

#EMD2021

EMD

EUROPEAN MARITIME DAY

Den Helder

20-21 May 2021



BLUEINVEST VIRTUAL STAKEHOLDERS WORKSHOP

**Financing a Sustainable Blue Economy: From Pipe Dream
to Pipeline**

21/05/2021

**BLUE
INVEST**



A white diamond shape is centered on a teal background. The diamond is formed by four white lines meeting at their ends, creating a hollow diamond shape.

AGENDA

AGENDA

What to expect from today's session

- Welcome Remarks by DG MARE and CINEA
- Panel Discussion:
Supporting Investment Towards a Sustainable Blue Economy: Looking Back, Looking Ahead
- Opportunity Invest: A Showcase of Project Pipelines
 - A Showcase of Project Pipelines
 - A Market Path for Marine Litter Solutions



A white diamond shape is centered on a teal background. Inside the diamond, the words "WELCOME" and "REMARKS" are written in white, uppercase letters, stacked vertically.

**WELCOME
REMARKS**

Iain SHEPHERD
Senior Expert, DG MARE

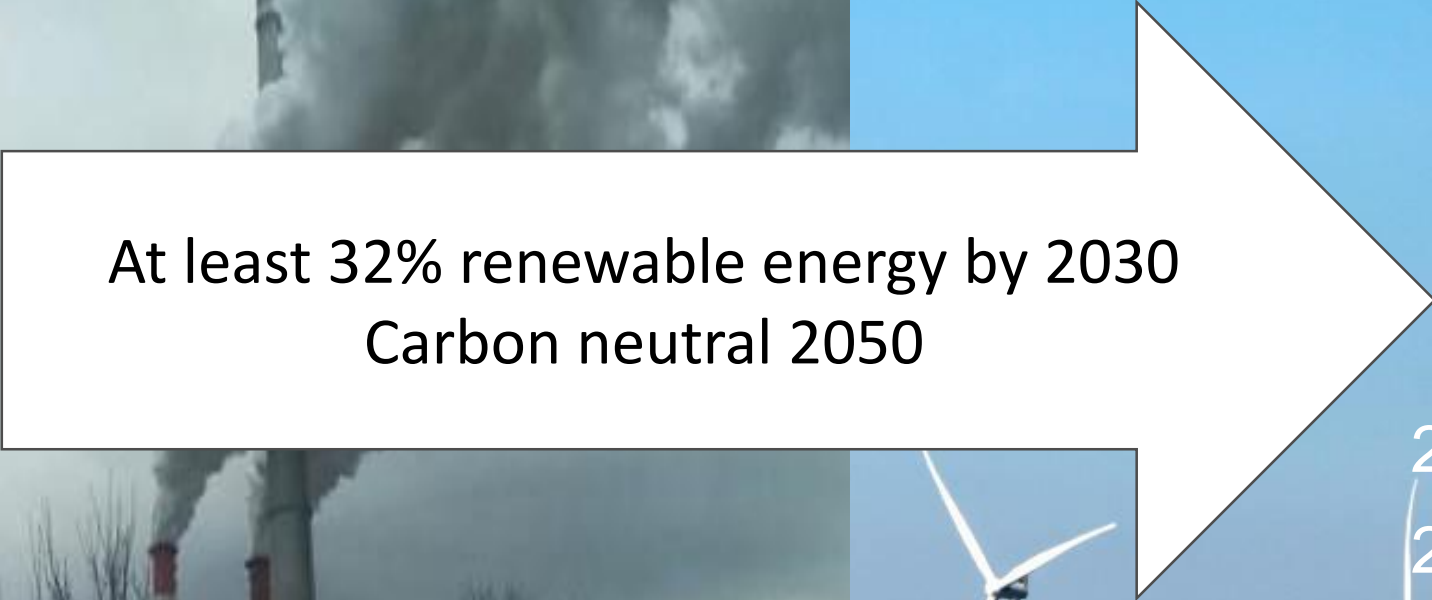
The European Green Deal and the Ocean

Iain Shepherd

European Commission
Directorate General for Maritime Affairs
and Fisheries

European Union





At least 32% renewable energy by 2030
Carbon neutral 2050

2030
2050

five times more capacity
quarter of EU electricity



- Upcoming EU Green Deal Legislation

- revision of Energy Taxation Directive
- extension of emissions trading to shipping
- revision of Fuel Quality Directive

- zero emissions in ports
- IT for smart logistics
- alternative propulsion

- battery
- hydrogen
- ammonia
- biofuel
- sail



Farm to Fork Strategy

- Marketing standards
- Support for algae
- Zero-tolerance for illegal fishing

• Zero



Biodiversity Strategy

Zero Pollution Action plan

Circular Economy Action Plan

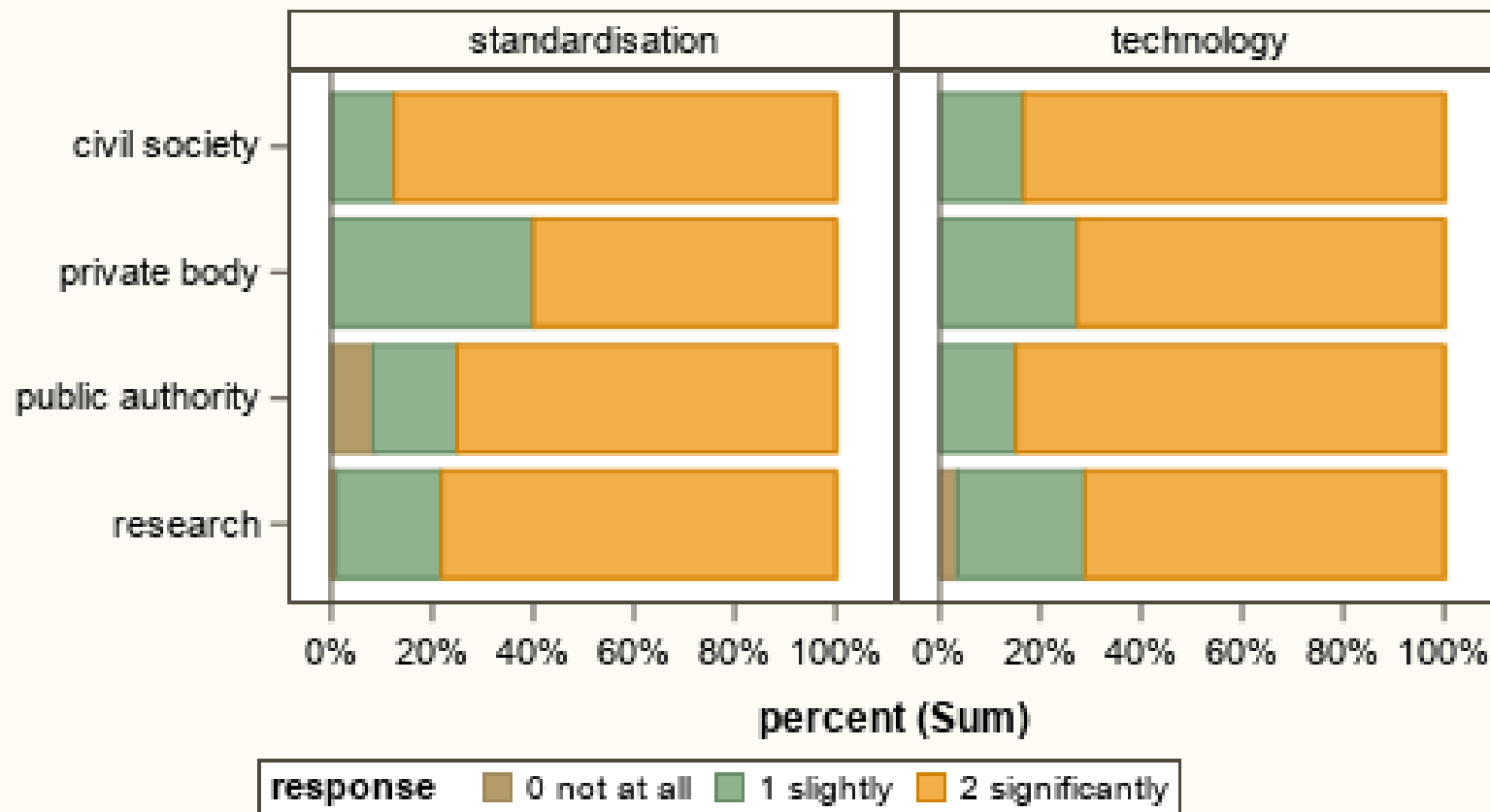
- 10% of sea area “strictly protected”
- Elimination of by-catch threatened with extinction
- At least €20 billion a year unlocked for spending on nature
- Reduced impact of plastic, noise, pollutants
- Zero



Ocean Observation

replies classified by category
 How could ocean observation by EU Member States be improved?

stakeholder



That's all Folks!



Vincent FAVREL,
Head of Unit, CINEA



**PANEL
DISCUSSION**

Panel Discussion

**Supporting
Investment
Towards a
Sustainable Blue
Economy: Looking
Back, Looking
Ahead**

The State of Blue Financing

**Martin POULSEN,
Director, Acacia Sustainable
Business Advisors**

Panel Discussion

**Supporting
Investment
Towards a
Sustainable Blue
Economy: Looking
Back, Looking
Ahead**

**Blue Economy Investment
Platform – What's On, What's
Next**

Adelaide CRACCO,
Head of Climate & Environmental
Impact, European Investment
Fund

Panel Discussion

**Supporting
Investment
Towards a
Sustainable Blue
Economy: Looking
Back, Looking
Ahead**

Ocean Financing in the New Decade

Mauro RANDONE,
Sustainable Blue Economy
Programme, WWF



Ocean financing in the new decade

BLUEINVEST VIRTUAL STAKEHOLDERS WORKSHOP

EMD 2021

Financing a Sustainable Blue Economy: From Pipe
Dream to Pipeline

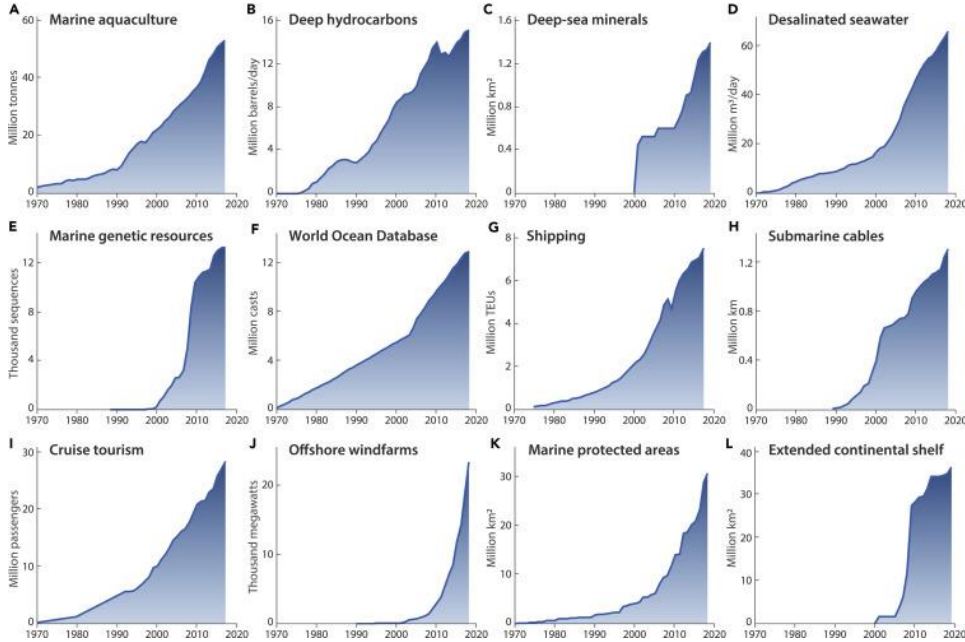
Mauro Randone

Regional Manager and Sustainable Blue Economy Specialist
(WWF) – mrandone@wwfmedpo.org





Ocean financing in the new decade

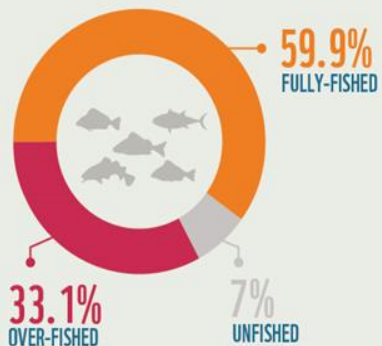


Jouffray et al, 2020.

