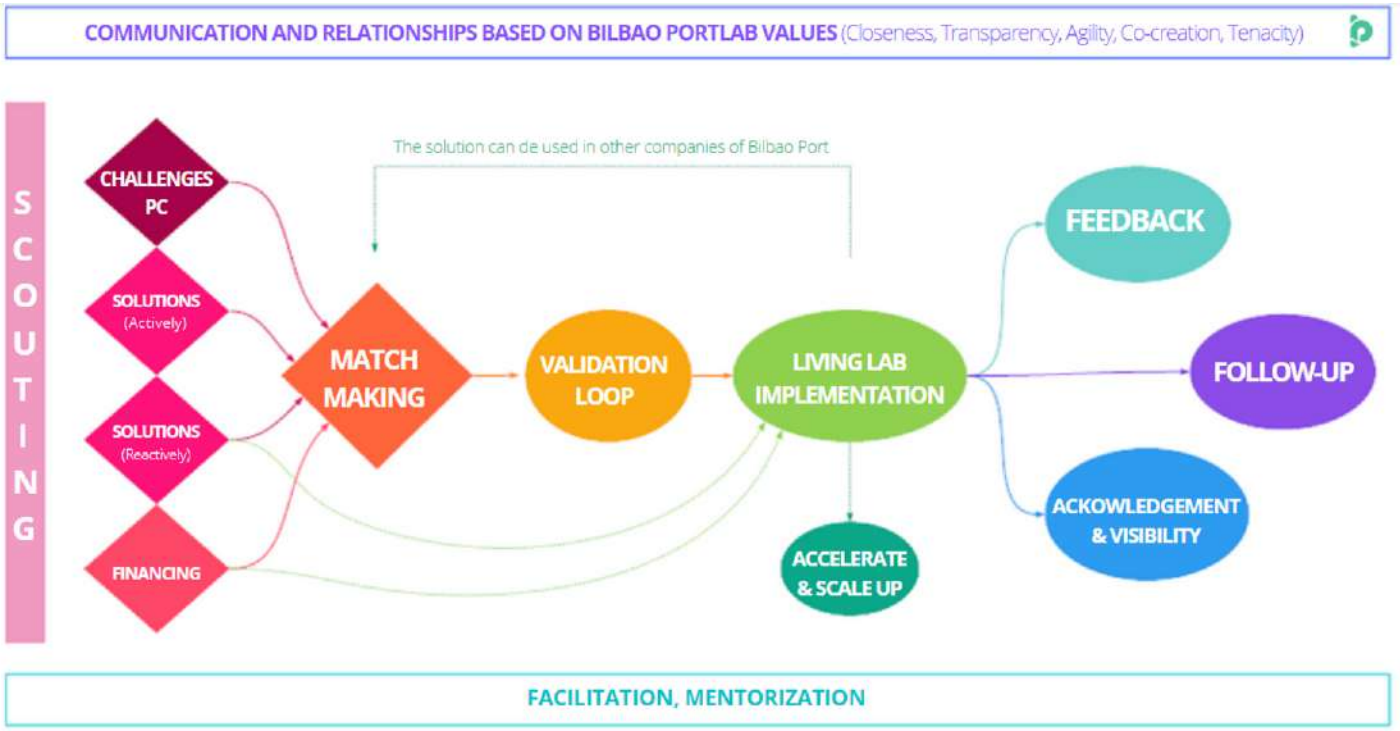
- Platform Development
- Smart Port System
- Digital integration
- Traceability Systems
- Blockchain
- Internet of things

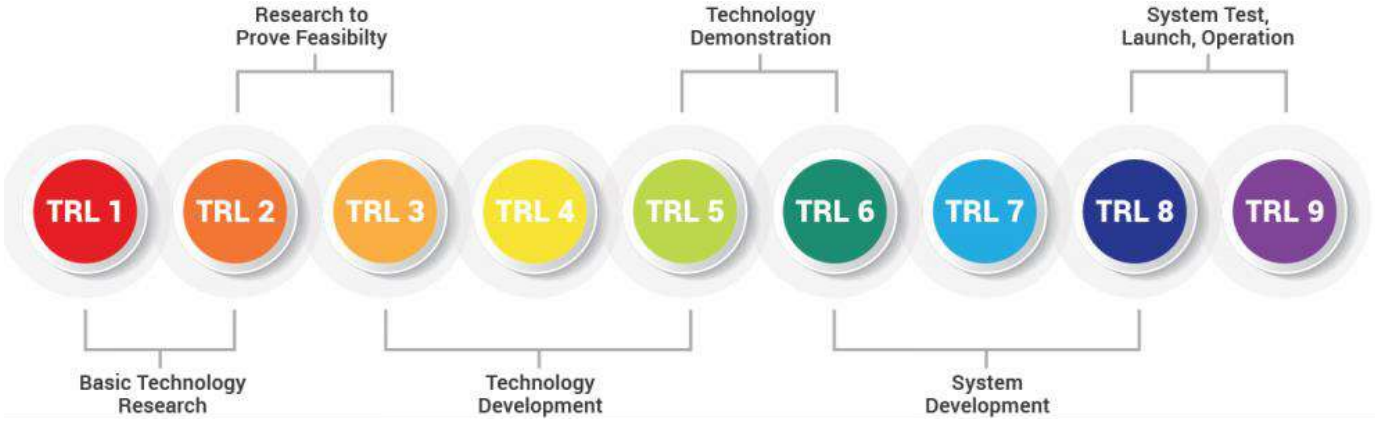
SUSTAINABILITY & ENERGY

- Energy efficiency
- Noise & Emissions Reduction
- Circular Economy
- Alternative fuels
- Water quality
- Eco-efficiency

PROTECTION & SECURITY

- Remote sensing
- Early warning
- Physical Risk Management
- Advanced Cybersecurity
- Control Automation
- Others





854 Stakeholders

66 Port.Com. Companies

554 Innovative Solutions

234 Other Agents

459 Matchmaking

28 Living Lab Projects

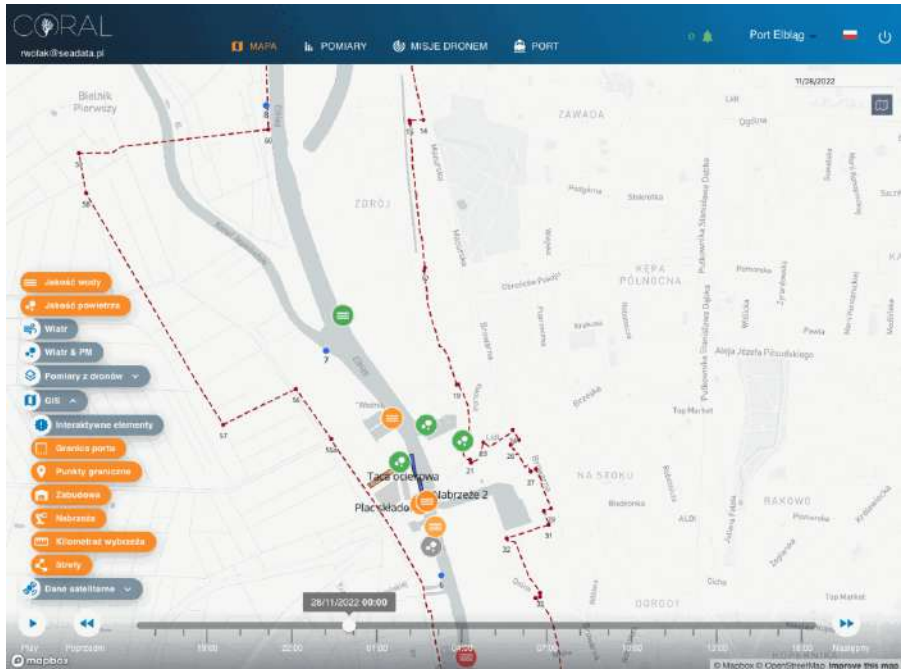
Open Innovation Mindset

CORAL (COnsortium for smaRt mArine soLutions)

GALATEA BLUE GROWTH ACCELERATOR

MAIN ACHIEVEMENTS

I. We created a comprehensive product adjusted to the needs of small and medium ports, combining *environmental monitoring*, *data digitalization* and *port management features*.
II. The flexibility of our solution includes also the ability to use data from various devices, IoT networks and drones.
III. We successfully tested the functionalities in 2 Polish ports and currently we are negotiating a potential contract with one of them.



NEXT STEPS

- Expanding collaboration with one of Polish ports and implementing the system in the port.
- Developing and executing a clear growth strategy.
- Securing additional funding.
- Creating a strong brand.

CONTACT

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SMINTIME (SMart INspection of mariTIME containers)

MAIN ACHIEVEMENTS

1. Elimination of inefficiencies and inaccuracies in the inspection process
2. Reduction of economical losses
3. Traceability of container defects on arrival to the terminal
4. Reduction of personnel risks and potential injuries

NEXT STEPS

1. Raise commercial interest (full solution / sub-technologies)
2. Evolve towards higher TRL levels
3. Scaling to wider range of European ports

CONTACT

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Acceleration of blockchain adoption in the Maritime sector (ABAMS)

MAIN ACHIEVEMENTS

Successfully prototiping the integration of rexs.io with a custom CRM/ERP (SPICA) currently used by naval transport companies in Constanta, Romania.

The solution underwent pilot implementation as a data authentication tool for road infrastructure maintenance, an image validation solution for the insurance business, cloud storage authentication for any business.

System prototype demonstration in the operational environment.

NEXT STEPS

Pushing for blockchain adoption for digitally notarized documents
Developing a commercial product

CONTACT

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Krysztof Radecki
krzysztof.radecki@dac.digital

DTA4IP project

MAIN ACHIEVEMENTS

Be able to better package

- **CRANE SIMULATOR with digital twin**
- **MAINTENANCE PLATFORM**
- **IoT MONITORIZATION with datalogger**

Services within MyPlantManager Ecosystem, including the specific requirements of our project partner, DIOGHENIS INTERNATIONAL, in the Rumanian market.

NEXT STEPS

Be able to package and offer ASSET MANAGEMENT service within MyPlantManager ecosystem targeting different end users (cranes, forklifts, reach stackers…) in ports and industrial plants of Rumania.
Be in disposition of starting a digitalization process in cranes industry in Rumania.

CONTACT

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Mob: +34 650805615

NAUSEA 4.0

MAIN ACHIEVEMENTS

NAUSEA 4.0 employs cutting-edge technologies, embedded AI and edge intelligence in marine environments to deliver an advanced technological product for the digital transformation of smart marinas and tourist ports. The project's main achievements include:

Testing of different technologies:

- Network & Build-in Cameras
- Training Algorithms (Tensor Flow, Yolo, Detectron2)

Use special datasets (3.000 images, 20.000 objects)

Demonstrate how AI and edge technologies can significantly improve:

- the monitoring of Port Traffic and Berth Availability
- the management through Notification Services for yachters & marina administrators

NEXT STEPS

- Demonstration of project's results to potential customers
- Gradual commercialization of the project outcomes
- Improvement and validation of the digital services

CONTACT

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Jose de la Maza - MD @ IMCW Europe
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The SCIPPER project: presentation and result

Barbara D'Anna

Research Director at the Centre National de la Recherche Scientifique (CNRS)

THE SCIPPER PROJECT

SCIPPER:
Shipping Contributions to Inland Pollution Push for the Enforcement of Regulations

Barbara D'Anna

G. Lanzafame, B. Temime-Roussel, N. Marchand, L. De Berre, A. Armangaud, S. Oppo, P. Simonen, M. Del Maso, J. Keskinen, J. Mellqvist, V. Conde , A. Hallquist, J. Moldanova, H. Timonen, A. Somero, M. Irjala and L. Ntziachristos

Galatea 7-8 mars 2023

-

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

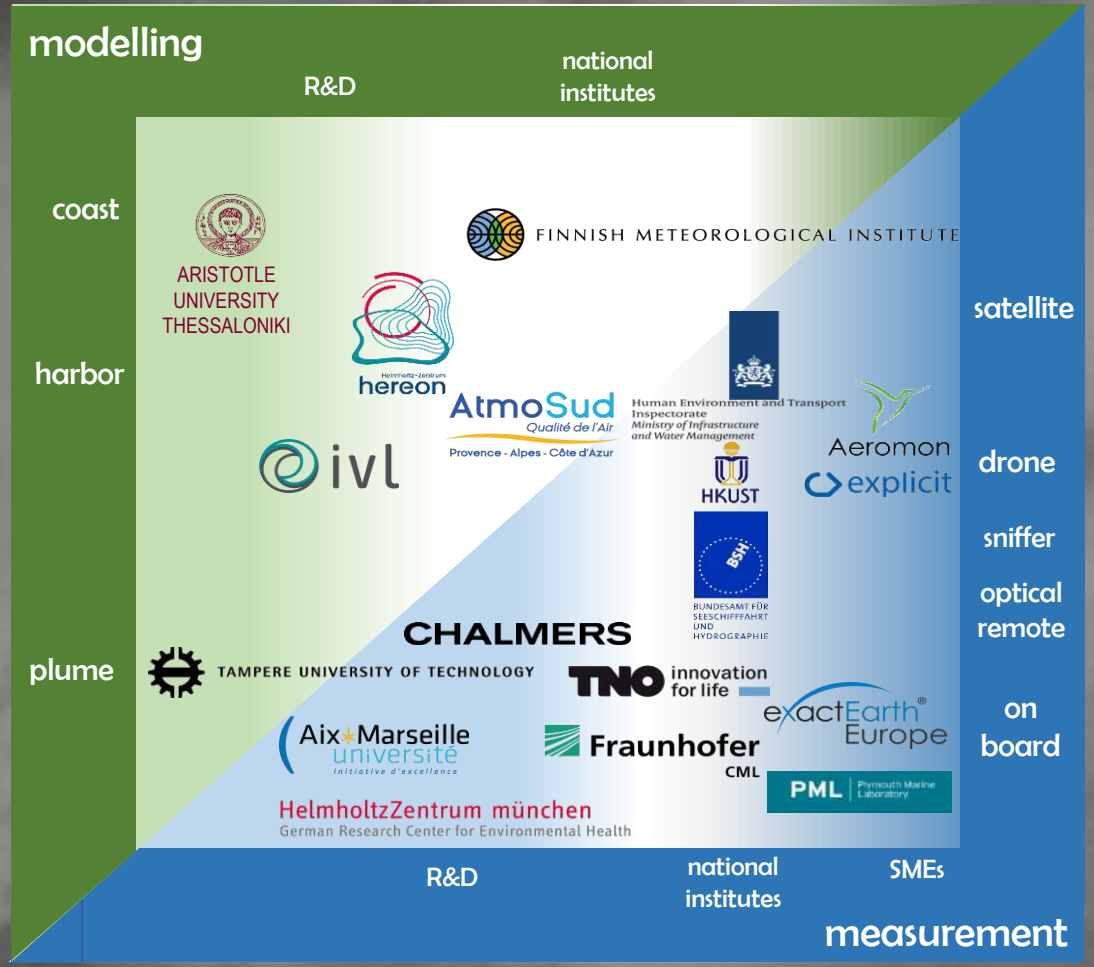
THE SCIPPER™ PROJECT

Consortium

FR: 2 partners (Atmosud, Aix/Marseill Univ.)

