

# Fabrice POURCEAU CINEA

BLUEINVEST platform opportunities

## **About BlueInvest**

## BLUE INVEST

# BLUEINVEST

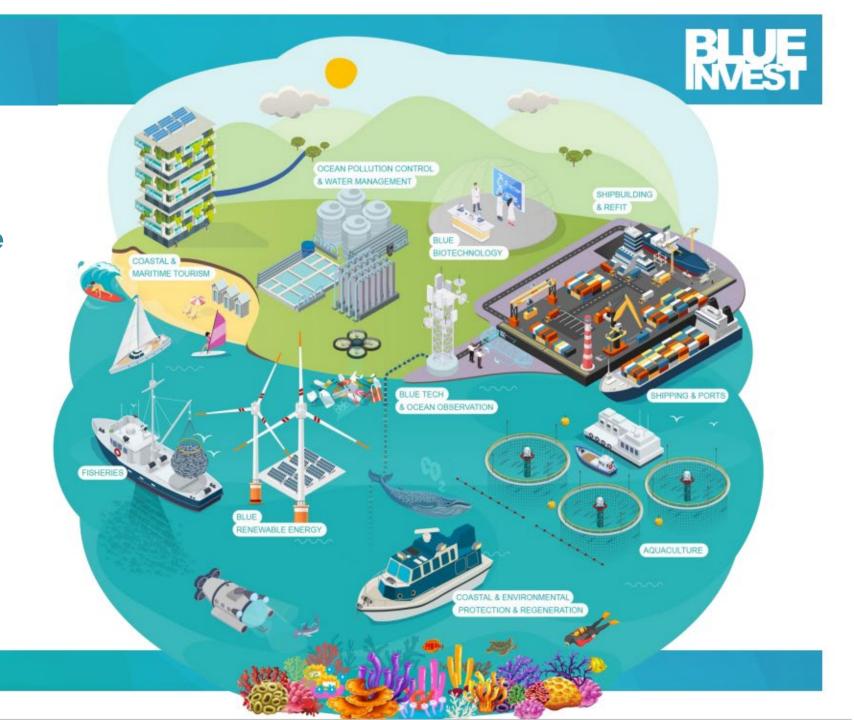
BlueInvest was launched in 2019 with the aim to accelerate new ocean-based technologies and solutions and unlock innovation and investment opportunities in the sustainable blue economy. The platform ...

- Supports investment readiness and access to finance for innovative start-ups, SMEs, and scale-ups in the blue economy (TLR 6+).
- Provides a market path through technical assistance, visibility, matchmaking 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 targets 10 sectors with a high potential to support the transition to a sustainable blue economy.



# Company's BlueInvest journey



# BLUEINVEST USER 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.



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



## Development of a latilored coaching plan

The company chooses among the 10
Assistance Packages and assesses its priority areas with the coach.



#### · · 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.



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



## Investment simulation workshop (Level 2)

The company participates in an investment-simulation workshop focused on equity deal closure.



House Efficiency Rating

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



Coaching complete and business impacts achieved



#### **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.



## Post-coaching feedback

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



# **Assistance Services and Funding**



## **BLUEINVEST FUNDRAISING ASSISTANCE**

Aims to support equity rounds closures for 20 high potential EU startups with innovative blue economy solutions.

Selected companies will receive a tailored set of up to 20 days of 1:1 advisory services.

# 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.

## **BLUEINVEST READINESS ASSISTANCE**

Tailored-made coaching packages for high potential start-ups and SMEs with innovative and sustainable products and solutions for the Blue Economy.

The programme is impact-driven, providing business support to help startups and SMEs build capacities for growth and attract investment.

### **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.

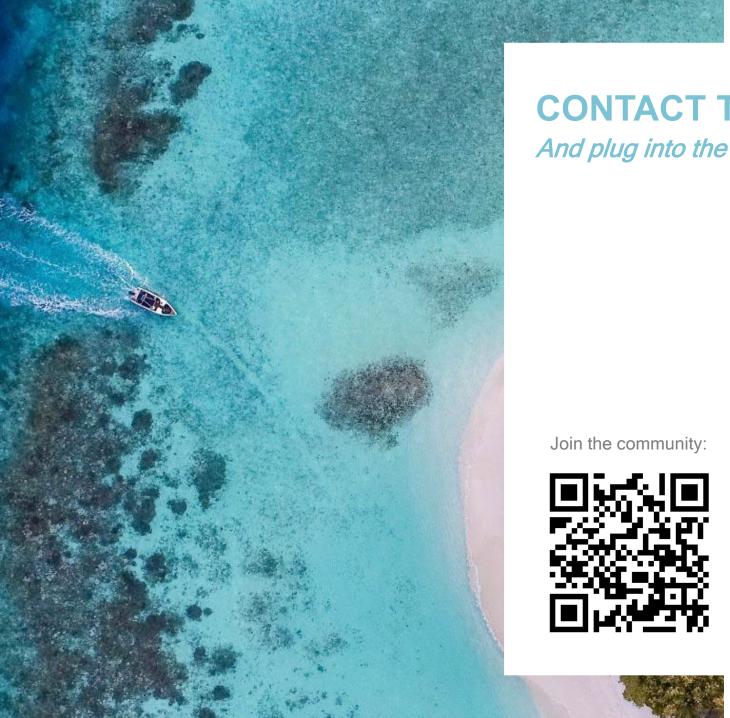
# **Investor Capacity Building Programme**







Registration is open on the **BlueInvest Community**.



**CONTACT THE BLUEINVEST TEAM** 

And plug into the Community

**Contact Information** 

Email: <u>lu blueinvest@pwc.com</u>

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