

# Nurturing the regional innovation ecosystem

What is on offer for companies? What are easy ways to improve existing support measures and increase their uptake?

**THEME: Business Support**

Go to [Slido.com](https://www.slido.com)

Enter code # 119 416 9

**I3** Interregional Innovation Investments Instrument

**I3 Instrument**  
Empowering innovation with advisory and financial support, guiding projects in joint smart specialization areas toward successful commercialization and scale-up.



EN

Business, Economy, Euro

Internal Market, Industry, Entrepreneurship and SMEs

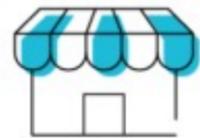
Home | Single market and standards | Industry | Entrepreneurship and SMEs | Access to finance | Sectors | Tools and databases

Home > Access to finance > Invest EU > InvestEU Fund – SME window

## InvestEU Fund – SME window

Small and Medium-sized Enterprises (SMEs) need tailored solutions. We built the products offered under the InvestEU SME window on experience from previous EU financial instruments established under the COSME programme, Horizon 2020 and others. The InvestEU SME window provides access to and availability of finance primarily for SMEs, including innovators, SMEs in cultural and creative sectors, and small mid-cap companies.

## STARTUP FAILURE RATE STATISTICS



1 in 5 businesses fold in year one



The healthcare and social assistance industry does the best with a 56.9% survival rate after 5 years



253,000 businesses closed in the final quarter of 2008 due to the recession



50% fail by the four-year mark



The construction industry does the worst with a 40.8% survival rate after 5 years



The pandemic forced 25% more businesses to close between March 2020 and February 2021 than the typical average



80% last fewer than twenty years



The number of new businesses peaked in 2006 with 715,734 launched that year



Slido # 119 416 9

# How do we facilitate an innovative start-up ecosystem?

## Top 5 priorities and action points



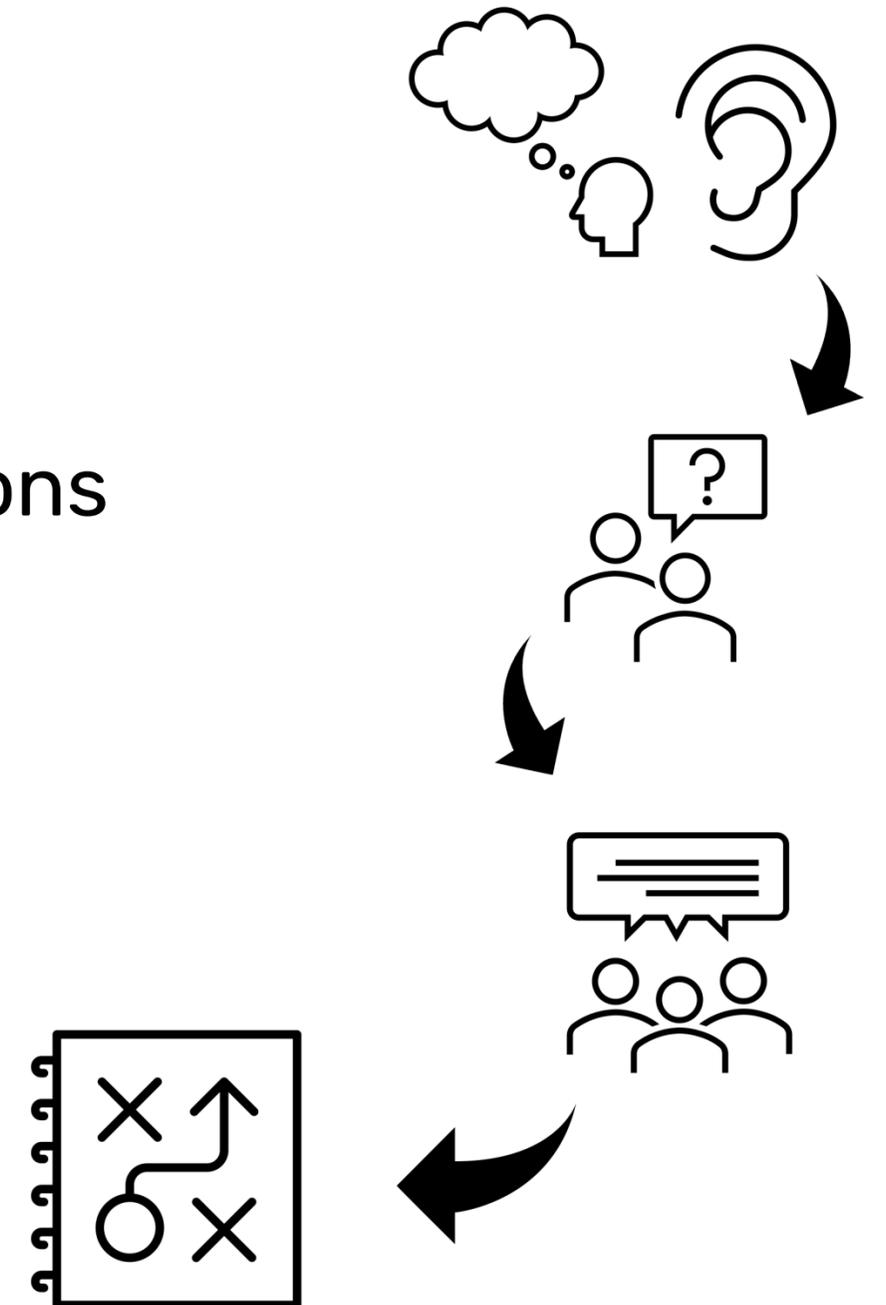
*Apart from  
financial  
support*

# Session plan

- 09.00-09:10 Welcome and Introduction
- 09.10-09.35 Innovation-allies' presentations
- 09:35-10:05 Panel
- 10.05-10.20 Identifying support needs
- 10:20-10:45 Idea collection and wrap-up

# Session plan

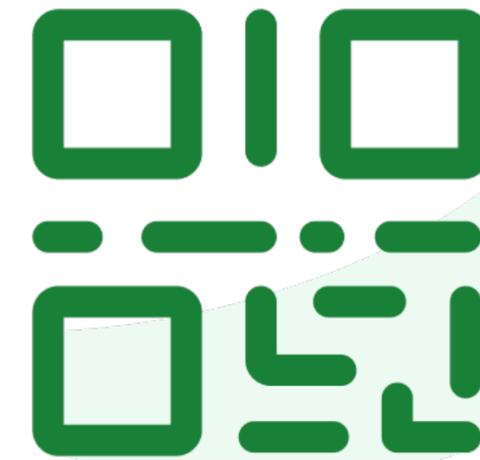
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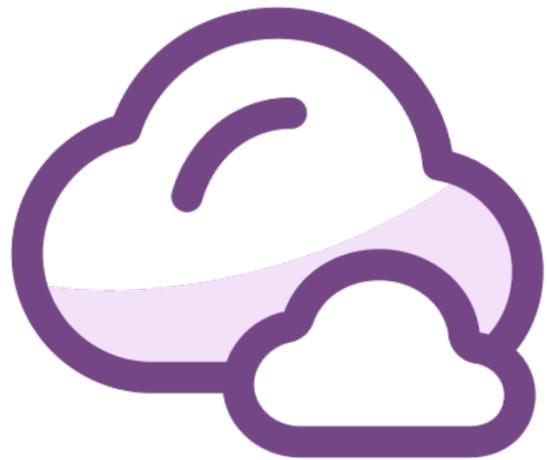
# Let's think a bit

