



i34BLUE GROWTH

SUMMARY REPORT OF WORK PACKAGE 3 - TASK 3.2 - OPEN CALL FOR PROJECT PROMOTERS

DELIVERABLE 3.2

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The I3-4-BLUE-GROWTH project is aimed at strengthening the capabilities of less-developed European regions in fostering innovation and investment within the blue economy sector. The project focuses on building interregional cooperation to develop a sustainable, smart, green, and blue economy. This capacity-building effort is structured around two primary value chains, each with distinct objectives:

1. **Value Chain #1: Sustainable Seafood, Aquaculture, and Valorisation of Blue Resources**

The first value chain centres on sustainable seafood, aquaculture, and the valorisation of blue resources. The project seeks to enhance food security by reducing the EU's dependency on seafood imports, promote sustainable practices aligned with the European Green Deal, and explore the potential of marine bioresources like algal biomass. Additionally, it aims to drive local economic development, support job creation in coastal communities, and encourage the growth of innovative SMEs and start-ups through strategic investments and the establishment of advisory services.

2. **Value Chain #2: Marine Renewable Energy and Maritime Decarbonisation**

The second value chain focuses on marine renewable energy and maritime decarbonisation. The project will leverage coastal resources to expand the use of clean, renewable energy, support technological advancements in ocean-based energy solutions, and promote the decarbonisation of maritime transport. It also aims to revitalise maritime sectors affected by the COVID-19 crisis by developing sustainable, low-carbon ports and creating interregional maritime transport hubs. Through interregional collaboration, the project will facilitate the transfer of knowledge and best practices, establishing conditions that enable joint innovation and sustainable economic growth in these critical sectors.

WORK PACKAGE 3 (WP3) Task 3.2 (T3.2)

WP3 focused on launching an interregional open call to identify and select blue economy project promoters from less-developed regions. The goal was to identify at least 30 small and medium-sized enterprises (hereafter SME) across both value chains, with five SMEs selected from each consortium partner in these less-developed regions – Spain, Poland, Croatia, and Portugal (which had three partners). These SMEs were expected to present clear business cases for interregional innovation investments (hereafter, I3) in the targeted blue economy sectors.

The open call was aligned with the outcomes of the I3 needs and value chain mapping analysis that had been conducted. The call targeted the two value chains outlined in the program overview. The project promoters within these value chains focused on the following:

1. **Sustainable Fisheries, Aquaculture, and Valorisation of Blue Resources:** This area focused on projects related to sustainable "blue food," aiming to develop innovative seafood production systems and new biotechnology value chains. It also explored solutions for circularity and green transition in the blue economy, with an emphasis on reducing waste and promoting the circular use of bioresources.
2. **Energy Transition and Decarbonisation of the Maritime Sector:** This included investment cases in marine renewable energy, such as offshore wind and ocean energy, as well as maritime decarbonisation efforts like smart ports and emission-free fuels, all contributing to the EU's energy supply and carbon neutrality goals.

The benefits and value proposition for SMEs included access to capacity-building services pertaining to technical, business, and investment readiness topics; interregional business matchmaking; and tailored support for developing joint investment cases. Additionally, selected SMEs received financial support for ecosystem regional visits to Finland, France, and the Netherlands, which covered travel, accommodation, and subsistence costs.



The objectives and strict criteria of the open call for proposals are fully aligned with the European Union's definitions and regulations. Specifically, the definition of a SME must adhere to the following EU criteria:

- **Staff Headcount:** An SME must have fewer than 250 employees. This includes full-time, part-time, temporary, and seasonal workers, taking into account the cumulative total across all related enterprises.
- **Annual Turnover or Balance Sheet Total:** An SME must have an annual turnover not exceeding €50 million or a balance sheet total not exceeding €43 million. These financial thresholds ensure that the enterprise is considered to be operating on a small or medium scale in line with EU standards.
- **Independence and Ownership:** The SME must be independent, meaning it is not owned by another company that exceeds the above thresholds. Specifically, no more than 25% of the SME should be owned by a non-SME company or public body, unless specific exceptions apply (e.g., ownership by public investment corporations, venture capital companies, or institutional investors).

These criteria ensure that only eligible SMEs, as defined by the EU, can apply for the open call. This alignment with EU standards is critical, as it ensures that the selected SMEs are genuinely representative of the small and medium-sized business sector and are well-positioned to benefit from and contribute to the interregional innovation investments targeted by the I3-4-BLUE-GROWTH project.

By adhering to these definitions, the project ensures that resources and support are directed towards SMEs that are most likely to drive innovation and growth within the blue economy, thereby maximising the impact of the initiative on sustainable regional development.

LESS-DEVELOPED REGIONS IN TARGETED COUNTRIES

The I3-4-BLUE-GROWTH project aims to build regional capacity in six less-developed regions across four European countries: the Azores, Center, and North in Portugal; Andalusia in Spain; Pomorskie in Poland; and all of Croatia. These regions belong to four macro-regions—Atlantic, Baltic, Mediterranean, and Adriatic—each with distinct economic and geographical challenges. The project focuses on addressing specific business, structural, and policy needs, fostering interregional cooperation to stimulate sustainable growth in the blue economy. By collaborating with established blue economy clusters, I3-4-BLUE-GROWTH seeks to enhance innovation and economic diversification in these regions.

