

## Portugal's Blue Ecosystem of Innovation:

- **Port Tech Clusters**
- **BlueTech Accelerator**
- **Blue Finance**

*Conceição Santos*  
*Director for Strategy*

# BLUE ECONOMY

## PORTUGAL'S GREAT BUSSINESS OPPORTUNITY FOR THE WORLD

Ocean amounts for more than 90% of Portugal's territory....

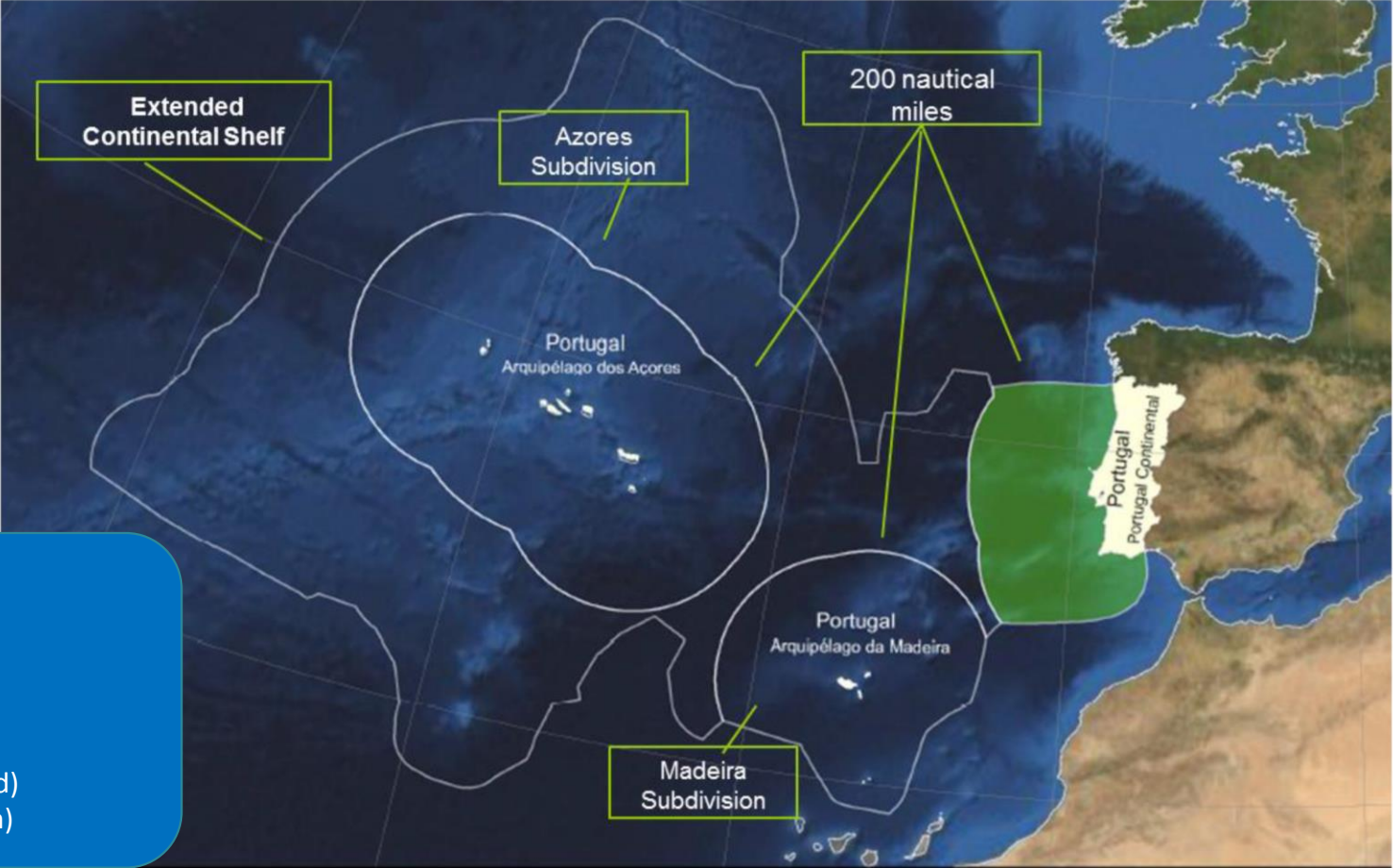
...which means a lot of room to grow!

