



investor

## Investors Insights on *Maritime&Offshore*

15 December, 16:00 – 17:30 CET

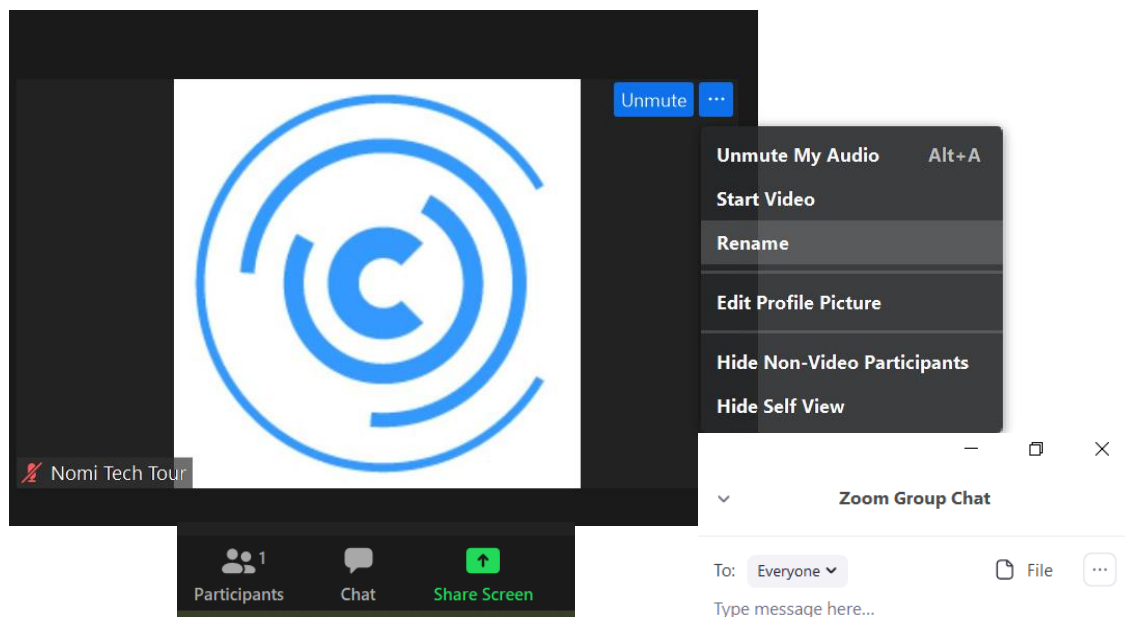
[techtour.com/investorsclub](https://techtour.com/investorsclub)



**Radostina Tsenova**  
Tech Tour Investors Club Lead  
**Facilitator**



**Aleksandra Angelova**  
Senior Project Manager, leading  
Tech Tour Energy in Transition  
Programme  
**Support**



- **Recording** the call
- **Rename yourself with** Name, Surname, Company
- **Turn on your camera** all the time
- **Turn off your microphone** – active only when invited
- **Chat functionality** – use it actively to ask in writing your Questions
- **Useful key combinations** you can use:  
Alt + A for Mute/Unmute  
Alt + H for opening the Chat

5 min

**WELCOME** – by *Radostina Tsenova and Leadership Team*

40 min

**PART ONE: Insights**

Opportunities and Challenges in Maritime&Offshore industry – Edward Gilding, Innovation Quarter & Marjein Boer, Port of Rotterdam

Lessons learned from investing in maritime & offshore innovations - Joris Kil, Rotterdam Port Fund

Entrepreneurial perspective: Raising funds and working with Corporate in Maritime&Offshore – challenges, benefits and importance - Alex Noordstrand, Fleet Cleaner

Discussion: How you can accelerate funding in Maritime&Offshore

35 min

**PART TWO**

Why and how to do Corporate Venturing in Maritime&Offshore - Willem Bulthuis, Corporate Ventures Advisory

Combining financial and corporate investors expertise to invest in Maritime & Offshore - Raphael Cattan, Idinvest

Discussion: Corporate venturing in Maritime&Offshore

5 min

**Overview of Selected for Tech Tour Energy in Transition, Maritime&Offshore Track, Entrepreneurs – Elevator Pitches**

5 min

**What's next, About Tech Tour Investors Club and Poll****Total: 90 min**

**Moderator**



**Edward Gilding**

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InnovationQuarter

**Chair**



**Robert Genieser**

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Managing Partner at ETF Partners

[techtour.com/investorsclub](https://techtour.com/investorsclub)





**TechTour**

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## Part One: Insights

[techtour.com/investorsclub](https://techtour.com/investorsclub)

**Edward Gilding**

InnovationQuarter

**Marjolein Boer**Innovation Manager,  
Port of Rotterdam

## Lessons learned from investing in maritime & offshore innovations



**Joris Kil**

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Rotterdam Port Fund





# ROTTERDAM PORT FUND

## THE PORT INVESTMENT FUND

**Tech Tour - Investor insights on Maritime & Offshore**

December 15<sup>th</sup>, 2020

**Joris Kil**

Investment Manager  
Rotterdam Port Fund



**ROTTERDAM  
PORT FUND**

# INVESTING IN THE PORT OF THE FUTURE SINCE 2017



## INVESTMENT PROFILE

- Support **innovation** in the **maritime/port sector**
- **Growth capital** in **scale-up and growth companies** with a proven, **market-ready product**
- **Majority** and **meaningful minority equity stakes** (>20%; sometimes combined with convertible shareholder loan), in c. 10 companies
- **Investment range** between **€2,5 - €10 million** to:
  - Increase production;
  - Enhance commercial efforts;
  - Grow the organization;
  - Cover additional working capital requirements
  - ....