EU: 13 partners

Int'l: 2 UK & 1 Hong Kong partners



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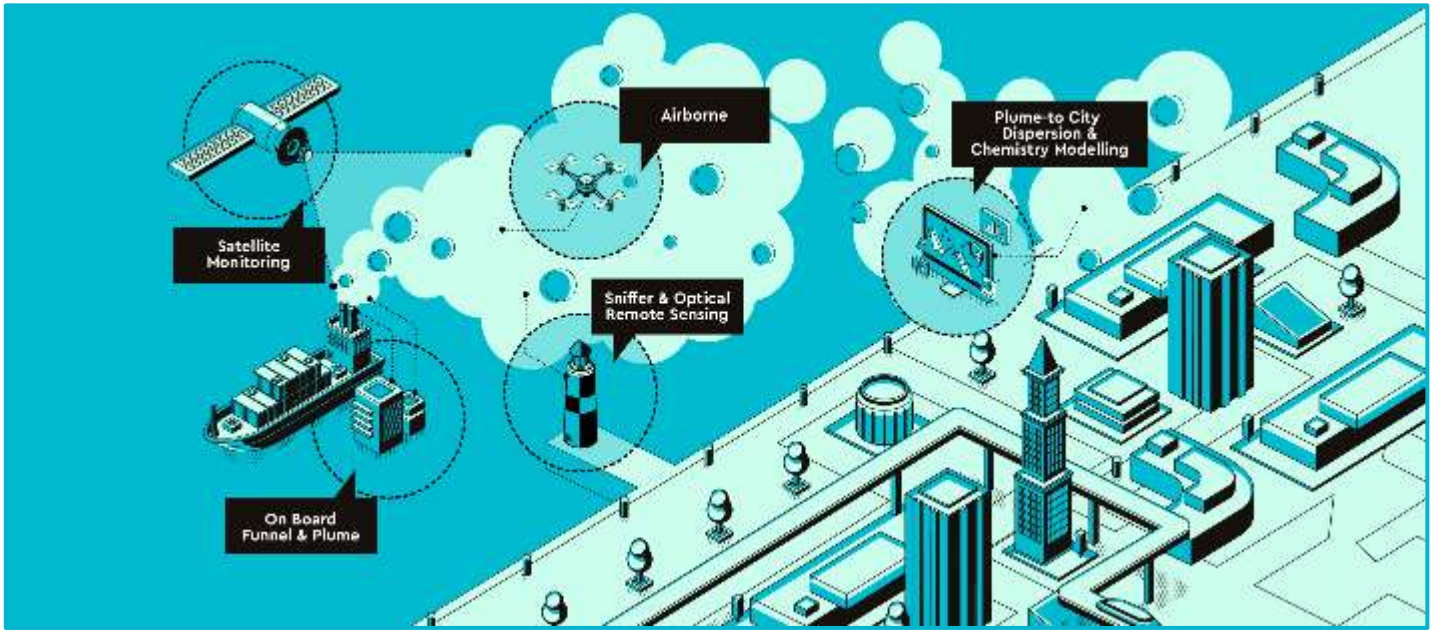
Shipping Contributions to Inland Pollution Push for the Enforcement of Regulations

Real-world deployment of various monitoring techniques

Implementation of 5 experimental campaigns at different locations



- Emission measurement and monitoring techniques for **emission compliance** verification
- Determination of the impact of shipping **on air quality at coastal and harbor level**

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

Experimental Campaigns Overview

C5

Western English channel (EN)
April 2022

C1 C4

Marseille (FR)
September 2019
July 2021

C2

Gothenburg (SE) to Kiel (DE)
September 2021

C3

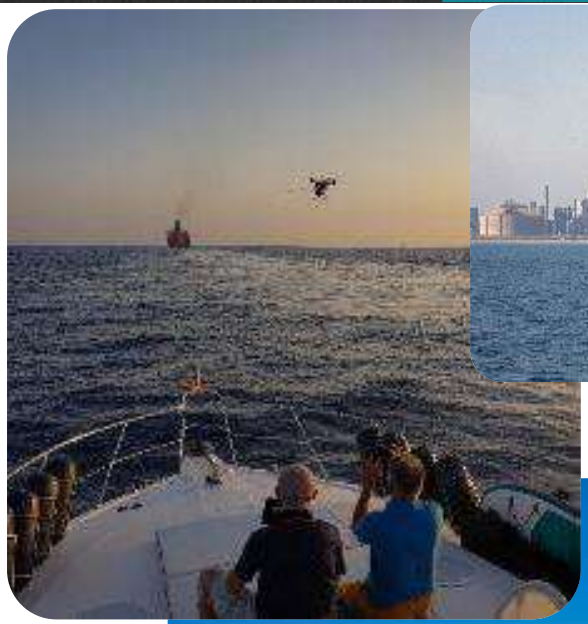
Wedel (DE)
September 2020

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

First French port: Fos-sur-Mer and Marseille : 2019 and 2021

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

Campaign in Marseille (2019)



- Remote compliance monitoring of FSC in ships in and outside the port before global FSC regulations
- First assessment of state-of-art remote and UAS comparability
- Assessment of state-of-art remote techniques including uncertainty characterization
- Input to AQ emissions before global FSC regulation

21 plumes measured by drones

30 plumes measured by a sniffer boat & 17 for intercomparison on SO_2 and NO_x

Air quality measurements at harbor sites

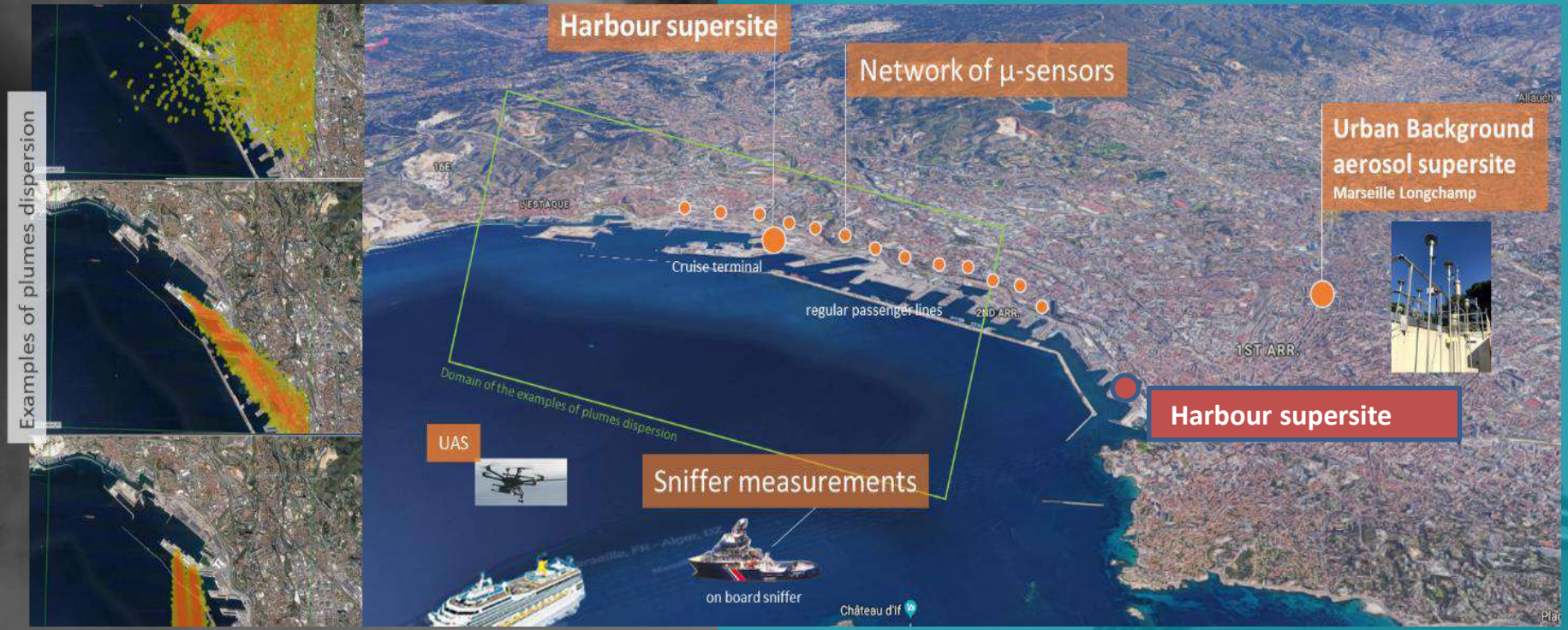
This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

Fuel Sulphur Content 2019

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

Marseille Campaign 2021: impact of shipping on air quality at coastal and harbor level

THE SCIPPER PROJECT



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

Main Objectives

- Compliance of FSC (Fuel Sulphur Content) in ships in and outside the port after global Sulphur cap (0.5%)
- In depth characterization of fresh plumes (extensive pollutants overview: particle number, composition, metals, VOCs, ect..)
- Investigation of aged plume (chemical-physical transformations)
- Shipping emissions implementation for urban Air Quality simulations

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

THE SCIPPER PROJECT

Supersite Major

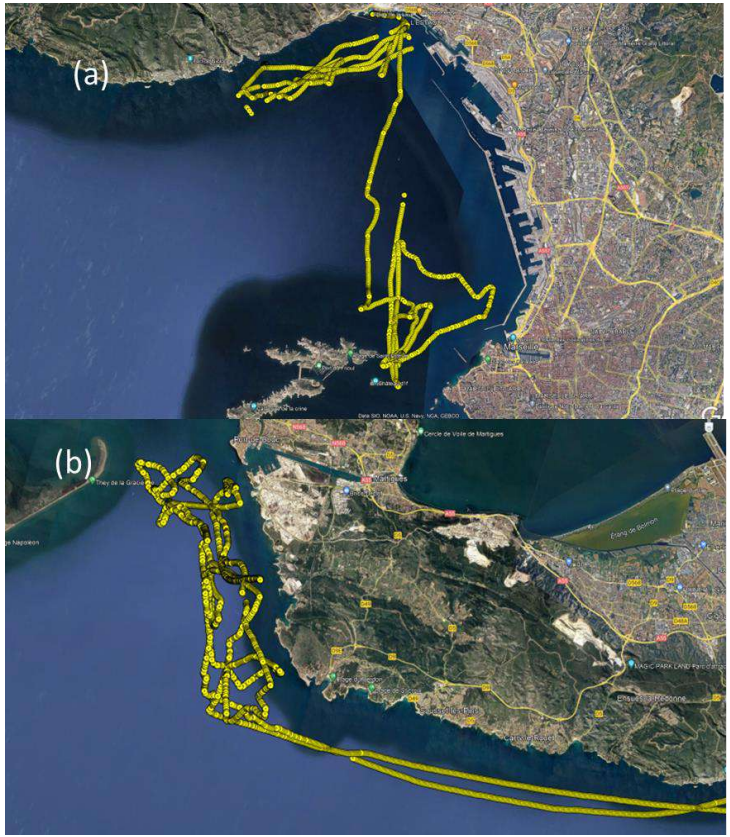
THE SCIPPER PROJECT

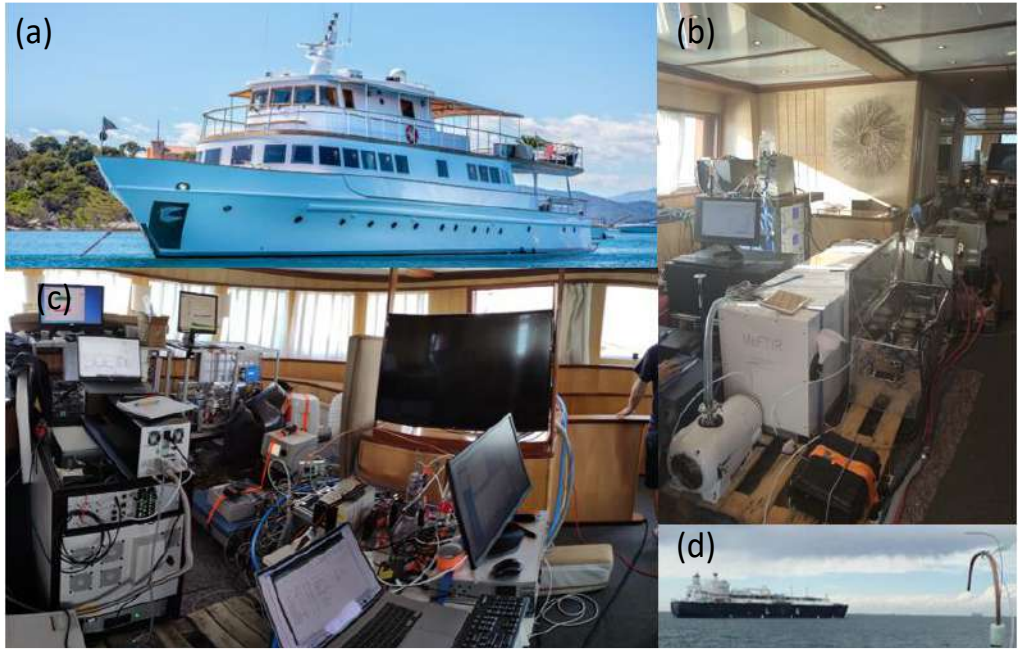
Supersite Phares et Balises

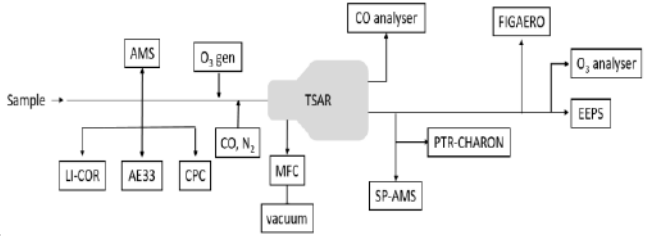
PHARES ET BALISES MEDITERRANEE

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement N.814999

Snifer boat –Fos sur Mer



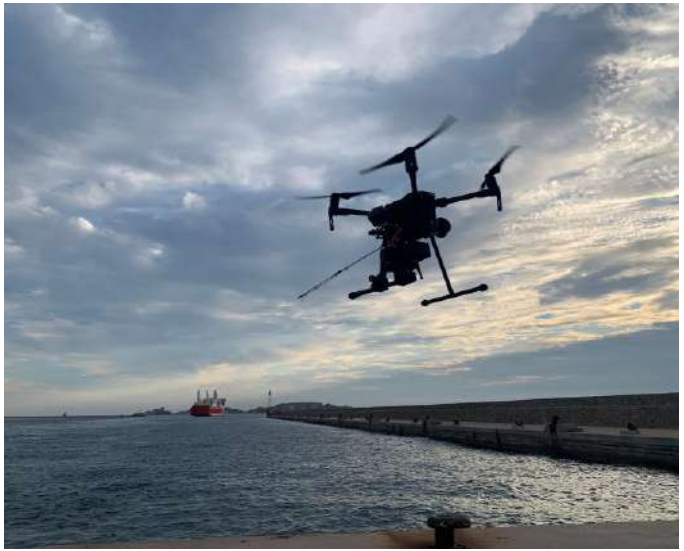




This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

Drone Measurements

SCIPPER C4 - Aeromon



- 13 vessels measured during 4 days
- Drone was operated from the dike with strict restrictions from GPMM
  - Operational restrictions limited severly the possibility to get high quality results
- All the FSC results were < 0.5 FSC%
- Result quality varied between low and moderate.
- Analysis of PM results is ongoing.
- These results will be published together with C1 results.

Drone measurements : July 7th-9th

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

What can be measured

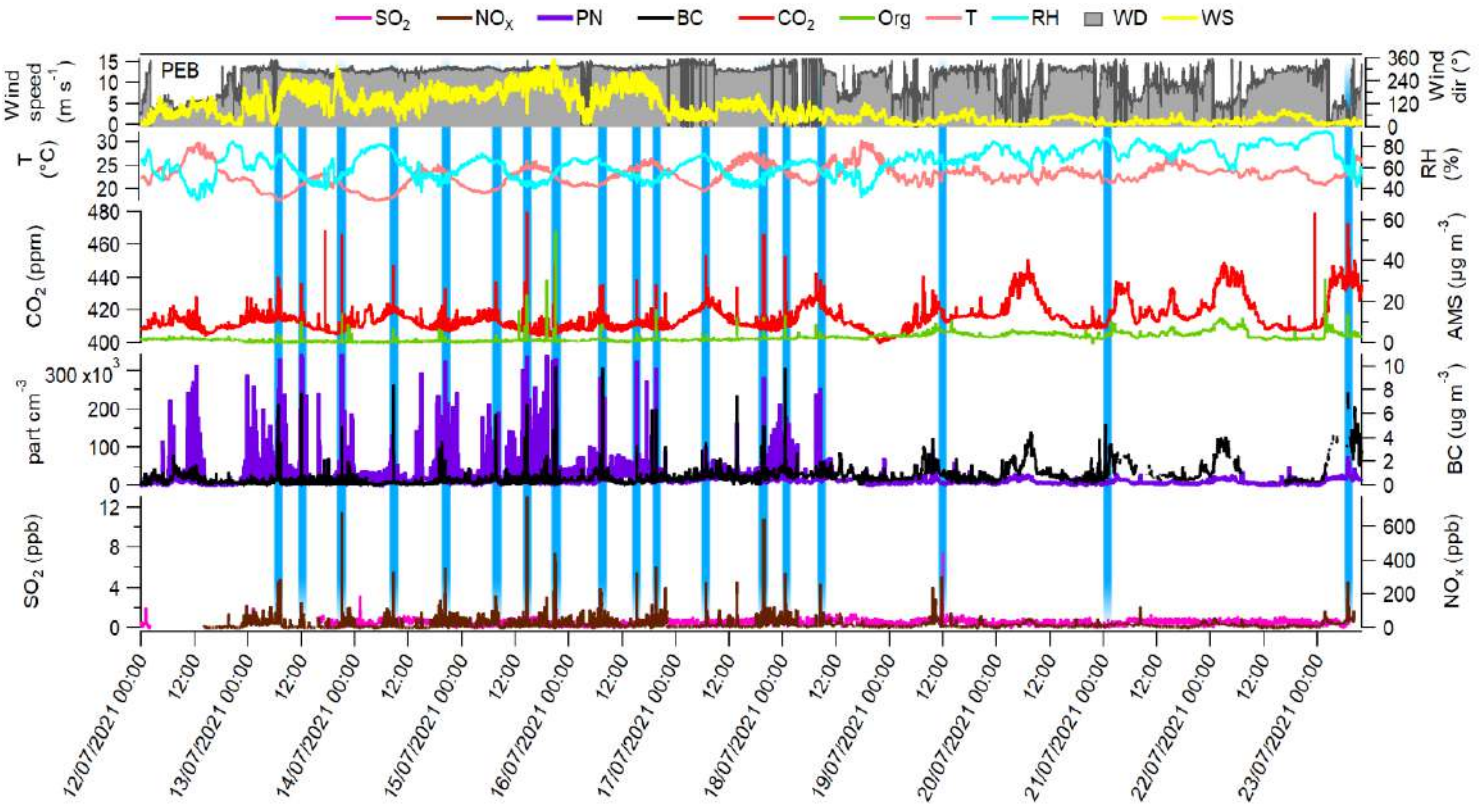
Particle number and mass
Particle chemical composition
NOx, SOx, CO2, soot, metals
Secondary pollutants (secondary particles)

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

Time evolution species at the harbour

Plume identification criteria:

- Simultaneous peaks of at least 3 major pollutants (e.g. BC, NO_x, CO_2)
- Very "sharp" peaks
- Known boat passage