Land area: 92.152km<sup>2</sup> (108th largest country in the world)  
Extent of the coastline: 1859 km (including Azores and Madeira)  
Current EEZ: 1.7727.408km<sup>2</sup>  
World Ranking: 20th largest  
European Ranking: 6th largest  
95% of portuguese territory is maritime



EEZ+Extended Continental Shelf: 3.897.408 km<sup>2</sup>  
World ranking: 9th largest  
European ranking: 2nd largest  
97% of portuguese territory is maritime

An area:  
Bigger than India (the 7th largest country in the world)  
Equivalent to Continental EU (except UK and Sweden)



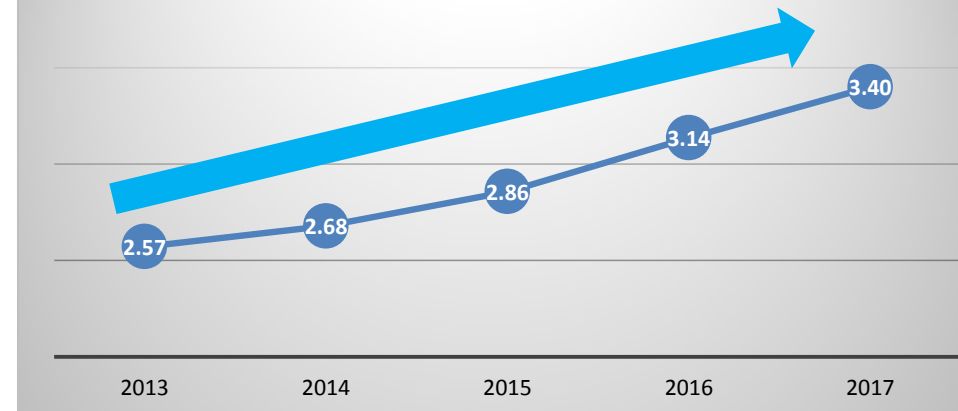


GVA “blue” business (enterprises)  
2015: 2,8% of total business in PT  
2017: 3,4 % of total business in PT

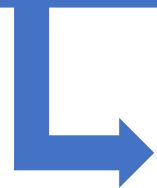
GVA Growth of  
**36,8%**



Peso do VAB Empresas Economia Azul sobre VAB Empresas Economia Nacional (%)

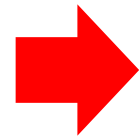


Between 2015-2018



- Exports of “blue” products grew **25%**
- Productivity of blue economy was **17%** higher than the national overall score
- Merchant navy grew **94%** in the number of ships and **269%** in the DWT

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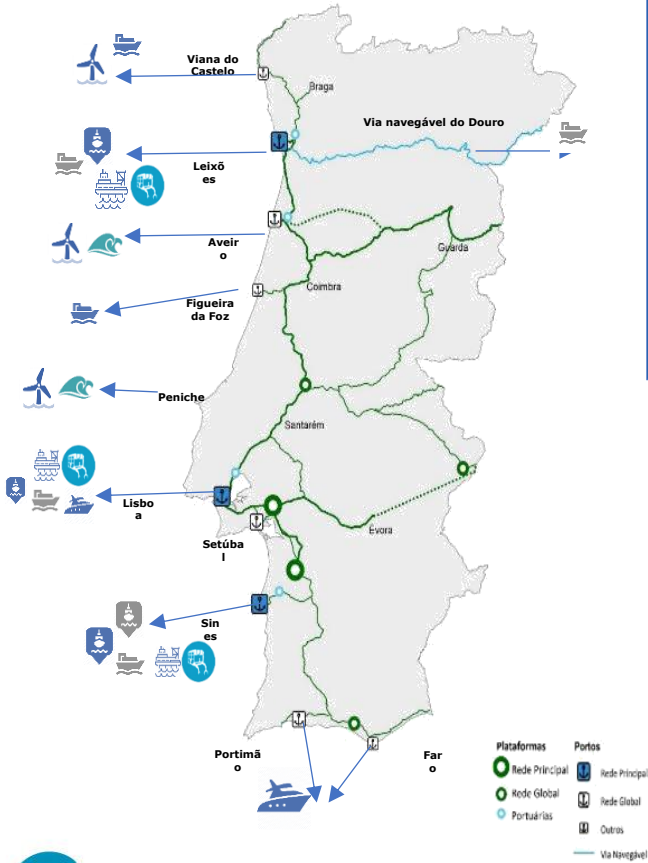


