

BLUEINVEST DAY 2025

AGENDA

SPARKS, BRUSSELS, BELGIUM

5-6 March 2025

Version 03/03/2025

Wed 5 Mar 2025 – Day 1

INVESTORS PROGRAMME

INVESTOR CAPACITY BUILDING SESSION VI: INNOVATIVE INVESTMENT APPROACH FOR VCS

Venue: Balcony Room, 1st Floor, Sparks Meeting

This session will focus on exploring innovative strategies for venture capitalists (VCs) to thrive in the blue economy. We will examine two key stages: fundraising and investment. The goal is to gain insights from experts and peers on best practices to enhance fundraising efforts and reduce risks in investment decisions.

TIME	PROGRAMME
14:00 – 14:10	WELCOME & INTRODUCTION Daniela CEDOLA, Partner, PwC Luxembourg
14:10 – 15:10	FUNDRAISING STAGE: ALIGNING INVESTMENT APPROACH TO TRENDS IN LPS REQUIREMENTS This session will explore the latest trends in LP requirements for EU VC funds and provide guidance for both first-time funds and established funds seeking capital. <ul style="list-style-type: none">• Ghislain TERRIER, Investment manager, European Investment Fund• Ana PIMENTA, Chief Impact Strategist, Blink Family Office• Andre DE ALMEIDA SANTOS, Partner, Indico Capital Partners
15:10 – 15:30	COFFEE BREAK
15:30 – 17:00	INVESTMENT STAGE: HOW TO DE-RISK INVESTMENTS Industry experts will explore the key challenges VC funds face in mobilising more capital to invest in startups, effective strategies to de-risk investments, and how new funding instruments could help addressing their challenges.

KEYNOTE SPEAKER

- Sebastian MACK, Senior Policy Fellow for European Financial Markets, Jacques Delors Centre

PANEL

Moderator : Christelle SAPATA, Senior Manager, PwC Luxembourg

- Sebastian MACK, Senior Policy Fellow for European Financial Markets, Jacques Delors Centre
- Antje BIBER, Head of SDG office, FERI Group
- Jean-François TRECCO, Co-Founder and General Partner, BluKap
- Ingrid MAURSTAD, Impact Director, Katapult Ocean

INTERACTIVE BRAINSTORMING

Participants will collaborate to brainstorm innovative solutions to de-risk investments, proposing alternative tools and strategies.

17:00 – 17:10 CONCLUDING REMARKS FOR ICB

17:10 – 19:00 NETWORKING SESSION: INVESTOR LOUNGE & VENTURE VIBES FLOW

Venue: Lobby & Restaurant, Ground Floor, Sparks Meeting

The first hour features an **Investor Lounge** with one-on-one discussions between investors and project teams in a relaxed, structured setting.

This is followed by dynamic networking drinks, bringing together entrepreneurs, investors, and innovators in a casual, social atmosphere

Wed 5 Mar 2025 – Day 1

STARTUP/SCALE-UP PROGRAMME

TIME	PROGRAMME
14:00 – 14:15	WELCOME BY BLUEINVEST
14:15 – 15:15	<p>CORPORATE-SME COLLABORATION: STRATEGY FOR SUCCESS</p> <ul style="list-style-type: none"> Bernd WACKER, Senior Partner, Digitalisation TEC Consulting GmbH; BlueInvest Coach <p>In this workshop, participants will gain a comprehensive understanding of the key performance indicators that drive corporate decision-making. They will explore the critical enablers that motivate corporations to collaborate with SMEs and learn how to identify the right stakeholders to approach. Additionally, the workshop will provide valuable insights on how SMEs can effectively present their ideas, needs, and expectations, while also addressing important considerations such as go/no-go decisions and termination criteria.</p> <p>14:15 – 14: 20 Introduction</p> <p>14:20 – 14:40 Interactive working session</p> <p>14:40 – 15:00 Key enablers discussion round</p> <p>15:00 – 15:15 Key takeaways and conclusion</p>
15:15 – 15:45	COFFEE BEAK
15:45 – 17:00	<p>VISUAL STORYTELLING - HOW TO COMMUNICATE TECHNICAL INNOVATIONS TO INVESTORS</p> <ul style="list-style-type: none"> Rune KIRT, CEO, Kirt x Thomsen; BlueInvest Coach <p>In this session, participants will learn how to create a compelling narrative that unfolds naturally, allowing the story to reveal itself</p>

through actions, dialogue, and emotion, rather than relying on explicit narration. The focus will be on crafting engaging, dynamic storytelling that draws investors in and allows the plot to develop organically.