Go to [Slido.com](https://www.slido.com)

Enter code # 119 416 9



slido



**What is the biggest challenge for start-ups in the region today?**

# slido



**What type of support do you think is needed for fostering innovation in the region?**

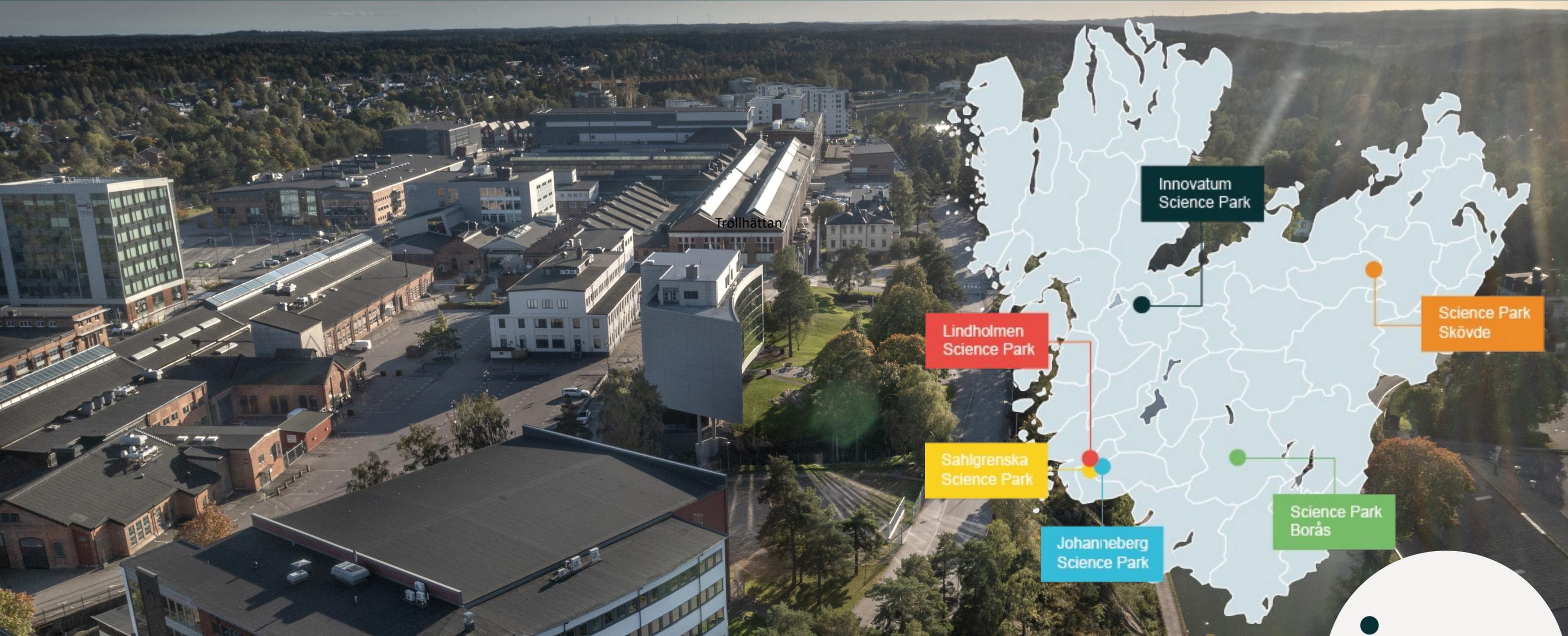
# Presentations

**Sonja Andren**, Innovatum

**Ferdi Bulmer**, AlgaeProBANOS: Algae Accelerator

**Mariana Pauperio**, BlueBioClusters

**Mārtiņš Lastovskis**, Senior Project Manager of the ELWIND Project  
Division at the Investment and Development Agency of Latvia



**We help companies and startups  
to meet and change the future.**



/Innovatum Science Park  
**Our Toolkit**



## Project

Coordination of innovation and development projects.



## Incubation

Startup business coaching, contacts, connections and community.



## Test & demo

Partnerships and collaboration with partners offering lab to scale up test capabilities.



## Network

Local, regional and national/international industry, public sector and authority contacts.



AlgaePro  
BANOS

# Algae Accelerator

Ferdinand Bulmer

SUBMARINER Network



Co-funded by  
the European Union

## Accelerating algae product development in the Baltic and North Sea

8 innovative  
algae  
products

6 product  
pipelines

Algae  
Accelerator  
programme

Sustainability  
framework

Digital tools

Co-creation  
with end  
users

**TRL4-5 >>>> TRL 7-8**



[algaeprobanos.eu](http://algaeprobanos.eu)

  @algaeprobanos



Co-funded by  
the European Union

# AlgaeProBANOS product pipelines

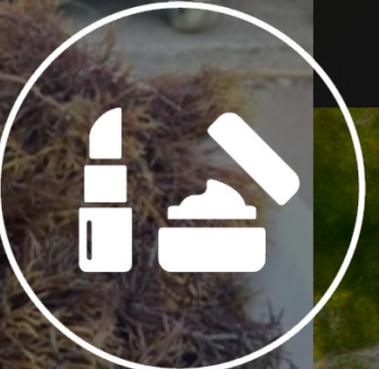
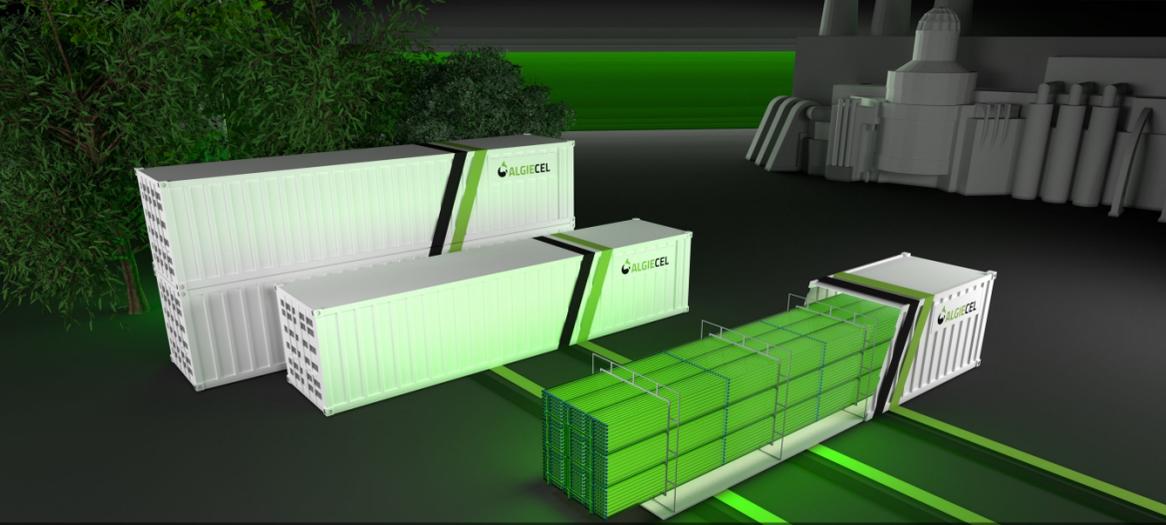
Macroalgae

