



# BLUE INVEST

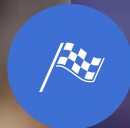
## BRUSSELS, 17 MAY 2018

#BlueInvest, an #InvestEU event

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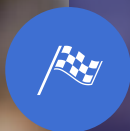
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What is #BlueInvest?

*Commissioner Vella wants you at #BlueInvest*

*Click to play:*

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# What is #BlueInvest?



Start date : 17/05/2018

End date : 17/05/2018

Where: Brussels, Belgium

**European Commission,**  
**Business, Energy, environment and climate,**  
**Food, farming and fisheries,**  
Events/Conf/Fairs

*“A match-making event that brings together innovators and the financial community to boost the economic potential of the ocean while protecting its marine resources.”*

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# What to expect?



- *An exciting pitching contest for innovators in front of investors*
- *Personalized and pre-arranged b2b meetings*
- *Networking opportunities*

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# Why attend?



You are an **innovator**. Come and:

- *Showcase your project*
- *Connect with investors*
- *Find a business partner*
- *Get insights, tips & tricks*

You are an **investor**. Come and:

- *Be the first to spot promising entrepreneurs*
- *Enrich your portfolio*
- *Share your experience*

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# Who should attend?



- *Innovators with promising projects*
- *Incubators and Accelerators*
- *Public and private financial institutions*

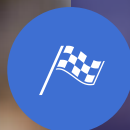
Ocean lovers  
IN ACTION!

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# Square Brussels Meeting Centre



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# Blue Invest agenda

*2 Debates*

*4 Pitching Sessions*

*EU funds  
corner*



*2 TED Talks*

- ✓ *20 innovators*
- ✓ *40 investors*
- ✓ *470 participants*
- ✓ *500 b2b meetings*

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## Communication tweets:



**Fishy Filaments** @fishyfilaments · May 14



Looking forward to the opportunity to pitch to an audience of 350+ at #BlueInvest later this week. We're trying to make a global impact on waste & emissions by recycling more marine plastic at a local level. #ScalableTechnology #Upcycling #CircularEconomy #DontExportYourWaste



**EU Maritime & Fish** @EU\_MARE

By ♻️ nylon fishing nets into 3D printing material @fishyfilaments helps reduce the environmental impact of both industries. Fishy filaments is one of the 20 finalists selected to pitch their innovative project at the ...





# The moderator: Ms Kait Bolongaro, Politico



**EU Maritime & Fish** @LU\_MARKL · May 17

As this first, extremely successful edition of the #BlueInvest an #InvestEU matchmaking event dedicated to the #BlueEconomy - comes to an end, we wish to thank from the bottom of our #blue heart @kbolongaro for being such a wonderful host! ❤️



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## Welcome Address



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# Pitching Sessions



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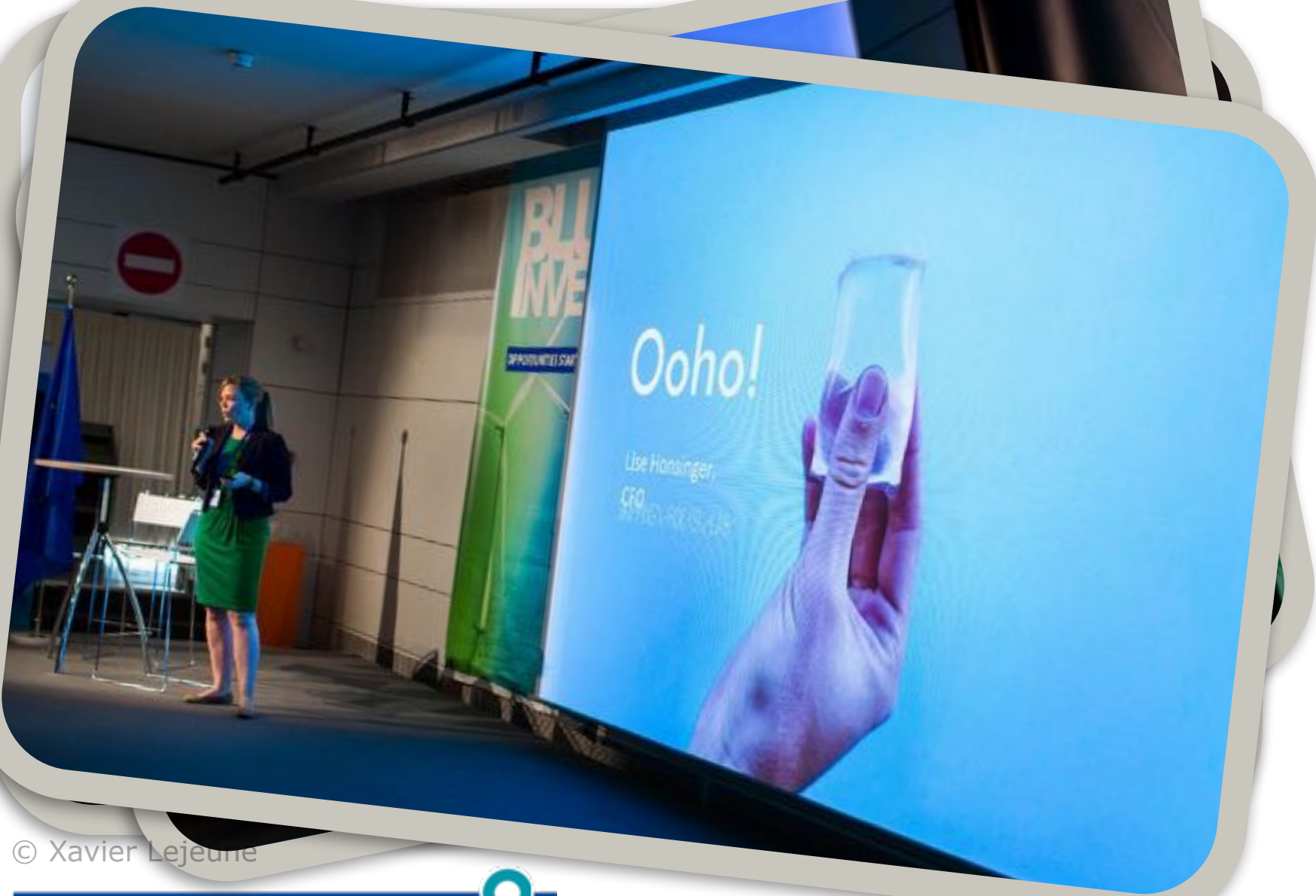
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# TED Talks and Debates