- **Blue Finance**



# PORTUGAL PORT TECH CLUSTERS: A NETWORK OF OCEAN ECONOMY INNOVATION ACCELERATORS

## Commercial Ports



In PT port's administration are all public companies

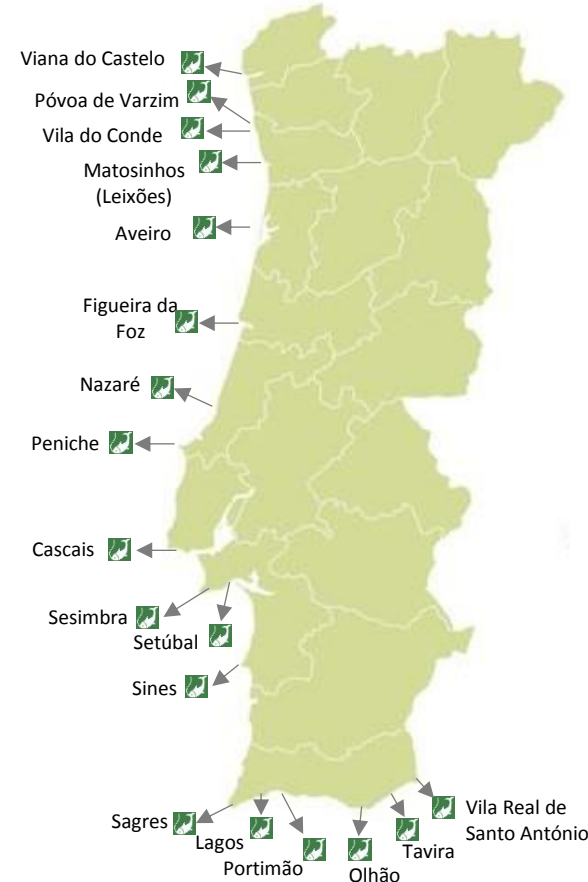
Specific water access rights and owner of facilities that can lower the costs of context for a wide range of ocean economy activities, namely start-ups and technological/science centres

Front doors for international trade and are linked to the hinterland / value chains

## 8 PORT TECH CLUSTERS IN A DISTRIBUTED NETWORK

1. Ocean Renewable Energies
2. Ports&Shipping 4.0
3. Blue Bioeconomy (aquaculture and fisheries)
4. Ocean Robotics
5. Specialized Shipbuilding
6. Leisure Nautics
7. Green Shipping
8. Blue Ports