Microalgae

26 partners



Co-funded by the European Union



Textile agents

Cosmetics

Food

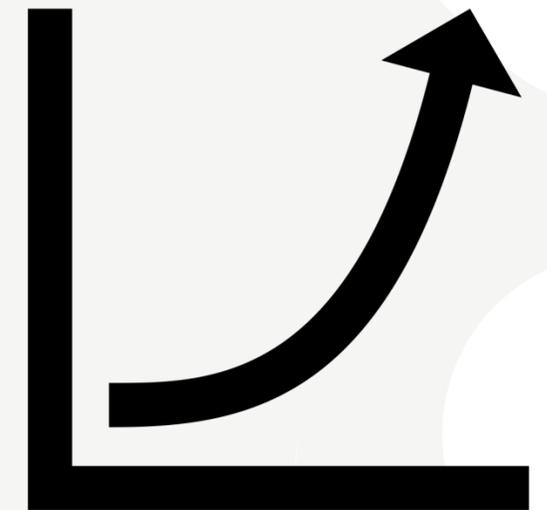
Aqua feed

Nutraceuticals

Biostimulants

# Objectives of the Algae Accelerator

- Engage algae innovators who can help speed up market uptake of APB products
- Boost the EU algae industry by supporting start-ups & SMEs addressing industry needs
- Match innovators with mentors who can support business or technical development