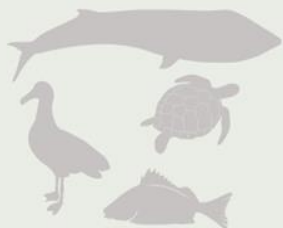


Only 1% of the ocean economy's total value is invested in sustainable projects

DECLINE OF FISHERIES



DECLINE OF MARINE SPECIES



Populations of marine species have declined by 36% between 1970 and 2012

DECLINE OF HABITATS



50% of the world's coral reefs have disappeared

Almost one-third of all seagrasses have been lost

Deforestation rate of mangroves exceeds even the loss of forests by 3-5 times



97%

Pacific bluefin tuna numbers have dropped more than 97% from unfished levels

36%

50%

29%

> 8 million tonnes

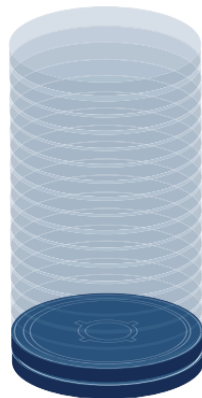
of plastic dumped into the sea every year. That's the same as a garbage truck dumping a full load into the ocean every minute



Barriers for sustainable ocean economy financing



What are the **barriers** to SOE financing?



NO UNIVERSAL FRAMEWORK

A **classification system** of SOE-compliant activities to guide investments **not** (yet) **consistently adopted**

GAPS IN UNDERSTANDING & SCALE

Significant ocean contributions to the economy are **not reflected in market prices** or GDP

More knowledge and understanding is needed (e.g., **transboundary** nature or impacts on **developing countries**)

MARKET DYNAMICS ARE DISTORTED

Activities that generate **negative externalities** are **subsidised**

Inadequate payment & contributions towards ocean resources that underlie economic outputs

Unequal distribution of costs and benefits

THE FINANCIAL PIPELINE IS WEAK

Projects lack the appropriate **deal size and risk-return ratios** to match capital

HIGHER FINANCIAL RISKS

Higher risks in ocean investments require an **enabling regulatory framework**



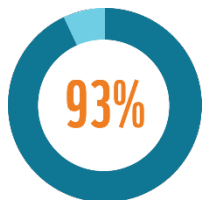
AN OCEAN OF BENEFITS



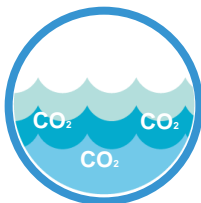
3 BILLION PEOPLE
RELY ON FISH AS A MAJOR
SOURCE OF ANIMAL PROTEIN*



90% OF FISHERFOLK ARE
SMALL-SCALE FISHERS,
AND ABOUT HALF ARE WOMEN



**THE OCEAN ABSORBS
93% OF ADDED HEAT**



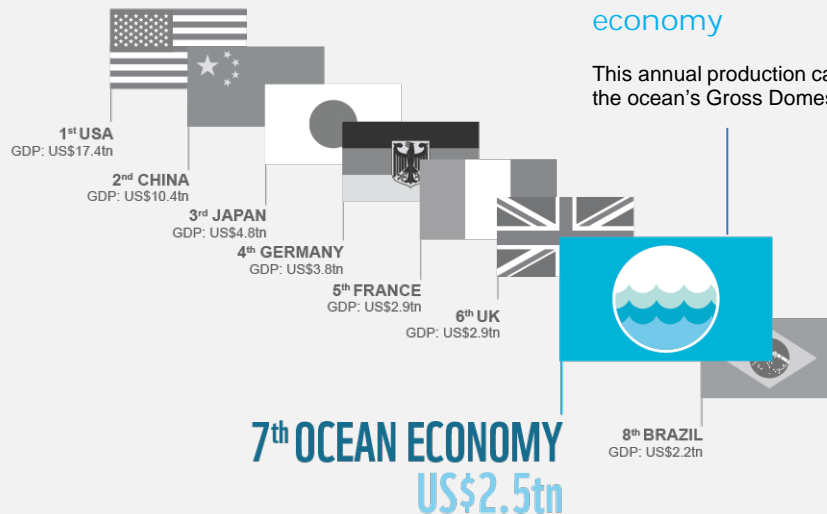
30% of CO₂
THE OCEAN ABSORBS
30% OF ANTHROPOGENIC
EMISSIONS OF CO₂



50% of O₂
THE OCEAN PRODUCES
ABOUT HALF THE
OXYGEN WE BREATHE

The annual economic value generated from the ocean would make it the world's 7th largest economy

This annual production can be thought of as the ocean's Gross Domestic Product

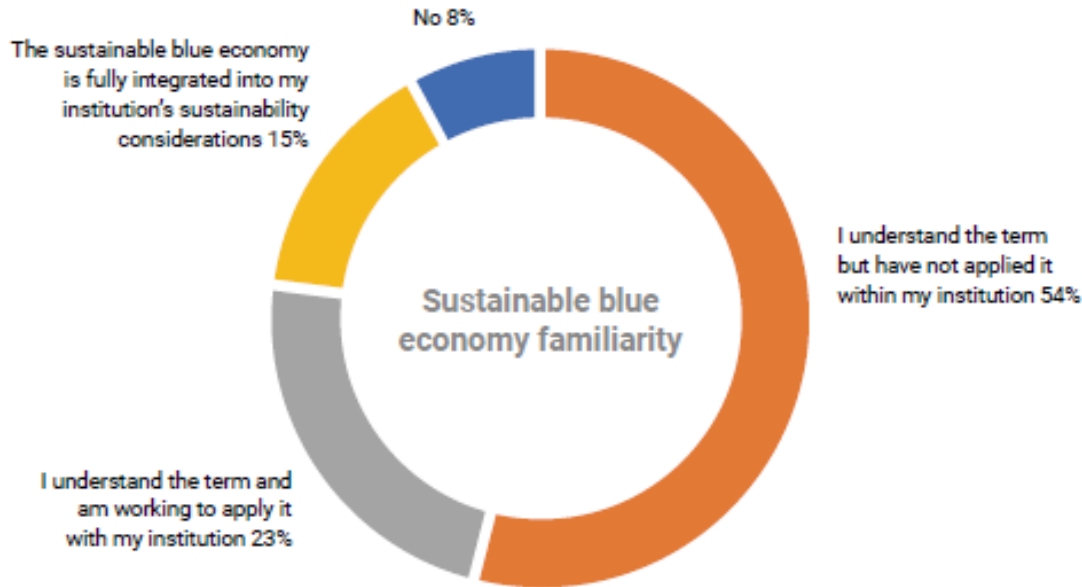
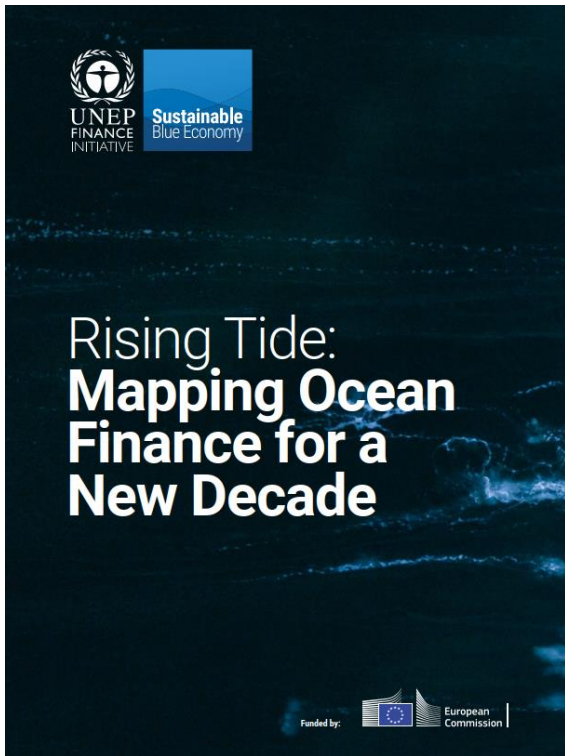


Hoegh-Guldberg *et al*, 2015. Reviving the Ocean Economy, WWF

* fish from marine and inland fisheries



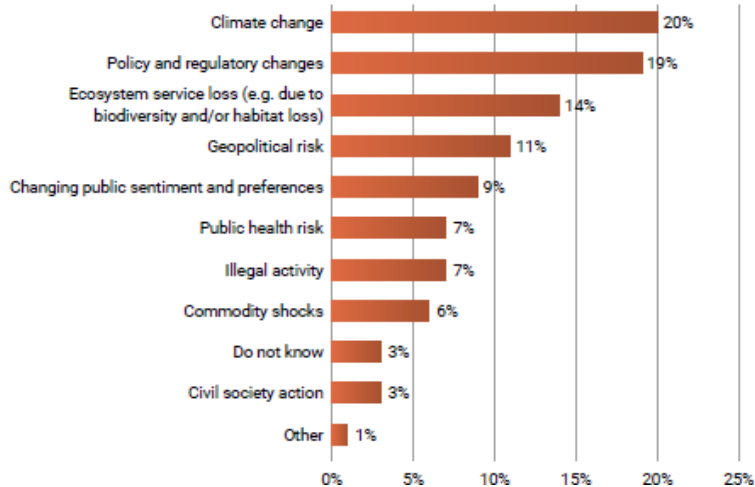
Rising Tide: Mapping Ocean Finance for a New Decade



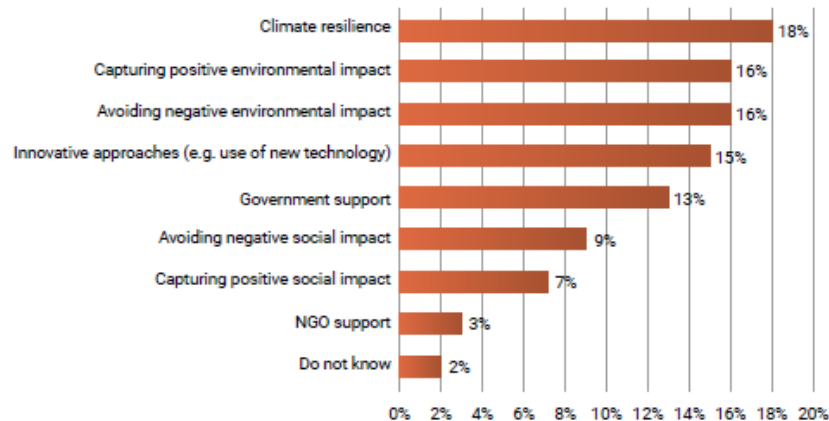


Environmental and social risks are high on the agenda

Climate change dominates perceived risks across sectors



Climate resilience and positive environmental impact are biggest non-financial considerations across sectors





From principles to guidance



This guidance provides financial decision-makers across banking, insurance and investment with a science-based and actionable toolkit

It provides easy-to-follow recommendations on how to finance the transition to sustainability within:


- Seafood, including both fisheries and aquaculture as well as their supply chains;
- Ports;
- Maritime transportation;
- Marine renewable energy, notably offshore wind; and
- Coastal and marine tourism, including cruising.