## Fishing Ports



# PORT TECH CLUSTERS + BLUETECH ACCELERATOR: BOOST INNOVATION FOR GROWTH



*What are they?*

*How to operationalize?*

OCEAN ECONOMY INNOVATION HUBS: ONE OF THE CENTRAL VECTORS OF THE PORTS COMPETITIVENESS STRATEGY 2026

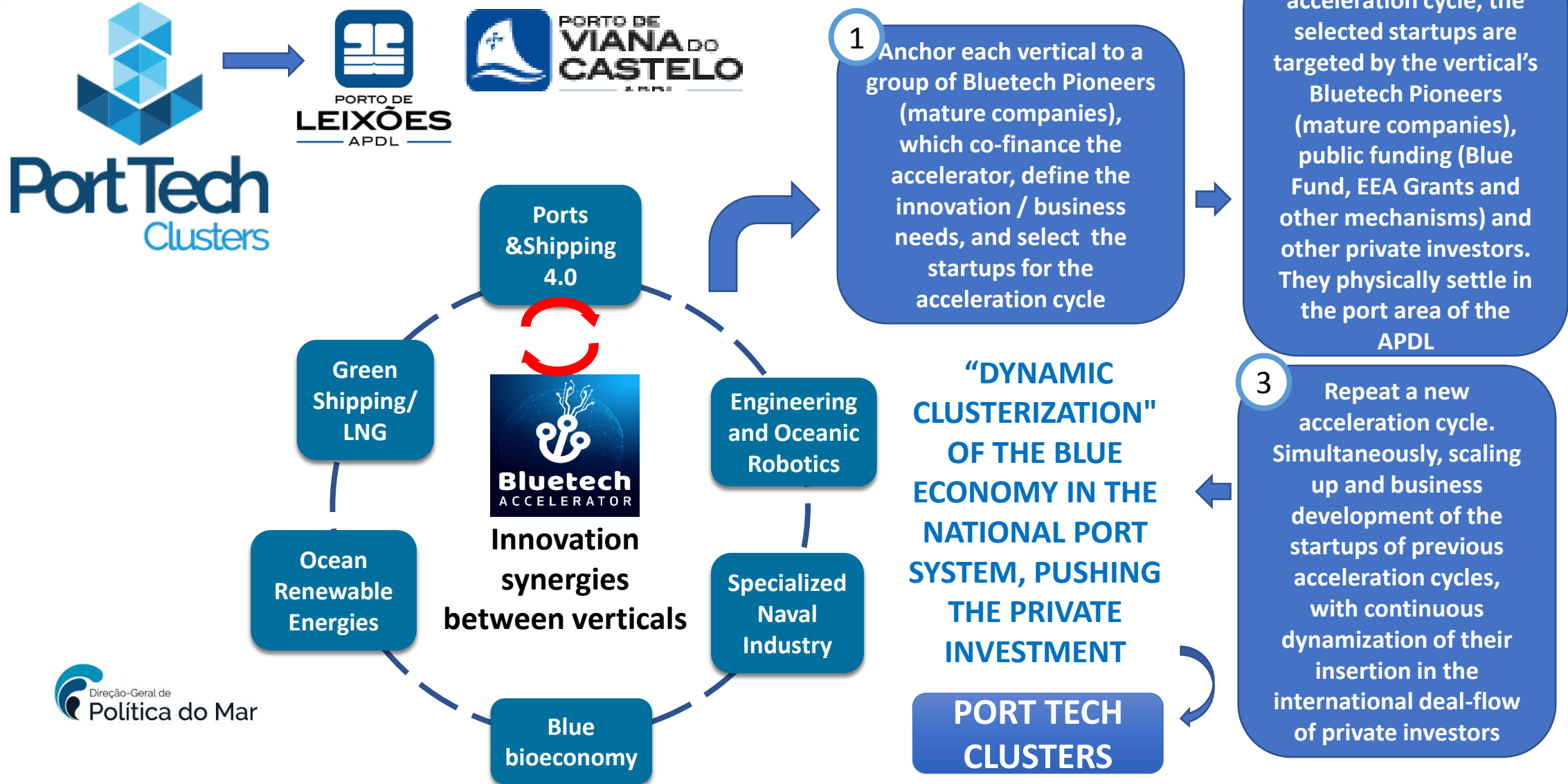
*OPEN INNOVATION*

PORT TECH CLUSTERS ARE OPERATIONALIZED THROUGH THE BLUETECH ACCELERATOR AND THEIR THEMATIC VERTICALS



Connect startups, mature companies and science to create integrated ecosystems that accelerate technological and business innovation, operating in the port system and / or with the support of the port system, with privileged and permanent access to the sea

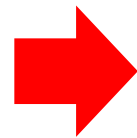
# PORT TECH CLUSTER PIONEER: APDL (PORT OF LEIXÕES + PORT OF VIANA DO CASTELO)