In Portugal, the Azores, Center, and North regions face challenges like lower GDP and reliance on agriculture, tourism, and traditional sectors. Andalusia in Spain, one of the country's largest regions, experiences high unemployment and a lower GDP compared to regions like Madrid and Catalonia. Poland's Pomorskie region, located along the Baltic Sea, has a strong maritime industry but struggles with economic growth compared to western Poland. In Croatia, inland and eastern regions have lower income levels and fewer opportunities compared to the coastal areas.

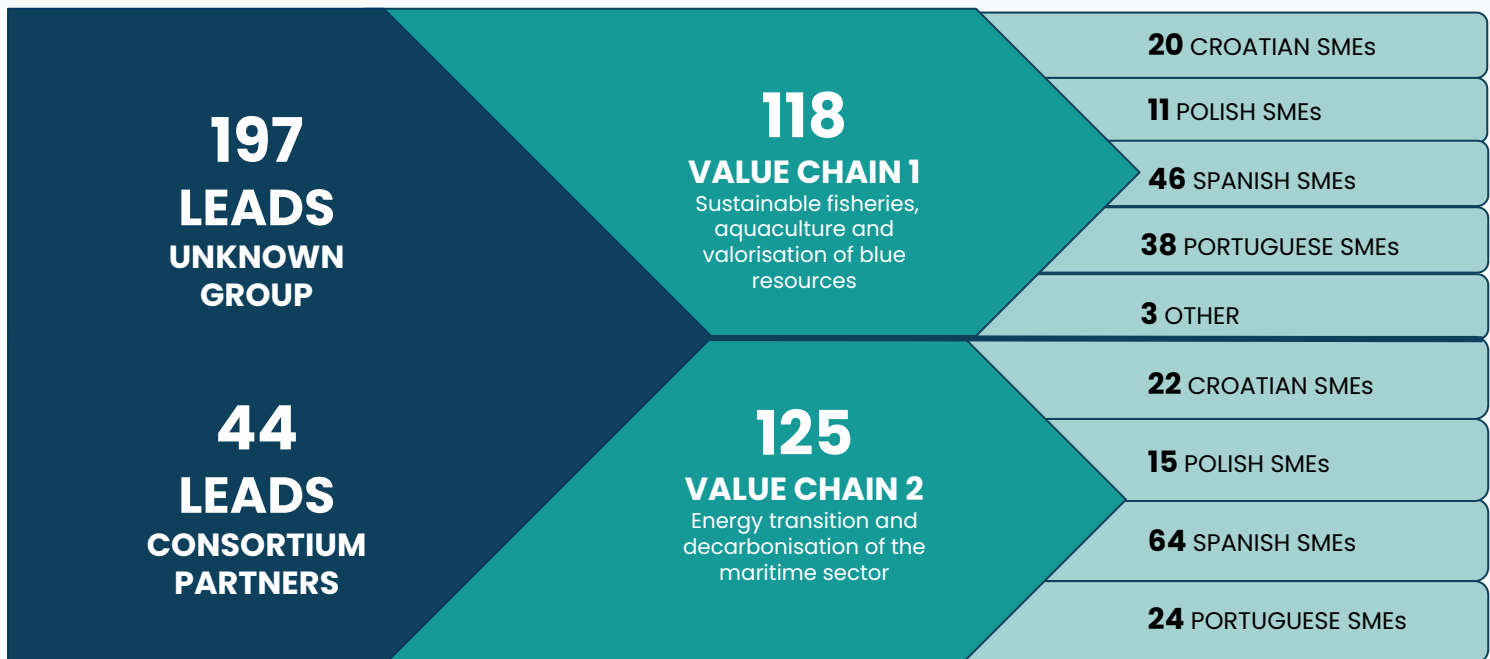
The project tackles these common issues, such as economic disparity, infrastructure gaps, and reliance on traditional sectors, by promoting capacity building and interregional collaboration to drive sustainable growth in the blue economy.



The criteria strictly given in definition of the EU and clear value chain, the key words and parameters to scout these SME are as follows:

- Value chain #1:** Sustainable fisheries, aquaculture and valorisation of blue resources: This topic will be focused on the identification of interregional investment projects focused on two main sub-topics: (i) Sustainable, accessible and safe “blue food”: the sustainable management of ocean bioresources and food, through the development of innovative sustainable seafood production systems and new or emergent blue biotechnology value chains; (ii) Circularity and green transition in the blue economy sector: Exploring novel solutions aimed at reducing and valorising waste, promoting circularity and green transition in the blue economy. This topic should address the potential of new technologies able to enhance the circular use of bioresources towards the development of an effective blue bioeconomy.
- Value chain #2** – Energy transition and decarbonisation of the maritime sector: This topic will seek investment cases contributing to the emergence of new value chains with transformational impact in two sub-topics: (i) Marine renewable energy: Offshore wind and ocean energy (tidal, wave) with potential for decarbonisation and strengthening of EU energy supply; (ii) Maritime decarbonisation: maritime operations, smart ports and marine renewable energy towards carbon neutrality in maritime-related applications (e.g. green and smart ports, emission-free fuels, etc.).