A changing BE narrative

EUROPEAN COMMISSION

European Green Deal: Developing a sustainable blue economy in the European Union

 Published 15 hours ago on May 20, 2021
By EU Reporter Correspondent

Sustainable Business

Google, BMW, AB Volvo, Samsung back environmental call for pause on deep-sea mining

International Energy Agency boosts EU case for squeezing fossil fuels

The International Energy Agency's report undercuts support for investments in oil and gas extraction and pipelines.



Actions required enable the transition to a Sustainable Blue Economy

- Adopt and implement the Sustainable Blue Economy Finance Principles - as a vision and a common framework for delivering a sustainable blue economy.
- Invest in the recovery, protection and effective management of the ocean's natural capital.
- Create a supportive and inclusive enabling environment – to attracts sustainable private sector finance.
- Redirect harmful subsidies towards SBE priorities
- Incentivise best practice and disincentivise unsustainable activities.
- Stimulate a pipeline of investible sustainable projects.
- Explore new financing mechanisms and tools – including new approaches to insurance.



Thank you!

Panel Discussion

**Supporting
Investment
Towards a
Sustainable Blue
Economy: Looking
Back, Looking
Ahead**

**Towards a Common ESG
Framework for the Ocean –
Why This is Important for
Investors**

**Paul HOLTHUS,
Founder and President, World
Ocean Council**

Towards a Common ESG Framework for the Ocean

Paul Holthus, CEO
World Ocean Council
paul.holthus@oceancouncil.org
www.oceancouncil.org



The International Business Alliance
for Corporate Ocean Responsibility

1st Blue Finance Summit
BlueFIN 21
2021 (dates TBD)

9th Sustainable Ocean Summit
SOS 2021 (dates TBD)

International, Cross-Sectoral Business Leadership Alliance (founded 2008)

- **Bringing together the global ocean private sector**, e.g. shipping, tourism, fisheries, aquaculture, offshore energy, ports, legal, insurance, investment, etc.
- **Catalyzing leadership, collaboration and action for “Corporate Ocean Responsibility”**
Formal recognition by UN and business entities, e.g. UNESCO IOC, WMO, IHO, ISA, ICC, etc.
- **35,000+ in global network; 75+ members globally; 100’s of actively engaged companies**
- **Sustainable Ocean Summit (SOS)**
Only annual global business/investment event by and for the private sector
- **Ocean Investment Platform** brings together industry, investors and innovators
- **Global Blue Finance Summit (BlueFIN)** - annual ocean investment event, starting 2021

Goal: Healthy, productive global ocean and its sustainable use and stewardship by responsible ocean business community

Creating business value for responsible companies and investors

- Access and social license, Synergies and economies of scale, Stability and predictability

WOC – the Global “Blue Economy” Business and Investment Organization

Making Ocean Investment Connections

Connecting investors to:

- Global ocean investment community, via the WOC Ocean Investor Roundtable
- Ocean sustainable development issues, challenges, and opportunities, via WOC's extensive knowledge base
- Market, via WOC's global network of ocean industry corporations
- Drivers for change, via WOC's understanding of regulatory and policy developments, public pressure, social license, etc.
- Innovation community, via the WOC Global Blue Economy Innovation Initiatives Network

- **“Ocean Investor Roundtable”**

Convening the growing number of investors/funds focused on ocean sustainable development and the Blue Economy to identify common issues, share best practices, develop shared tools/methods, etc.

- **“Global Blue Economy Innovation Initiatives Network”**

Connecting the growing number of ocean-sustainability related accelerators, incubators, challenge competitions and startup hubs in order to foster communication, coordination, synergies and economies of scale

- **“Ocean ESG/Impact Framework Project”**

A global ocean investment community Task Team working to develop a common framework of categories, criteria, metrics, indicators, impact measures, etc. for investing in ocean sustainable development and the Blue Economy

Value in collaborating to advancing a common approach to investing in the sustainable Blue Economy, i.e.

- How does ESG apply to the ocean economy, business operators, activities
- What does impact mean?
- How is this measured and reported?

This has been worked on by several funds and organizations

More valuable to have a common, agreed framework than having each fund create its own standards and processes

The WOC Task Team is working to develop the definitive, authoritative version created by and for those investing in ocean sustainable development, with the input/involvement of key stakeholders

Ocean ESG/Impact Framework: Scope

- Needs to apply to all:
 - Responsible Investment (RI) Styles / strategies (see next slide)
 - ESG Integration
 - Exclusions/ negative screening
 - Norms Based screening
 - Corporate Engagement
 - Positive/ Best in Class screening
 - Sustainably Themed investing
 - Impact investing
 - Countries / regions
 - Asset Classes
 - Sectors
- Breadth of coverage likely leads to high level and more generic framework and measures
- Each sector and asset class will likely have their own measures and processes
- Ensure consistent / aligned with:
 - PRI
 - EU Taxonomy
 - EU report: “Sustainability Criteria for the Blue Economy”
 - UNEP FI Finance principles
 - Existing architecture, e.g.
 - GIIN Iris+
 - Impact Management Project (IMP)
 - Others?

Ocean ESG/Impact Framework: Structure/Elements



- Agree on ocean economy sectors and sub-sectors
- Identify the ocean problems, impacts, sustainable development issues
- Determine potential for solution to address problem, and to what degree/scale
 - Investable
 - Non-Investable, e.g. government policy
 - Measurement of investment Impact/ESG
 - Materiality of factors
 - Measuring Impact
 - Core Activities (What) + ESG / sustainability (How)
 - Levels
 - Single company / asset
 - Portfolio - single asset class
- Cross-references each sector against each impact/issue and solution

POTENTIAL MEASURES (apply to any company)

- Measurement (see suggested measures below)
 - Addressing the Core problem (The What)
 - Addressing the sustainability (The How) or ESG of a company.
 - Measures - ideally outcomes, but also outputs

A) WHAT – Core Activity of the company

- Company Purpose
- Company Intent
- Impact on SDG 14
- Impact on the other SDGs
- Additionality of impact
- Quality of core product & service
- Scale of core product & service

B) HOW – Sustainability (EESG) of the company (absolute and trends)

- Economic
 - Decent Jobs (# jobs and # new jobs)
- Environmental
 - Co2 / GHG (# CO2-e)
 - Renewables (% energy usage)
 - Climate / TCFD Strategy (in place?)
 - Land/Sea/Rivers used (# SQM)
 - Waste (# Tonnes)
 - Water use (# mega-litres)
- Social
 - Gender (Female % - Total, Board, Mngt)
 - Customers: Under served – (% turnover)
 - Tax paid (#US\$, % PBT)
 - Modern slavery reporting (Y/N)
- Governance
 - Corporate Governance level (H, M, L)
 - Reputation issues (# adverse media reports in last 3 years)
 - ESG / sustainability report (Y/N)
 - ESG / sustainability employees (#)
 - Culture surveys (Scores)
 - OH&S (Injury rate)
 - % \$ NPAT on CSR activities

“BlueFIN 21 - the Global Blue Finance Summit”

- Annual invitation-only event
- 2021 dates and location to be announced

BlueFIN 21 will convene the international investment and finance community involved in or interested in the sustainable ocean economy, including:

- Asset owners and Asset managers
- Ocean Funds and Impact Investors
- Institutional Investors
- Family Offices and Philanthropic Investors
- Corporate Investors and Venture Capital
- Government Funding Agencies and Multi-lateral Funding Organizations

BlueFIN 21 builds on the success of WOC Sustainable Ocean Summit (SOS) 2019

- Theme: “Investing in Ocean Futures: Finance and Innovation for the Blue Economy”
- The most comprehensive global Blue Finance event organized to date



1st Global Blue Finance Summit BlueFIN 21 2021 (dates TBD)