## SECTORS AND THEMES

<u>SECTOR</u>	<u>THEME</u>
• Transport & Logistics	• Safety & Maintenance
• Energy & Refinery	• ICT & Digitalization
• Offshore & Maritime	• Sustainability & Circularity



## GEOGRAPHICAL FOCUS

- Following the location of the largest ports in the EU (RTM, ANR, HAM), primary focus is on companies with **head office** in **Benelux** and **Germany**
- ROW possible (< 30%)



ROTTERDAM  
PORT FUND

# STRONG POSITION IN THE ROTTERDAM INNOVATION ECOSYSTEM

## SCALING UP

- GROWTH FUNDING
- ESTABLISHMENT
- PRODUCTION FACILITIES

## INVESTING IN TALENT & IDEA GENERATION

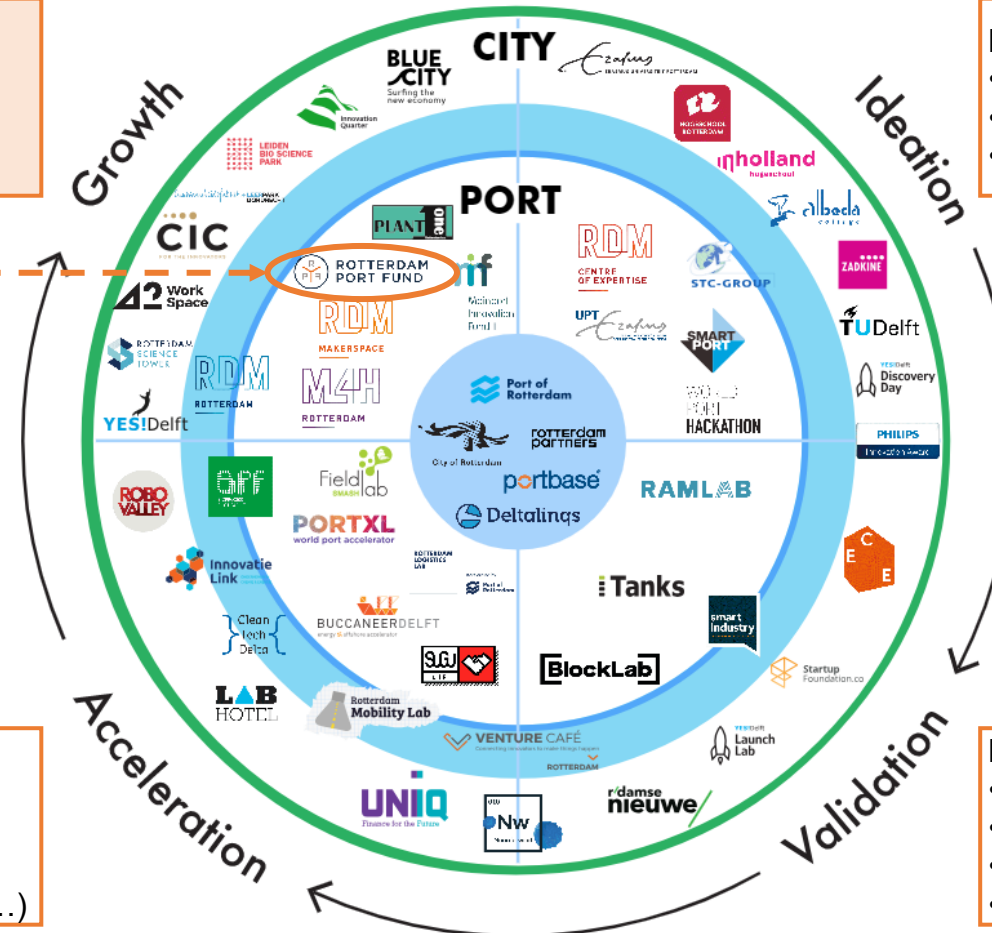
- RESEARCH
- EDUCATION
- TALENT DEVELOPMENT

## GETTING MARKET READY

- MENTORING & NETWORKING
- PILOTING
- SEED FUNDING
- SUPPORT FACILITIES (prototyping, testing, ...)