# Funding Opportunity

## Funding per Project

**Total:** €200.000 over two open calls

**Per Project:** €10.000 for expertise to be awarded as **innovation vouchers**

Each open call will select up to **10** projects

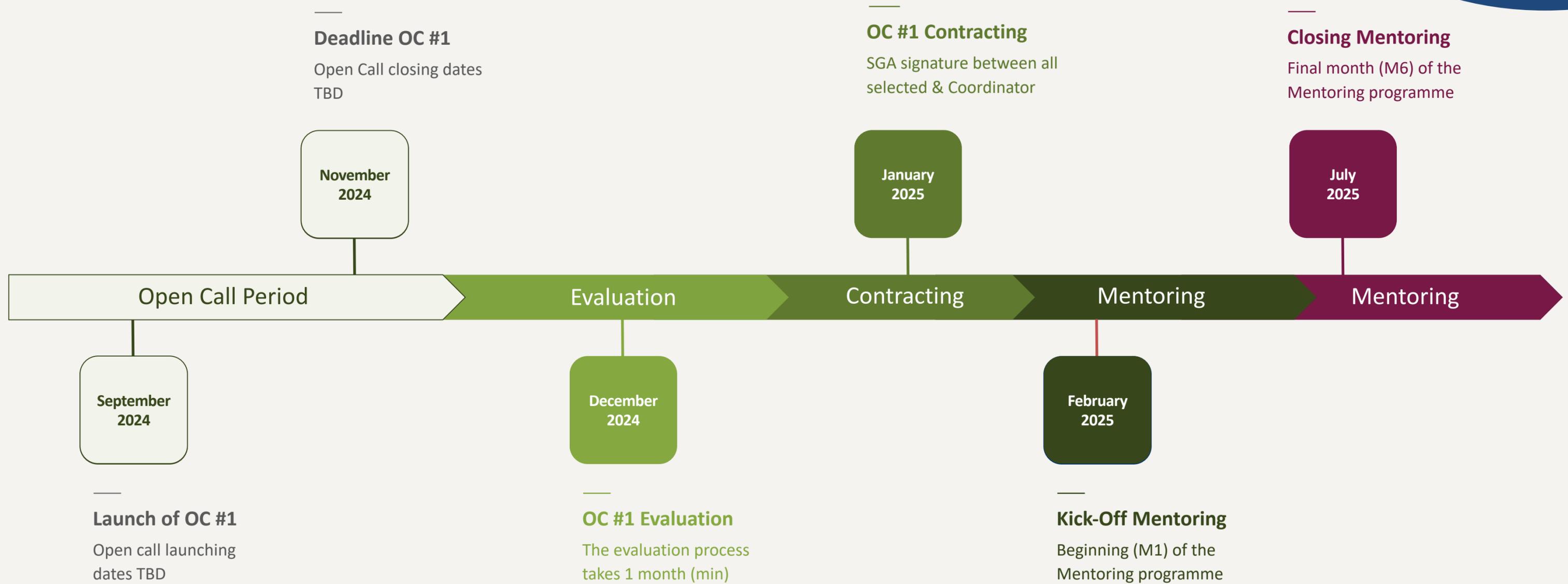
## Programme Phases

**Two** mentoring programs will be implemented, in 2024-25 and 2025-26

**Total:** 6 months (per programme) divided into **3 SPRINTS:**

- SPRINT 1 – 2 months
- SPRINT 2 – 2 months
- SPRINT 3 – 2 months

# FIRST OPEN CALL TIMELINE

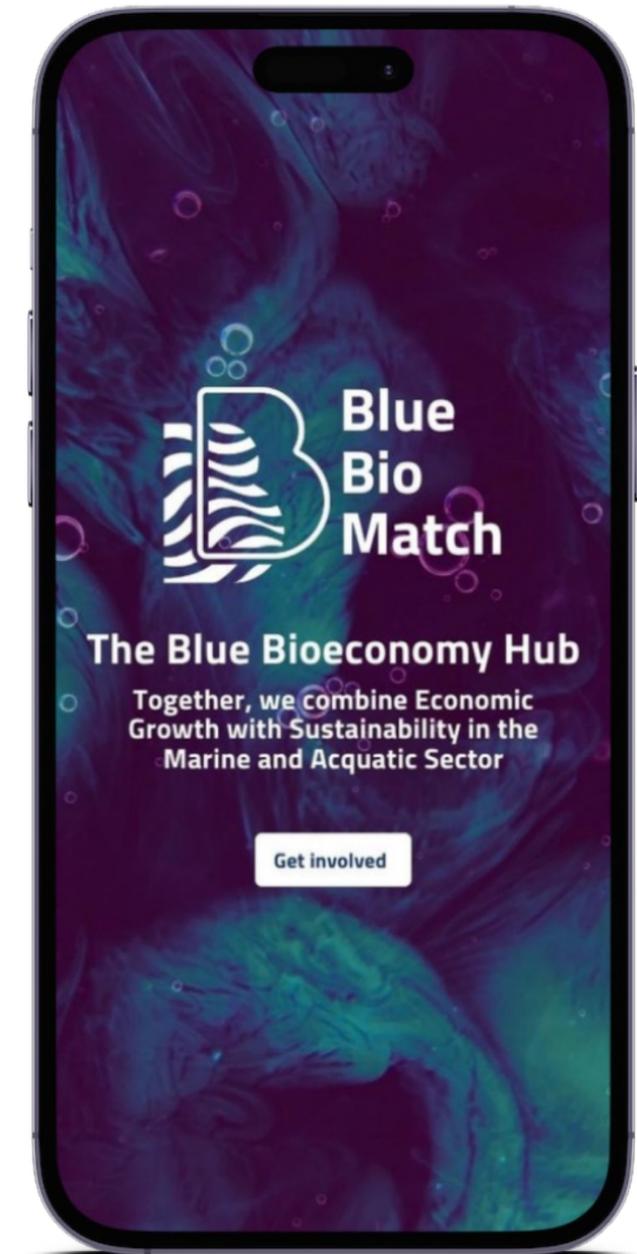


# Mentoring support: what would you like to see?

# Join BlueBioMatch: download our mobile app!



Or sign up online at  
[bluebiomatch.eu](https://bluebiomatch.eu)



# BLUEBIO

## ALLIANCE

THE PORTUGUESE NETWORK  
FOR MARINE BIORESOURCES  
AND BIOTECH

MARIANA PAUPÉRIO  
PROJECT@BLUEBIOALLIANCE.PT

APRIL 2024

## THE MISSION

A platform to organize the agents involved in the exploitation of marine bioresources and in the entire value chain



# BLUEBIO ALLIANCE

BLUEBIO  
ALLIANCE



BLUEBIO  
ALLIANCE

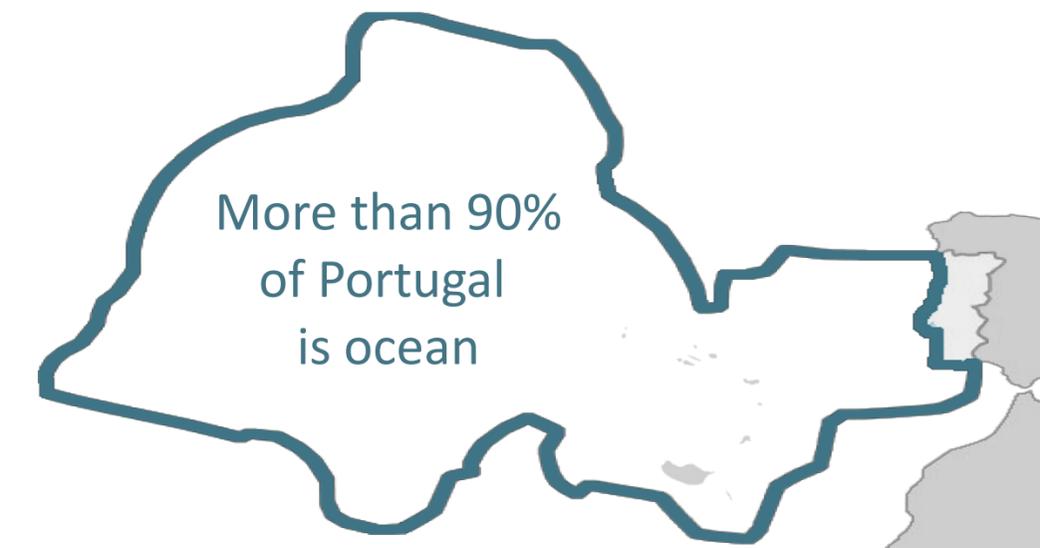
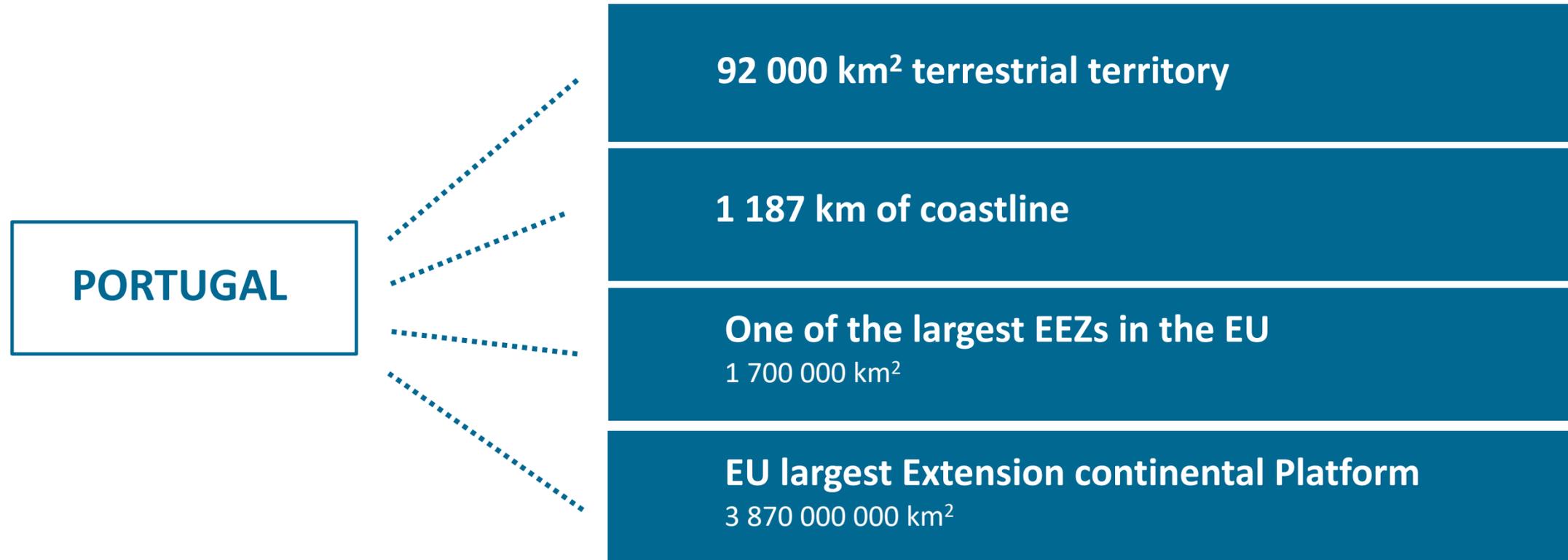
The Portuguese network for marine  
bioresources & blue biotechnology