To receive to BlueFIN 21 news and updates: <https://tinyurl.com/BlueFIN-21>

www.Oceancouncil.org

Paul Holthus, CEO
World Ocean Council
paul.holthus@oceancouncil.org

WOC – the Global “Blue Economy” Business and Investment Organization

Panel Discussion

**Supporting
Investment
Towards a
Sustainable Blue
Economy: Looking
Back, Looking
Ahead**

Scaling up the Green Transition

**Pierre ROUSSEAU,
Lead for Global Sustainable
Finance Investments, BNP
Paribas**

EUROPEAN MARITIME DAY 2021

BLUE ECONOMY: FINANCING THE TRANSITION CYCLE

PIERRE ROUSSEAU – SENIOR ADVISOR FOR SUSTAINABLE BUSINESS

MAY 21, 2021



BNP PARIBAS

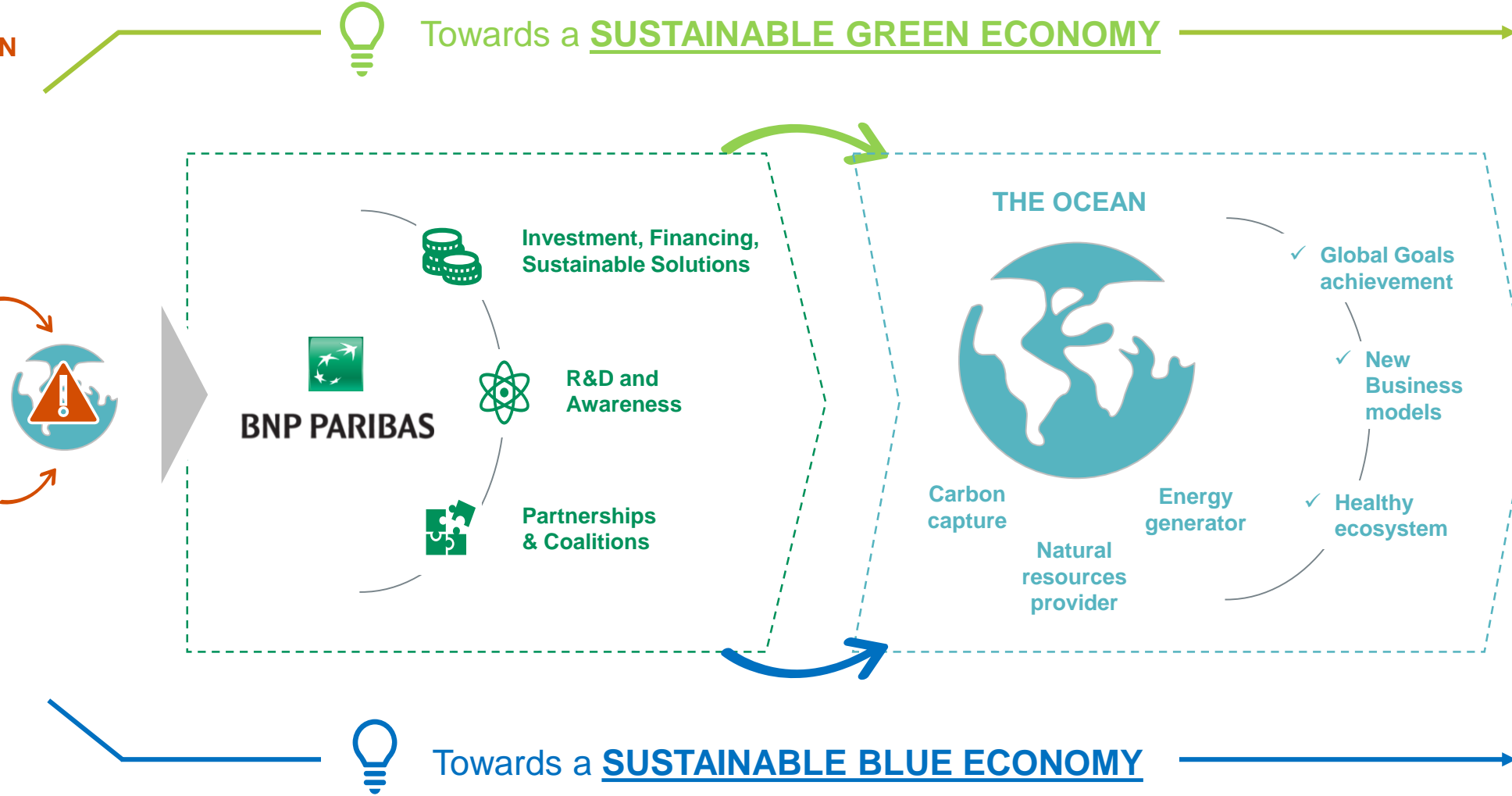
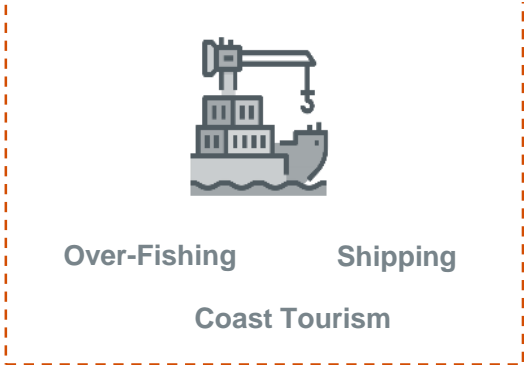
The bank for a changing world

EXECUTIVE SUMMARY

UNSUSTAINABLE LAND-BASED ACTIVITIES HARMING THE OCEAN



DEGRADATION & OVER-EXPLOITATION OF OCEAN ASSETS





BNP Paribas offers positive-impact banking solutions around Blue Economy

BLUE ETF

The Fund ETF seeks to replicate the performance of the ECPI Global ESG Blue Economy (NR) Index by investing in the shares issued by companies or in a sample of equities of the Index – i.e. companies that are best placed to seize the opportunities offered by the sustainable use of ocean resources with a positive ESG rating.

BLUE BONDS

Blue Bonds are bonds where proceeds are dedicated to the transition towards a sustainable blue economy, through the finance/refinance of ocean-related projects that have positive environmental, economic and climate benefits. Blue Bonds can be considered as a subcategory under the ICMA aligned Green Bonds umbrella.

BLUE LOANS

Blue Loans a.k.a. Sustainability Linked Loans are credit loans with enhanced interest rates and which aim to achieving some specific and measurable sustainability key performance indicators. The global commitment is to reach a total investment of €1bn to green and blue transportation by 2025.

BNPP ASSET MANAGEMENT *World's 1st blue economy ESG ETF*

- 10 Bn€ of assets managed in sustainable ETF and Index funds
- Listed on Euronext Paris and Xetra with a total expense ratio (TER) of 0.30%
- Target: 17 Sust. ETFs & Index funds in the BNPP Easy + Exposure to 50 large cap companies
- Geo: all regions incl. Emerging Mkts.

BANK OF CHINA *One of the 1st Blue Bonds in the market*

- USD 500M at 0.95% – 3Y maturity
- Euronext Access Paris
- CNY 3B at 3.15% – 2Y maturity
- Hong Kong Stock Exchange
- Target: 9 offshore wind power & 16 coastal area sewage treatment projects
- Geo: China, United Kingdom and France

THAI UNION *World's seafood leader*

- 2 credit facilities: THB 6.5 billion & USD 183 million
- Sustainability-Linked Syndicated Loan: THB 12 billion – 5Y term
- Target: Greenhouse Gas (GHG) reduction targets + increasing oversight in Thai Union's international supply chains
- Geo: Thailand and Japan



BNPP AM is the #1 Asset Manager of sustainable thematic funds by AUM



BNP Paribas is one of the THAI UNION Lead Arrangers



HOWEVER, THE BLUE ECONOMY MUST BECOME NOT ONLY SUSTAINABLE, BUT ALSO A KEY PART OF SUSTAINABLE TRANSITION...

The **Blue Economy** covers all the economic sectors with direct or indirect link to the ocean... We can only realize its full potential by making it **SUSTAINABLE**

RESTORE and CONSERVE

Offensive approach to embed sustainability in the traditional ocean-linked activities



Sustainable Shipping & Maritime Transport

80% of international goods traded are transported by sea. Volume of sea borne trade will x4 by 2050 if sustainable practices & infrastructures are developed¹



Sustainable Fishing & Aquaculture

Conservation of maritime natural resources would lead to a more dynamic marine life and room for business growth



Renewable Marine Energy

71% of the Earth that is covered by oceans could satisfy the electricity demands of the whole world²



Sustainable Coast Tourism

More conscious behaviors / activities would enhance coast tourism quality and positive impact on the ocean

Defensive approach to make land-based activities contribute positively to the ocean's health



Climate Change

Sustainable oceans activities & practices would accelerate and optimize the carbon capture



Plastic & Agricultural Waste Management

Better practices to manage plastics and the use of fertilizers would significantly reduce the ocean's pollution

- In 2019, BNPP took an Ocean public position with a commitment to take concrete actions towards the Ocean's protection

- According to OECD projections, by 2030 the Blue Economy could outperform the growth of the global economy as a whole, both in terms of value added and employment
- By making the Blue Economy sustainable, we would unlock new ways and new types of businesses

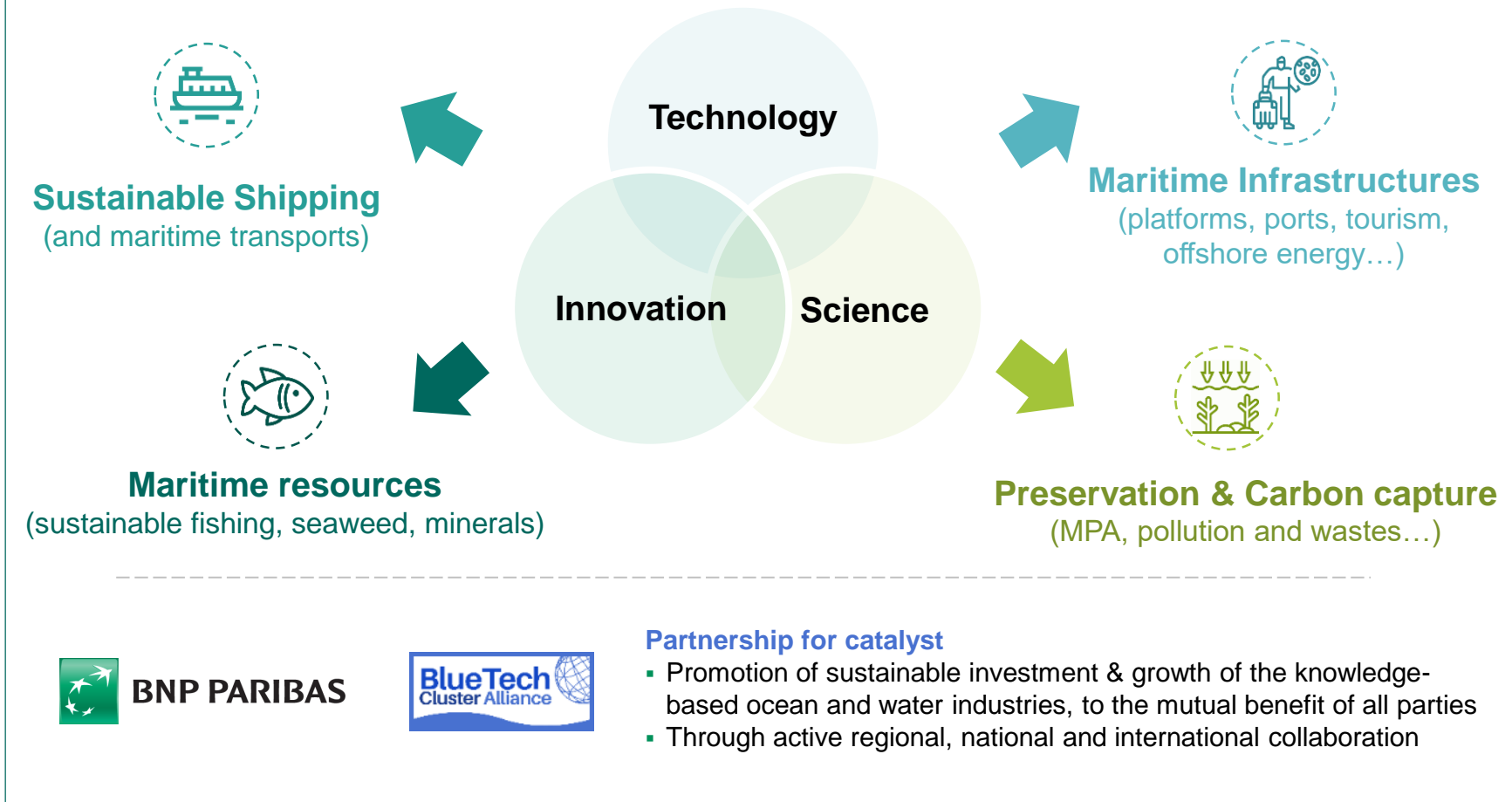
Sources: 1. Maritime forecast to 2050, Energy Transition Outlook / 2. World Energy Council



BNP PARIBAS

The bank for a changing world

BNP Paribas is committed to the conservation of the ocean and the promotion of business models with positive impact on the ocean



BNP Paribas is a pioneer in the sustainable Blue Economy, especially on Ocean Energy (green shipping, offshore wind farm, tidal, waves) and is developing a thought leadership on this topic

We want to leverage on Innovation, Technology and Science to

- **Transform the sea business**
 - Seaweed (protein oil), food, biofuel, sea minerals, agribusiness (palm & soybean oil)
 - Biomass regeneration
 - Ocean clean-up
- **Support new infrastructures**
 - Sustainably managed ports
 - Ocean-friendly floating platforms
- **Have a positive impact on**
 - Climate change through carbon sequestration
 - Biodiversity through regeneration



HOW CAN INVESTORS BEST ENGAGE WITH THE INDUSTRY AND OTHER STAKEHOLDERS TO DEFINE AND ADVANCE THESE NEEDS?