## IDEA TO BUSINESS MODEL

- BUSINESS MODEL VALIDATION
- INCUBATION
- MENTORING
- NETWORKING





# CURRENT PORTFOLIO



Dust prevention solutions with circular product base



Magnetic applications for (safer) working on heights



Maritime & land-based energy storage systems



Explosion proof surveillance robot



Motion compensated offshore access systems



Expert in improving safety through changing behavior



Network of LNG gas stations for road transport



Robotic vessel hull cleaning services



App to capture cargo "proof of condition"



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# CURRENT PORTFOLIO



Sector			Theme		
Transport & Logistics	Energy & Refinery	Offshore & Maritime	Safety & Maintenance	ICT & Digitalization	Sustainability & Circularity
	✓				✓
		✓	✓		
	✓		✓		
	✓		✓	✓	
		✓			✓
	✓		✓	✓	
✓					✓
		✓	✓	✓	✓
✓				✓	



# LESSONS LEARNED

## A lot is already happening...

- The port and maritime sector shows **plenty of innovative initiatives** as seen in:
  - The RPF pipeline and dealflow;
  - Number of start/scale-ups participating in events (Tech Tour, PortXL, InnoEnergy Business Booster, ...)

## ...results require time...

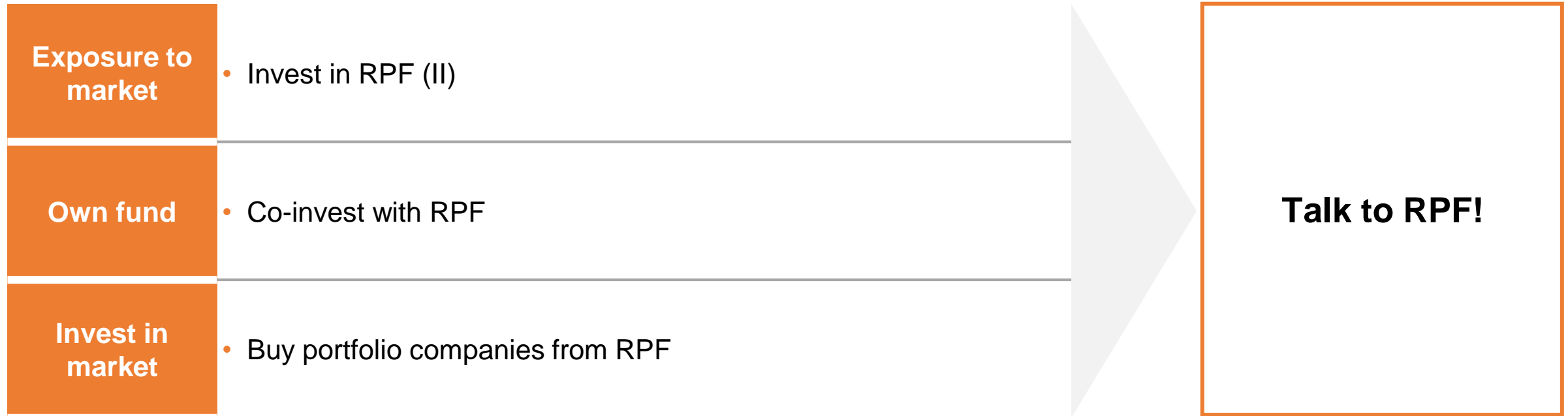
- The maritime sector is a very **capital intensive** and therefore **conservative** and **traditional** sector, which results in **longer periods before innovative propositions achieve** (wide-spread) **market adoption**; this calls for longer holding periods compared to investments in other industries

## ...better together

- Create partnerships/network
  - Founder/owner
  - Early & late funders
  - Business model experts & industry experts

The **sector's size** and (economic and societal) **importance** combined with the **future challenges** (energy transition) and constant **search** and apparent **room** for **operational improvements** (through digitization) provide for innovation

# OPEN INVITE TO COLLABORATE



# CONTACT

Joris Kil

[joris.kil@rotterdamportfund.com](mailto:joris.kil@rotterdamportfund.com)

Rotterdam Port Fund  
Westerkade 7E  
3016 CL Rotterdam

[www.rotterdamportfund.com](http://www.rotterdamportfund.com)



## Entrepreneurial perspective: Raising funds and working with Corporate in Maritime&Offshore – challenges, benefits and importance



### Alex Noordstrand

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Fleet Cleaner





## Edward Gilding

InnovationQuarter



## Marjolein Boer,

Innovation Manager,  
Port of Rotterdam



## Joris Kil

Rotterdam Port Fund



## Alex Noordstrand

Fleet Cleaner







# TechTour

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## Part Two



## Willem Bulthuis

Corporate Ventures Advisory



## Raphael Cattan

Idinvest Partners



## Why and how to do Corporate Venturing in Maritime&Offshore



### Willem Bulthuis

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Corporate Ventures Advisory





We are passionate about creating real business value through cooperation between corporates and ventures around the globe

# Why and how to do Corporate Venturing in Maritime & Offshore

Investor Insights on Maritime & Offshore  
December 15<sup>th</sup> 2020

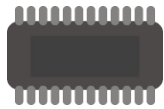
Willem Bulthuis  
Founding Partner & CEO  
Corporate Ventures Advisory GmbH