Est. 2015

Based on the Blue Growth Strategy by the European Commission

- To share knowledge and ideas
- To boost the value chain

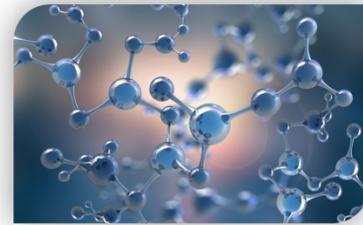
# NATIONAL POTENTIAL



# VALUE CHAIN



## Support



## Value Chain

Raw material producers | R&D units | Biotech SMEs | Transforming centers and manufacturers  
Public sector entities | Support companies | Final consumer product developers | End users

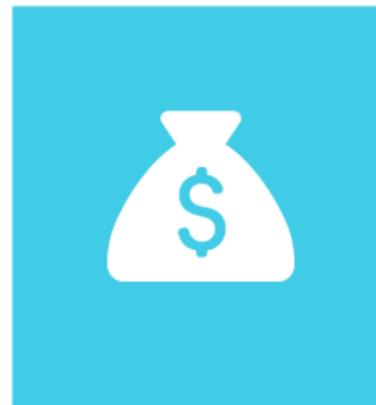
# BLUEBIO ALLIANCE ACTIVITY

NETWORK



INNOVATION  
& ENTREPRENEURSHIP

INVESTMENT  
& FUNDING



COMMUNICATION  
& AWARENESS

# BLUEBIO ALLIANCE ACTIVITY





NETWORK

BLUEBIO  
ALLIANCE

# BLUE DEMO NETWORK<sup>PT</sup>

To bring together, in a single and easy access point, a series of infrastructures and services in Portugal, suitable for blue tech-based startups and SMEs

[www.bluedemonetwork.pt](http://www.bluedemonetwork.pt)