INDIVIDUALLY, each stakeholder must get ready internally and design its strategy...



Investment, Financing, Sustainable. Solutions

- Incubators, Start-ups and Innovation platforms
- Investing & Financing products (e.g. Blue ETF, Blue linked bonds/loans)
- Financing solutions (e.g. Blended Finance, Maritime transportation)



R&D and Awareness

- Raise awareness and promote best practices
- Commit with Corporates
- Support research & innovation
- Develop impact measurement and framework design



Partnerships & Coalitions

- Get international visibility
- Engage with Non-profit organizations
- Launch European strategic projects



...and **COLLECTIVELY**, take an active role in the network for sustainable blue economy



Collaborative Financing Solutions for Sustainable Transformative Projects



Grant Trust / Facility: Impact or Blended Financial Facility Funds



Leveraging on Public and Private Funding and Philanthropy for de-risking, scalability, acceleration and cost of funding optimization



Alignment on international frameworks and regulations such as UN Convention on the “Law of the Sea”

Investors’ engagement must be reflected in:

- **The willingness to work with its clients towards the achievement of the SDG 14 (“Life Under Water”)**
- **The setup of criteria framing our financings in activities considered as sensitive from the standpoint of environment and ocean care**



1. BNPP AM “Finance Sector Supplement to the Natural Capital Protocol”: [link here](#)

2. BNP PARIBAS AND OCEAN PROTECTION” (2019), https://group.bnpparibas/uploads/file/ocean_cspublicposition_bnpparibas.pdf



CHALLENGES FOR THE INVESTMENT AND THE FINANCING COMMUNITY TO BUILD THE GREEN TRANSITION

Key challenges to address to be able to mobilize public and private investments at scale in impact investing and blended finance

PUBLIC SECTOR



- Still a lack of appetite from public and philanthropic actors for concessional finance and junior investment role
- Still a reticence to work with the private sector
- Very complex processes

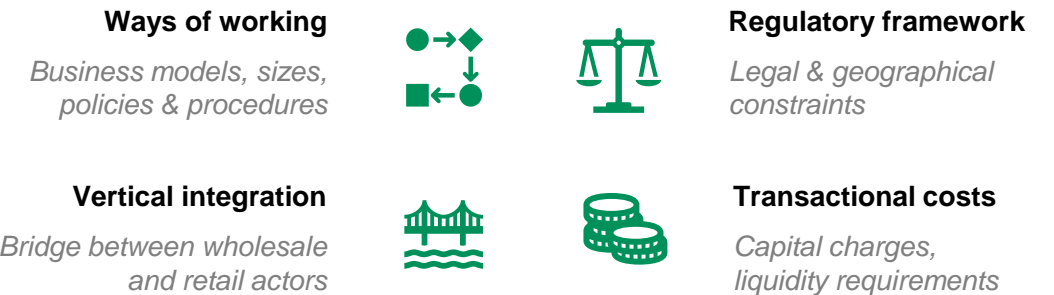
PRIVATE SECTOR



- Still a high reticence to develop activities in emerging markets and small countries (size, green field)
- Strong constraints from private investors for liquidity and cost of funding
- Unadapted investment policies
- Lack of knowledge on blended finance and impact investment

Key considerations and actions to take to be able to fill in the gap and make it possible

- Observation of **failures between the public and private sectors** on:



BUILDING UP DEDICATED PLATFORMS

- We need to co-create and advocate for **dedicated platforms** to...

- | | | |
|--|--------------------------------------|--|
| <p>✓ Build more consistency</p> | <p>✓ Enhance interactions</p> | <p>✓ Harmonize the frameworks</p> |
|--|--------------------------------------|--|

...among co-investors from the public and private sectors



The GFCR is the first UN SDG14 fund delivering on environmental, social and economic resilience

The GFCR is a **public-private partnership** that includes a coalition of core Philanthropies, **Member States, UN Organizations, Global Funds and Impact Investors** that will be seen as **leaders in this space**

It seeks to enhance the resilience and adaptive capacity of priority coral **reef ecosystems** and of the **communities that depend on them**, by investing in businesses & activities (including policy, technical assistance and pipeline development) that **restore, protect and reduce drivers of degradation** across the most resilient reefs



SPONSORS & PARTNERS

- **BNP Paribas**
- **United Nations**
UNCDF, UNDP, UNEP, IUCN
- **Green Climate Fund**
- **Pegasus**
- **Paul Allen Foundation**
- **Albert II of Monaco**
- **SystemIQ**



PORTFOLIO COMPOSITION

- **Target fund size:** USD \$500M*
- **Target return:** 6-10%
- **Financial instrument:** Private equity & debt
- **Duration:** 10 years





PANEL DISCUSSION



**OPPORTUNITY
INVEST**

**Opportunity
Invest:**

**A Showcase of
Project Pipelines**

**The European Investment
Project Portal**

Ramona OCAK,
Policy Officer, DG Economic and
Financial Affairs (ECFIN)



INVESTEU PORTAL

Ramona Ocak
Policy Officer

DG Economic and Financial Affairs (DG ECFIN)
InvestEU Governance and Advisory (ECFIN.L2)



#InvestEU

InvestEU Portal

Bringing together promoters with investors

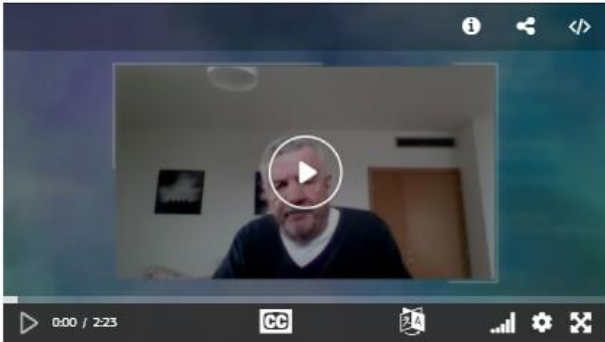


European Commission > InvestEU Portal

InvestEU Portal

The EU Matchmaking Portal

Success Stories: [Watch](#) the testimonials of some of the companies who have received financing after being published on the InvestEU Portal.



About the InvestEU Portal

Are you a project promoter based in the EU, and want to reach potential investors worldwide? Register your project in the InvestEU Portal and boost its visibility to a large network of international investors! Start today by submitting your project below.

Or are you an investor looking for investment opportunities in areas such as energy efficiency, transport, healthcare, renewable energy, broadband infrastructure or in financing SMEs? The InvestEU Portal will offer you a broad choice of viable projects.

SEARCH ALL PROJECTS
1112 investment opportunities to choose from

FIND INFRASTRUCTURE AND INNOVATION PROJECTS

FIND START-UP AND SME PROJECTS

ADD YOUR PROJECT

REGISTER AS AN INVESTOR



The new InvestEU Programme

InvestEU Portal one of the 3 components

The InvestEU Programme

has 3 components:

INVEST
EU



The InvestEU **Fund**



The InvestEU
Advisory Hub



The InvestEU **Portal**

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europa.eu/investeu



#InvestEU #NextGenerationEU



INVESTEU PORTAL

#InvestEU



InvestEU Portal Promoters

To be eligible for publication, a project shall:

- ✓ have a minimum size of EUR500000;
- ✓ be active in one of the pre-determined high economic value-added sectors;
- ✓ be situated and be promoted by a public or private legal entity established in an EU Member State;
- ✓ have started or be expected to start within three years of the date of submission;
- ✓ be clearly described as an investment project;
- ✓ be compatible with all applicable EU and national laws.

Sectors overview

	Knowledge and digital economy 578 projects
	Energy Union 120 projects
	Transport 159 projects
	Social infrastructure and other 382 projects
	Resources and environment 189 projects
	Financing for SMEs and Mid-c... 511 projects

Projects with two sectors are counted as one for each sector.



InvestEU Portal Promoters

Find investment opportunities

As an investor, you need to be registered on the [InvestEU Portal](#) to use its various features, including contacting project promoters. For more information on the registration process, please consult the [FAQ](#).

Search By

Sectors... Countries... Type... min. cost max. cost
million € million €

Less search criteria ^

Keywords: All projects Tags: Tags...

Clear Fields Project search Q

1112 projects Published date Descending Only projects for which Pitch Book is available Card Map

First < Previous 1/112 Next > Last

EIPP-20211853

20% financed

Estimated project cost: EUR 1.8 million
Type: Start-up and SME

Short description: Enhancing the efficiency, safety, reliability and cost-effectiveness of elevator systems

Sector: Vehicles and Transport Systems, Industry for SMEs & Mid-Caps
Country, Region: Italy [Emilia-Romagna], Germany [BAYERN], France [Ile de France]

SEAL OF EXCELLENCE

EIPP-20211847

5% financed

Estimated project cost: EUR 1 million
Type: Start-up and SME

Short description: The invention relates to a hydroelectric system that generates green electricity from wave power.

Sector: Energy R&D, Energy Efficiency
Country, Region: Netherlands [Noord-Holland], France [Nouvelle-Aquitaine], Spain [Canarias]

Search By

Sectors... Countries... Type... min. cost max. cost
million € million €

Tags... Tags...

Clear Fields Project search Q

or which Pitch Book is available Card Map

Next > Last

- Select All
- Knowledge and digital economy
 - Research, Development & Innovation
 - ICT Infrastructures, including Broadband
 - Other Digital, including Content and Services
- Energy Union
 - Renewable Energy Production
 - Conventional Energy Production
 - Energy Efficiency
 - Electricity Infrastructure incl. transmission, distribution, storage and smart grids
 - Gas Infrastructure incl. transmission, distribution, storage and LNG
 - Fuel Extraction and Refining
 - Energy R&D
- Transport
 - Trans European Network – Transport
 - Multimodal Nodes (ports, airports, stations, logistic platforms)
 - Urban Mobility Projects
 - New Technologies and Transport Greening
 - Vehicles and Transport Systems
- Social infrastructure and other
 - Human Capital, Education & Training
 - Health
 - Cultural & Creative Industries

Search By

Sectors... Countries... Type... min. cost max. cost
million € million €

Less search criteria ^

Keywords: All projects Tags: Tags...