# We have to innovate faster than we can do on our own

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## Digitalisation

Moore's Law



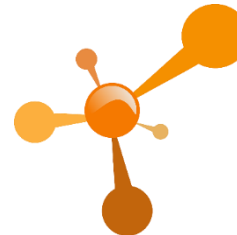
## Sustainability

Climate Change  
CO2 Tax



## Efficiency

Globalisation



## Security

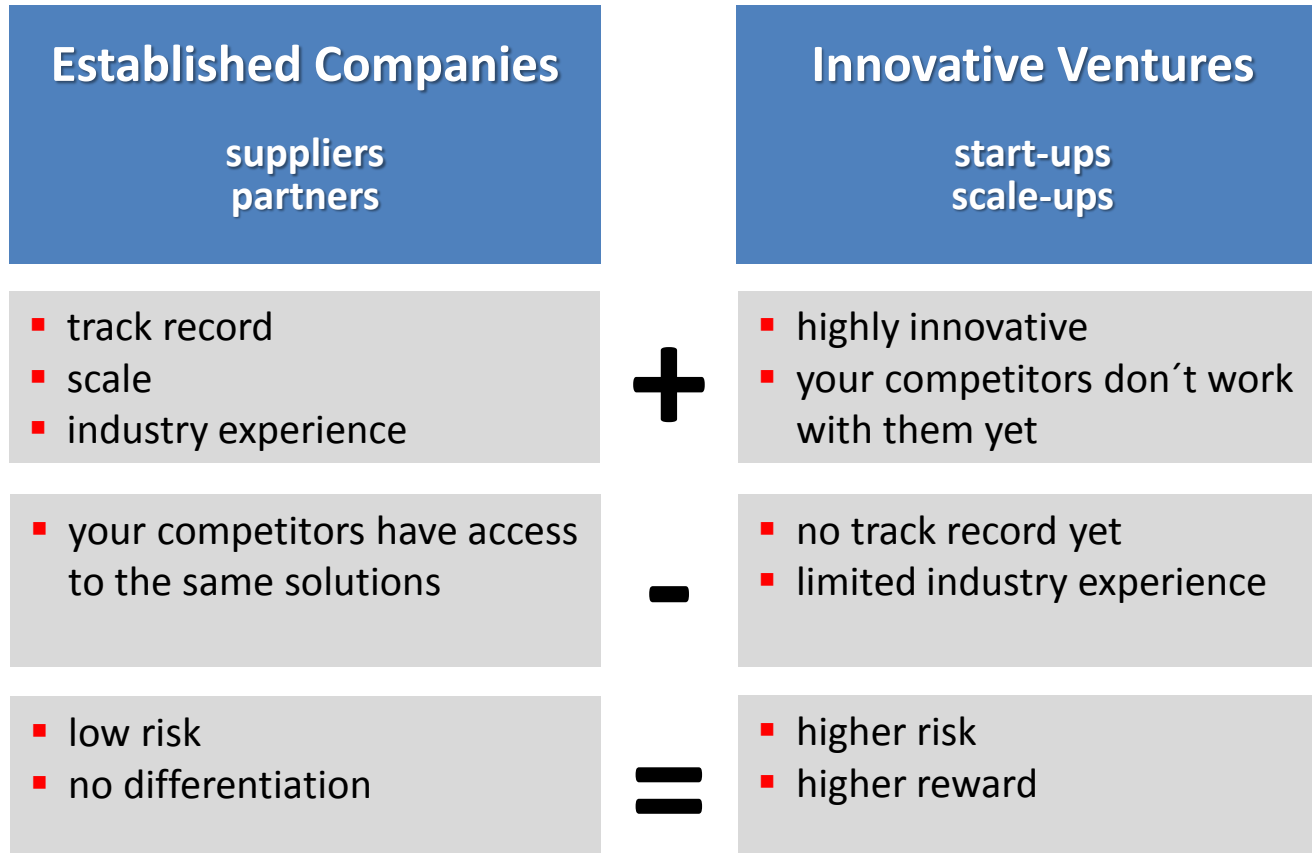
Cyberattacks  
Safety Regulations





# Who can help us to innovate faster?

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# Key characteristics of corporate venturing