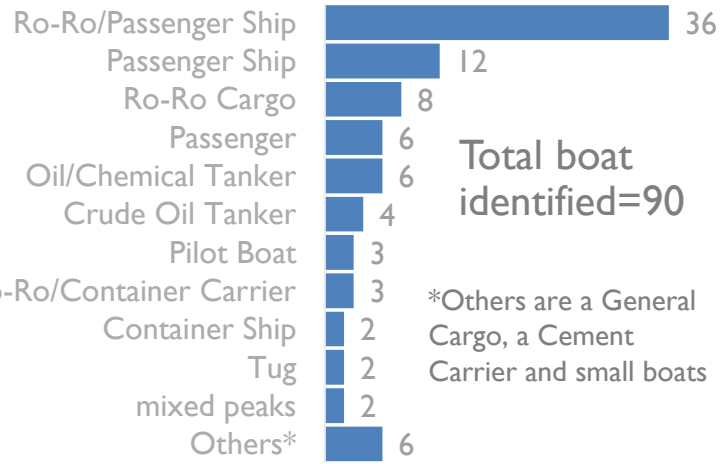
This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

Harbour measurements

From July 11th to 23th

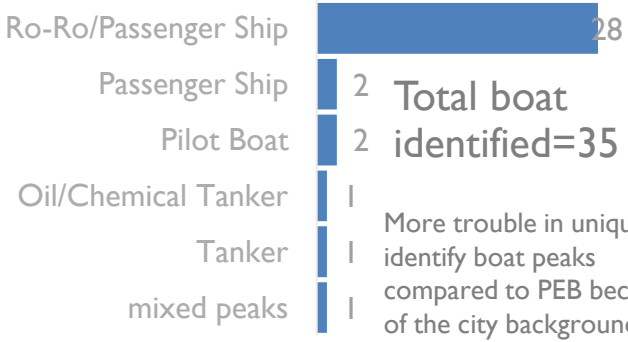
Phares et Balises (PEB)
TAU, IVL, AMU, ATMOSud

La Major
CHALMERS, ATMOSud



Total boat identified=90

*Others are a General Cargo, a Cement Carrier and small boats



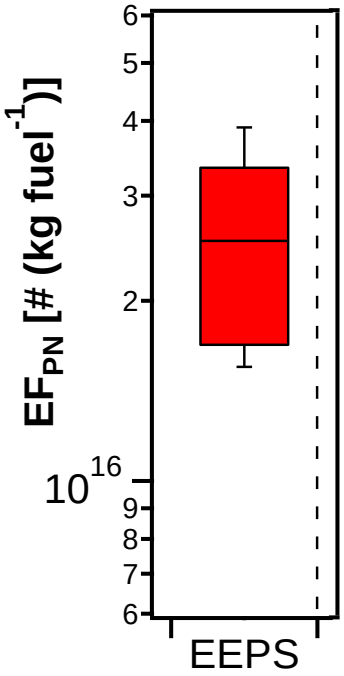
Total boat identified=35

More trouble in uniquely identify boat peaks compared to PEB because of the city background

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

Particles Number

Primary PN all

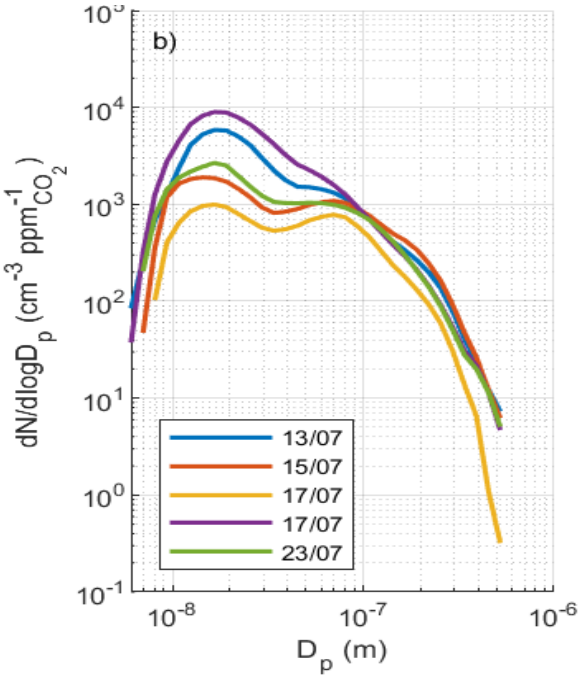


With respect to EURO6 cars

PN Ship/Diesel =47000-80000

PN Ship/ID gasoline = 2000-20000

Small particles (below 100nm)



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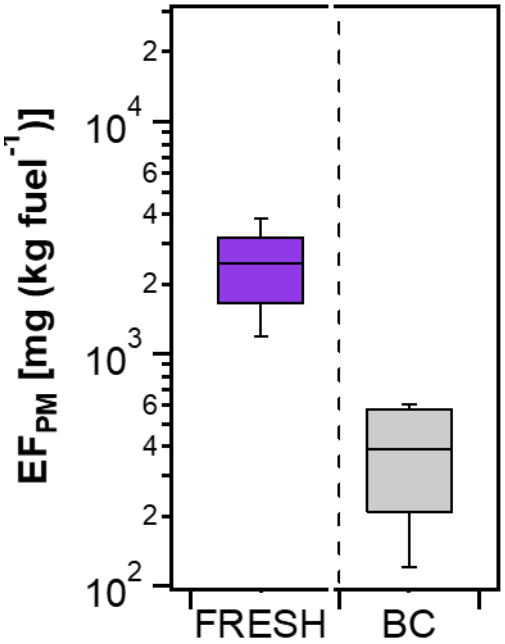
Plumes average particles mass



Total mass is larger than soot : other components are mainly organics and sulphate

With respect to EURO6 light duty

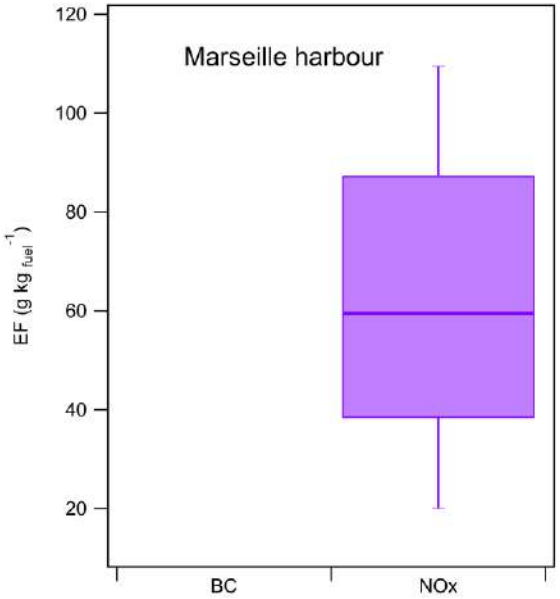
PM Ship/Diesel =20000-30000

PM Ship/PF gasoline= 2000-7000

PM Ship/ID gasoline =500-4000

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

Plumes average NOx



With respect to EURO6

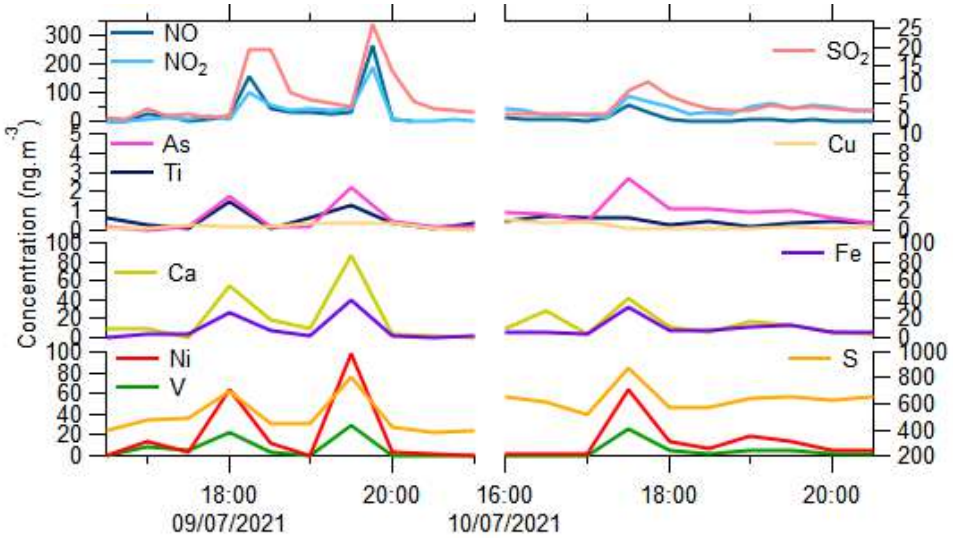
NOx Ship/Diesel = 500-4000

NOx Ship/Gasoline GDI =1000-10000

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

Online metals : more than 30 trace metals monitored

Half hourly measurements with Xact 625i



⇒ Plumes systematically dominated by : Vanadium (V), Nickel (Ni) and Sulfur (S)

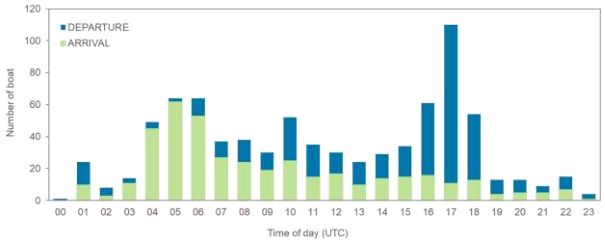
⇒ Under some conditions : Iron (Fe), Calcium (Ca), Arsenic (As), Titanium (Ti) and Cooper (Cu)

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

Metals

- Ship in cruising phase factor

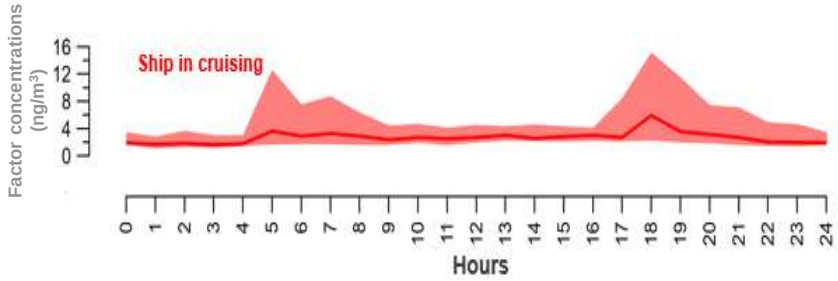
- Daily profile correlated with ship arrivals/departures



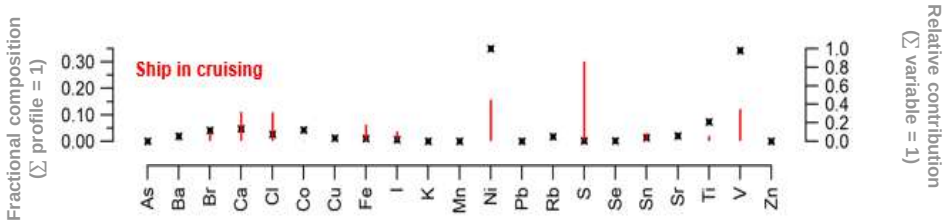
- Factor contributes > 90% of V and Ni while the mass is dominated by S (30-50%).

- V/Ni mass ratio between 0.5 - 0.8 as found in recent studies (Yu et al., 2021)

Diurnal factor profiles



Chemical factor profiles



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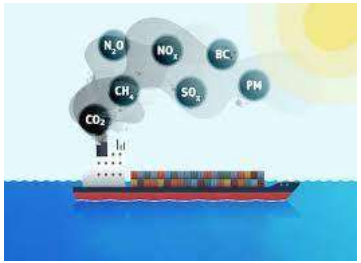
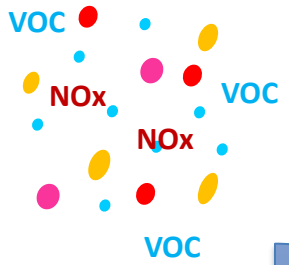
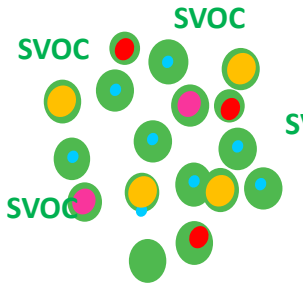
All plumes : secondary particles





Fresh emissions



Aged emissions

VOCs → (+ oxidants) SVOCs ⇆ Secondary aerosol

Multi-generational oxidation

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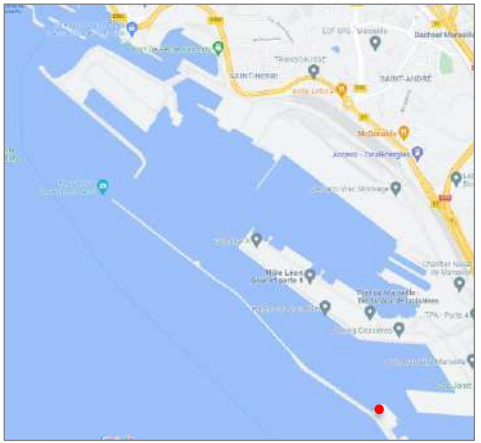
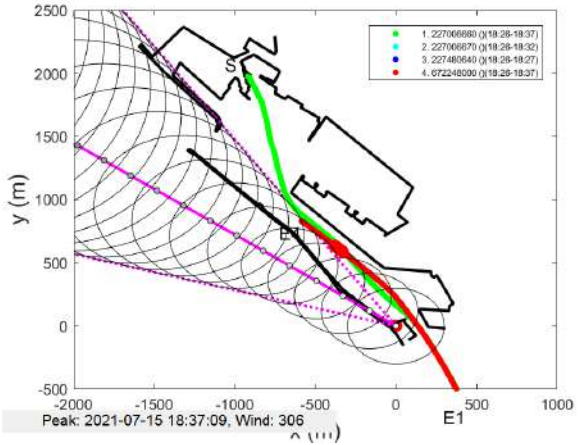
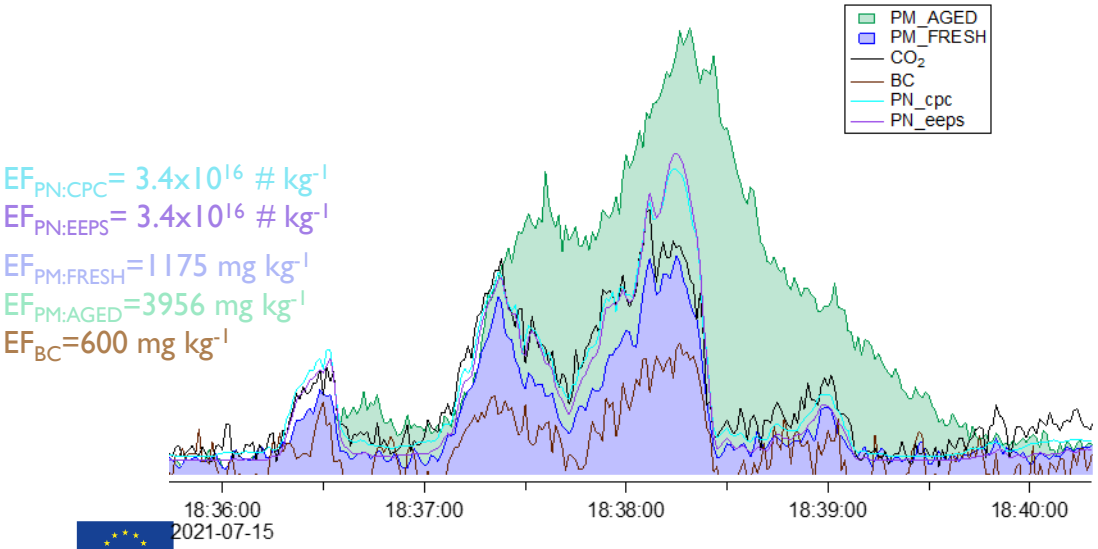
Secondary particles

Total particle mass increases of a factor 2 when the plume is oxidized : potential to form additional aerosol mass (green surface)







$EF_{PN:CPC}$= 3.4x10^{16} # kg^{-1}
$EF_{PN:EEPS}$= 3.4x10^{16} # kg^{-1}
$EF_{PM:FRESH}$=1175 mg kg^{-1}
$EF_{PM:AGED}$=3956 mg kg^{-1}
EF_{BC}=600 mg kg^{-1}

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

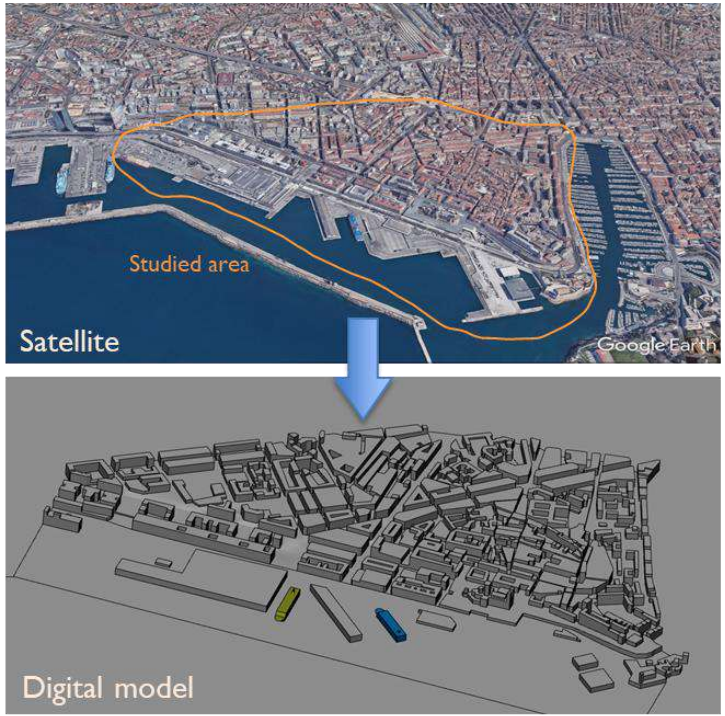
What is the local impact of these emissions? How the plume does impact the city?