The initial lead list outlined above is categorised by value chain and country, providing a general overview of 241 potential SME leads as follows:



With the consortium partners having presence in the targeted less-developed regions, we highly encouraged to present some promising SMEs to participate in the initiative. A total of 44 leads were provided.

The long lead list at the starting stage does not differentiate between specific regions within each country. This distinction is important because SMEs listed may operate in multiple regions, including potential subsidiaries or branches located in less-developed regions.



To engage with SMEs identified in the lead list, focusing on those operating in or having subsidiaries in less-developed regions, a targeted outreach strategy was implemented. A plan and timeline was created with the goal of receiving the most traction, assessing the SMEs potential for contributing to the I3-4-Blue Growth initiative and gathering relevant data to support regional capacity building initiatives. With the 241 leads we engaged with, we implemented the following steps to receive the most quality applications that will contribute to blue growth in their respective regions.

Review and Categorise Leads:

Analyse the initial lead list to identify and categorise SMEs based on their primary value chain (e.g., sustainable seafood, marine renewable energy, maritime decarbonisation) and the specific regions they operate in.

Website Content:

Collaboration between consortium partners was established to create a dedicated section on the project's website, providing comprehensive information about the initiative. This section focused on the open call for project promoters and included details on the tasks objectives, relevant value chains, and specific target regions. In addition to the general objectives, emphasis was placed on highlighting the benefits for SMEs, the timeline, and the application guidelines. Clear instructions were provided on how SMEs could express interest or apply for participation.

Engagement Materials

Tailored communication materials were developed to target each specific value chain, ensuring the content effectively captured the interest of potential participants, clearly communicated the objectives of the initiative, and provided explicit instructions on the application process. In parallel, standardised engagement templates, including email templates, social media content posts, and follow-up messages, were prepared to maintain consistent and professional communication with all identified leads.

Application Form:

A structured application form was defined by Unknown Group for SMEs to submit their interest and provide necessary details. The form captured essential information including:

- Company Information: Name, contact details, and company profile.
- Possible solution directions/innovations and business case of the project.
- Funding requirements and justification.
- Contributions to the reinforcement of their regional innovation ecosystem.

Timeline and Responsibilities

A detailed Gantt chart was developed to outline the timeline and key milestones for the engagement process. This chart includes specific dates, carefully selected to align with the most opportune times for email outreach, the open call process, and other critical activities.

OUTREACH

Email Outreach

Following the predefined timelines and planning, an email outreach campaign was launched. The outreach was conducted using predefined templates, which were tailored to specific value chains and companies. Consistent communication was maintained to ensure that SMEs were informed in a timely manner. Companies were encouraged not only to apply themselves but also to share the initiative with other SMEs that might find it relevant.

SCOUTING INSIGHTS

OUTREACH

Each email included a link to a Calendly call, allowing interested SMEs to schedule a meeting for further information or to address any questions they had. The overview and engagement of emails is as follows:



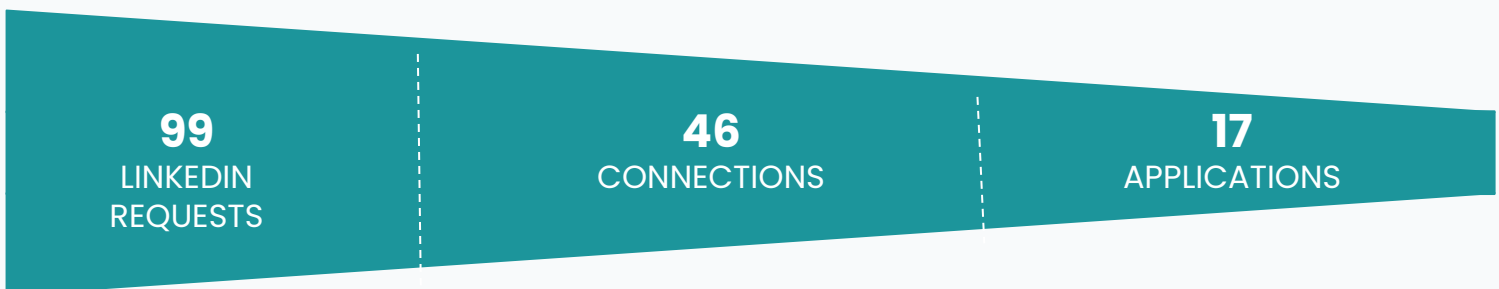
From the outreach efforts, eight calls were scheduled. However, the low engagement and response rate of 9.12% could be attributed to factors such as a language barrier or the programmes lack of relevance at the time. Despite this challenge, the application form statistics show a notable increase in access on days when emails were sent, compared to days with no email activity. Additionally, several email recipients completed the application without any direct engagement.