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**venture**

=

risky or daring journey or undertaking

**risk**

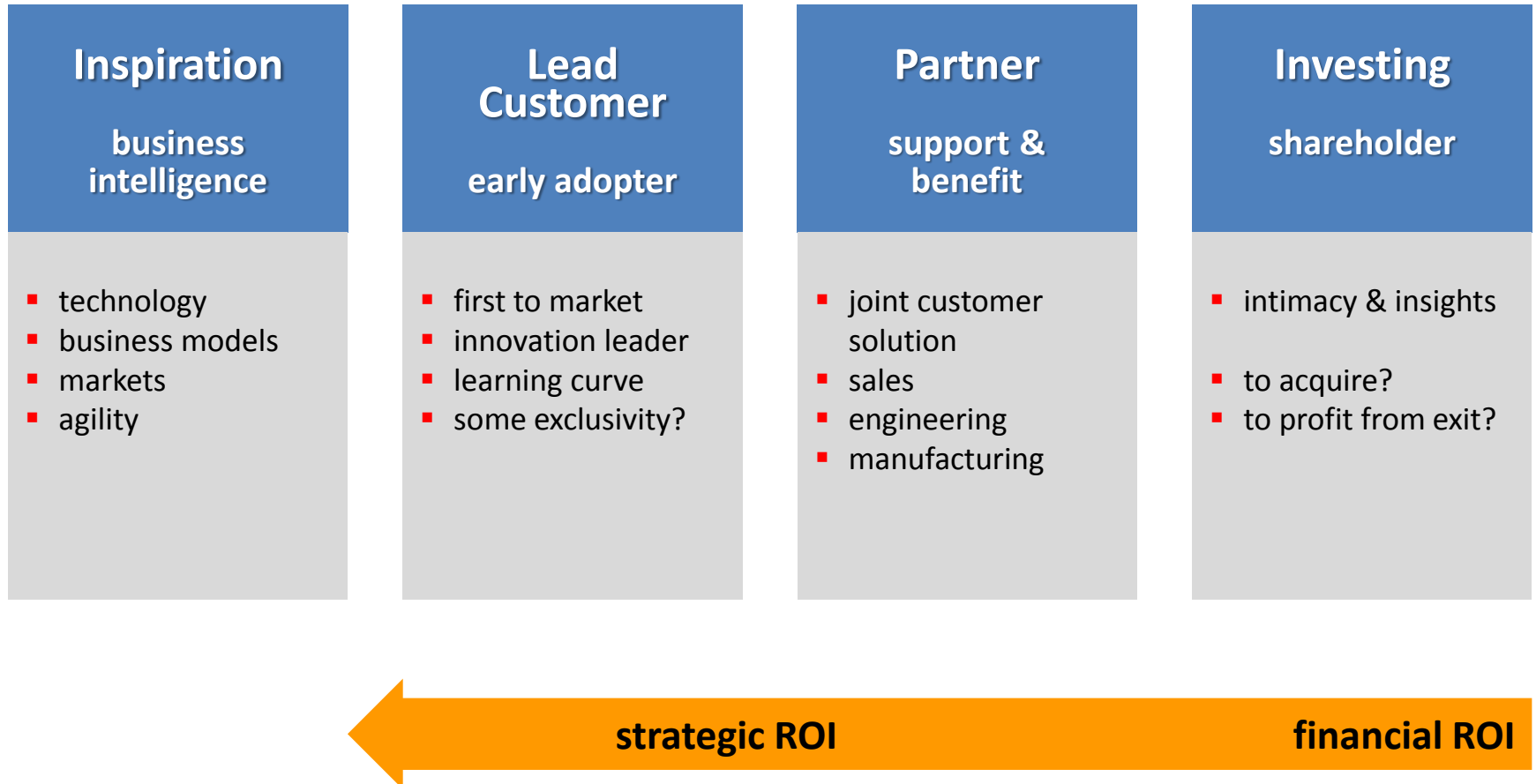
technology  
business model  
market adoption  
team

**reward**

trend insights  
early access  
strategic ROI  
financial ROI

# Options for working with ventures

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# Challenges in working with ventures

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## Scouting & Screening

**the right ventures**

- 1000 screened
- 100 investigated
- 10 deals
- global scouting

## Cultural Differences

**NIH syndrome etc.**

- your organization
- the venture
- processes
- culture
- speed
- incentives
- risks

## Risk Management

**most ventures fail**

- team
- market
- technology
- financing

## Financial ROI vs Strategic ROI

**target setting**

- champion
- transparency
- long-term plan

# Multi-Corporate Venture Capital Fund approach

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## Scale

- dealflow and screening by VC
- leverage expertise of corporations
- corporations as lead customers

## Risk Sharing

- spread investments in portfolio
- potentially also direct investments
- professional portfolio management by VC

## Benefit Sharing

- increase success rate of ventures
- increase (exit) value of ventures
- increase Strategic ROI



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The logo for Corporate Ventures Advisory is a blue square containing the text "Corporate Ventures Advisory" in white. The first letter of each word is orange: "C" for Corporate, "V" for Ventures, and "A" for Advisory.