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- BlueTech Accelerator



- Blue Finance





# Bluetech

## ACCELERATOR

Ocean Portugal Start-Up Program



## Ports & Shipping 4.0

An initiative of



REPÚBLICA  
PORTUGUESA

MAR

FUNDAÇÃO  
LUSO-AMERICANA

Powered by



BUILDING  
THE INNOVATION  
ECOSYSTEM



Política do Mar

Iceland  
Liechtenstein  
Norway grants

# PORTS AND SHIPPING 4.0: CREATE A DIGITAL SERVICES CLUSTER FOR SHIPPING OPERATIONS

Key Change Drivers Impacting the Future



Overcapacity  
Shipping Ports



Energy Security and Efficiency



The Rise of  
Smaller Players



Artificial Intelligence  
and Automation  
Advancements



Sustainability, eco-efficiency  
and low-carbon operations




Quest for Knowledge  
and Operational  
Excellence

# Key Technological Solutions that will be offered by



# OUR PIONEERS: THE BLUETECH ACCELERATOR PARTNERS



**Portline ocean**  
MANAGEMENT

**GRUPO E.T.E.**

*Shipping*



**tekever**

**inmarsat**

*Digital and Robotics*



**APDL**  
ADMINISTRAÇÃO DOS PORTOS  
DO DISTRITO, LISBOA E  
MARRA DO CASTELO

**APS**  
Administração  
dos Portos de Sines  
e do Algarve S.A.

*Ports*

An initiative of



Powered by



# TIMELINE

**LAUNCH  
OPEN APPLICATIONS**  
Mar 01 2019

**BOOTCAMP**  
Jun 17-21 2019

**PILOT DEVELOPMENT**  
Jun 24 - Oct 31 2019

**DEMO DAY**  
Oct 15 2019 (TBD)

Selection of  
Top 20-25 Startups

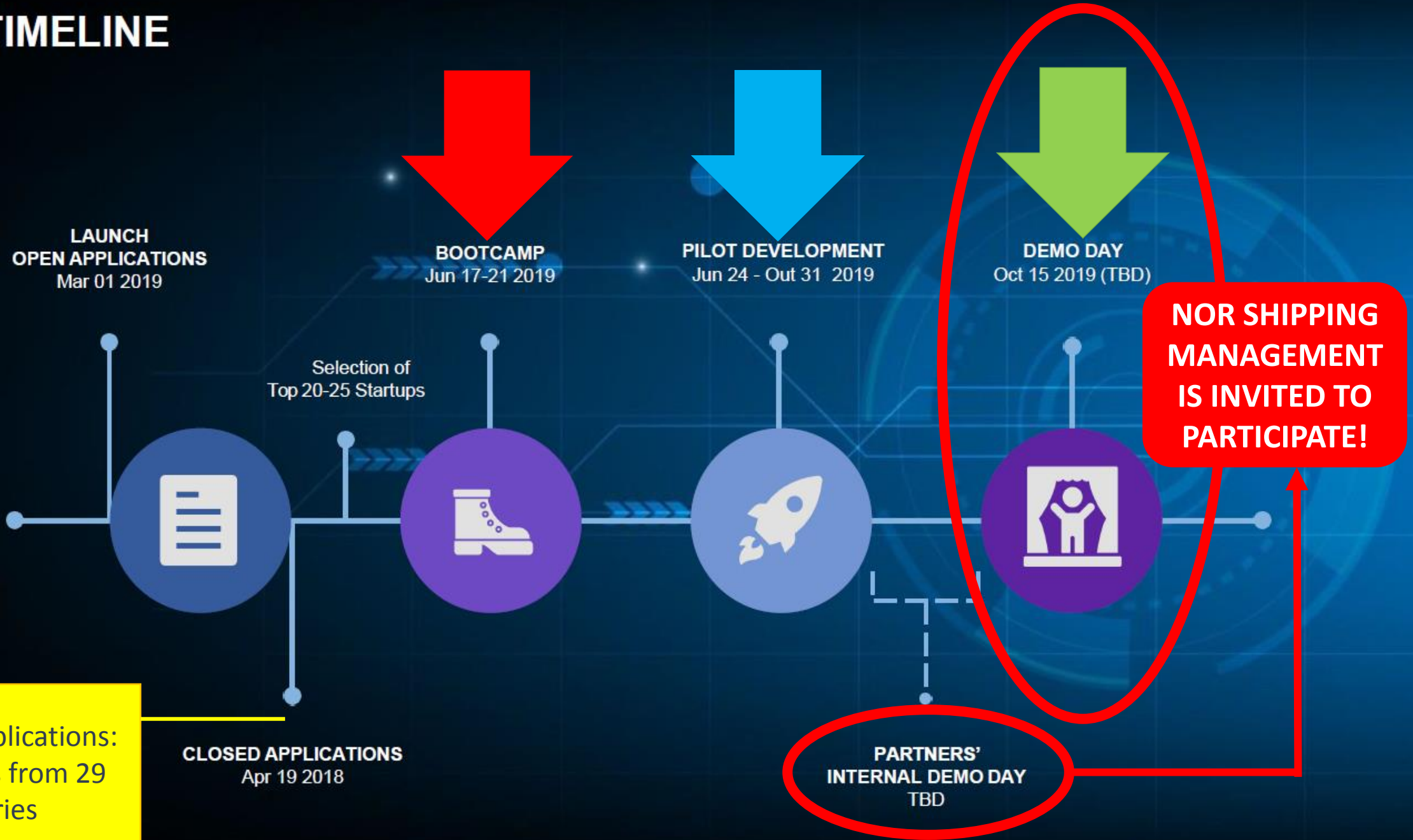


**CLOSED APPLICATIONS**  
Apr 19 2018

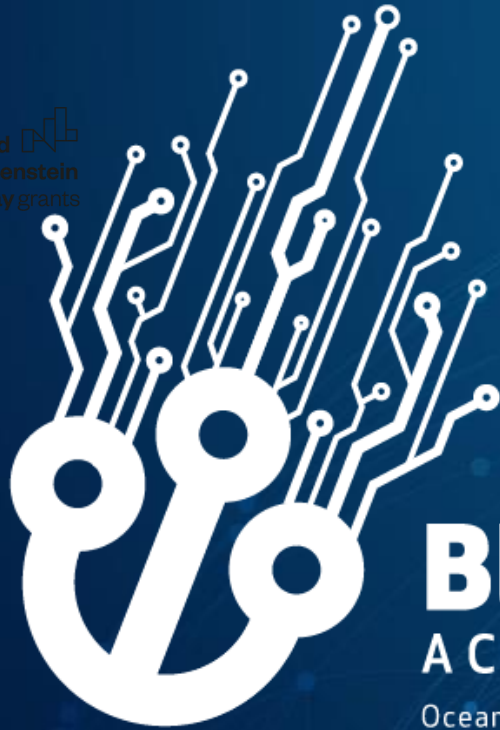
**PARTNERS'  
INTERNAL DEMO DAY**  
TBD

**NOR SHIPPING  
MANAGEMENT  
IS INVITED TO  
PARTICIPATE!**

Received applications:  
87 start-ups from 29  
countries



Iceland  
Liechtenstein  
Norway grants



**Bluetech**  
ACCELERATOR  
Ocean Portugal Start-Up Program

## NEXT EDITIONS:

- 2nd Edition Ports&Shipping 4.0
- Ocean Renewable Energies
- Blue Bioeconomy
- Blue Circular Economy