Social Media Outreach/LinkedIn

An especially effective engagement method was direct messaging through LinkedIn. Although many companies lacked an online presence, LinkedIn proved invaluable for connecting with founders and other key stakeholders directly. This approach yielded the highest traction and response rate, surpassing the email outreach campaign in terms of engagement.

In addition to direct messaging, all consortium partners actively participated in promoting the initiative through LinkedIn posts. These posts were strategically timed to announce the launch of the open call and to remind stakeholders as the application deadline approached. The collective effort of the consortium partners in sharing and amplifying these posts further extended the reach of the initiative, resulting in increased visibility and engagement across various regions and sectors.

The success of LinkedIn as an engagement platform highlighted its value in reaching and mobilising SMEs, particularly in instances where traditional email outreach was less effective. This multi-channel approach ensured that the initiative was widely communicated, with LinkedIn playing a crucial role in driving awareness and participation.



Considering that applications could be driven through both email and social media outreach, the significantly higher social media engagement rate of 46.5% compared to email engagement is notable. This suggests that many companies showed greater interest in the initiative through social media channels. Additionally, the timing of the outreach during the summer holidays might have played a role in these results. During this period, individuals are often less likely to check their email but remain active on social media platforms like LinkedIn. This seasonal behavior could have contributed to the higher response rate observed through social media.



Follow-Up

Follow-up calls and additional outreach were scheduled with SMEs who did not respond to the initial outreach. This step was essential to ensure that all potential leads were adequately engaged. Follow-up messages and emails were sent out continuously. Historically, June, July, and August are the most challenging months for reaching people due to vacation and holiday periods. Therefore, it was crucial to maintain our email outreach efforts and persistently follow up to maximise engagement during these times.

Track Engagement

A comprehensive tracking methodology was established to monitor any statuses of the engagement, response rate, interested leads and any additional leads that were scouted during the open call, which was also shared with the consortium member to keep track of the statuses of their own leads. The response rate from the initial outreach efforts was monitored and recorded, with responses categorised based on their interest level and relevance to the project's objectives. As a result, the lead list was updated with new information gathered from these interactions and responses.

APPLICATION INSIGHTS
OPEN CALL RESULTS

From the launch of the open call on June 3, 2024, until the closing of applications on July 12, we received 33 eligible applications. To reach our targets, we pushed for an extra week of outreach, which included engaging all current leads and reaching out to additional SMEs in less-developed regions. Additionally, we decided to adopt a more discreet approach to connect with the last remaining interested leads, a strategy that proved highly effective. As a result, we increased our total applications to 42. See the split of applications in detail in Table 1 below:

COUNTRY	# APPLICATIONS	VALUE CHAIN 1	VALUE CHAIN 2	REGIONAL SCOPE
Portugal	22	15	7	15
Poland	5	0	5	5
Croatia	4	1	3	4
Spain	9	4	4	1
Other	2	2	0	0
Total	42	23	19	25
%	100.0%	51.3%	48.7%	64.1%

Table 1: Application Metrics

Following the assessment of applications in line with the defined scope and eligibility criteria, a total of 25 SMEs were deemed eligible to participate as project promoters. However, in the process of meeting the KPI for WP3.2, it became evident that there was a shortfall in the number of SMEs from Croatia and Spain. The KPIs are set with five SMEs selected from each represented partner region—Spain, Poland, Croatia, and 15 from Portugal.

In response to this gap, additional efforts were undertaken to identify and engage potential project promoters specifically within these countries and regions. As detailed in the engagement methodology, an additional scouting effort was launched to address the regional shortfall. This led to the identification of several new prospects, and as a result, 22 additional Spanish SMEs were identified that would fall within the regional scope significantly enhancing the participation from Spain and moving closer to meeting the project's KPIs.



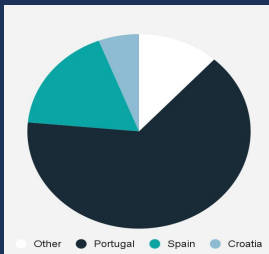
VALUE CHAIN #1

SUSTAINABLE, ACCESSIBLE, & SAFE “BLUE FOOD”

The management of ocean bioresources & food through developing innovative seafood production systems and new or emergent blue biotechnology value chains

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APPLICATIONS

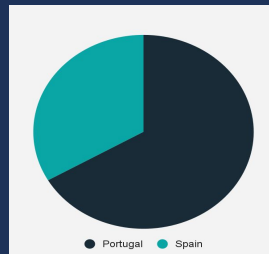


CIRCULARITY AND GREEN TRANSITION IN THE BLUE ECONOMY SECTOR

Exploring novel solutions to reduce and valorise waste, promoting circularity and green transition in the blue economy.

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APPLICATIONS



The projects within the first value chain can be categorised into the following technological verticals:

1. Sustainable Aquaculture and Urban Farming
2. Food Supply Chain and Blockchain Solutions
3. Remote Sensing and Predictive Analytics
4. Environmental Consulting and Sustainability
5. IoT Solutions and Tailored Business Technologies

These diverse and innovative solutions have the potential to significantly improve conditions in less-developed regions, driving innovation and sustainability.