## Corporate Ventures Advisory

We are passionate about creating real business value through cooperation between corporates and ventures around the globe

## Combining financial and corporate investors expertise to invest in Maritime & Offshore



### Raphael Cattan

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Idinvest Partners







# IDINVEST SMART CITY FUND I & II

Q4 2020 – Presentation for Frasers Property


A LEADING VC & GROWTH PLATFORM




A Member of **eurazeo**, a **€18.5bn** AuM group




**€2.9bn** AuM Venture Capital & Growth platform



**15+** year presence in Venture Capital



**266** companies invested since 2004



**83** Exits

**18%**  
IRR

**2.3x**  
TVPI



A GLOBAL PRESENCE



VC & GROWTH EXPERTISES

SMART CITY	DIGITAL	HEALTHCARE
Smart Mobility New Energy Logistics Industrial Tech Real Estate	Consumer Internet Technology SaaS	Life Sciences Biotechnology

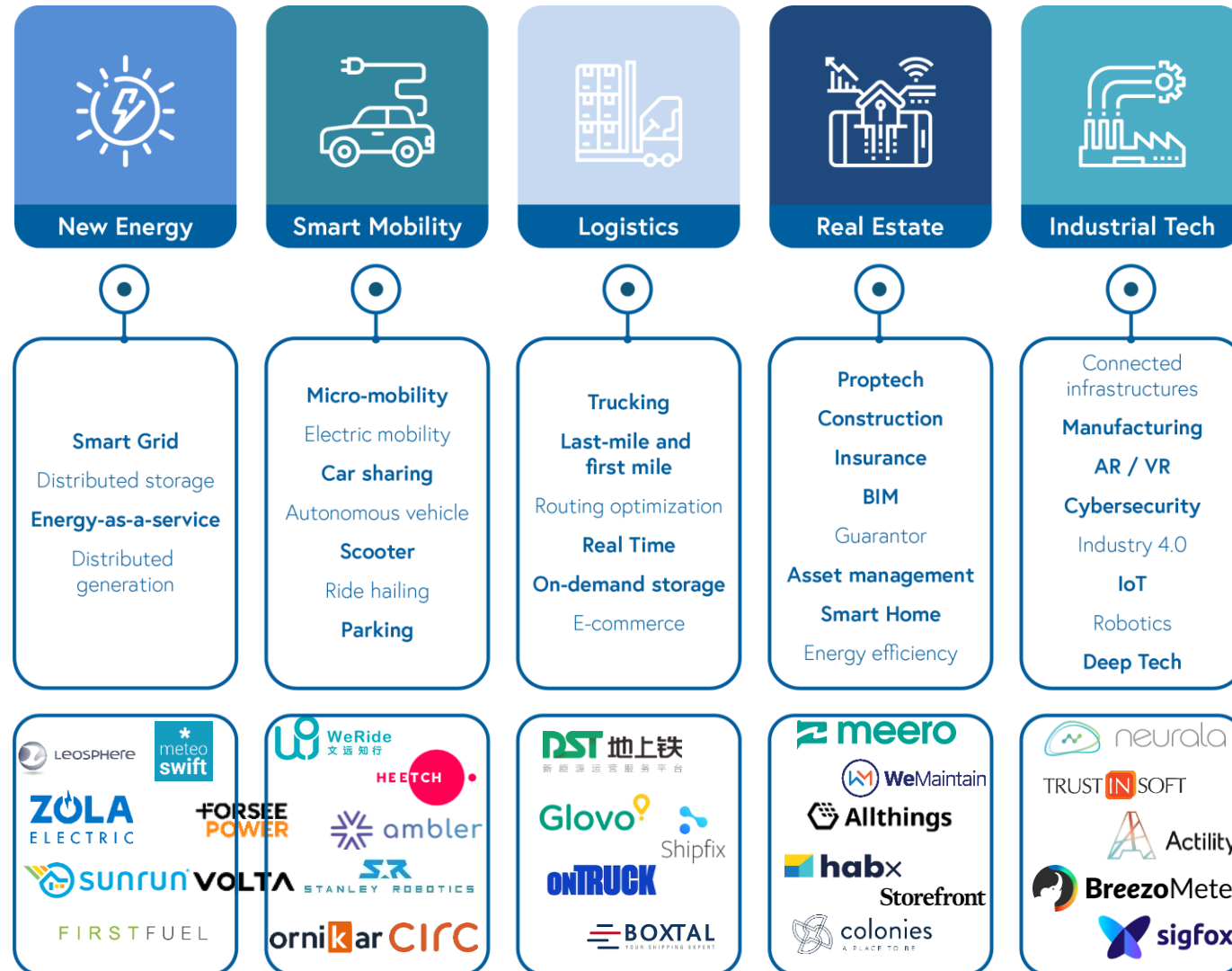
Note: figures as of June 2020.