Clear Fields Project search Q

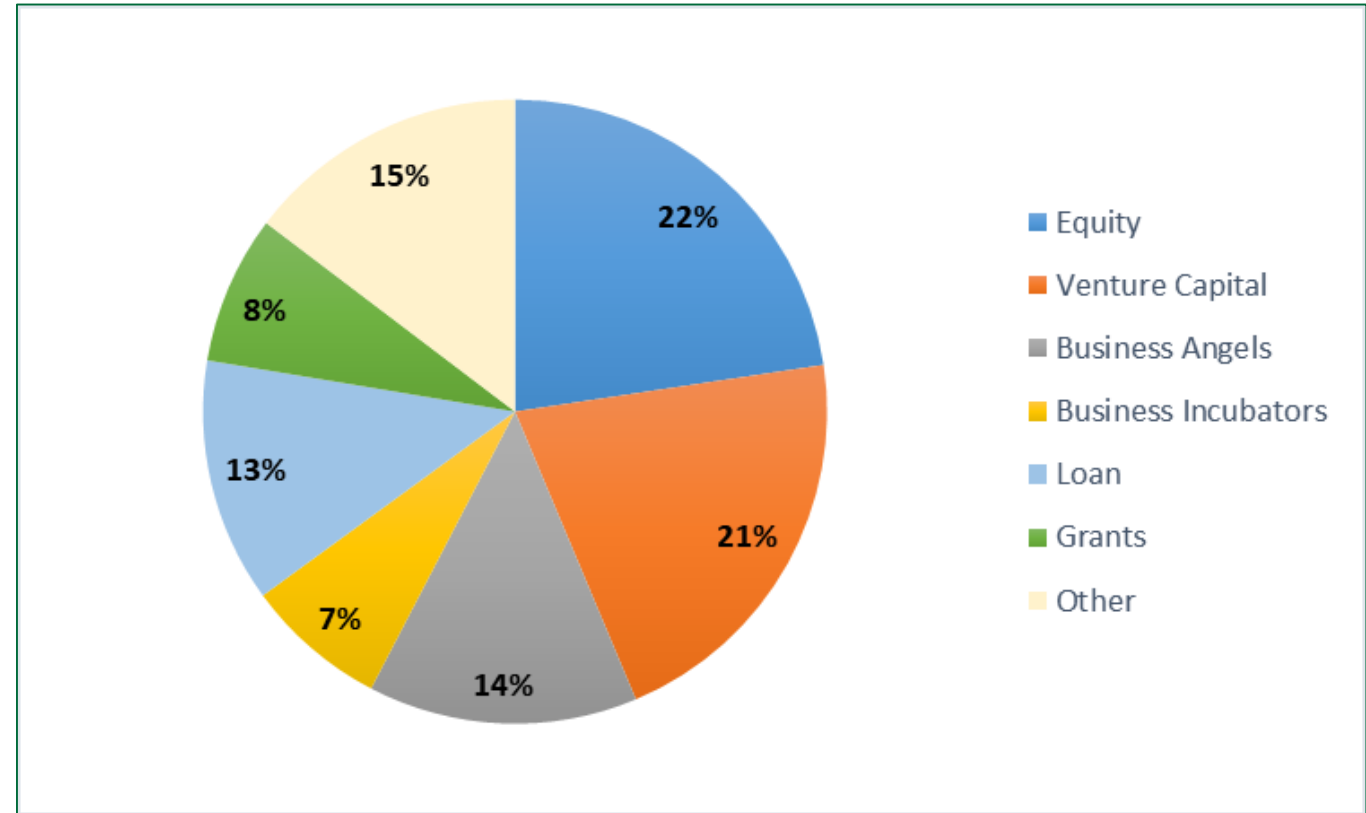
1112 projects Published date Descending Only projects for which Pitch Book is available Card Map

- Select All
- Green Deal
- Seal of Excellence Certificate
- COVID-19

InvestEU Portal Investors

Financing Types of Investors:

- ✓ Business Angels
- ✓ Venture Capital
- ✓ Business Incubators
- ✓ Equity
- ✓ Loan
- ✓ Grants



*investors can choose several types of financing

InvestEU Portal Partners



ACCESS4SMES is the network of Horizon 2020 National Contact Points (NCP) for Small Medium-sized Enterprises and Access to Risk Finance (SMES, ARF). The aim is to facilitate transnational cooperation among NCPs for SMEs and ARF and identify and share good practices across SME/Industry dedicated instruments in Horizon 2020 in close collaboration with other EU networks.



The Altfinator matchmaking tool is designed to help small and medium-sized enterprises discover the most relevant alternative finance providers. All businesses interested in alternative forms of financing can get personalised suggestions from a pool of over 300 potential investors across Europe. Altfinator received funding from the EU's Horizon 2020 programme.



Bpifrance, the French public investment bank, has the ambition to help businesses, ranging from start-ups to medium-sized companies, and occasionally large companies, to innovate, invest, grow and export. By sharing the risks with its private and public partners, Bpifrance provides a continuum of financing, from short-term credits to equity capital.



Caisse des Dépôts et Consignations (CDC, France) and its subsidiaries constitute a public group serving the public interest and the country's economic development. CDC is a long-term investor and contributes to the development of enterprises in line with its own proprietary interests.



The European Startup Network (ESN) unifies Europe's national startup associations to create a common voice for European startups and build a scale-up-friendly environment. Together, our 24 association members help scale local projects by representing startups before regulators, sharing knowledge and replicate best practices and creating partnerships.



Global Infrastructure Hub (GI Hub) is a G20 initiative with the goal of increasing the flow and quality of private and public infrastructure investments. GI Hub offers a comprehensive, open-source project pipeline database connected to national and multilateral development bank databases. The Project Pipeline is a free digital platform that allows governments to promote public infrastructure projects to a global investor network.



Instituto de Crédito Oficial (ICO) is a state-owned corporate entity attached to the Ministry of Economy of Spanish Government. Over the years, ICO has become a benchmark credit institution in financing both SME and large-scale projects. ICO's purpose is to boost any economic activity which, on account of its social, innovative or ecological significance, merits priority attention.



KfW is the promotional bank of the Federal Republic of Germany since 1948. Since its founding and according to its statutory mission, KfW has been supporting change and encouraging forward-looking ideas - in Germany, Europe and throughout the world.



Cassa depositi e prestiti (CDP) is the National Promotional Institution which has been supporting Italy's growth since 1850. It is a joint-stock company under public control. The majority shareholder is the Italian Ministry of Economy and Finance.



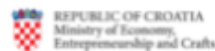
The Council of Europe Development Bank (CEB) is a multilateral development bank with an exclusively social mandate. Through the provision of financing and technical expertise for projects with a high social impact in its member states, it actively promotes social cohesion and strengthens social integration in Europe.



The Enterprise Europe Network helps businesses innovate and grow on an international scale. It is the world's largest support network for small and medium-sized enterprises (SMEs) with international ambitions. The Network is active in more than 60 countries worldwide. It brings together 3,000 experts from more than 600 member organisations - all renowned for their excellence in business support.



EBAN is the pan-European representative for the early stage investor community gathering 197 member organisations in 59 countries around the world. Established in 1999, EBAN represents a sector estimated to invest 9.9 billion euros a year and playing a vital role in Europe's future, notably in the funding of SMEs.



The Ministry of Economy, Entrepreneurship and Crafts performs, among the others, tasks related to development and improvement of competitiveness of the Croatian economy, instruments and measures of economic policy and encouragement of investment. Within the separate unit it offers professional service and support to investors throughout all stages of the investment projects, free of charge.



The Seal of Excellence is a quality label awarded to project proposals submitted to Horizon 2020 which succeeded a highly competitive evaluation process by independent experts, but did not received funding due to budget limits. This quality label is a guarantee for investors to find high standard project proposals from European SMEs with growth potential.



SOURCE is a global learning and collaborative platform that provides support to governments and public agencies with an infrastructure project preparation tool, a project selection tool, a project coordination tool, a project funding tool and a project-monitoring tool. Source is set-up and maintained by the Sustainable Infrastructure Foundation (SIF).



With 189 member countries, staff from more 170 countries, and offices in over 130 locations, the World Bank Group is a unique global partnership: five institutions working for sustainable solutions that reduce poverty and build shared prosperity in developing countries.



The European Committee of the Regions is the EU's assembly of 350 regional and local representatives from all 28 Member States, representing over 507 million Europeans. Its mission is to involve regional and local authorities and the communities they represent in the EU's decision-making process and to inform them about EU policies.



The European Investment Bank (EIB), "the EU Bank", is jointly owned by the 28 EU Member States. Through its lending, blending and advisory activities, it seeks to: boost Europe's potential in terms of jobs and growth, support action to mitigate climate change, promote EU policies outside the EU.



The European Investment Fund (EIF) supports Europe's SMEs by improving their access to finance through a wide range of selected financial intermediaries. EIF designs, promotes and implements equity and debt financial instruments targeting SMEs. In this role, EIF fosters EU objectives in support of entrepreneurship, growth, innovation, research and development, and employment.

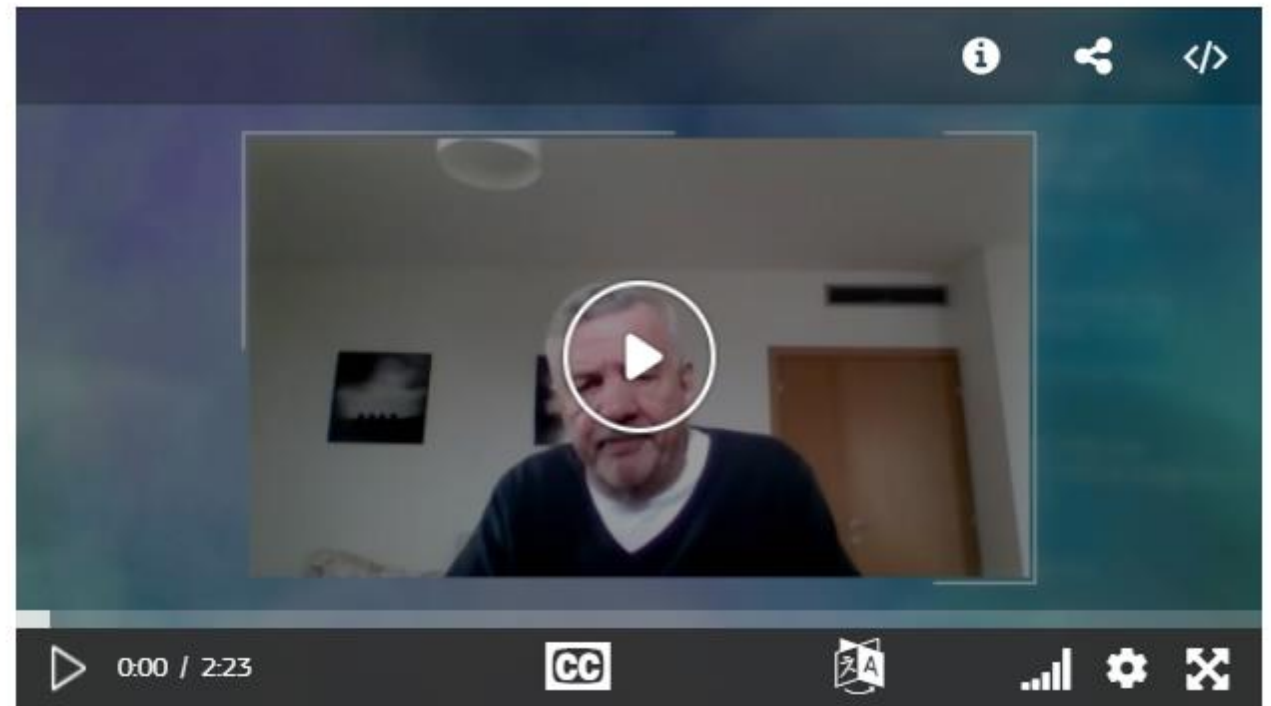


EuroQuity offers matchmaking services to SMEs and investors across Europe and Africa. The platform has been launched in 2008 and is operated by Bpifrance, the French public investment bank, in partnership with Sowalfin (Société Wallonne de Financement et de Garantie de Petites et Moyennes Entreprises). More than 6700 companies, 1100 investors and 800 business supports are listed on EuroQuity.