The projects within the second value chain can be categorised into the following technological verticals:

1. Renewable Energy and Sustainable Technology
2. Environmental Consulting and Carbon Management
3. Marine and Maritime Technologies
4. Advanced Training and Simulation Technologies
5. Software Solutions and Digital Innovation

These cutting-edge solutions have the potential to transform industries by enhancing sustainability, boosting efficiency, and fostering technological advancement. By addressing critical challenges in renewable energy, smart infrastructure, and marine innovation, they can help drive economic growth and environmental sustainability globally.

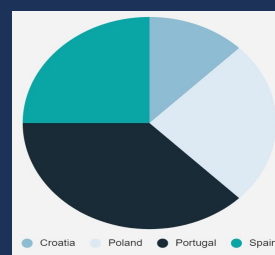
VALUE CHAIN #2

MARINE RENEWABLE ENERGY

Offshore wind and ocean energy (tidal, wave) with potential for decarbonisation and strengthening of EU energy supply

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APPLICATIONS

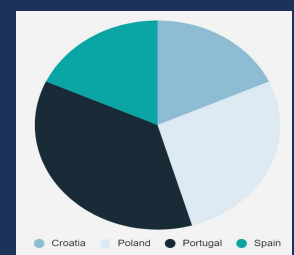


MARITIME DECARBONISATION

Maritime operations, smart ports, and marine renewable energy towards carbon neutrality in maritime-related applications.

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APPLICATIONS



1. Initial Application Review

Once all SME applications were submitted, the first step was to conduct a thorough review of each submission. This included an **eligibility check**, ensuring that each SME met the programme's general requirements. The hard criteria focused on whether the company was located in a less-developed region and fit the definition of an SME. The evaluation also considered soft criteria of whether the SME's project aligned with the objectives of the consortium partners, with particular attention to innovation, local economic impact, and the potential contribution to regional development.

2. Creation of an Overview and Slide Deck for Consortium Evaluation

After the individual application reviews, a comprehensive overview of all applicants was created. This included:

- A **summary slide deck** with key information on each SME's project, including location, industry focus, solution, project description and funding requirements.
- A **detailed report** that clearly gave an overview of all the applications, insights and guidance to SME selection.

3. Consortium Partner Evaluation and Feedback

The shared overview and report were distributed to all consortium partners for evaluation. According to the agreement, the responsibility for selecting SMEs was assigned to the consortium members from the less-developed regions, while the facilitation of the discussion was managed by the coordinating team of task 3.2. The feedback process was structured as follows:

- **Individual Project Evaluation:** Each consortium partner reviewed the slide deck and report to assess each SME's application, focusing particularly on geographic relevance and alignment with local development priorities.
- **Collaborative Commenting:** A shared file was created to allow each partner to provide comments on the SMEs, addressing:
 - Which SMEs were **eligible** to participate as project promoters.
 - Which SMEs, while not eligible as project promoters, could still provide value as **technology providers** or in other supporting roles.
- **Additional Insights:** The partners also evaluated which SMEs could best support regional goals, particularly in underdeveloped areas.

4. Location-Based Selection Criteria

Given the program's emphasis on geographic diversity and local economic development, special attention was given to SMEs based in or able to contribute to less-developed regions. The aim was to prioritise those SMEs that could drive economic growth in these areas and align with the consortium's regional development objectives.

5. Addressing Shortfalls and Gaps

During the review process, it became clear that some regions, particularly Spain, had limited representation from SMEs in less-developed areas. To address this shortfall, a **call to action** was issued to consortium partners to promote greater regional diversity. This included targeted outreach by partners in underrepresented regions, encouraging local SMEs to join the program. For example, Croatian partners quickly contacted a local SME, successfully getting them to participate, demonstrating the effectiveness of regional engagement in filling these gaps.

SELECTION

FINAL SME COMPOSITION



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GROWTH

PORTUGAL

- | | | |
|---|-------------------------------|-----------------------------|
| 1. Solvit – Innovation on Telecommunications Lda | 2. Exogenous Therapeutics | 3. Horta dos Peixinhos, Lda |
| 4. ISS – Ínclita Seaweed Solutions | 5. BITCLIQ TECHNOLOGIES, S.A. | 6. Eyecon Group |
| 7. seaExpert – Serviços E Consultadoria Na Área Das Pescas, Lda | 8. RiaMaris, Lda | 9. SEAentia |
| 10. A. Silva Matos Metalomecânica, S.A. | 11. Aquaponics Iberia | 12. Wunderocean |
| 13. STME – Sistemas de Monitorização de Estruturas, Unipessoal, Lda | 14. MobyFly | 15. FLATLANTIC |

CROATIA

1. Platforma 22 d.o.o.
2. Jel-tom
3. OTOTRAK d.o.o.
4. ViaKornel – 3Design and prototype development studio
5. SEA CRAS d.o.o. (brandname SeaCras)

POLAND

1. PABI GreenTech Sp. z o.o.
2. Cador Consulting sp. z o.o.
3. CNK
4. Flint Systems
5. Elmech-ASE S.A.

SPAIN

1. BLENNIUS, S.C.A
2. D&B TECH
3. TECNOALGAE

For further details of the selected SME, please see Annex 1-4 with every company breakdown, value chain and project solution.