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

THE SCIPPER PROJECT

Air-quality CFD simulations in Marseille

- Passenger port of Marseille (La Major Cathedral)
- Development of digital model
- Meteorological conditions
- Ship emissions estimations (SO_2, NO_x, PM)
- Measurement campaign timeframe (July 2021)



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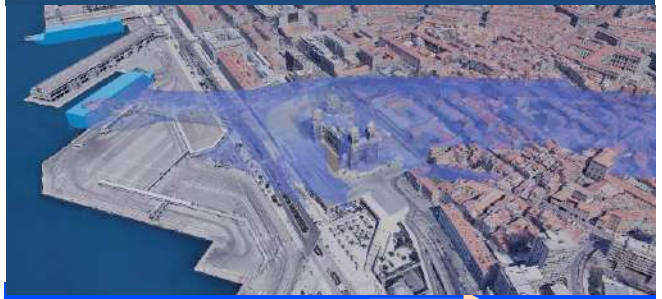
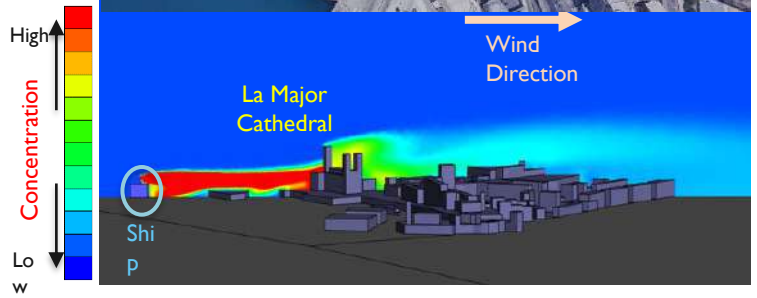
THE SCIPPER PROJECT

3D Model Indicative Results

- Detailed ship-derived pollutant concentration modelling in the city
- Air quality assessment
- Comparison with measured concentrations
- Different emission scenarios for vessel emission control, port planning, etc.





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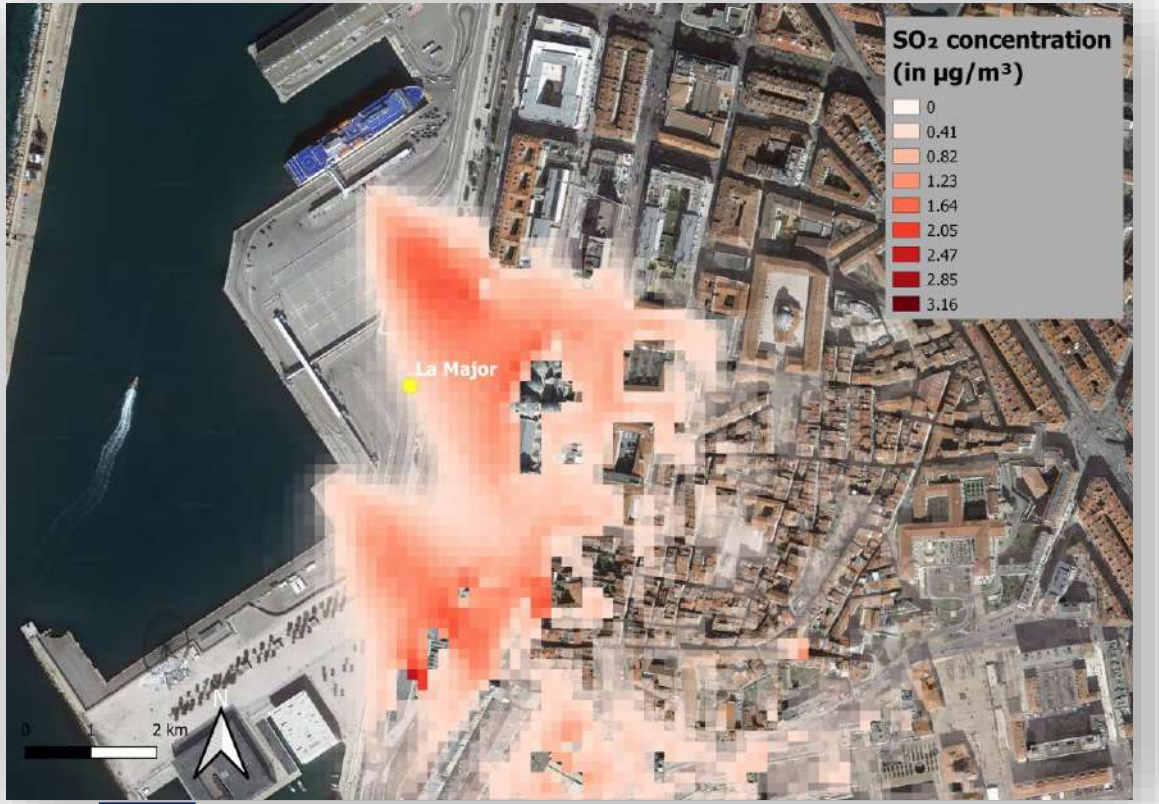

PMSS (Parallel-Micro-SWIFT-SPRAY[1]) is a parallelized **3D particle Lagrangian dispersion model:**

- simulates the advection and diffusion of gaseous species in the atmosphere.
- dedicated to small scale and complex terrain, such as urban or industrial environments
- Take into account buildings
- Resolution around 5m

[1] distributed by ARIA Technologies

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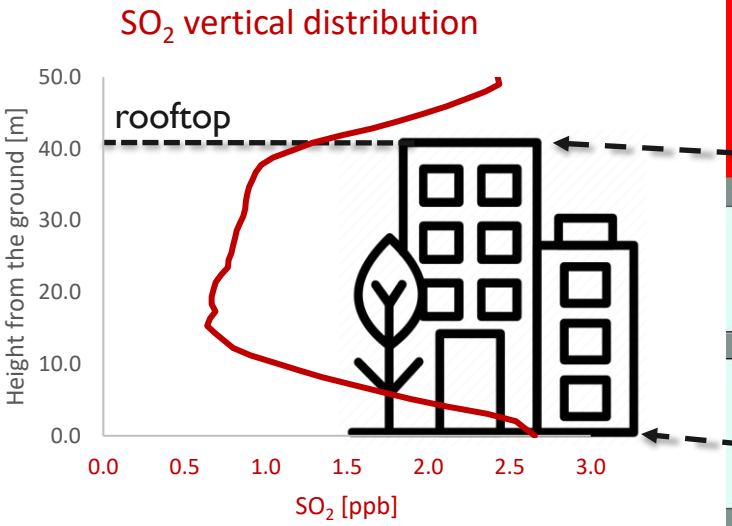
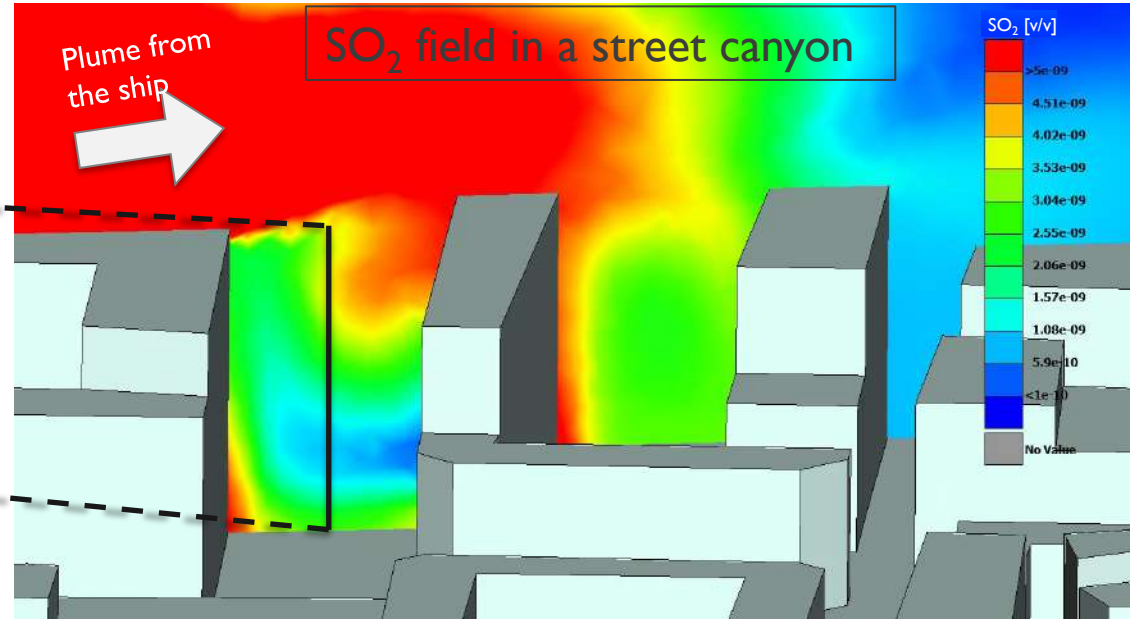
Street canyon SO_2 contour plot





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THE SCIPPER PROJECT

Thank to

PAREA

CORTEA

Marseille Fos
Le port euroméditerranéen

LaMéridionale

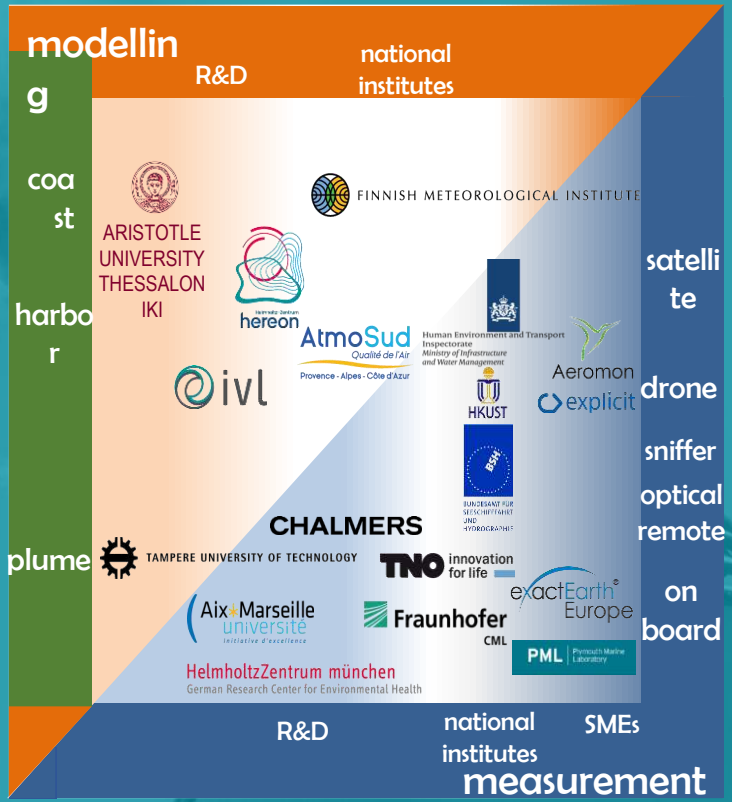
Corsica Linea

PHARES ET BALISES MEDITERRANEE

Clara One sniffer boat

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement Nr.814893

Contact information
Email: leon@auth.gr
Telephone: +30 2310 996003
Website: www.scipper-project.eu



Blue Invest Assistance mechanism

Renata Peloso

Senior Manager Advisory Services at PwC Luxembourg

BLUEINVEST

OPPORTUNITIES START HERE.

About BlueInvest

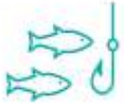
BLUEINVEST

BlueInvest was launched in 2019 with the aim to facilitate access to finance and support investment readiness for early stage businesses, SMEs and scale ups in the blue economy. The platform …

- Supports investment readiness and access to finance for innovative start-ups, SMEs, and scale-ups in the blue economy.
- Provides a market path through technical assistance, visibility, matchmaking and network- and opportunity-building for investors and companies.
- Guides investors to specialize their investment strategies into blue economy related areas and to maximize their related investments.
- Fosters a community and investment ecosystem to help finance the go-to-market and scale-up and to fuel the transition to more sustainable finance and impact investment.

Sectors

BlueInvest programme targets ten sectors having a high potential to support the transition to a Sustainable Blue Economy.

Aquaculture	Farming of aquatic organisms while minimising its externalities on the air, water, and soils, and prioritising the use of clean energy.	Shipping & Ports	Use of cleaner fuels and optimising routes in maritime transport and transforming the activities that ports carry out to lessen their environmental and climate impact.
Blue Biotechnology	Application of science and technology to living aquatic organisms to produce knowledge, goods, and services, while following processes that minimise the negative environmental impact.	Coastal & Maritime Tourism	Beach-based and recreation activities in the coastal area & water-based activities and recreational activities in the maritime area, with a focus on building a more regenerative and resilient industry
Fisheries 	All kinds of harvesting of naturally occurring living resources in both marine and freshwater environments, while ensuring enough fish is left in the ocean for the regeneration of the species and habitats and threatened species are protected.	Environmental Protection & Regeneration	Prevention and response to coastal erosion and preservation/ regeneration of marine and freshwater ecosystems, including the activities that the support ocean pollution control.
Blue Renewable Energy	Offshore generation of clean and renewable power which comes from natural sources that are constantly replenished, covering both offshore wind energy and ocean energy.	Water Management	Water supply (collection, purification, desalination and distribution of water), sewage, treatment and disposal of waste, as well as decontamination and remediation activities.
Shipbuilding & Refit	Green ship and green shipyard aiming at causing the least harmful effect on the environment during the building and maintenance phases, by reducing the consumption of materials and energy and the release of emissions	Blue Tech & Ocean Observation	Measurement, observation and forecasting of the ocean and human activity on the ocean for all purposes including defence

BLUEINVEST FEATURES

JOIN THE BLUEINVEST **COMMUNITY**

ATTEND BLUEINVEST **EVENTS**

APPLY FOR BLUEINVEST **READINESS ASSISTANCE**

APPLY FOR BLUEINVEST **FUNDRAISING ASSISTANCE**

EXPLORE BLUEINVEST **KNOWLEDGE CENTER**

JOIN BLUEINVEST **PROJECT PIPELINE**

BLUEINVEST **INVESTOR CAPACITY BUILDING**

BLUEINVEST **FUND**

BLUEINVEST COMMUNITY

Join the community to meet potential partners and investors, gain access to exclusive events, market intelligence and learning opportunities.

The community is open to entrepreneurs, investors, corporates and innovation stakeholders interested in the Blue Economy. Our content and activities are designed to help start-ups and SMEs with investment and growth prospects.

BLUEINVEST EVENTS

BlueInvest events are aimed at business impact. Events feature learning opportunities, knowledge exchange, networking and B2B matchmaking, in formats designed to transform business.

Save the date:

- Investors Capacity Building: Impact Investing Masterclass | 08 March in Brussels
- BlueInvest Day | 09 March 2023 in Brussels

BlueInvest Events

6 E-Pitching Sessions

5 innovative start-ups and SME will have the opportunity to pitch their companies in front of investors and industry experts. Expression of interest are welcome.

Upcoming:
E-pitching with European Boating Industry (EBI)

23 Mar 2023

2 Investors Matchmaking Events

2 matchmaking events fully dedicated to our fund managers and financial profiles.

Upcoming :
Investor Capacity Building and Matchmaking Event

08 Mar 2023 in Brussels

6 Thematic Workshops

6 targeted BlueInvest thematic workshops to bring together entrepreneurs, corporates, investors and stakeholders from the sector to discuss developments in sustainable technologies for the Blue Economy.

Upcoming:
Thematic Workshop @WindEurope
26 April 2023

2 BlueInvest Days

Upcoming:

BlueInvest Day 2023

09 Mar 2023
Royal Library of Belgium, Brussels

BLUEINVEST READINESS ASSISTANCE

Exclusive coaching programme for high potential start-ups and SMEs with innovative and sustainable products and solutions for the Blue Economy.

Businesses and projects selected for Investment Readiness Assistance will receive coaching packages tailored specifically to their readiness levels and business objectives. The programme is impact-driven, providing business support to help startups and SMEs build capacities for growth and attract investment.

Application is currently open – Deadline 07 April

BLUEINVEST FUNDRAISING ASSISTANCE

New feature of the second edition of BlueInvest that aims to support equity rounds closures for 20 high potential EU start-ups with innovative blue economy solutions. Selected companies will receive a tailored set of up to 20 days of 1:1 advisory services.

Application is currently open.

Readiness Assistance Packages

AP #1: Pre-assistance discovery workshop:

- Get to know the company, discuss the assessment results and provide a first diagnostic of company's business dimensions
- Fine-tune coaching needs and draft the coaching plan with an emphasis on measurable objectives

AP #2: Sustainability business case for investors:

- Equip the company with knowledge and tools to showcase the positive environmental impact of their solutions, products and technologies to investors in a credible way.
- Convey the environmental benefits of the solution to investors in a credible and quantifiable manner.
- Key value proposition for investors - development of a sustainability business case for impact investors.