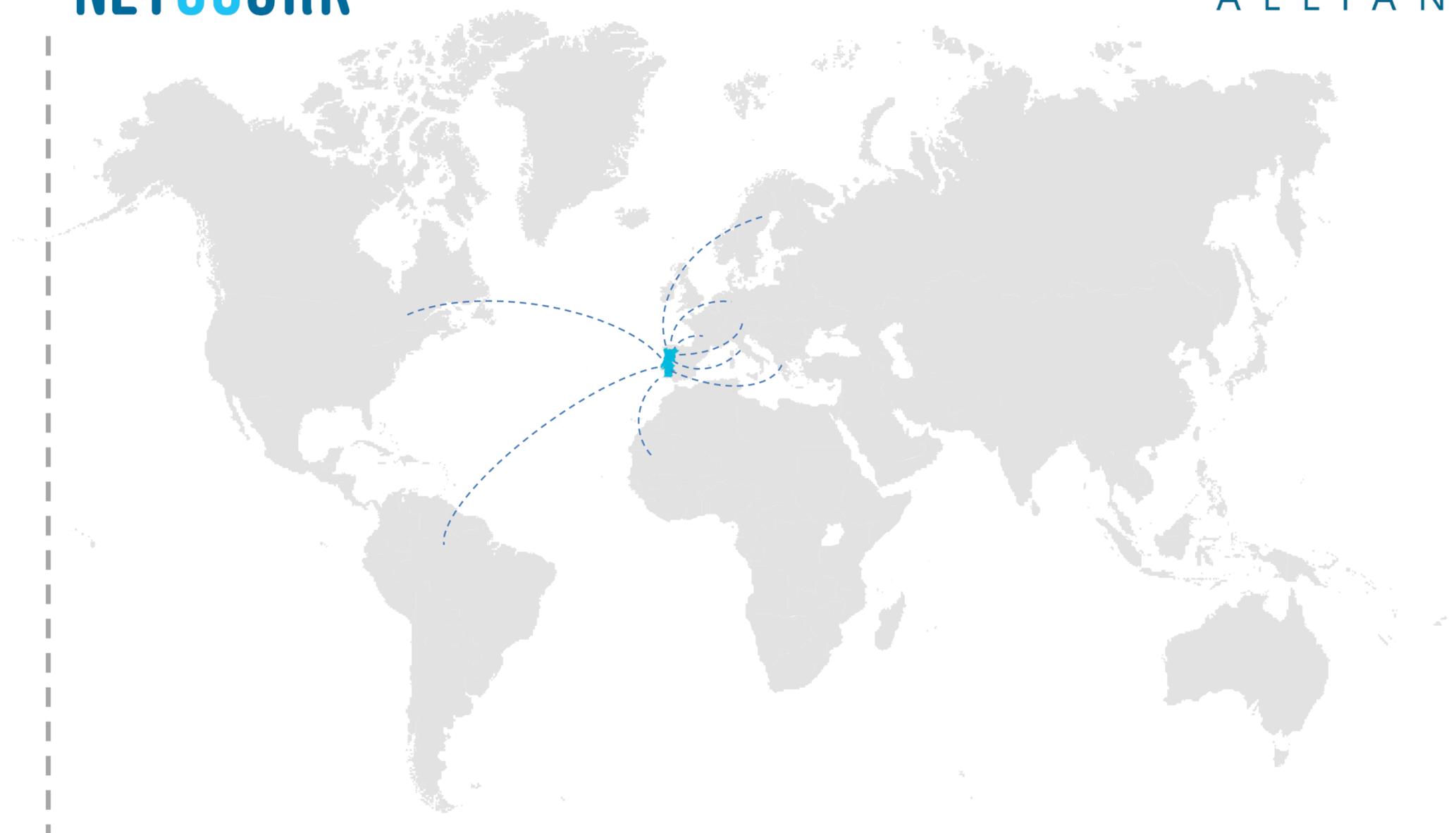
## NETWORK

**National network**  
of blue demonstrators

accessible to startups from

**all  
over  
the world**

## BLUE DEMO NETWORK<sup>PT</sup>



**BLUEBIO**  
ALLIANCE

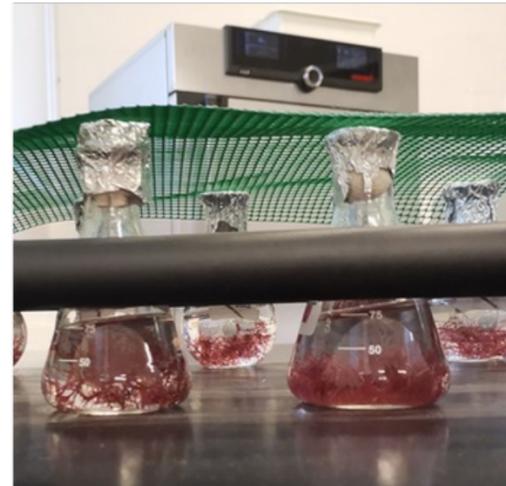
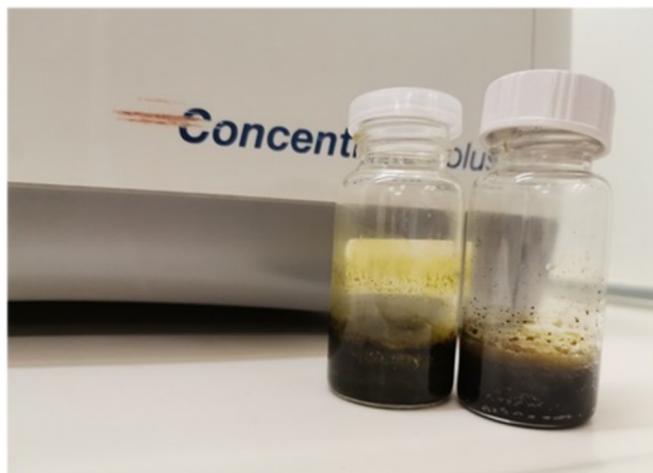
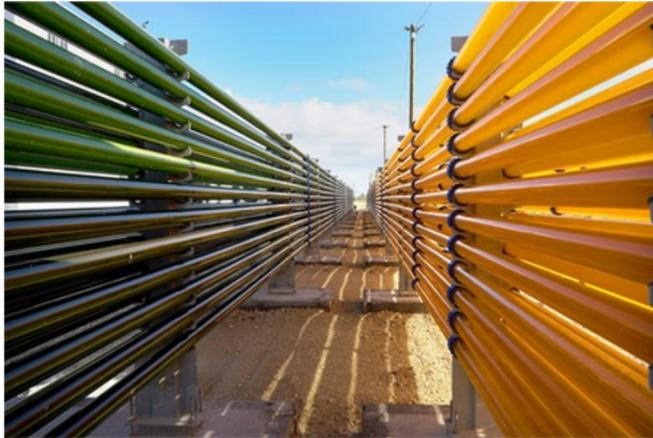
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[www.bluedemonetwork.pt](http://www.bluedemonetwork.pt)



# NETWORK

BLUEBIO  
ALLIANCE



- Labs
- Bioreactors
- Algae production
- Seaweeds
- Tanks & trials
- Water
- Pilot
- Analysis
- Support Services
- Incubators
- IP services

BLUE DEMO  
NETWORK<sup>PT</sup>





# NETWORK



# BLUEBIO ALLIANCE



# BLUEBIO ALLIANCE ACTIVITY

Organise  
Promote collaborations  
Accelerate  
Grow up  
Go global

NETWORK

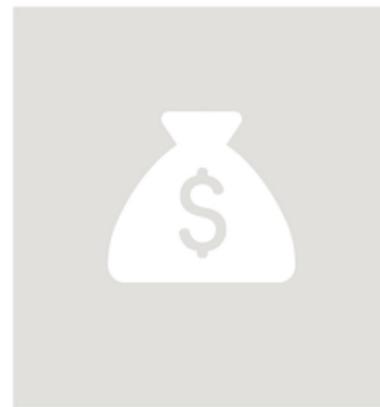


INNOVATION  
& ENTREPRENEURSHIP

Capacity building  
Raising support  
Empowerment  
Internationalisation

Sharing support and demand  
opportunities

INVESTMENT  
& FUNDING



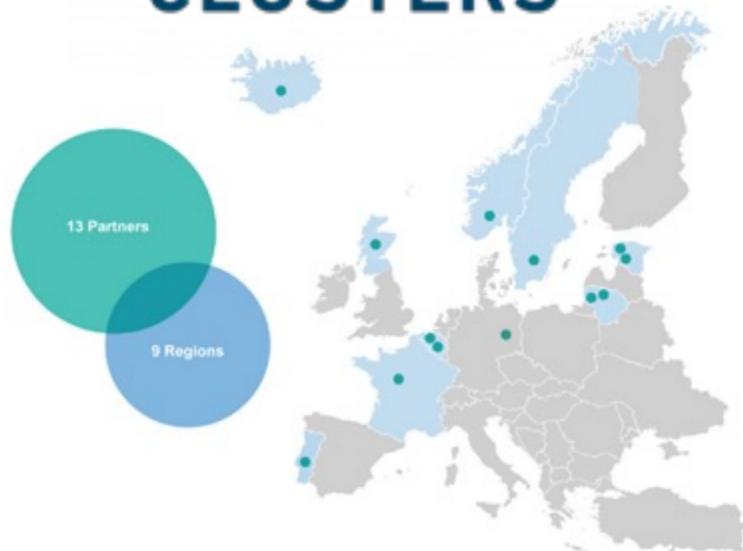
COMMUNICATION  
& AWARENESS

Media and social media  
Members' activities  
Sectorial press coverage  
Projects' communication



# INNOVATION & ENTREPRENEURSHIP

# BLUEBIO ALLIANCE



Supporting and increasing the uptake of sustainable blue bioeconomy business opportunities by European coastal regions.



## PACTO DA BIOECONOMIA AZUL

83 stakeholders  
(17 corporates | 36 SMEs e startups)

52 products/services

Reindustrializing Portuguese industries through the integration of blue biotech solutions in value chains leveraging the sustainable use of marine bioresources to increase added value through decarbonizing innovation.



PROJETO Nº C644915664-00000026

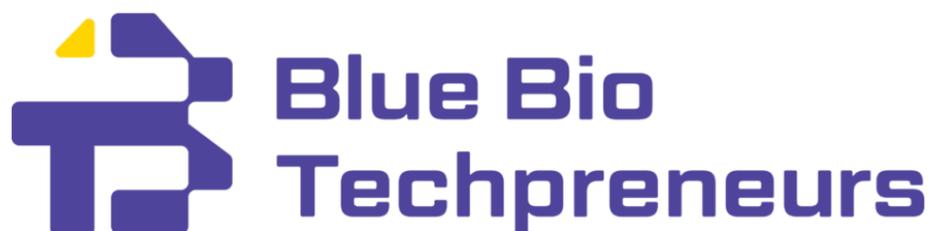


Focusing on socio-economics of gender in blue economy and the current lack or uneven knowledge on the role women play across blue economy sectors and EU regions.