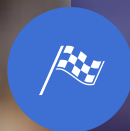
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# Pitchers for the Ocean



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# Investors for the Ocean



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# 1st Pitching Session: Food from the Ocean

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## FOOD FROM THE OCEAN

### Pitchers on stage

*Acuinuga*  
*Aquaponics Iberia*  
*Cfeed*  
*Fishtek*  
*Sea Harmony*

### Investors' panel

*Mark Redshaw - Evonik*  
*Gilbert Vergères - Bonafide*  
*Paul Finnerty - The Yield Lab*  
*Xoan Martinez - Fishing Accelerator*  
*Carsten Krome - Alimentos Ventures*

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## 2nd Pitching Session: Energy from the Ocean

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# ENERGY FROM THE OCEAN

### Pitchers on stage

*Blue Rise*

*Marlinks*

*Minesto*

*Nova Innovation*

*Wello*

### Investors' panel

*Marc Klaus - Race for the Baltic*

*Ruben Eiras - Blue Fund*

*Matias Torrellas - Innoenergy*

*Jesús Querol - Océano Azul*

*Mark Huang - Sea-Ahead*

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## 3rd Pitching Session: Green Solutions for a Blue Planet

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# GREEN SOLUTIONS FOR A BLUE PLANET

## Pitchers on stage

*Advanced Aerodynamic Vessels*

*Alveus*

*Fishy filaments*

*OFWships*

*Tavlon*

## Investors' panel

*Andrew Smith - Greenbackers*

*Jean-Pascal Tranie - Aloe Private Equity*

*Simon Dent - Althelia Ecosphere*

*Jean-François Balducchi - Nantes Atlanpole*

*Frédéric Michel - Sky Ocean Ventures*

*Janusz Oglaza - Polish Development Fund*

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# Fishy Filaments

## MEET THE FINALIST



### Fishy filaments

**Project:** Recycling marine plastics into supplies for 3D printing

**Pitching session:** Green solutions for a Blue Planet

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## MEET THE INVESTOR



### Andrew Smith

Andrew is the Former Head of the £103m Renewable Energy Investment Fund by Scottish Investment Bank and former Head of Investment for DP Energy. He now runs his own consultancy – Deja Blue Consulting – helping shape projects & businesses and raising finance for them and their projects and an Associate of Greenbackers Investment Capital specialising in raising finance for low-carbon, cleantech and climate change businesses.

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# Jean-Pascal Tranie

## MEET THE INVESTOR

### Jean-Pascal Tranie



Jean-Pascal is the president and co-founder of Aloe Private Equity, which has invested since 2003 in numerous environmental and clean companies in Europe and Asia including Greenko a leading renewable energy Group in India, and Aloe Energy (now Sonnedix France).

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## MEET THE INVESTOR



### Simon Dent

Simon joined Althelia in 2014 as a Partner and has been focused on sustainable marine and natural capital projects. He believes that private finance should play a greater role in the transition to sustainable business models and practises. He is the Principle of the Althelia Sustainable Ocean Fund. Simon has extensive experience in both physical and financial markets, renewables and sustainable finance.

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# Jean-Francois Balducchi

## MEET THE INVESTOR

### Jean-François Balducchi



Jean-François is currently CEO of Atlanpole, Technopole, BIC1, and academic Incubator of the Greater Nantes Area of Innovation. He is also Executive Vice-President of the Atlanpole Biotherapies Bio Cluster, and sits on the Boards of two other Western France clusters : Pôle Mer Bretagne Atlantique and Pôle Images&Réseaux.

He has just ended his term as President of IASP (the International Association of Science Parks and Areas of Innovation).