HANDOVER

COMMUNICATION AND LOCAL PARTNERS

Final Selection and Communication

Once the evaluation process was concluded and the SMEs selected, communication with the applicants followed a structured approach:

- **Rejection Emails:** SMEs that were not selected received clear communication, providing reasons for their rejection. Predominantly, the rejection reason was not falling within the regional scope.
- **Technology Providers:** SMEs identified as ineligible to act as project promoters but valuable as technology providers were connected to **Pole Mer**, where they could contribute their technology and expertise.
- **Acceptance Emails:** SMEs selected to participate received acceptance emails detailing:
 - Next steps and expectations.
 - Guidelines for participation in the program.
 - Any further actions required by the SMEs in preparation for the next phases of the project.
 - Timing of the handover to the partners and timing expectations
 - Confirmation of participation

Monitoring and Ongoing Support

Following the selection, the consortium is committed to ongoing communication with SMEs to ensure their active participation and alignment with the program's goals. Special emphasis was placed on:

- **Thematic workshops** on blue economy best practices
- **B2B matchmaking sessions** with complementary technology providers –companies, clusters, business hubs, universities, research institutes, and other innovation actors around Europe
- **Online community** for peer-to-peer support, advice, and networking
- Ecosystem visits to Finland (Vaasa), cross-regional networking in France, and a peer-to-peer roadshow to the Netherlands

HANDOVER

FINAL ALIGNMENT



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GROWTH

At the conclusion of the open call and call for action, close collaboration with consortium partners has driven final applications, particularly in Spain, where a shortfall in SME participation was identified. Due to the efforts of CTAQUA, the local partner in Spain, interest from three additional SMEs in the Andalusian region has been secured. This brings the total to three out of the five needed to meet the targeted KPIs. After the submission of the report, confirmation from two SMEs is still pending regarding their participation in the initiative.

While the open call for the innovation program is ongoing, the onboarding process for these remaining SMEs can be extended to ensure they fully benefit from the programme. Alternatively, a Croatian SME has expressed interest, and through collaboration with consortium members, the participation of an SME from another less-developed region could help meet the targets.

It is important to note that four SMEs are still pending confirmation, which translates into an 86% participation rate so far. Active outreach efforts via email and phone calls continue to secure their commitment, with confidence in achieving a high response rate to proceed with the next phase of the project.

CONCLUSION

CHALLENGES AND LEARNINGS

To conclude Task 3.2, several challenges were encountered during the Project Promoter open call, particularly with respect to the alignment between targeted regions and the requirement for SMEs to have their main office or a subsidiary in specific less-developed areas. Initial assumptions led to the need for solutions that could influence and support these regions both directly and indirectly. As a result, the lead list had to be redefined, shifting focus toward more targeted scouting. This included expanding the search for potential project promoters through a variety of sources such as universities, news outlets, regional networks, and additional support from local partners, who were instrumental in recommending suitable SMEs for the initiative. Despite the challenges, the collaboration and willingness of stakeholders helped align these efforts, allowing for a clear direction and successful conclusion of the task.

A key learning from this process is the importance of clear communication and early alignment regarding eligibility criteria, especially when dealing with region-specific requirements. Outreach conducted during the summer proved less effective due to a significantly lower response rate. Additionally, it became evident that finalising the details of the program earlier in the process is crucial. The date for the first roadshow, which was still not set in stone, created uncertainty for potential participants, making it difficult for them to commit to the program without knowing what was expected or when their participation would be required.

Future projects could benefit from more detailed upfront planning, with clear guidelines provided to potential applicants and local partners to minimise misunderstandings and streamline the onboarding process. Building stronger relationships with local institutions, such as universities and industry networks, also proved invaluable in extending the pool of potential participants. These connections should be leveraged from the outset in future initiatives to avoid delays and ensure broader regional engagement.

Finally, the importance of flexibility cannot be understated. Adapting assumptions and realigning efforts based on emerging data allowed the project to meet its objectives despite initial hurdles. For future projects, incorporating contingency plans and maintaining open lines of communication with all stakeholders will be essential for addressing unforeseen challenges effectively.

ANNEX 1

SELECTED SPANISH SMES



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BLENNIUS

Value Chain: Sustainable, accessible, & safe “blue food

Location: El Puerto de Santa María, Spain

Description: BLENNIUS, S.C.A. is a pioneering leader in the aquaculture industry, specialising in the cultivation of *Seriola dumerili* using advanced Recirculating Aquaculture Systems (RAS). Their commitment to this high-value species is underscored by their innovative technologies that enhance sustainability and efficiency in fish farming. With a focus on meeting the demands of international markets, BLENNIUS ensures top-quality production and contributes significantly to the global seafood industry.



D&B TECH

Value Chain: Circularity and Green Transition in the Blue Economy Sector

Location: Seville, Spain

Description: D&B TECH excels in engineering solutions tailored for the development of chemical and biological reactors within the aquaculture sector. Their expertise encompasses the design and optimisation of reactors that facilitate advanced processes in aquaculture, aiming to enhance productivity and sustainability. By integrating cutting-edge technology and innovative engineering practices, D&B TECH supports the growth of the industry and addresses the evolving needs of aquaculture systems.