AP #3: Corporate strategy:

- Refine the strategy, vision, and mission
- Challenge the value proposition and support the definition of the Unique Selling Point
- Verify the business model, help the company define and fine-tune company's goals and KPIs

NEW!

AP #4: Operational excellence:

- Verify the company's value chain from sourcing, to production and distribution
- Identify and support the development of strategic commercial partnerships
- Assess the current team structure and skillset.

AP #5: Market readiness, product & innovation:

- Support the company in refining and validating its product fit versus the market needs
- Review the product's business model
- Support identification and targeting reference customers
- Provide technical and IP mentorship, if applicable
- Mainly for early-stage start-ups

Readiness Assistance Packages

AP #6: Marketing & growth strategy:

- Refine the communication strategy of company's value proposition
- Support the analysis of key marketing and sales channels
- Reinforce lead generation strategy and market segmentation
- Guide identification of potential clients, partners and resellers
- Obtain an overview of sales cycle
- Challenge user experience journey
- Support the mastering of client feedback

AP #7: Improving investment readiness and reaching bankability:

- Essentials of business case with a focus on profitability and revenue-generation potential
- Challenge key financial indicators for investors' due diligence (e.g. cash-flows, NPV, ROI, IRR)
- Support development or fine-tuning of the business plan
- Review and align financial strategy with the market plan
- Identify company's financing needs

AP #8: Access to finance:

- Define fundraising strategy (equity, debt)
- Identify a list of potential investors and other financing sources – recommended KPI: 5 potential investors
- Review guidelines for development of documentation for investors
- Define approach for short-listing of key leads, meeting preparation and deal analysis
- Negotiations and pitch presentation

AP #9: Pitch doctor:

- Development of pitching presentation
- Communicating with impact: rehearsals and live feedback.
- Physical and virtual pitching preparation

AP #10: Path to Net Zero

- Verify the company's carbon footprint and outline the action plan for the emissions reduction.
- Develop an action following the measurement of GHG emissions via a calculator: a net zero roadmap outlining next steps to reduce the company's carbon footprint by 2030.
- Improve efficiency at the level of the company's premises, logistics and travel.
- Revise production cycle and supply chain.

Company’s BlueInvest Journey

Application
The company applies through the BlueInvest website. Our team sets up a coaching call to provide guidance and more information about the programme.

Selection
The company receives an assistance offer along with a Needs Analysis and the Investment-Readiness Self-Assessment Reports.

Onboarding webinar
The company gets to know the program in depth, meets its peers and discovers the assistance packages available.

Coach matchmaking
The company is being introduced to their BlueInvest Coach. The right fit is the key success factor behind the satisfaction rate and business impacts brought about by the programme.

Development of a tailored coaching plan
The company chooses among the 10 Assistance Packages and assesses its priority areas with the coach.

Investment-readiness coaching
The coaching is a KPI-driven journey with an emphasis on introductions to 5 investors and 3 industrial partners.

Investment simulation workshop (Level 2)
The company participates in an investment-simulation workshop focused on equity deal closure.

The company is invited to present its innovative solution to an audience of investors and potential venture mentors.

BlueInvest Day
The company is invited to the BlueInvest Day. Unparalleled opportunity to network with investors, corporates and enablers of the Blue Economy. Success stories from the program may be featured.

Feedback on coaching
The company is invited to provide feedback on the coaching experience.

Post-coaching feedback
The company answers a feedback survey to help us assess the impact of the Readiness Assistance coaching on its business objectives.

Coaching completed and business impacts achieved!

BLUEINVEST FUND

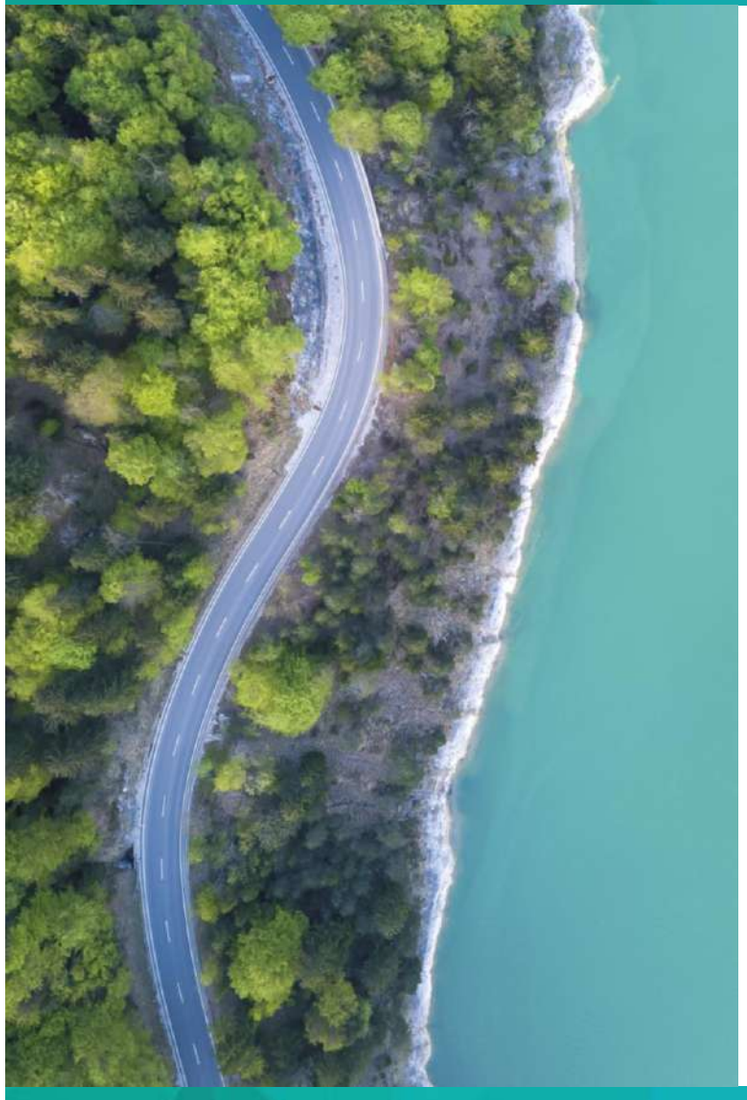
The 'InvestEU Blue Economy' Fund is a fund of funds, financed by the EIF and engaging financial intermediaries for its management. An additional €500 million has been mobilised in this fund until 2027 to deliver up to 1.5 billion investments in innovative blue economy companies and their sustainable technologies and solutions.

INVESTOR CAPACITY BUILDING

Report for BlueInvest Fund managers and Blue Economy Investors providing intel on blue sectors and insights on the market background and a deep-dive dedicated to supporting BlueInvest Fund managers in developing and implementing their investment strategy.

Investor Capacity Building Programme with four training sessions to assist investors in the journey of engagement with different blue economy sectors.

Investor Capacity Building Programme



09 Nov 22

Session I: Discovering Blue Economy

08 Mar 23

Session II: Impact Investment Masterclass

20 Apr 23

Session III: Unpacking investment strategies

15 Jun 23

Session IV: Prototyping and Positioning

Registration is open on the BlueInvest Community.

BLUEINVEST PROJECT PIPELINE

A showcase of innovative projects and entrepreneurs who are shaping the Blue Economy.

Projects will consist of innovative and scalable business ventures from traditional and emerging sectors of the maritime economy.

BLUEINVEST KNOWLEDGE CENTER

Open to members of the BlueInvest Community, the knowledge center offers capacity-building courses, training events and exclusive webinars to accelerate your business for investment, market access and international expansion in the blue economy.

BlueInvest Project Pipeline

The BlueInvest Project Pipeline is a showcase of start-ups and SMEs with qualified, innovative and sustainable products and solutions for the Blue Economy. Projects consist of innovative, scalable and sustainable business ventures from traditional and emerging sectors in the maritime economy.

- If you are an **investor** looking to expand your portfolio with solutions contributing to the healthy oceans and resilient coasts, the BlueInvest Project Pipeline will help you find your next investment opportunity.

- If you are a **start-up** or an **SME** with solutions for sustainable blue economy submit your application to establish relationships with investors, corporates and key stakeholders.

A total of **332 high-potential projects** are currently featured.

BlueInvest Success Stories

- **1600+** Community members
- **226** Investment Readiness Assistance beneficiaries
  - 80+ beneficiaries had qualified introductions to investors
  - 29 beneficiaries secured investment
  - 96.5% satisfaction rate

Discover more success stories! Follow us here:

EU Business Support

EU_MARE

EU Maritime & Fish

UPCOMING BLUEINVEST EVENTS

Date 09 March 2023

Time 10:00 – 18:45 CET

Hybrid Event

Venue Royal Library Of Belgium, Brussels & online

Register now!

THANK YOU!

Join the community

BLUE INVEST

www.blue-invest.eu

lu_blueinvest@pwc.com

Agenda

AFTERNOON: Tuesday March 7th, 2023

13:30-13:50	Smart ship and shipyard panel session	***GALATEA beneficiaries, port of Constanta***
13:50-14:05	Impact venture capital fund Blue Ocean	***Swen Capital***
14:05-14:25	Maritime surveillance round panel session	***GALATEA beneficiaries, TBD***
14:25-14:45	Smart Port in MED initiative	***CISAM***
14:45-15:10	European Innovation Council	***NCP EIC***
15:30-18:00	B2B meetings	

Smart ship & shipyard panel session

GALATEA
BLUE GROWTH ACCELERATOR

H2AIR

NepTech
Intelligent sea mobility

CAPONNETTO HUEBER

H2PULSE

GALATEA
BLUE GROWTH ACCELERATOR

MAIN ACHIEVEMENTS

Conduct R&D studies for the development, design and test of the NepTech air injection technology applied on the NepShuttle

- Observations
- Define areas for improvement

NEXT STEPS

Further development of the technology

- Testing in a hydrodynamic tunnel
- Detailed design of the air injection system architecture
- Full-scale testing of the entire system

CONTACT

Lenna Gwiss,

Business Developer, NepTech

lenna.gwiss@neptech.co

PyCHARGE

MAIN ACHIEVEMENTS

PyCHARGE is a project led by PYTHEAS Technology, Notilo Plus and FEAC, to develop a docking and recharge station for AUVs powered by marine currents. The project demonstrated the feasibility and performance of the system through experimental tests of a reduced scale model. It also showed the scalability of the system to high power through numerical simulations. Finally, the expertise of the different partners was combined to obtain a fully integrated system, from the power generation system to the drone charging platform.

NEXT STEPS

A full-scale demonstrator needs to be designed and manufactured to perform tests at sea, in representative conditions. This will require strong manufacturing efforts on the drone, docking station and power generator sides, as well as simulation efforts to adapt to the currents available at the test site considered. An economic assessment of the whole system will also be conducted.

CONTACT

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CEO PYTHEAS Technology
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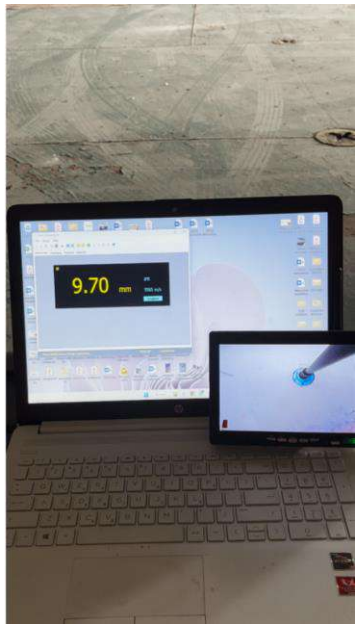
HECTOR
sHip inspECtion by auTonOmous dRone

GALATEA
BLUE GROWTH ACCELERATOR

MAIN ACHIEVEMENTS

- The HECTOR system is able to **navigate in GPS-denied environments**.
- The HECTOR system is able to **create a 3D map** of the inspected area via **SLAM algorithms**
- The HECTOR system is able to **return to its "home" point autonomously**.
- The HECTOR system is able to **collect ultrasonic thickness measurements** from the ship's internal walls.



NEXT STEPS

- Reduce the error of the path planning algorithms.
- Test configurations with smaller propellers and faster moving motors in order to achieve better stability during the ultrasonic data collection.
- Investigate funding opportunities to further develop the product.
- Integrate the entire system in a compact package.

CONTACT

HELLENIC DRONES

ACCENT PRO 2000

ROBOSURVEY
ROBOTS FOR GOOD

COMPODEEP

MAIN ACHIEVEMENTS

- Cycling test at 625 bars showed good mechanical strength of the specimens (glass or carbon fibers + epoxy matrix). Data obtained are consistent with the simulations.
- The mechanical resistance tests of the kit demonstrators and the associated assemblies (gluing or bolting) also give results in accordance with the finite element models, validate the instrumentation and the design.
- Cycling tests at 625 bars with instrumented structures are in progress.
- A primary short-term application has been identified.
- Gain in mass and buoyancy is validated.
- Collaboration between our two companies CES WORKS and COMPOXI will continue, including in other areas.

NEXT STEPS

Deepen our business model and our business plan with regard to the results obtained.
Carry out aging tests at sea over a period of one year from the end of 2023.
Continue our work in the field of the design and validation of structural buoyancy volumes allowing a significant reduction in mass and cost of deep-sea systems.
Convince investors to enter the market faster.

CONTACT

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Impact venture capital fund Blue Ocean

Olivier Raybaud

Managing Director at SWEN Capital Partners

BLUE OCEAN

VC IMPACT FUND FOR THE REGENERATION OF OCEAN HEALTH

IN SCIENTIFIC PARTNERSHIP WITH Ifremer

SWEN Capital Partners

RESPONSIBLE INVESTING IN PRIVATE MARKETS

The fund invests in innovations that help regenerate ocean health, hence contributing to achieving SDG 14

Recognized as one of the top 40 European Impact PE funds (Future 40) by Real Deals and PER

uplink

Selected by Uplink, a World Economic Forum initiative, as a Top Innovative Funds for our Future

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UNE MARQUE Ofi invest ARKEA INVESTMENT SERVICES

SWEN CP, a full service platform for responsible investing in Private Markets

A benchmark player in responsible investment

Robust shareholder structure
- 2 institutional shareholders > €100bn AUM
  - OFI Capital Partners (50%)
  - Groupe Crédit Mutuel Arkéa (40%)
- Employee ownership (10%)

European player with €7.7bn* AUM
**Assets committed historically as of 31/01/2023*

Long-term institutional clients : > 100 clients

SWEN CP is a shareholder and expert member of the NEC Initiative [1]
- Independent mission-driven company, methodology developer and environmental metric

ESG [2] leadership with first quartile performance
- 10 years of Responsible Investment track record
- An internalized ESG team (multi-strategy and impact)

SWEN Capital Partners
www.swen-cp

Experience in PE, Infrastructure and Private Debt since 2008

Strong expertise & customized investment solutions through a unique platform

Private banking services

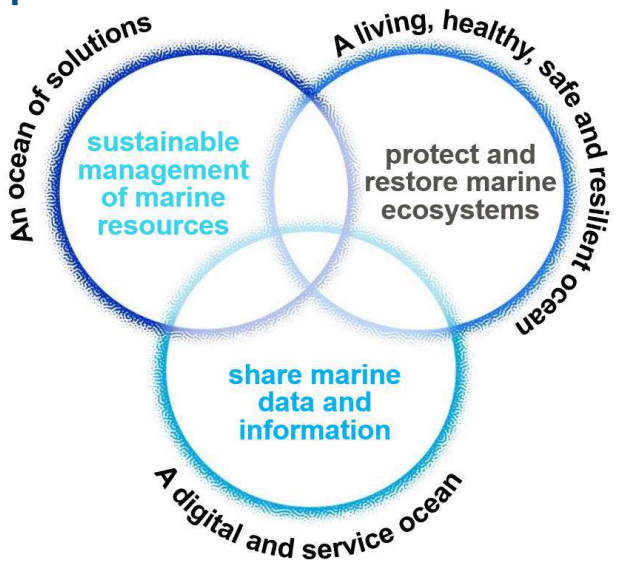
Tailor-made client services

Experienced and engaged team
- 90+ employees
- 12 nationalities
- 49% women / 51% men

[1] *Net Environmental Contribution.* Version 1.0 currently in use, see NEC Initiative website: www.nec-initiative.org
[2] *Environmental, social and governance Criteria*