BlueEconomy on InvestEU Portal

89 projects in
BlueEconomy

- ✓ 3 GreenDeal projects
- ✓ 32 Seal of Excellence Certificate projects
- ✓ New Success Story: Ocean Retriever (Tresoil)



Thank you!

INVESTEU **PORTAL**

#InvestEU



European
Commission |

**Opportunity
Invest:**

**A Showcase of
Project Pipelines**

The Horizon Results Platform

**Georgios LYSSANDRIDES,
Team Leader, HRP, DG Research
& Innovation**

#EMD2021

EMD

EUROPEAN MARITIME DAY

**BlueInvest Workshop | Financing a Sustainable
Blue Economy: From Pipe Dream to Pipeline
The EC HORIZON RESULTS PLATFORM**

By Georgios Lyssandrides of the European Commission



Horizon Results Platform

Our Mission: Making Results Matter!

“... to turn the high volume and quality of its (Europe's) science and research results faster and deeper into innovations which generate value for economy and society “

... and contribute to a sustainable future

Excerpt from report led by Pascal LAMY: 'LAB-FAB-APP- Investing in the Europe we want'

Commissioner Mariya Gabriel referred to the HRP as “...a place where EU Research project results can flourish into innovations that contribute to our society and economy, and to a sustainable future!”

Quick Facts

- First launched September 2019 (pilot), now the **Official EC R&I Results Platform under Horizon Europe**
 - **long-term**, developed in-house Commission Platform
 - New **functionality and features** frequently added
- Currently hosts **Key Exploitable Results** from **FP7** and **Horizon 2020**, soon **European Maritime and Fisheries Fund** and **Horizon Europe**
- Live, transparent, beneficiary-driven **matchmaking platform**
- A **dedicated team** works on **promoting project results towards various stakeholders**
 - **BlueInvest**, Dealflow.eu, EIC - Business Acceleration Services, Business Angels, etc.

The Team



Team Leader



Project Management



**Innovation and IP
Expert**



Technical Support



Communication



Quality Assurance

Serving the EU Maritime Community

- Collaboration with relevant Commission services in DG RTD, DG MARE, CINEA and BlueInvest Platform
 - Creation of portfolio of related project results for the **Mission of Oceans, Seas and Inland Waters**
 - Creation of pipeline of **investment-ready project results via the BlueInvest Platform**

The screenshot displays the 'Project result search (64)' interface. On the left, a 'Filter by' sidebar is highlighted with a green box, containing a search input field with 'missionOceans', a 'Match whole words only' checkbox, and dropdown menus for 'Country', 'Looking for', 'Advanced filters', and 'Focus on current crisis'. A 'Clear filters' button is at the bottom of the sidebar. The main search area shows a 'Sort by' dropdown and a filter tag for 'Keyword: missionOceans'. The search results include a large image of a glowing blue sea anemone. Below the image is the title 'BlueMed Implementation Plan' and the identifier 'BLUEMED - BLUEMED'. To the right of the image, there is a summary box with the text 'We need To raise awareness and possibly influence policy', '11 contributors', and 'Sectors: Education and training, Environment, International cooperation and development'. At the bottom right, three Sustainable Development Goals icons are shown: 13 Climate Action, 14 Life Below Water, and 17 Partnerships for the Goals.

Contact us:

EC-HORIZON-RESULTS-PLATFORM@ec.europa.eu

Thank you!

**Opportunity
Invest:**

**A Showcase of
Project Pipelines**

BlueInvest Platform

Renata PELOSO,
Project Pipeline and Investor
Relations, BlueInvest



BLUE INVEST

OPPORTUNITIES START
HERE.

Renata Peloso
Investors Relationship & Pipeline Lead

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1

INTRODUCTION
TO BLUEINVEST

BLUEINVEST FEATURES



**BLUEINVEST
COMMUNITY**



**BLUEINVEST
ACADEMY**



**BLUEINVEST
EVENTS**



**BLUEINVEST
PROJECT PIPELINE**



**BLUEINVEST
READINESS ASSISTANCE**



**BLUEINVEST
COACH**



**BLUEINVEST
GRANTS**



**BLUEINVEST
FUND**



BLUEINVEST TRACK RECORD



BLUEINVEST
COMMUNITY
MEMBERS

890+



BLUEINVEST
CLUB OF
INVESTORS

80+



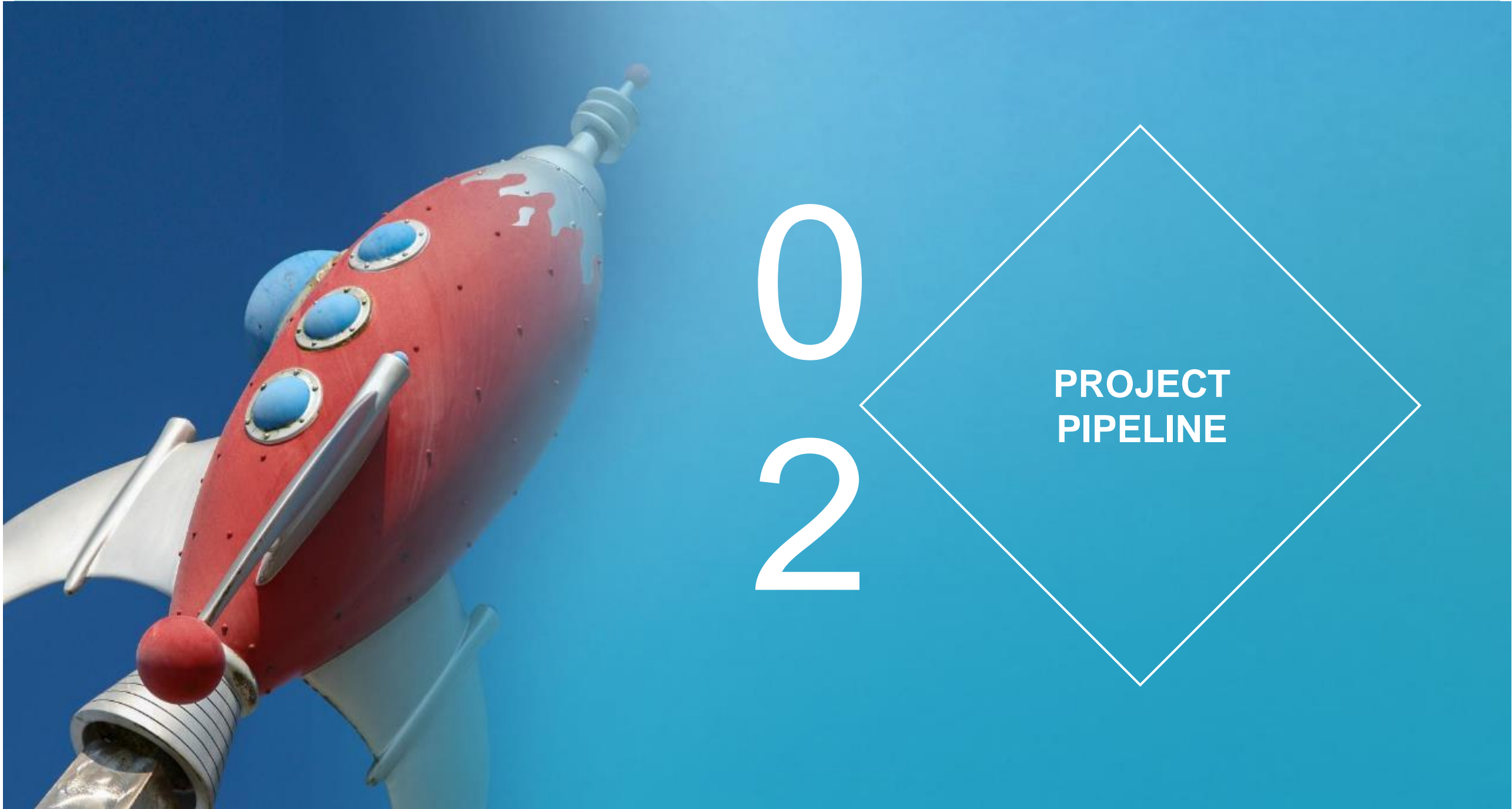
BLUEINVEST
READINESS ASSISTANCE
ALUMNI

150+



BLUEINVEST
PROJECT PIPELINE
SHOWCASE

195+



0
2



PROJECT
PIPELINE

BLUEINVEST PROJECT PIPELINE

Innovative projects **shaping the future of a sustainable Blue Economy** are invited to be showcased on the [European Maritime Forum](#) page.

Selected initiatives from all EU are **displayed for investors and stakeholders**, allowing them to engage with the project owner for further business development, always supported by the BlueInvest team.

Currently, over 195 high-potential projects are being showcased.



THE RISE OF SUSTAINABLE BLUE SOLUTIONS

- Blue biotechnology
- Blue energy
- ICT applied to maritime sector
- Coastal & environmental protection
- Ocean waste management
- Conservation of fauna and flora





BUT WE CAN'T FORGET THE BIG FISHES IN THE SEA

- Aquaculture
- Coastal and marine tourism
- Fisheries
- Shipbuilding and ship repair
- Transport
- Marine Services

EXAMPLE OF BLUEINVEST PIPELINE PROJECT



PROJECT DESCRIPTION

Website



Our idea is to introduce the autonomous drone technology and IoT sensors for surveillance applications in the blue economy, in order to introduce innovation and a tangible added value for different applications. The main idea is to install Hangars for small drones with recharging stations at given places (e.g. port authority premises) and low costs IoT sensors on known places such as protected Marine areas, fish farms, ...) in order to detect access violations or robberies that generally occurs at night time. The IoT sensors and the drone's hangar are connected to the Cloud. If the sensors detect intrusions, they send an alarm to the Cloud intercepted by Drone's hangar. The drone, equipped with a thermal camera, autonomously flies on the given point and opens via cloud a video stream to a remote operator. This idea will benefit of both technologies we master, already at a very high TRL (IoT sensors - TRL 9); Autonomous drone with recharging stations (TRL 7-8)

THE PROBLEM WE ARE SOLVING

Our competitive advantage is represented by the presence with different projects in the communities that are defining the new rules and services for drones operations in Europe (U-space community). Our presence allows us to have a knowledge on the roadmap of the regulations for autonomous drone operations before competitors, by participating directly in the definition of requirements.

TECHNOLOGY READINESS LEVEL



COMMENTS

Topview has a strong R&D group that allows our company to be always 1-2 years ahead from the competitors. The results of R&D activities are directly capitalized in consultancy services or in the creation of new products and mature prototypes with a high TRL (8/9). To achieve the expected growth we are looking for business partners or investors that would help us to scale up one or more identified product(s). That would allow to scale up the business before competitors. Therefore the plan to achieve the expected growth is related to discover and to identify potential investors for the creation of a new company (but also other mechanisms are welcome) focused on industrialization, commercialization and business development.