# INNOVATION & ENTREPRENEURSHIP



**Learning** and leadership programme around the blue biotech sector.

**Match** stakeholders in the industry.

Promoting **Blue Careers** - information and inspiration about careers in the blue bioeconomy and students who need transversal knowledge and skills to understand how to exploit the increasing opportunities in this sector.



**i34 BLUE GROWTH**  
green innovation for blue growth

Leading blue economy innovation ecosystem players to share their knowledge and build capacity and investment opportunities in two subsectors: **aquaculture and fisheries**, and **renewable marine energy and decarbonisation**, for a sustainable future.

BLUEBIO  
ALLIANCE



Marine Biotechnology R&D&I

Boost the innovation capacity of the **Atlantic Area** in **Blue Biotech sector**, by implementing the conditions for widely participative **open innovation** practices and market-driven **R&D&I** activities involving the innovators and innovation facilitators.



# INNOVATION & ENTREPRENEURSHIP

APPLICATIONS NOW OPEN!

# BLUEBIO ALLIANCE

SCIENTIFIC PARTNERS OF

# Blue Bio Value

To accelerate the transition to a sustainable blue economy

77 startups  
24 countries

Business opportunities along the value chain of marine bioresources and biotechnology-based projects



6 Acceleration edition



4 Ideation sessions



# BLUEBIO ALLIANCE ACTIVITY

Organise  
Promote collaborations  
Accelerate  
Grow up  
Go global

## NETWORK

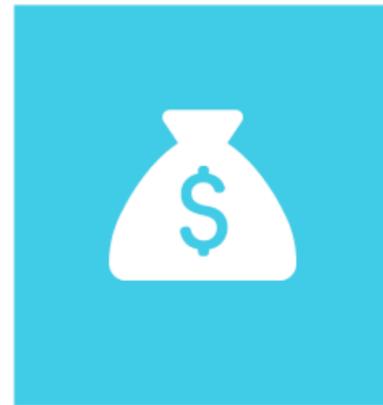


## INNOVATION & ENTREPRENEURSHIP

Capacity building  
Raising support  
Empowerment  
Internationalisation

Sharing support and demand  
opportunities

## INVESTMENT & FUNDING



## COMMUNICATION & AWARENESS

Media and social media  
Members' activities  
Sectorial press coverage  
Projects' communication



# INVESTMENT & FUNDING

# BLUEBIO ALLIANCE



Develops technology that makes it possible to obtain data on water quality through in-situ sensors and satellite images that allow for a holistic view of the state of water in aquaculture tanks



Produces Salicornia as a healthy and sustainable alternative to salt. They sustainably harvest fresh Salicornia, and also produce powdered Salicornia for food consumption.

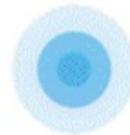


INCLITA  
SEAWEED SOLUTIONS

Develops and markets functional seaweed extracts tailored to the needs of its customers in the food and beverage, nutraceutical, pet food and cosmetic industries.



Uses Foz do Mondego's unique ecosystem to make better use of marine resources and provide high quality algae-based products for use in Cosmetics, Pharmaceuticals, Agriculture, Food.



MADEINSEA  
Sustainability through Innovation

Dedicates to the development of marine products based on innovation and the responsible use of the Ocean.

**BLUE INVEST** **BLUEBIO ALLIANCE**

# E-PITCHING SESSION

17 APRIL 2024  
4PM CET

OPPORTUNITIES START HERE



Initiative supported by

Iceland  
Liechtenstein  
Norway grants

Initiative promoter

BLUEBIO ALLIANCE

Norwegian partners

NCE AQUATECH CLUSTER  
Norwegian Centres of Expertise  
NCE Blue Legasea



# BLUEBIO ALLIANCE ACTIVITY

Organise  
Promote collaborations  
Accelerate  
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## NETWORK

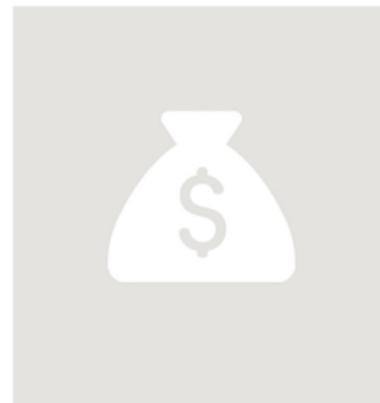


## INNOVATION & ENTREPRENEURSHIP

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## INVESTMENT & FUNDING



## COMMUNICATION & AWARENESS

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# COMMUNICATION & AWARENESS



PROMOTION & PARTICIPATION  
IN EVENTS

BLUEBIO ALLIANCE WEBINARS  
FEATURING ASSOCIATES

28th  
**WEBINAR**

9th May 2023 14:30 UTC

**Cláudia Mendes & Luísa Marques**  
Innovayt

**Navigating European funding opportunities in Blue Economy**

In this webinar the speakers will explore the main European funding opportunities for research and development in the Blue Economy at high level and for all types of entities.

The webinar will cover bottom-up funding instruments that can support the development roadmap of SMEs. The speakers will also present various EU network programmes to improve excellence capacity and resources.



# COMMUNICATION & AWARENESS



BlueBio Alliance  
2.091 seguidores  
8 m • Editado •

We are thrilled to announce that our associate **uFraction8** has successfully finalized an investment round led by **#ThiaVentures** alongside fellow **#FoodTech** investors **#BlueHorizon** and **#EITFood**. [...ver mais](#)

[Visualizar tradução](#)



## BIOEMPREENDEDORISMO DO MAR

**C**omeçamos por definir o que é que consideramos por biotecnologia do Mar. Biotecnologia são processos tecnológicos que são aplicados a recursos biológicos, ou por outras palavras, que exploram recursos e/ou processos biológicos. Sendo "do mar", falamos da que se baseia apenas em recursos marinhos. A biotecnologia do mar, também denominada por biotecnologia marinha, pode ser aplicada numa vasta diversidade de produtos, muitos dos quais, a grande maioria da população não suspeita da sua proveniência. Enumerando alguns dos sectores que mais procuram soluções na biotecnologia marinha, começo por falar nas indústrias farmacêutica e nutracêutica; na área alimentar, quer para alimentação humana como para a animal; na indústria têxtil e no desenvol-



JOÃO RITO  
SÓCIO FUNDADOR  
SEAENTIA

a biotecnologia marinha ganha uma importância de enorme relevo devido à sua capacidade de mitigação deste risco.

Actualmente, parece que sentimos um despertar da sociedade para o Mar e para todo o seu potencial de exploração sustentável. E bem precisamos que isso aconteça.