An initiative of



FUNDAÇÃO  
LUSO-AMERICANA

Powered by



Iceland  
Liechtenstein  
Norway grants

# Financing the startups pool generated by Bluetech Accelerator



**Bluetech**  
ACCELERATOR

*Focused calls published in the Blue Fund and EEA Grants*





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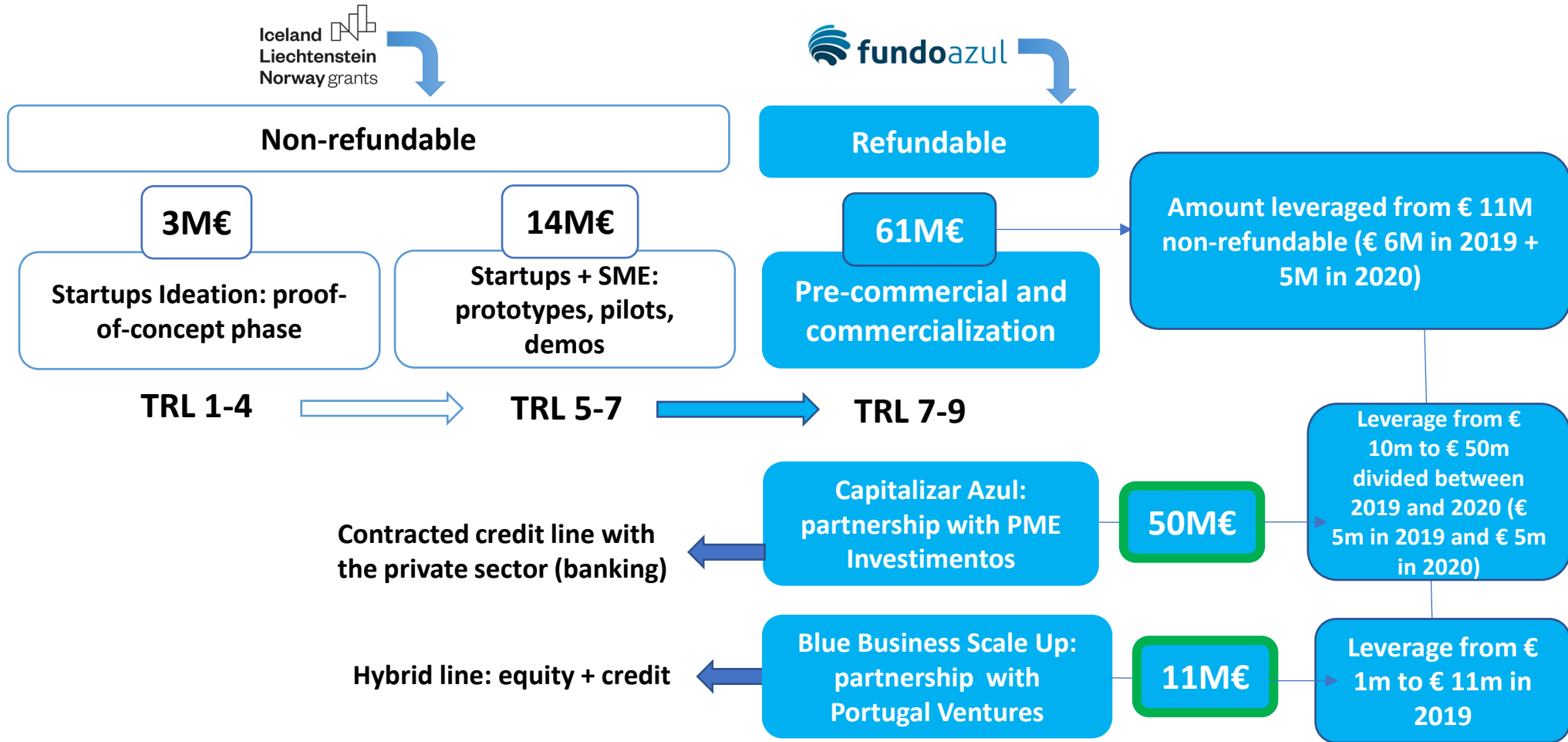


- Blue Finance





- Improve and increase responsiveness to promoters in a timely manner
- New attractive credit and equity solutions, leveraging the Blue Fund, taking risks in a controlled manner, involving the private sector (banking) and partnerships between public financial instruments (PME-Investimentos and Portugal Ventures)



- Open applications in perpetuity
- First In First Out (FIFO)
- A pipeline of sequential and integrated solutions that enables a company to develop its critical funding path ("Birth" and "Death Valley" phases) in the same financial ecosystem

# UN OCEAN CONFERENCE 2020 IN LISBON



United Nations



THE  
**OCEAN**  
CONFERENCE

2020

**PORTUGAL**

**AND**

**KENYA**

**CO-HOST**



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- **Blue Finance**

*Sandra Silva*  
*Director for Investment and Finance*