IFREMER: Serving sustainable development around the planet

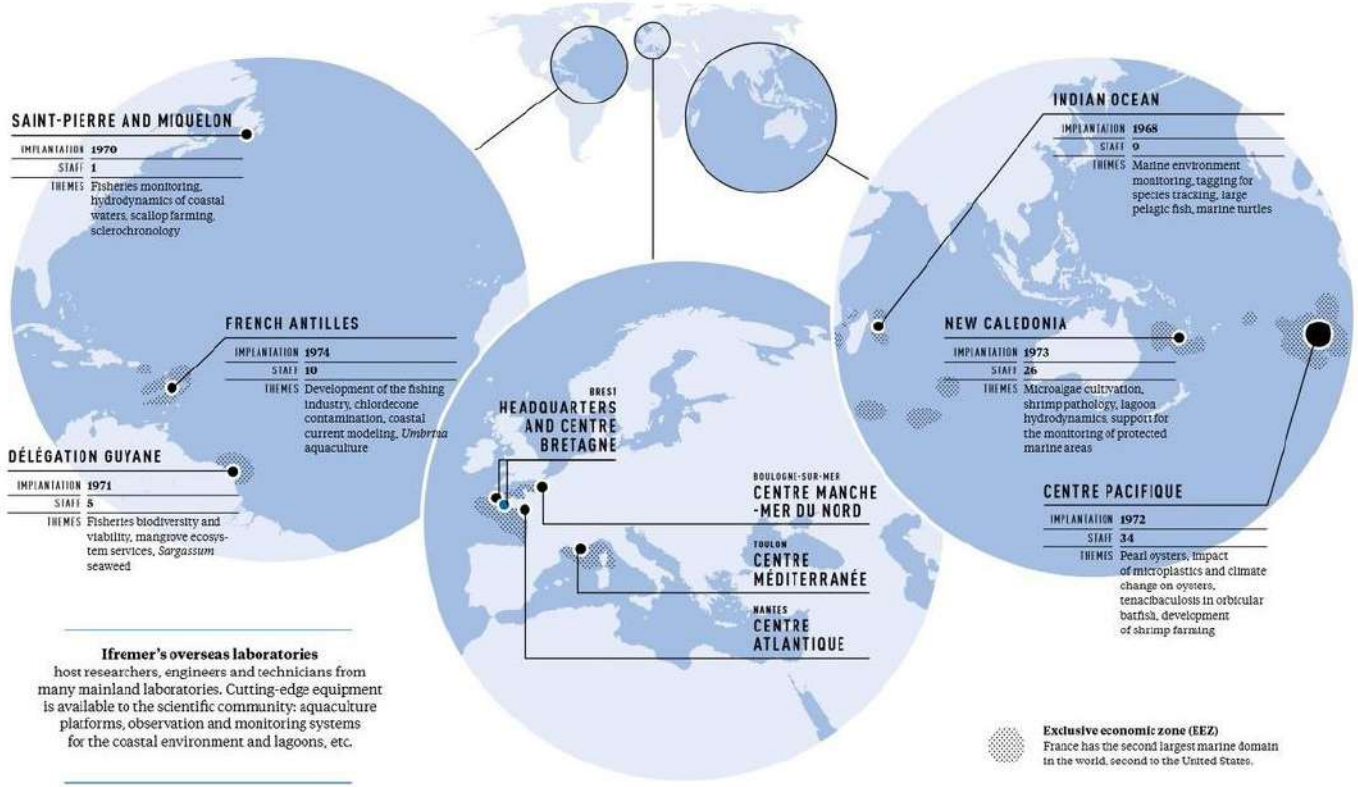
3 main objectives guide research, innovation and expertise



- **800** researchers
- Operator of the French Oceanographic Fleet, unified since 2018, at the service of the entire scientific community

A worldwide presence

Atlantic, Indian, Pacific Ocean



A scientific and strategic partnership with Ifremer

The partnership relies on five pillars

1. Deal flow contribution
2. Scientific and technical due diligences support
3. Scientific collaboration with Blue Ocean portfolio companies
4. Impact KPI
5. Collaboration with corporates and SMEs

BLUE OCEAN
HARNESS THE POWER OF INNOVATION
TO REGENERATE OCEAN HEALTH

THE OCEAN IS THE HEART AND LUNGS OF OUR PLANET

It provides the oxygen we breathe, feeds us and regulates the climate

>50%

of the oxygen we breathe is produced by the ocean

"No water, no life. No blue, no green."
Sylvia Earle

3.2bn

people rely on food from the sea as a source of protein and key nutrients

"We cannot fight the climate crisis without the power of the ocean"
John Kerry

93%

of heat resulting from anthropogenic GHG emissions is absorbed by the ocean

"The ocean is the sanctuary of our biodiversity"
Emmanuel Macron

Sources: Stuchtey, M., A. Vincent, A. Merkl, M. Bucher et al. 2020. "Ocean Solutions That Benefit People, Nature and the Economy." Washington, DC: World Resources Institute. www.oceanpanel.org/ocean-solutionsjd

Yet the ocean is facing existential threats

90%

of fish stocks either overfished or on the brink of overfishing.[1]

11m tons

of plastic waste into the ocean / year. By 2050, more plastics than fish.[2]

50%

of coral reefs lost to climate change. 90% of coral reefs to be lost by 2050.[3]

These pressures on the ocean are causing a dramatic increase in temperature, acidification, loss of oxygen, rise in sea level, loss of ecosystems, biomass and biodiversity.

Our life support system is on a path to collapse.
The good news is that we have a unique opportunity to reverse this trajectory in the next decade.

1. Overfishing 94% fully or over exploited (FAO Fisheries and Aquaculture 2020)
2. Plastic : 11 mt/y (PEW, Systemic Breaking the Plastic Wave 2020)
3. Coral reef : 50% died in the last 30 years and 90% may die within the next century (Secore.org)

Massive opportunities* for ocean startups

Powerful macrotrends

The conscious consumer is rising
spurred by movies such as Blue Planet II or Seaspiracy…

Governments are regulating
passing laws to protect 30% of the ocean by 2030, ban single-use plastics, and scale renewable energy

Corporates are committing to sustainability
pledging to end single-use plastic by 2025 (Unilever, Coca-Cola), become carbon neutral, be certified as sustainable (Dolphin Safe Tuna at Whole Foods)

Technology is accelerating change
AI, drones, IoT, blockchain, biotechnology

are transforming multi-billion euro markets

$400bn seafood industry[1]
- Aquaculture growing at 7% per annum
- Technology leapfrogging to solve key sustainability issues (pollution, by-catch) and massive inefficiencies (10-50% mortality rate)

$350bn plastics packaging market[2]
- Consumption doubles every 11 years
- Entire industry to be reinvented to achieve 0% single use plastic by 2025

$100bn marine energy opportunity[3]
- 300 GW by 2030
- Offshore wind potential of 18x global demand

$40bn shipping industry opportunity[4]
- Europe commitment to cut emissions by 40% by 2030

Ocean startups are driving this transformation

Healthy ecosystem creating hundreds of mission driven-startups
- Techstars, Plug and Play
- Ocean Exchange, Katapult Ocean
- Ellen Mac Arthur Foundation, Seabos
- Corporate VC (Nutreco, Nestlé)

Billion € companies and > €100m fundraises
- Sodastream $3bn acquisition by Pepsi
- Saildrone raised $100m to deploy 1000 sea drones
- Innovafeed raised €140m

Unprecedented opportunity* for specialist and values-aligned investors to back transformative ocean startups**

**This type of assets presents risks, including the risk of capital loss*
***Investors with the knowledge and experience to understand and bear the risks*

1. Seafood $400 billion (FAO Fisheries and Aquaculture 2020)
2. Global packaging market $348 billion (https://www.grandviewresearch.com/industry-analysis/plastic-packaging-market)
3. Marine energy opportunity €100bn, 300 GW (https://www.dutchmarineenergy.com), potential of 18x global demand (International energy Agency)
4. Shipping industry: $40 to 60 billion per year (€40 billion) (https://www.globalmaritimeforum.org/content/2020/01/Getting-to-Zero-Coalition_Insight-brief_Scale-of-investment.pdf)

Ecosystem leadership

SWEN Blue Ocean co-founded 1000 Ocean Startups, a global coalition to accelerate ocean impact innovation

changeNOW
INTERNATIONAL SUMMIT FOR CHANGE

ONE PLANET SUMMIT

SOLAR IMPULSE
EFFICIENT SOLUTIONS
OUR CHALLENGE
1000

PLUGANDPLAY
Silicon Valley in a Box®

GREEN INNOVATION
GROUP A/S

Eastern Pacific
Accelerator
Powered by Techstars

BLUE
INVEST

UNITED NATIONS
OCEAN
CONFERENCE
LISBON
27 JUNE -
1 JULY
2022

SEAWEED
for EUROPE

Ifremer

WORLD OCEAN COUNCIL
The International Business Alliance
for Corporate Ocean Responsibility

ELLEN
MACARTHUR
FOUNDATION

RESPECTOCEAN

ubuntoo

CPIC
COALITION FOR
PRIVATE INVESTMENT
IN CONSERVATION

CFA
CONSERVATION
FINANCE ALLIANCE

HIGH LEVEL PANEL for
A SUSTAINABLE
OCEAN ECONOMY

UNEP
FINANCE
INITIATIVE

Sustainable
Blue Economy

Investment strategy

We invest in companies with potential for both SYSTEMIC IMPACT and COMPETITIVE MARKET RETURNS*. Impact and financial performance* must be fully aligned.

INVESTMENT CRITERIA

STAGE

- 70% Series A (proven technology & demonstrated market traction)
- 30% Venture Growth
- Opportunistic : up to 10% seed

GEOGRAPHY

- At least 80% of amounts invested in Europe

TICKET

- Total investment of max. 15% project fund size
- First ticket size to enable follow-ons (20-25 deals targeted)
- Significant minority positions

VALUE CREATION

EXPERTISE

+

NETWORKS

Market intelligence

Proprietary opportunities

Value creation

Strategic exits

Entrepreneurs choose us because we add tangible value and are values aligned

*This type of assets presents risks, including the risk of capital loss

Investment verticals

We invest in:

Solutions to OVERFISHING

Fisheries
- Smart fishing gears

Aquaculture
- Precision aquaculture
- Land-based, offshore aquaculture
- Alternative feeds

Ocean Data
- Satellites, drones, IoT, AI
- Traceability

Fish Substitutes
- Plant-based and cell-based alternatives to fish

Solutions to POLLUTION

Plastic pollution
- Reuse, refill & return retail models
- Recycling (from eco-design, to waste sorting and recycling)
- Replacement by biodegradable materials

Agricultural pollution
- Sustainable fertilizers
- Precision agriculture

Marine solutions to CLIMATE CHANGE

Ocean energy
- Floating offshore wind
- Floating solar
- Tidal

Shipping decarbonization
- Green energy
- Energy efficiency

About the company

Based in Paris, Spinergie is a French **data analytics company** leveraging information from multiple sources (more than 300, including ship positioning, ship specifications, wind farm fields mapping, news articles, weather, etc.) to create easy to read (maps, dashboards) and **actionable insights about the performance of ships worldwide**. **It offers a digital solution to reduce fuel consumption and hence help decarbonize shipping.** Its first customers have been off-shore vessels. It is now expanding across the maritime industry.
The company offers two products as of today: Benchmark, which enables clients to monitor the performance of any fleet in the world, benchmarking the performance of their own fleet in the process, and Digitalize, that gathers data coming directly from the vessels of the clients (including private data) which is presented into dashboards, enabling better decision making. It is now building analytics to make recommendations to optimize vessel operations.

€ 11m
Amount raised (this round) including € 4.0m from SWEN Blue Ocean

Impact thesis

Spinergie's solution helps vessel owners, operators and charterers to reduce their green house gas emissions:
The environmental performance data produced by the company on every vessel on earth is consolidated through a simple score at the level of end-users . This data was not available before Spinergie. By making this data broadly accessible, the company contributes to transparency and to creating a race to the top.

- Spinergie's data helps customers take decisions to reduce their GHG emissions. For example, customers can identify when a ship is overconsuming or optimize routes, enabling to lower speed and consumption.

Business case

- Demand for Spinergie's product is driven by 1/ the opportunity to optimize operations thanks to big data and 2/ the ambitious objectives of the maritime industry to decarbonize, including the IMO commitment to reduce absolute emissions by 50% by 2050.
- Spinergie meets these two needs at an attractive cost: typically a few thousand euros per year. In comparison, hardware solutions to reduce fuel consumption by 5-10% can cost several million euros.
- On land, the fleet tracking market has proven to be large and attractive, with companies such as Fleetmatics (acquired by Verizon at EUR 2.4bn) becoming unicorns. Spinergie is positioned to take a leadership position in the younger but promising maritime fleet tracking market.

Past performance is not an indication of future performance.

CONFIDENTIAL – INFORMATION NOT PUBLIC

About the company

BlueNav is a French company that has developed motorization solutions to make any small to medium boat hybrid. The technology – named the *BlueSpin* - is a simple yet powerful electric engine that can be both installed on newbuild boats or retrofitted, without changing their structure or operational profile. The BlueSpin is foldable, gyratory, compact and light, hence not adding extra drag, and provides superior propulsion performances. BlueNav equips both the recreational and the professional markets (i.e., ferries, water taxis, fishing boats, etc.).

€ 1.3m

Amount raised (this round) including € 0.75m from SWEN Blue Ocean

Impact thesis

Coastal areas and inland waters are profusive nests for marine ecosystems. Yet they are largely and negatively impacted by the boating industry in terms of (i) **noise pollution and other pollutants**, (ii) **GHG emissions** and (iii) **anchoring**. Indeed, small boats generate continuous broadband noise at levels which have been proved to cause behavioral changes and fright responses of marine species. Besides, because boating is very concentrated in space and in duration, it generates big, negative, local impacts.

BlueNav's solution has the potential to reduce these issues: hybridation of the boating industry enables to reduce noise levels and fuel consumption, hence, to reduce overall GHG emissions of the industry: **using electric engines during slow transit could decrease GHG emissions by up to ~50%.** Plus, hybrid systems have the potential to be more easily adopted on boats where full electrification is not technically feasible yet, hence **encouraging larger and faster adoption of clean solutions**.

Business case

BlueNav needs to **scale up its commercial efforts and finance the expansion of its production team. The company also targets to start selling on the North-American market by the end of 2023**.

BlueNav has been able to produce all its engines in-house and to maintain healthy margins thanks to proprietary technology and assembly. Today, **the BlueSpin is the only current technology capable to make boats instantaneously hybrid without changing their structure or performance, that is robust, easy to operate and not cost-prohibitive, thus, having an immediate impact on the boating industry.**

Past performance is not an indication of future performance.

CONFIDENTIAL – INFORMATION NOT PUBLIC

ecosubsea

About the company

ECOsubsea is a Norwegian company that has developed a system to **inspect, monitor, clean and collect biofouling on ship hulls**. The system is a cleaning station on dock side equipped with a cleaning ROV that collects **all biological waste in a closed-loop manner**, to be eventually recycled or valorized.

ECOsubsea has developed the best hull monitoring and cleaning system of its kind, achieving superior environmental and technical performances, **for a total cleaning duration of less than 12h at a maximum cleaning capacity of 3000m²/h.**

€ 2m

Amount raised (this round) including € 1m from SWEN Blue Ocean

Impact thesis

Biofouling is the accumulation of microorganisms, plants, algae, or small animals on wet surfaces that have a mechanical function, such as ship hulls, causing structural or other functional deficiencies. Not only does biofouling have a negative impact on GHG emissions of the shipping industry by increasing the roughness of colonized surfaces, up to 69% of introductions of invasive aquatic species to new environments occur via biofouling.

ECOsubsea's cleaning stations contribute to lower biofouling levels of the shipping industry, hence lowering fossil fuel consumption and associated GHG emissions, as well as preventing the introduction of invasive aquatic species.

Business case

So far, the company has developed and operated 2 cleaning stations, servicing all kinds of vessels and maritime platforms. With operations suffering during and post-Covid, the company is now ready to scale up and has received **enormous commercial traction in the past few months**, almost struggling to keep pace with capacity.

The fundraise will enable ECOsubsea to finance 3 additional cleaning stations in 2023 (up from 2 in 2022) and deploy its commercial force internationally.

Past performance is not an indication of future performance.

CONFIDENTIAL – INFORMATION NOT PUBLIC

SWEN
Capital Partners

THANK YOU

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CAUTION

This document is a marketing communication. Please refer to the By-Laws hereafter the " **Legal Documentation"** before making any final investment decision.

It has been prepared by SWEN Capital Partners, a French portfolio management company authorised by the Autorité des Marchés Financiers ,hereafter **AMF** (www.amf-france.org) under number GP-14000047 whose registered office is located at 22 rue Vernier PARIS 17 (Tel: + (0) 1 40 88 17 17- https://www.swen-cp.fr/) to provide preliminary information regarding **BLUE OCEAN** a Fonds Professionnel Spécialisé in the form of a Société de Libre Partenariat duly incorporated under the laws of France and managed by SWEN Capital Partners (the Fund) .

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- Austria ; Belgium ; Germany ; Netherland ; Norway ; Spain

The Fund is subject to specific risks detailed in its Legal Documentation**. In particular, the Fund present a risk of capital loss and do not offer any capital guarantee**. For any additional information, and before proceeding with an investment, the investor must read the Legal Documentation and consult the latest financial report published by the Fund, available on request from SWEN Capital Partners.

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The figures quoted relate to the past years. Past performance is no guarantee of future returns. Similarly, the performance scenarios presented are an estimate of future performance based on past data relating to changes in the value of this investment and/or current conditions. They are not an exact indicator. What you get will depend on market developments and how long you hold the investment or product. They are only intended to illustrate the **mechanics of your investment over the investment period. The value of your investment may vary from what is shown, either upwards or downwards. Future performance is subject to tax considerations, which depends on each prospects circumstances and may change in the future. The investment may result in a financial loss if there is no capital guarantee.**

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Maritime surveillance panel session

Seaigrass

MAIN ACHIEVEMENTS

- Automated data collection over large areas using a small-format USV (unmanned surface vehicle).
- Recognition of plant species through backscattering adjustments.
- Adaptation of the data visualization platform to combine satellite and USV data.
- Generating interest in potential clients during dissemination events.
- Developing a business plan with an updated view of the potential market.

NEXT STEPS

- Preparing an initial budget of the service for a potential client.
- Discussing ways to improve the service and increase commercial capacity.