A RECOGNIZED PLAYER

**crunchbase** Ranks Idinvest #1 European VC (Series A,B,C,D,E)

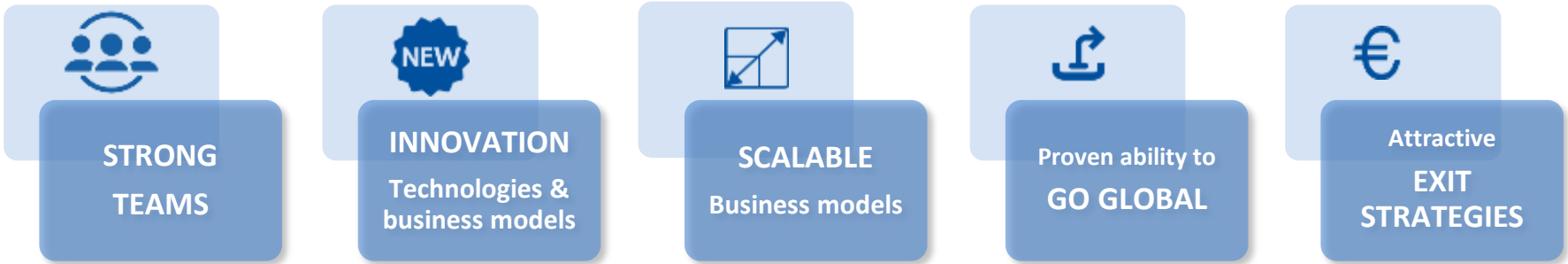


*WE INVEST IN ENTREPRENEURS SEIZING THIS OPPORTUNITY AND REIMAGINING HOW WE MOVE, POWER, MAKE, LIVE AND BUILD IN THE CITIES OF TOMORROW.*



INDINVEST'S  
PORTFOLIO

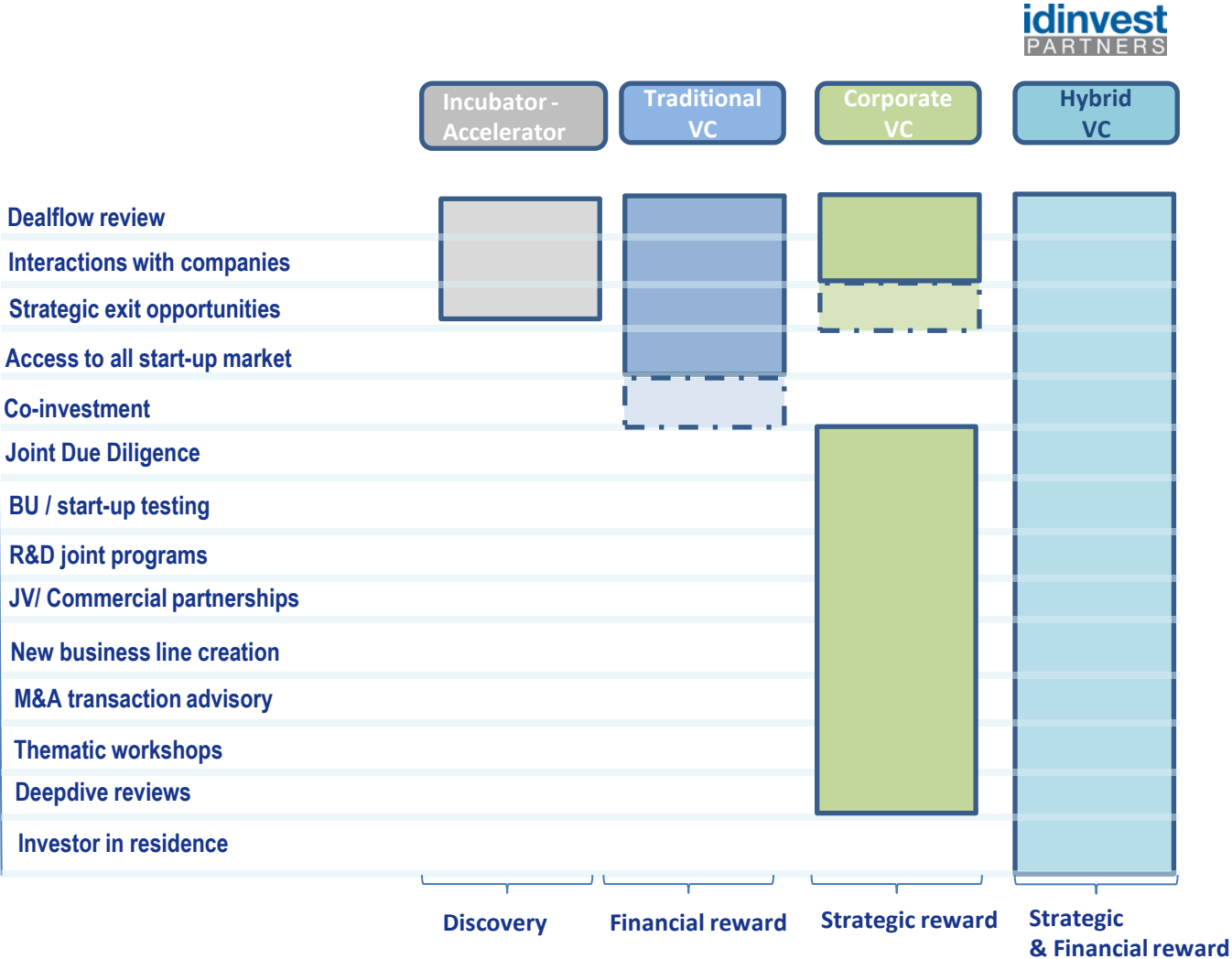
TARGETED INVESTMENT CRITERIA



TARGETED GEOGRAPHIES: EUROPE (inc. Israel), NORTH AMERICA AND ASIA









## Edward Gilding

InnovationQuarter



## Willem Bulthuis

Corporate Ventures Advisory



## Raphael Cattan

Idinvest Partners





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## Overview

Selected Companies  
to present at Tech Tour Energy in Transition,  
Maritime&Offshore Track

## Selected companies in Maritime & Offshore



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**Mario Michan**  
Daphne Technology



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**Symeon Chatzigeorgiou**  
DeepSea Technologies



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**Patrick Dodds**  
Hexigone Inhibitors Ltd



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**Vishwas Tomar**  
NautiX Technologies



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**Brent Kok**  
Smart-Ship



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**Karsten Verhaegen**  
SENTEA



Tell us now

Send comment in the chat

Send email to TT team

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## Poll

Please, suggest what else  
we could do to support your activities





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## What is next?