TECNOALGAE

Value Chain: Circularity and Green Transition in the Blue Economy Sector

Location: Seville, Spain

Description: TECNOALGAE is at the forefront of bioengineering and microalgae technology, specialising in the development and application of microalgae for various industries. Their focus on bioengineering enables the optimisation of microalgae strains for improved performance and efficiency, contributing to advancements in sustainable aquaculture, nutrition, and environmental management. TECNOALGAE's work supports innovative solutions and fosters growth in the field of microalgae technology.

ANNEX 2 SELECTED CROATIAN SMES



Platforma22

PLATFORMA 22

Value Chain: Sustainable, accessible, & safe “blue food

Location: Šibenik, Croatia

Description: Platforma 22 specialises in harvesting high-quality shellfish, particularly mussels and oysters, from the Krka River estuary. Their team of expert divers uses cutting-edge equipment while ensuring environmental sustainability, particularly in the protected Natura 2000 ecological network.



OTOTRAK

Value Chain: Maritime decarbonisation

Location: Kraljevica, Croatia

Description: OTOTRAK is a Croatian technology company that offers advanced remote monitoring and fleet management systems for water scooters. Their OtoTrak system, the first of its kind globally, allows automatic control of watercraft over any distance, with its product already commercialised in over 50 countries.



Jel-tom

JEL-TOM

Value Chain: Marine Renewable Energy

Location: Zagreb, Croatia

Description: Jel-tom is an innovative company focused on developing unique products for export to international markets.

ViaKornel
FREEDOM OF EXCEPTIONAL CREATING

VIAKORNEL

Value Chain: Maritime decarbonisation

Location: Rijeka, Croatia

Description: ViaKornel is an engineering and 3D modeling studio specialising in designing and prototyping eco-friendly boats powered by renewable energy, focusing on Zero-Emission Vessels (ZEV).

SEACRAS

SEACRAS

Value Chain: Maritime decarbonisation

Location: Zagreb, Croatia

Description: SeaCras provides marine environmental monitoring and coastal surveillance solutions, leveraging satellite data to detect pollution and natural events. Their tools support ESG reporting on marine sustainability, pollution control, and climate adaptation, catering to industries such as maritime transport and coastal tourism.

ANNEX 3 SELECTED POLISH SMES



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CNK

Value Chain: Maritime decarbonisation

Location: Gdynia, Poland

Description: CNK New Competence Center offers the first VR immersive training platform for the offshore and maritime industries. Their simulators, featuring a 3DoF moving platform, allow safe, realistic training for operators of cranes and vessels, improving skills and reducing risks. CNK has delivered over 50,000 hours of VR-based training and is a leader in energy-efficient and sustainable training methods for port and terminal operations.



CADOR CONSULTING

Value Chain: Marine Renewable Energy

Location: Gdynia, Poland

Description: Cador Consulting is an authorised partner of Siemens in Poland, offering software solutions in CAD, CAM, PLM, and advanced manufacturing systems. They provide comprehensive support, from software implementation and customisation to technical training and R&D services, focusing on industrial solutions and CNC machine processes.



ABI GREENTECH

Value Chain: Marine Renewable Energy

Location: Białą Podlaska, Poland

Description: ABI GreenTech specialises in carbon footprint calculations, ESG verification, energy audits, and energy island projects. With over 25 years of experience in the transportation and fuel industries, they offer innovative solutions across various sectors, including logistics and public administration. They also assist in funding applications and infrastructure projects, collaborating with Polish businesses and public entities.



ELMECH-ASE

Value Chain: Maritime decarbonisation

Location: Pruszcz Gdański, Poland

Description: Elmech-ASE designs and manufactures electronics and power systems for industries such as maritime, aviation, railways, and military sectors. They are innovators in power supply solutions, energy storage (Energate units), and battery management, with a strong focus on energy conversion and improving power quality.



FLINT SYSTEMS

Value Chain: Maritime decarbonisation

Location: Gdynia, Poland

Description: Flint Systems is a producer of VR training simulators, specialising in creating immersive and interactive training environments for various industries.

ANNEX 4 SELECTED PORTUGUESE SMES



AQUAPONICS

Value Chain: Sustainable, accessible, & safe “blue food”

Location: Torres Vedras, Portugal

Description: Aquaponics Iberia focuses on urban farming innovation through its Fish n' Greens project, which uses a closed-loop aquaponics system to grow fish and vegetables sustainably. Their SWIMS technology minimises water waste and converts fish byproducts into biofertilisers, ensuring efficient, eco-friendly food production.



BITCLIQ TECHNOLOGIES

Value Chain: Sustainable, accessible, & safe “blue food”

Location: Peniche, Portugal

Description: Bitcliq Technologies is a software company focused on delivering digital innovation for food supply chains. By utilising blockchain and AI technologies, they enhance process efficiency, food security, and transparency, ensuring farm-to-fork traceability.