CONTACT

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www.seabots.eu

Kiteye

MAIN ACHIEVEMENTS

Development of a Kite observation device for ship use (border survey, scientific missions, pollution survey)

- Low energy consumption
- Harsh environments capability
- Modularity
- High altitude vision capability
- Tested on various Ship during development

NEXT STEPS

- Day and night Vision camera implementation
- Commercial deployment
- Hardware and Ergonomy improvements

CONTACT

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+33 603 888 252
Partnership : Kitewinder, Akeros, ACR Systems

SUIPOL

GALATEA
BLUE GROWTH ACCELERATOR

MAIN ACHIEVEMENTS

- Create a global solution that will work as a whistle-blower in order to protect fishermen from contamination by abnormal algae pollution

- Merge laboratory, in situ and satellite measurements in order to benefit from a reliable diagnostic.

NEXT STEPS

We plan to add this service of Maritime pollution detection system to our current maritime safety solution in 2023/24. In fact, we are already in talks with several customers and prospects in order to make them benefit from this additional service.
Our target is to be fully ready for the roll out projects of our pilot customer planned in 2024/25.

CONTACT

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0782146110
Partnership : Aguila and INKOA

Smart Port in Med initiative

Stéphane Reiche

Business developer at Cité de l'Innovation et des Savoirs Aix-Marseille (CISAM)

Brain Port Community

Galatea final event – 7 March 2023

Stéphane Reiche
Business developper « blue economy »
Cité de l'Innovation et des Savoirs d'Aix-Marseille (CISAM+)
stephane.reiche@univ-amu.fr

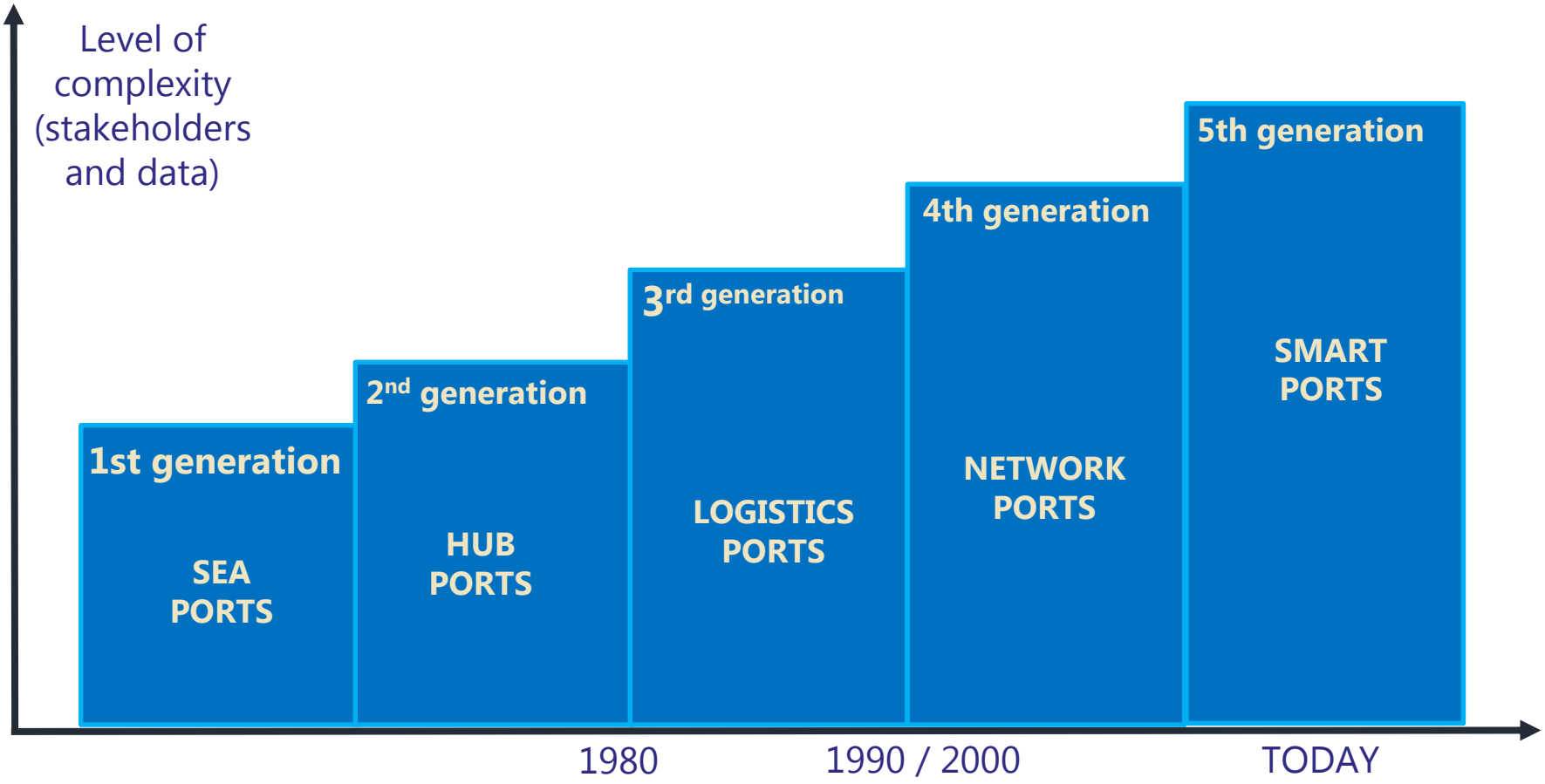
MARSEILLE FOS

le French smartport in med

Le French Smart Port in Med

MARSEILLE FOS
le French smartport in med

Incorporating a rising complexity



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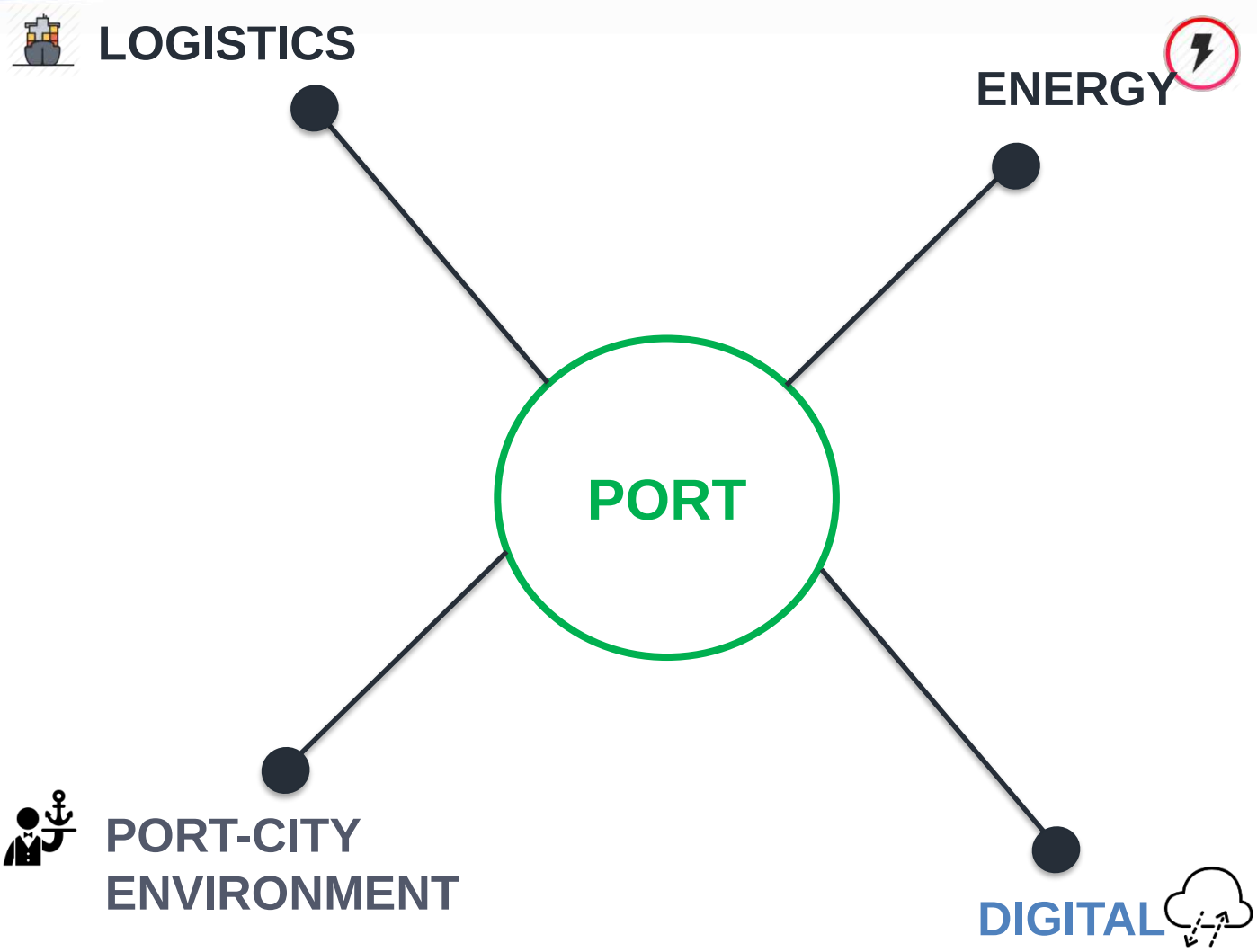
Connecting various needs



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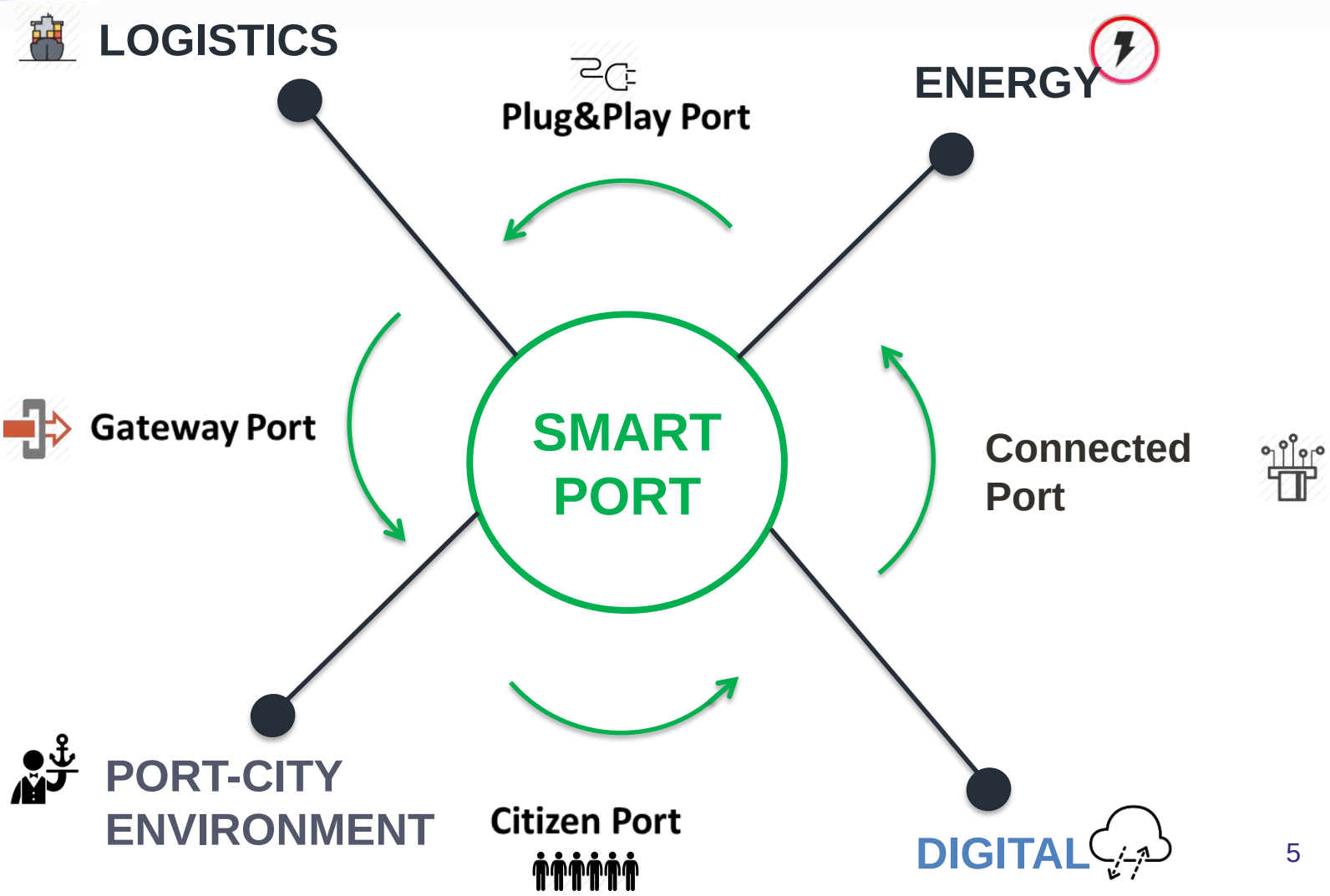
In order to create new added values



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An international movement

Source : Wavestone

MARSEILLE FOS

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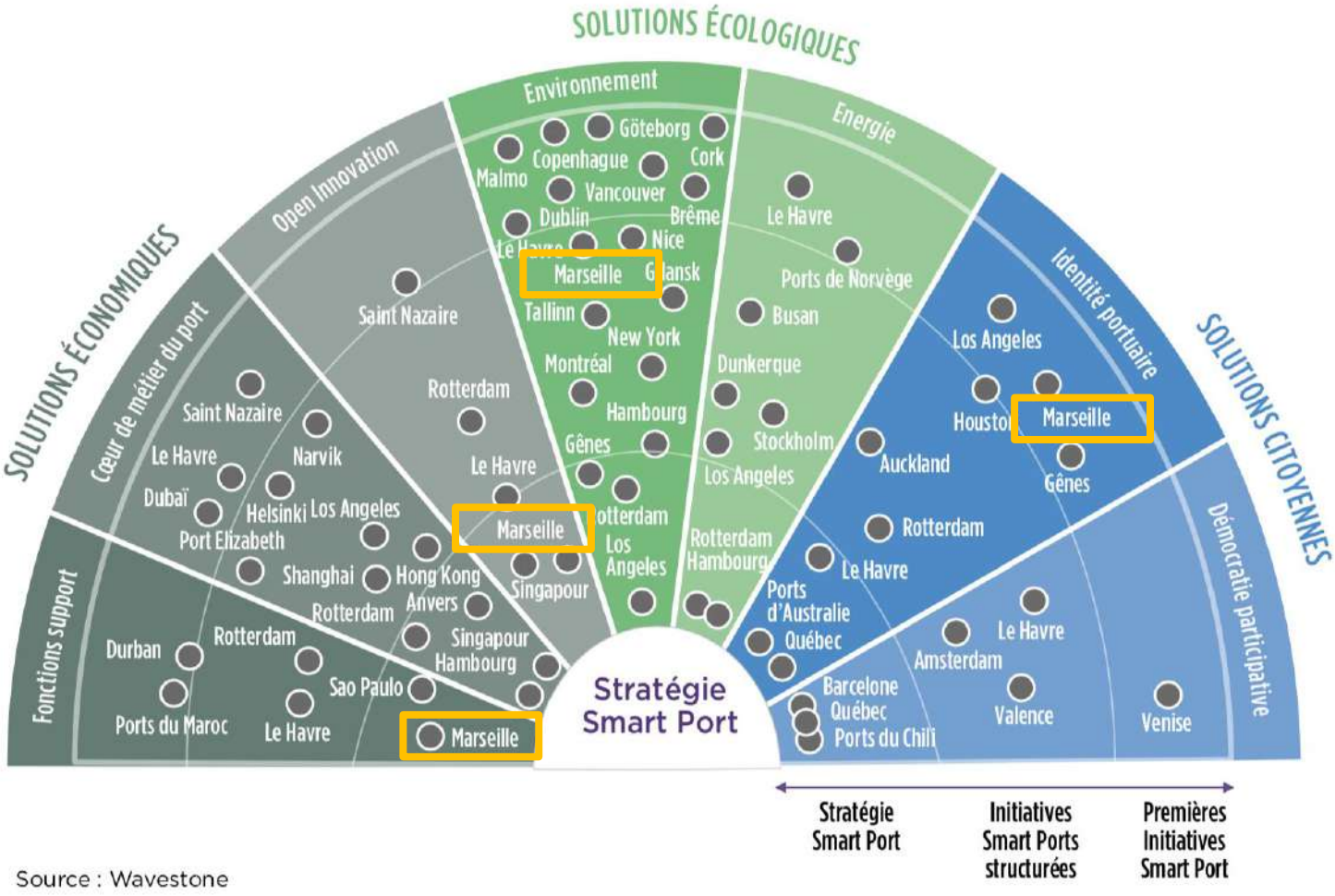
Around shared challenges



Source : Wavestone

MARSEILLE FOS
le French smartport in med

A smart port anchored in the local economy

- **41,500 maritime and logistics jobs and 40,000 digital jobs represent more than 1/8 of the total jobs in the Aix-Marseille-Provence metropolis**
- CMA-CGM, Sopra-Stéria, Bourbon Offshore, ST Microélectronics, Chantier Naval de Marseille, Digitick… are among the main employers in these sectors
- **A real alternative multimodal port to the ports of the Northern Range**
- Structured networks and competitiveness clusters: Aix Marseille French Tech; Pôle Mer Méditerranée; Capénergies; SCS; SAFE; Technopôle de l'Arbois; Medinsoft; CISAM+.
- **Leading digital infrastructures**