Tech Tour Energy in Transition Programme

**Tech Tour Investors Club**

[techtour.com/investorsclub](https://techtour.com/investorsclub)



# TechTour Energy in Transition 2020

**Next Session:**  
**Investor Insights on Hydrogen & Alternative Fuels, 26 January, 16:00 CET**

the collaborative programme for  
growth entrepreneurs,  
investors & partners

supported by

Hosting Partners:



City of Rotterdam



Clean  
Tech  
Delta



Innovation  
Quarter



Port of  
Rotterdam

**ENERGIQ**  
Energie-innovatiefonds Zuid-Holland



Maritime  
Delta  
Maritime  
by Holland

Silver Partners:



BRYAN, GARNIER & CO



EURONEXT

Bronze Partners:

**INVESTNL**



InnoEnergy  
Knowledge Innovation Community

**PORTXL**  
world port accelerator



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Programme Partner:



Innorate has received funding from the European Union's  
Horizon 2020 research and innovation programme under  
Grant Agreement No 823536.



the collaborative network of  
**entrepreneurs  
& investors**

investor

## Investors Club Membership

[techtour.com/investorsclub](https://techtour.com/investorsclub)

An investor-only Community of Venture Capital, Corporate and Government investors facilitating co-investment and funding relationships, run by Tech Tour.

## Independent VC Fund Managers



## Corporate Investors



## Institutional & Government

Bayern Kapital  
Venture Capital für Bayern

FUND OF FUNDS  
FUND MANAGER OF FINANCIAL INSTRUMENTS IN BULGARIA



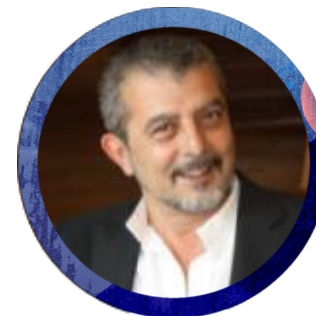
INTESA SMI SANBILOLO

imec

PMV  
Voor de zelfstandige ondernemer

VEKSTFONDEN



**Chair of the Council****Remy de Tonnac**Managing Partner  
**ETF Partners****Carl Gressum**European Open  
Innovation Team Lead  
**Samsung****Sarah Fisher**Director Global Market  
External Innovation  
**Johnson & Johnson****Osman Kent**Venture Partner  
**Atlantic Bridge****Nico Goulet**Managing Partner  
**Adara Venture  
Partners****Petri Laine**Managing Partner  
**Innovestor Ventures****Maurizio Petitbon**General Partner  
**Kreos Capital**



**Quality  
Selection**



**Insightful  
Strategies**



**Trusted  
Meetings**



**Valuable  
Recognition**



**Passionate  
Service**

*Across **Regions, Sectors, Tracks & Stages***

## **Intelligence**

on tech companies,  
investors & partners  
*enhances investments,  
valuations and returns*

## **Insights**

and benchmarks with/ of  
peer strategies  
*reduce risks and save losses  
and time*

## **Meetings**

with, and intros active  
(Co-)Investors & Partners  
*builds trust and leads to  
solid deals and partnerships*

## **Honours**

Earned with peers across  
the Community across  
regions  
*builds brand visibility and  
partnership leads*

## **Service & Network**

Across the eco-system with  
personalised service, *saves  
time, costs, travel and  
frustrations and allows  
fun.* 😊

**+ Onsite Meetings** [when safe]

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## Closing Remarks





## Edward Gilding

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InnovationQuarter



**William Stevens**

Group Managing Director

**+359 895 816 565**[william@techtour.com](mailto:william@techtour.com)**Radostina Tsenova**

Tech Tour Investors Club Lead

**+359 895 508 103**[radostina@techtour.com](mailto:radostina@techtour.com)**Aleksandra Angelova**

Senior Project Manager

**+359 895 508 119**[aleksandra@techtour.com](mailto:aleksandra@techtour.com)**Brussels**

Tech Tour Europe SA  
Avenue Louise, 222/4  
BE - 1050 Brussels – Belgium  
Tel: +32 2 644 65 80

**Sofia**

Tech Tour Global EOOD  
111 Tsarigradsko Shose Blvd.,  
Incubator, floor1  
BG – Sofia 1784 – Bulgaria  
Tel: + 359 241 98 296