Portugal tem de aproveitar esta oportunidade para se posicionar como um líder neste sector no contexto internacional. A sua vasta área oceânica com imensas oportunidades por descobrir e explorar, conjuga-se com as mais recentes políticas internacionais que direcionam as atenções para a promoção da Bioeconomia Azul, beneficiando assim de uma oportunidade imperdível para a promoção e aplicação da biotecnologia marinha no bioempreendedorismo e desenvolvimento da economia.

ços no sentido de aumentar a rede de associados, diligenciando uma série de parcerias entre os mesmos para que as ideias passem a projectos válidos em execução. Existem igualmente inúmeros esforços para atrair conhecimento, empresas e investimento estrangeiro, de modo a poderem instalar-se no território nacional, contribuindo para a afirmação de Portugal como um país de referência neste sector.

Parte dos fundos do Plano de Recuperação e Resiliência (PRR) que Portugal irá receber, serão usados por um consórcio de mais de 80 entidades públicas e privadas, num pacto que será de longe o maior esforço conjunto para a promoção da Bioeconomia Azul em Portugal, com um valor de apoio financeiro que supera os 94 milhões de €.

Antevejo com bons olhos uma intensificação das actividades relacionadas com biotecnologia marinha em Portugal para os próximos anos. Não só reflete uma visão inteligente dos passos que a sociedade por-

Social Media | Newsletters | Funding opportunities  
Roundtables for consortia & projects

STARTUPS & SMES

LARGE COMPANIES

ASSOCIATIONS

R&D INSTITUTIONS

SUPPORT ENTITIES

INVESTMENT



THANK YOU!

E-mail	<a href="mailto:project@bluebioalliance.pt">project@bluebioalliance.pt</a>
Website	<a href="http://www.bluebioalliance.pt">www.bluebioalliance.pt</a>
LinkedIn	<a href="https://www.linkedin.com/company/bluebio-alliance">linkedin.com/company/bluebio-alliance</a>

# MISSION

# Latvia





## Our focus: ELWIND

A joint Estonian-Latvian cross-border offshore wind farm project

Potential to harvest over 3,5 terawatt-hours worth of clean wind energy for the Baltic region every year, while ensuring minimal environmental impact





-  Sõrve, Estonia
-  Kurzeme, Latvia
-  2027
-  Operational by 2030+
-  70 - 140
-  1 - 2 GW

-  Onshore substation
-  Estonian ELWIND area
-  Latvian ELWIND area
-  Latvian ELWIND primary research area
-  Indicative hybrid interconnector corridors

ESTONIA

LATVIA





01

## Security

Contributing into energy security and energy independence in the region

Helping to lower and stabilize energy prices

Phasing out fossil fuel-based energy production

02

## Investment

States become better partners to the whole sector

Development of a regional supply chain

Design, Engineering, Construction

Renaissance of Ports

03

## R & D

Startups (energy accelerators)

Testbeds

Knowledge & education

Power to X

Increase in biodiversity at sea

# Offshore wind parks open opportunity for

Ecosystem - monopiles as new habitat;

Space between turbines for aquaculture synergy projects;

Tourism to wind parks;

Development of monitoring and service technologies;

New reaserch projects;

P2X projects.



# What solutions we are looking forward to see?

Development of technologies and services across the entire value chain of offshore wind energy.

Startups

Innovations

In research based solutions



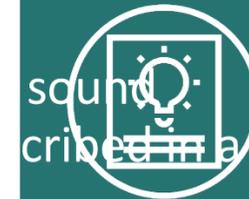
# STARTUP VISA

TEMPORARY RESIDENCE PERMIT OFFERED TO ALL NON-EU STARTUP FOUNDERS WHO ARE WILLING TO COME AND KICK-OFF THEIR STARTUP IDEAS IN LATVIA!

## FREE FORM APPLICATION

- Description of innovative idea and technology
- Business model
- Market potential for the product;
- Analysis of competitors and competitive advantages;
- Product R&D plan;
- Planned business activities for the next 3 years, including planned necessary investments;

- Main criteria for a sound startup idea described in a free-form
- Issued for a maximum of 3 years
- Up to 5 founders in a team + family



## APPLICATION PROCESS:

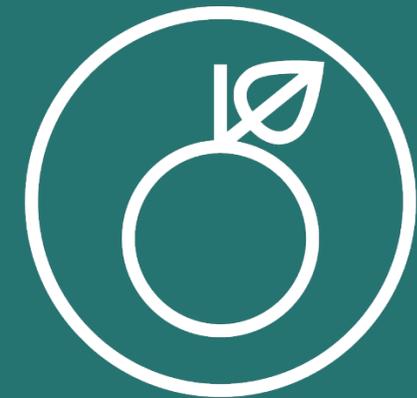
Two ways to submit documents:

1. Through the Latvian Embassy's Consular Section, serving startup founder's residence location.
2. If a foreigner currently resides in Latvia, the application document package can be sent by post to any OCMA division where they want to receive the TRP card.

# STARTUP LAW

Law on Aid for the Activities of Start-up Companies

1. 45% co-financing of highly qualified employees
2. Flat social tax (700 eur/month) + personal income tax relief



- Program periods from 12-24 months
- A startup may apply for support repeatedly. The period of support can't exceed 5 years in total for amount of **200 000 EUR**.
- A startup may apply employees for both benefit scenarios with one application.

**Business.gov.lv**

NATIONAL PLATFORM FOR BUSINESS DEVELOPMENT

[SIGN IN](#) or [REGISTER](#) »

[WORKING SPACE](#)

dded cooperation offer Italian International Open Innovation Program seeks Start-ups and Scale-ups offering technological solutions to improve data use

Adi



FIELDS OF SUPPORT

E-SERVICES

OFFERS

EVENTS

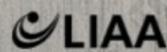
MATERIALS

SEARCH...



Support for digitalization of processes in commercial activities up to 100 000 €

[Read more](#)



SUPPORT FOR PROCESS DIGITALIZATION

**Up to 100 000 EUR**

GRANTS FOR DIGITALIZATION OF PROCESSES IN COMMERCIAL ACTIVITIES

[MORE ABOUT THE PROGRAM](#)  
[ASK A QUESTION](#)

[READ MORE](#)

**20+ representative offices**

Outside Latvia, LIAA works in more than 20 countries around the globe

**775 exporters**

Over the last 12 months, 775 companies have received an export consultation or support

**€ 186M**

Business Incubators have helped their companies to reach a turnover of € 186M

# MISSION *Latvia*

# Thank you!

# Panel!

**Joel Lindholm**, Co-founder and CEO at Under Ytan

**Tanel Ilmjärv**, founder of Vetik

**Mari Granström**, CEO at Origin by Ocean

# Open floor discussion

How do we facilitate an innovative start-up ecosystem?

What do we need (priority) and how do we get there (action point)?