MARSEILLE FOS

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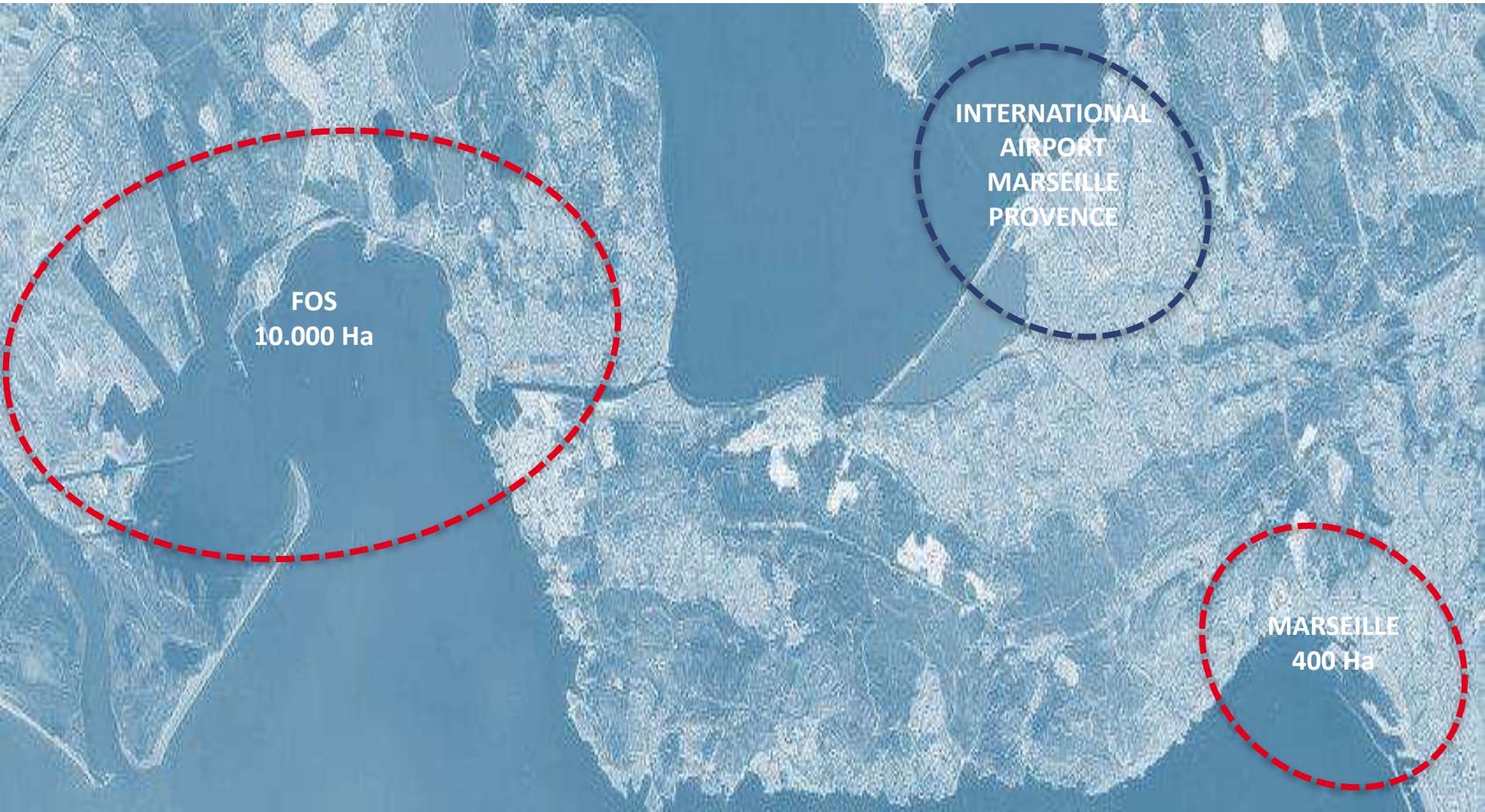
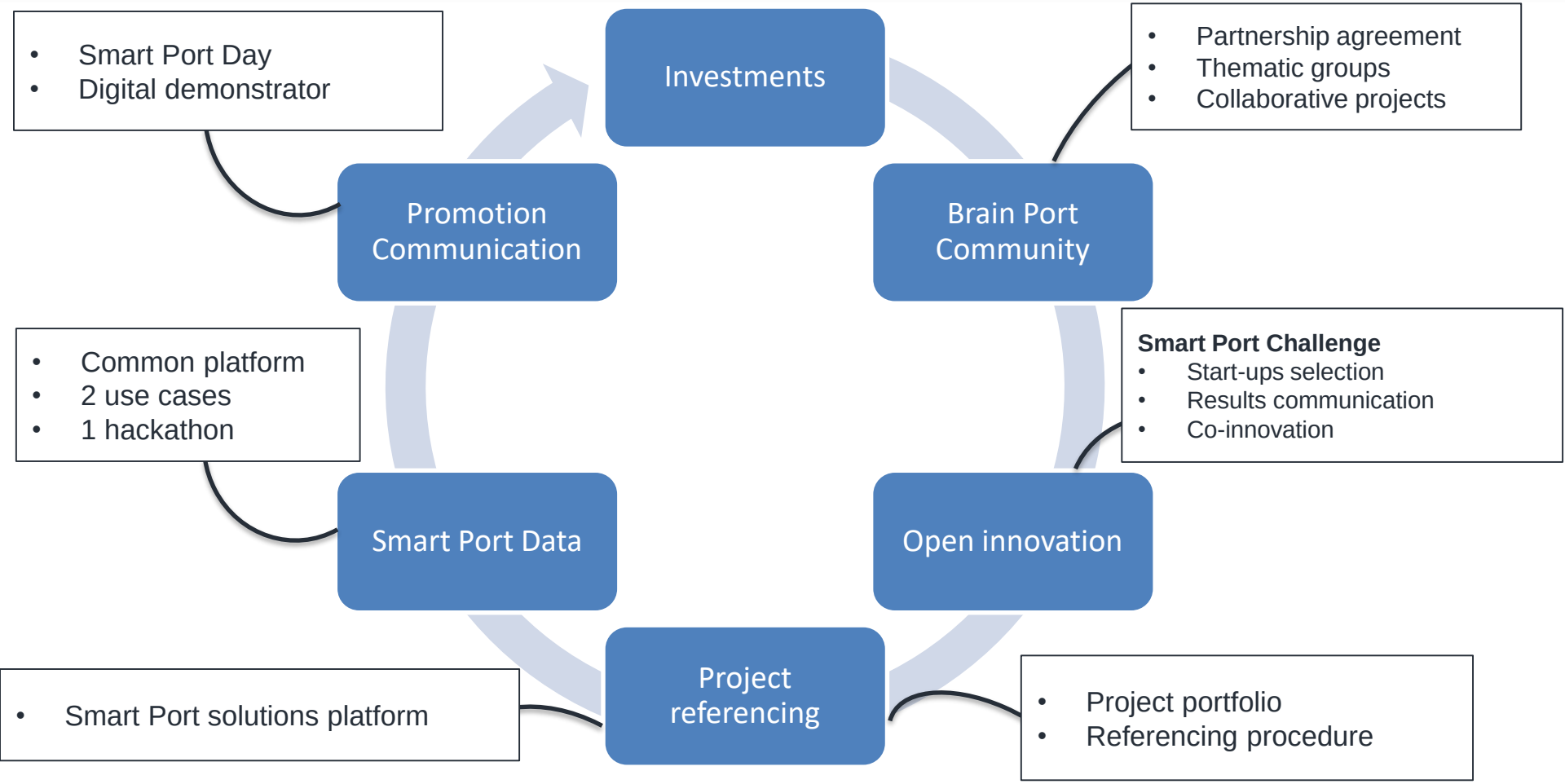
An outstanding geographic location

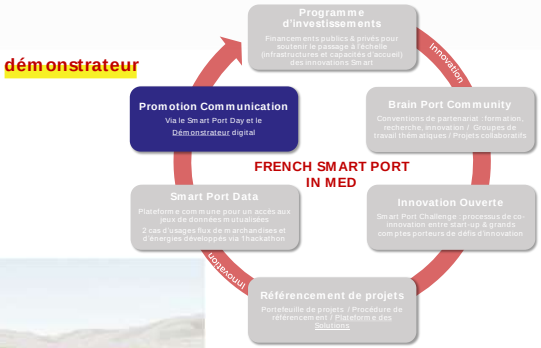


MARSEILLE FOS
le French smartport in med

The wheel of innovation



The Smart Port *Digital demonstrator*



Please visit the referenced projects on our dedicated website:
https://smartport.app/

Focus on the Brain Port Community

- Approaching the mid-term and long-term challenges of the transitions that cross the Port by mobilizing:
  - The academic community
  - The socio-economic world
- Thinking, organizing and implementing collaborative responses, through:
  - Research
  - Training
  - Innovation

A broad approach with regional academic partners

7 main topics:

Automated systems and sensors
AMU : IM2NP, CINaM, IUSTI, LMA
Centrale Marseille, CMP, CEA

Big Data, AI, Digital economy
AMU : LIS, AMSE, LEST, MMSH, CLEO
Mines St-Etienne Campus Provence, CEA

Logistics and Maritime
AMU : CRET-LOG, I2M , CDMT
KEDGE, IEP, Mines St-Etienne Campus Provence

Energy transition
AMU : IM2NP, MADIREL, IUSTI, BIP, MESOPOLHIS, AMSE, LPS, LIEU
Centrale Marseille, Mines St-Etienne Campus Provence, CEA

Environment
AMU : M2P2, CEREGE, MIO, LCE, LIEU, AMSE, IMBE, LPED
Centrale Marseille, CEA

Development and society
AMU : MMSH, ALLSH, IUAR, IMPGT
KEDGE, IEP

Jobs transformation dynamics
AMU : LEST, AMSE, Gift Activités maritimes
KEDGE, Mines St-Etienne Campus Provence

Involvement of the Smart Port ecosystem

- **Collaborative research projects**
  - Master's internships
  - PhDs
  - Small scale research projects
  - Major projects (e.g European and French calls)
  - High visibility projects
- **Collaborative training projects**
  - Creation of training modules for certification
  - Adaptation/creation of a diploma
- **Supporting innovation**
  - Prototyping services of technological platforms
  - 8 CISAM+ antennas on the university campuses

European Innovation Council (EIC)

Elsa Urquizar

National Contact Point (NCP) for EIC Pathfinder & Transition at French ministry for higher education and research

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Le programme européen pour la recherche et l'innovation

horizon-europe.gouv.fr

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European innovation council

EIC European Innovation Council

What is the European innovation council ?

- ✓ Innovation funding programme to identify, develop and scale up breakthrough technologies and game changing innovations
- ✓ Budget : **10,1 Mds € for 7 years** and an annual workprogramme run by EISMEA
- ✓ Bottom-up and top-down calls with a focus on **long-term investment** and **deeptech**
- ✓ Multidisciplinary and multisectorial innovations

How to assess my Technology Readiness Level (TRL) ?

EIC Pathfinder

- Long term vision to develop a tech which will have an important and positive impact on the economy and the society
- Avoir une approche et une méthodologie **high risk/high gain** avec une forte dimension **deeptech**
- Set the foundations for the future tech = Proof of Concept (PoC)

How ?

EIC Pathfinder Open

- Consortium composed of **minimum 3 different legal entities** from, at least, 3 different countries (MS or AC) = standard rules
- ~ 3M€ "as appropriate"
- Deadline in 2024 expected in March

EIC Pathfinder Challenges

- Mono-beneficiary OR consortium of 2 (≠ countries) OR standard rules (3<)
- ~ 4M€ "as appropriate"
- **Deadline 19th of October 2023**
- See the 2023 EIC Pathfinder Challenges

MS = Member State / AC = Associated Country

Please check the list of Associated countries

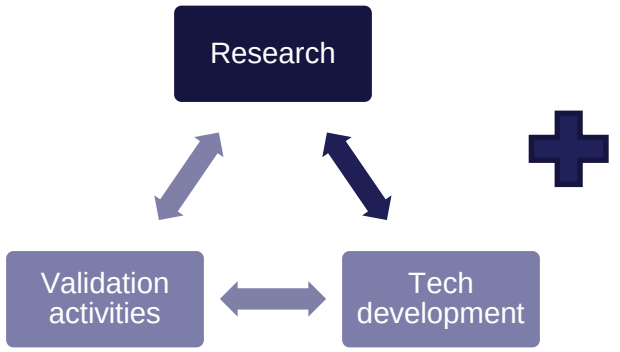
EIC Transition

- Turn research into innovation AND demonstrations of the technology in its application environment
- Maturation of the technology AND the business concept
- Set the foundations for the future tech = Proof of Concept (PoC)

How ?

EIC Transition Open & Challenges

- Mono-beneficiary OR consortium of 2 (≠ countries) OR standard rules (**maximum of 5**)
- Maximum 2,5M€
- 2 cutoffs : April and September 2023
- **Check the eligibility criteria and the 2023 Challenges !**



- Market study
- Business analysis
- Development perspective
- Protection of IP
- Competition study
- etc.

MS = Member State / AC = Associated Country

Please check the list of Associated countries

EIC Transition

How to be eligible for an EIC Transition ?

Your EIC Transition must be based on eligible results !

- You must be the owner of these results of a European project or have permission to exploit the IP
- The initial project (= from which the results were generated) must been completed less than 24 months ago or have started more than 12 months ago (cutoff date as reference)

EIC Transition Open

- The initial project must be from the precise list of eligible calls in the current year's EIC workprogramme (in footnote)

➔ See the 2023 list in workprogramme (p.48)

EIC Transition Challenges

- All results from Horizon 2020 and Horizon Europe are eligible as long as they are at TRL 3-4

How to find eligible results to apply ?

- **Innovation Radar** : https://www.innoradar.eu/eic-transition
- **ERC data base** : https://erc.europa.eu/projects-figures/erc-research-information-system
- **List of eligible projects :** https://eic.ec.europa.eu/eic-funding-opportunities/eic-transition_en

1. Find relevant results that could be an added-value to your project
2. Reach the owners and/or coordinator
3. See if there is an alignment of interest and potential for collaboration

EIC Accelerator

- Scaling up in short timeframe breakthrough innovations **(deep-tech priority)** : Potential to create new markets or disrupt existing ones
- **Substantial and risky funding** : too high for private investors alone to invest

How ?

EIC Accelerator Open & Challenges

- Mono-beneficiary : natural persons, SME, small mid-caps (up to 499 employees)
- **Grant up to €2,5 M** and/or **investment up to €15 M**
- 4 cutoffs : 11 January, 22 March, 7 June and 4 October

Different fundings for different needs :

- ✓ **Blended finance :** Grant + Equity
- ✓ **Grant first :** Equity subject to a milestone assessment
- ✓ **Grant only**
- ✓ **Equity only**

EIC Challenges

EIC Transition Challenges that could interest you

- Environmental intelligence
- Chip-scale optical frequency combs

EIC Accelerator Challenges that could interest you

- Energy storage
- New European Bauhaus and Architecture, Engineering and Construction digitalisation for decarbonisation
- Emerging semiconductor or quantum technology components
- Customer-driven, innovative space technologies and services.

Who are the National contact points (NCPs) ?

- Appointed to provide **guidance, practical information and assistance** on all aspects of participation in **Horizon Europe** in their respective countries

The European innovation council NCPs in France :

- EIC Pathfinder & EIC Transition

→ pcn-eic-eclaireur@recherche.gouv.fr

- EIC Accelerator

→ pcn-eic-accelerateur@recherche.gouv.fr

- How to find the French National contact points if I am established in France : https://www.horizon-europe.gouv.fr/les-pcn
- And if I am not : https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/support/ncp

GALATEA
BLUE GROWTH ACCELERATOR

Thank you

Any questions? Contact us here:
galatea@polemermediterranee.com

GALATEA FINAL EVENT SURVEY

CONFERENCES

- Did you enjoy the conferences?
  - ☐ Yes
  - ☐ No

- The conferences enabled you to…
  - ☐ Learn about new funding opportunities
  - ☐ Get informed on new innovative projects
  - ☐ Envision new partnerships

- The content of the presentations was…
  - ☐ Very interesting
  - ☐ Interesting
  - ☐ Not very interesting
  - ☐ Uninteresting

B2B MEETINGS

- How would you rate the relevance of your meetings?
  - ☐ Excellent
  - ☐ Good
  - ☐ Average
  - ☐ Fair
  - ☐ Poor

- In your opinion, how many of them may lead to further contact?
    - ☐ 100%
    - ☐ 75%
    - ☐ 50%
    - ☐ 25%
    - ☐ 0%

NETWORKING COCKTAIL

- Has it been a good environment for networking?
    - ☐ Yes
    - ☐ No

GRAND PORT MARITIME OF MARSEILLE VISIT

- Did you enjoy the visit?
    - ☐ Yes
    - ☐ No

- Did the visit allowed you to realize the port's technological and innovative needs?
    - ☐ Very clearly
    - ☐ Clearly
    - ☐ Not clearly

- If not, what did you learn from the visit?
    - *Type your text here…*

- The speakers explanations were…
    - ☐ Very interesting
    - ☐ Interesting
    - ☐ Not very interesting
    - ☐ Uninteresting

GENERAL

- According to you, the event was…
    - ☐ Excellent
    - ☐ Good
    - ☐ Average
    - ☐ Fair
    - ☐ Poor

- How useful was the B2match (registration and meeting appointments) platform?
    - ☐ Very useful
    - ☐ Useful
    - ☐ Not very useful
    - ☐ Useless

- Any comments or recommendation you would like to share?
    - *Type your text here…*