EYECON GROUP

Value Chain: Sustainable, accessible, & safe “blue food”

Location: Angra do Heroísmo, Portugal

Description: Eyecon Group develops innovative remote sensing applications using machine learning and AI. Their solutions include SOILRISK for landslide prediction, RIVERFLOW for flood warnings, and HABTRAIL, a model for detecting harmful algal blooms (HABs), reducing the risks to aquaculture, fisheries, and tourism.



EXOGENUS THERAPEUTICS

Value Chain: Circularity and Green Transition in the Blue Economy Sector

Location: Cantanhede, Portugal

Description: Exogenous Therapeutics is an R&D company pioneering healthcare solutions using naturally derived and engineered extracellular vesicles (EV). Known for its flagship product Exo-101, the company is expanding into EV-based cosmetics while promoting a circular economy by utilising waste materials like umbilical cord blood and microalgae.



FLATLANTIC

Value Chain: Sustainable, accessible, & safe “blue food”

Location: Praia de Mira, Portugal

Description: FLATLANTIC specialises in the aquaculture of flatfish, such as turbot and sole. Their operations span all stages of production, utilising flow-through and RAS systems to ensure sustainability and high-quality fish.



HORTA DOS PEIXINHOS

Value Chain: Sustainable, accessible, & safe “blue food”

Location: Aveiro, Portugal

Description: Horta dos Peixinhos is a pioneering producer of Salicornia, a salt substitute with health benefits, grown in Portugal's Ria de Aveiro. Using sustainable, saltwater-based cultivation methods, they promote organic production and environmental conservation, while maintaining high standards of food safety and quality.

ANNEX 4 SELECTED PORTUGUESE SMES



SOLVIT

Value Chain: Circularity and Green Transition in the Blue Economy Sector

Location: Angra do Heroísmo, Azores, Portugal

Description: Solvit is an engineering and telecommunications company with expertise in ICT, telecommunications, and railway communications. With a foundation built on strong technical and scientific knowledge, Solvit specializes in implementing and integrating advanced projects in these technological fields.



INCLITA SEAWEED SOLUTIONS

Value Chain: Circularity and Green Transition in the Blue Economy Sector

Location: Porto, Portugal

Description: ISS is a marine biotech company producing sustainable seaweed-based ingredients for the cosmetics, nutraceuticals, and pet care industries. Their innovative biorefinery model and green extraction methods create zero-waste production, offering highly functional, eco-friendly ingredients.



A. SILVA MATOS METALOMECANICA

Value Chain: Maritime decarbonisation

Location: Sever do Vouga - Portugal

Description: ASMM is a metal-mechanic company with expertise in producing equipment for refineries, aerospace, and marine industries. Known for innovative projects like the TURTLE and DeepFloat, they focus on developing solutions for deep-sea operations and renewable energy applications, driving eco-efficiency in multiple sectors.



MOBYFLY

Value Chain: Maritime decarbonisation

Location: Porto and Port-Valais, Portugal

Description: MobyFly designs zero-emission hydrofoil boats capable of transporting passengers at over 70 km/h without waves or pollution. Their cost-effective vessels use 95% less energy than conventional diesel ferries, representing a breakthrough in sustainable maritime transport.



WUNDEROCEAN

Value Chain: Marine Renewable Energy

Location: Figueira da Foz, Portugal

Description: WunderOcean is a Portuguese company developing commercial offshore wind projects and innovative software for the wind energy market. Their focus is on creating efficient, cutting-edge solutions to drive the offshore and onshore wind energy sectors.



SEAEXPERT

Value Chain: Sustainable, accessible, & safe "blue food"

Location: Horta, Portugal

Description: SeaExpert is a private fisheries consultancy based in the Azores, specialising in harvesting and supplying marine macroalgae for industries such as cosmetics and biotechnology. Committed to environmental sustainability, the company promotes the responsible use of coastal resources and ensures product quality through rigorous monitoring and strict protocols.

ANNEX 4 SELECTED PORTUGUESE SMES



i34BLUE GROWTH



RIAMARIS

Value Chain: Sustainable, accessible, & safe “blue food”

Location: Aveiro - Ílhavo, Portugal

Description: RiaMaris is an innovative startup aiming to modernise and automate aquaculture in the Ria de Aveiro. With a focus on sustainability, they incorporate AI and advanced technologies to ensure healthy, sustainable growth of marine products, while prioritising food safety and renewable energy use.



SEAENTIA

Value Chain: Sustainable, accessible, & safe “blue food”

Location: Peniche, Portugal

Description: SEAentia is an aquaculture startup dedicated to producing high-quality corvina (meagre) using a sustainable Recirculating Aquaculture System (RAS). Committed to animal welfare, environmental protection, and traceability, the company aims to become a leader in sustainable aquaculture.



FIBERSAIL

Value Chain: Marine Renewable Energy

Location: Porto, Portugal

Description: STME, owned by Fibersail, develops condition monitoring solutions for wind turbines, focusing on improving performance and reducing maintenance costs. Their core innovation is a fiber optic-based shape-sensing system that enhances the longevity and efficiency of windmill blades.