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# Frederic Michel

## MEET THE INVESTOR Frederic Michel



Fred is a Group Director at Sky, currently heading its newly established impact investment project, Sky Ocean Ventures, which focuses firstly on new technologies and systems innovation designed to help accelerate solutions to ocean plastics. He was Director for The Bigger Picture, which launched Sky Ocean Rescue campaign in 2018.

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## MEET THE INVESTOR



### Janusz Olgaza

Janusz is an Investment Director at Polski Fundusz Rozwoju (Polish Development Fund). He works for two Infrastructure Funds managed by PFR with total of PLN 4,4 bn (c. USD 1.2bn) AUM and is responsible for i.a. energy sector projects.

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## 4th Pitching Session: Digital Ocean

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# DIGITAL OCEAN

### Pitchers on stage

- Bitcliq*
- Exceedence*
- FuVex civil*
- Quantidoc*
- Sea data center*

### Investors' panel

- Pierre Menet - Caisse des Dépôts*
- Javier Echarri - EBN*
- Noémie Wouters - Greenbridge*
- Jorge Fernandes - Mermaid Investment*
- Mare Straetmans - Port XL Rotterdam*

#BlueInvest, an #InvestEU event

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## Blue Invest Outcomes

*“ The European Commission needs to be congratulated for having organized such an important event. Not only was it interesting but its organization was exemplary. (...) What we liked was getting the chance to look at very interesting projects early on. That was surely great work done by the European Commission to find these companies and connect us with them. ”*

bonafide

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# Blue Invest Outcomes



**Fishy Filaments** @fishyfilaments · May 18

Exhausted but very happy to have attended the 1st ever #BlueInvest in Brussels yesterday. Some strong 1st contacts made and faces put to familiar emails. UK Blue Economy entrepreneurs out to make global fisheries more sustainable for @SNtechUK @fishyfilaments @FishtekMarine



**EU Maritime & Fish** @EU\_MARE · May 18

#BlueInvest organiser Bénédicte shares a moment of great pride for the success of the event: "One of the pitchers told me he went back home with 3 promising contacts with investors, 5 very positive & more than 20 bilateral meetings. Not to mention the visibility he gained"



**Andrew Smith** @renewableandrew · May 17

it's a wrap #BlueInvest Brussels with this as backdrop to the final networking session - thanks to @kbolongaro @EIB @KarmenuVella & all for superb day #InvestEU @GreenbackersIC @OceanEnergyEU

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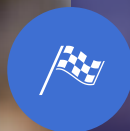
## The interview

### *Vice President Katainen on Blue Economy Investment opportunities*

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## Winning Pitchers:

*The Blue Invest Award for best pitches went to Marlinks, active in ocean energy, and Fuvex, a producer of large drones. They win a wildcard to pitch at EBN congress (Luxembourg 6-8 June 2018).*

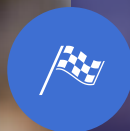


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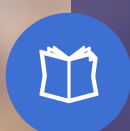
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# Press Coverage: News across Europe



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## Press Coverage: Politico



POLITICO

### Pro Morning Agriculture & Food

*The source for European policy news from farm to market and everything in between.*

“**FISHERIES — OCEAN MATCHMAKING, AHOY:** On today’s agenda, the European Commission will host *Blue Invest 2018*, a matchmaking event for entrepreneurs and the sustainable finance sector. The all-day session includes a pitching contest for businesses to *drum up investment* in their oceans-based projects. If you’re attending, say hello to Kait. The event will also be *live streamed*.”

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## Press Coverage: Politico



POLITICO

**Pro Sustainability Insights**

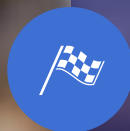
Your weekly digest of all things sustainability.

“*INVESTING IN THE BLUE ECONOMY*: The European Commission on Thursday hosts *Blue Invest 2018*, a matchmaking event between entrepreneurs and the sustainable finance sector. The all-day session includes a pitching contest for businesses to drum up investments for projects that include *innovations* in fisheries, energy and sustainable use of the oceans.”

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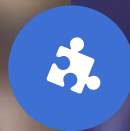






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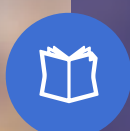
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# Social Media



.@jyrkikatainen at #BlueInvest invites the #BlueEconomy innovators of Europe to make the most out of the funding opportunities offered within the EU 🇪🇺



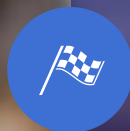
Doorstep interview with the promoters of the #BlueInvest, an #InvestEU event dedicated to smart & sustainable #BlueEconomy @KarmenuVella and @jyrkikatainen. Stay tuned for the video!



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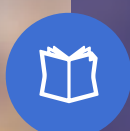
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# #What's next?

*#BlueInvest  
in the MED  
Jan '19, Greece*

*#BlueInvest  
in the Black Sea  
Spring 2019, Romania*

*#BlueInvest  
in the  
Atlantic  
Oct '18, Spain*



*#Investors/  
Entrepreneurs  
community  
Autumn '18, Spain*

*#Business  
Partnerships*

*#Blue Invest  
Missions*

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*Opportunities continue...  
stay tuned!*

*# Blue Invest*