SUSTAINABLE IMPACT ON BLUE ECONOMY

Reduces carbon emissions ,Contributes to waste reduction, Increases the use of renewable energy resources, Encourages sustainable use of maritime resources

COUNTRY Italy

SECTOR Aquaculture ICT applied to maritime sector
Offshore oil and gas Other

PATENTS 3

BRIEF BIOGRAPHY OF FOUNDERS AND CEO The Company is a family owned business composed by father (Salvatore) an son (Alberto) Alberto Mennella - Innovation Manager - Telecommunication Engineer motivated by a strong passion for the aerospace industry with more than 14 years of experience in different companies. Alberto covered different roles (Chief Technology Officer, Project Manager, System Engineer, Software Developer) having good communication skills and excellent attitude to general problem solving; Alberto is author of several press articles and academic papers in the topic of UAS and GNSS applications and owner and inventor of 3 patents. Salvatore Mennella - CEO - Main job experience (35+ years) was spent in driving R&D groups in several projects in the fields of telecommunication, robotics, energy, aerospace, ICT. He begun as hardware designer inside Olivetti S.p.A., then as R&D Manager inside Italtel S.p.A. Last job experiences as large PV plants designer and CEO inside TopView start up.



TOPVIEW SRL

COMPANY TYPE: Small and Medium Enterprises (SMEs)

COMPANY DESCRIPTION: Our idea is to introduce the autonomous drone technology and IoT sensors for surveillance applications in the blue economy, in order to introduce innovation and a tangible added value for different applications. The main idea is to install Hangars for small drones with recharging stations at given places (e.g. port authority premises) and low costs IoT sensors on known places such as protected Marine areas, fish farms, ...) in order to detect access violations or robberies that generally occurs at night time. The IoT sensors and the drone's hangar are connected to the Cloud. If the sensors detect intrusions, they send an alarm to the Cloud intercepted by Drone's hangar. The drone, equipped with a thermal camera, autonomously flies on the given point and opens via cloud a video stream to a remote operator. This idea will benefit of both technologies we master, already at a very high TRL (IoT sensors - TRL 9); Autonomous drone with recharging stations (TRL 7-8)

2013
YEAR OF ESTABLISHMENT

12
EMPLOYEES

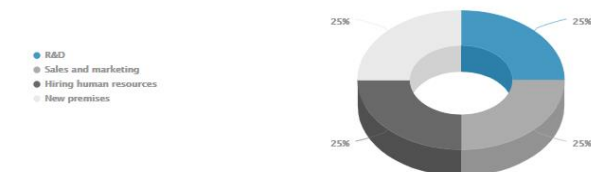


FINANCE NEEDS

€ 1 750 000,00

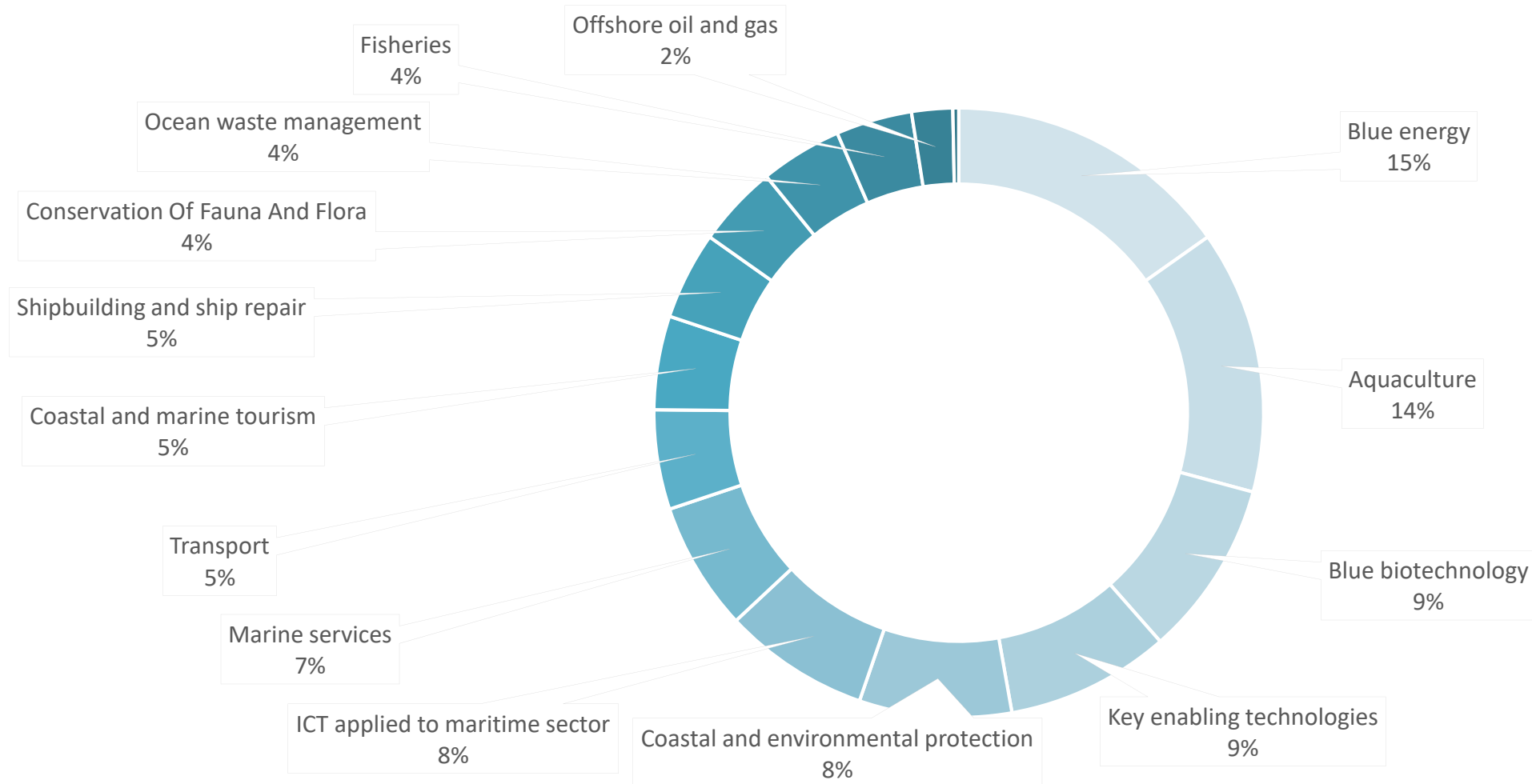
PLANNED FUNDING USES

Improve our R&D, Sales and Marketing, To hire more resources, New Premises



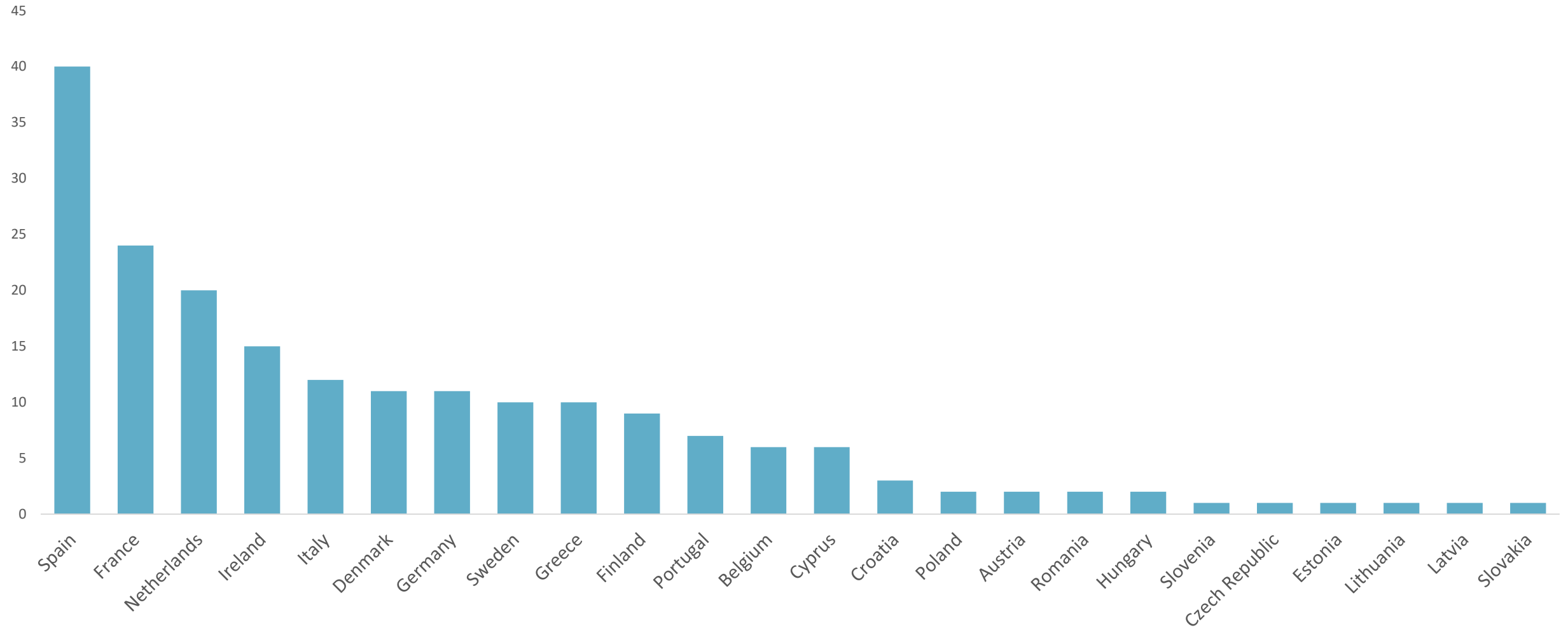
OUR SHOWCASE OF INNOVATIVE PROJECTS

SECTORIAL DISTRIBUTION



OUR SHOWCASE OF INNOVATIVE PROJECTS

COUNTRY DISTRIBUTION





Q & A

CONTACT THE BLUEINVEST TEAM

And plug into the Community

Join the community:



Renata PELOSO

Investors Lead, PwC
renata.peloso@pwc.com

Contact Information

Email: blue-invest@lu.pwc.com

Website: blue-invest.eu



**Self assessment and
business diagnostic**

**Improving execution
capacity**

**Market readiness,
product & innovation**

**Growth
strategy**

**Corporate
strategy**

**Market access and
Internationalisation**

**Improving investment
readiness and reaching
bankability**

**Pitch
skills**

**Access to
finance**

**Digital strategy for
Blue Economy**



**OPPORTUNITY
INVEST**

**Opportunity
Invest:**

**A Market Path for
Marine Litter
Solutions**

Fantina MADRICARDO

Founder, MARGNET

**Opportunity
Invest:**

**A Market Path for
Marine Litter
Solutions**

Sonia ALBEIN URIOS

Researcher, OCEANETS

A white diamond shape is centered on a teal background. The diamond is formed by four white lines meeting at their ends. Inside the diamond, the words "THANK YOU" are written in a white, bold, sans-serif font.

THANK YOU