15:45 – 16:00 Warm-up: Visualising the challenge

16:00 – 16:30 Inspiration Keynote

16:30 – 16:50 Transforming complexity into a compelling story

16:50 – 17:00 The One-liner innovation hook

17:10 – 19:00

NETWORKING SESSION: INVESTOR LOUNGE & VENTURE VIBES FLOW

Venue: Lobby & Restaurant, Ground Floor, Sparks Meeting

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Thu 6 Mar 2025 – Day 2

08:30 – 09:30 DEALMAKERS' BREAKFAST

Venue: Sparks Meeting

09:30 – 10:30 OPENING SESSION

Venue: Theatre, Ground Floor, Sparks Meeting

Moderator: Daniela CEDOLA, Partner, PwC Luxembourg

- Welcome to BlueInvest Day
- Keynote address from the new Commissioner for Fisheries and Oceans
- Video Message from Mr Ambroise FAYOLLE, Vice-President, European Investment Bank
- Keynote address from MEP Christophe CLERGEAU
- BlueInvest Impact Video

Opening of the “Deals Exchange Floor”

A BlueInvest Bell will be sounded by the Commissioner and MEP to signify the opening of the “deals exchange” floor.

10:30 – 10:45 SURFING THE WAVE OF EUROPEAN BLUE CHAMPIONS: A NEW COURSE FOR THE FINANCING OF INNOVATION IN THE EUROPEAN BLUE ECONOMY

- Antonella CALVIA-GOETZ, Principal Advisor, European Investment Bank
 - Paulina BRZEZICKA, Advisor, European Investment Bank
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10:45 – 11:45 PANEL DISCUSSION: BOOSTING COMPETITIVENESS AND PRIVATE INVESTMENT IN THE EU BLUE ECONOMY

Moderator: Daniela CEDOLA, Partner, PwC

Moderated panel discussion exploring the role of the EU blue economy in strengthening European competitiveness and fostering private investment.

Panelists:

- Andreea STRACHINESCU, Head of Unit, DG MARE, European Commission
- Olivier RAYBAUD, Managing Director, SWEN Capital Partners
- Michael WHITE, Partner, Planet Ocean Fund
- Rosario RUILOBA, Director of Business Management, Unseenlabs

11:45 – 13:30 NETWORKING LUNCH

Venue: Restaurant & Lobby, Ground Floor, Sparks Meeting

13:30 – 14:10 BLUEINVEST AWARDS 2025 DEBATE BATTLE | CATEGORY I: NET ZERO AND OCEAN SUSTAINABILITY

This category covers innovative technologies and practices that promote green shipping, shipyard operations, and port management. It includes advancements in ocean renewable energy - from offshore wind to wave energy and hydrogen solutions - as well as effective water management strategies aimed at achieving net-zero emissions and enhancing ocean health.

Finalists:

- Birgitte LIND-HJERTUM, CFO, [Flocean](#)
- Antonis LIVIERATOS, CMO, [Nature4Nature](#)
- Sofia DELGADO, CEO, [Seamoretech](#)
- Britt TRAGO, CIO, [Universal Plastic](#)

Jury Panel:

- Simon DENT, Managing Director, Outrigger Impact
- Jérôme GUERET, CEO, GO Capital

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- Jeroen KELDER, Managing Partner, Infinity Recycling | Circular Plastics Fund
 - Olivier RAYBAUD, Managing Director, SWEN Capital Partners
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14:10 – 14:50 BLUEINVEST AWARDS 2025 DEBATE BATTLE | CATEGORY II: SUSTAINABLE BIORESOURCES FROM THE OCEAN

This category highlights innovations in sustainable bioresources sourced from the ocean, including food, feed, biotechnology, and algae. It encompasses initiatives that promote responsible harvesting, cultivation, and utilisation of marine resources, ensuring ecological balance and supporting a diverse range of applications for sustainable development.

Finalists:

- Theo VERLEUN, CEO, [GOA Ventures](#)
- Veronique RAOUL, CEO, [Inalve](#)
- Brian FITZPATRICK, CEO, [Oriol Marine Extracts](#)
- Jan Rune NORDHAGEN, CEO, [Vestland Pharma](#)

Jury Panel:

- Markus BOEHM, Partner, Planet Ocean Fund
- Jon Trygve BERG, Partner Technology, Energy and Sustainability, Sarsia
- Sol Park, Principal, HATCH
- Flo SCHEPERS, Investment Analyst, Convent Capital | Agri Food Growth Fund

14:50 – 15:30 BLUEINVEST AWARDS 2025 DEBATE BATTLE | CATEGORY III: OCEAN INTELLIGENCE & AUTONOMOUS SYSTEMS

This category focuses on smart technologies and AI-driven solutions that enhance our understanding of the ocean. It includes advancements in measurement, observation, and forecasting related to the ocean and

human activities, leveraging cutting-edge research and data analytics to support sustainable ocean management.

Finalists:

- Guillaume LATHELIZE, CEO, [ABYSSA](#)
- Arnaud TROUSSET, CEO, [Citiprofile](#)
- Christian DUMARD, CEO & Basile ROCHUT, CTO, [Marine Weather Intelligence](#)
- Jorgen GRINDEVOLL, CEO, [SafeNav](#)

Jury Panel:

- Andre DE ALMEIDA SANTOS, Partner, Indico Capital Partners
- Nityen LAL, Founding Partner, Icos Capital
- Ingrid MAURSTAD, Impact Director, Katapult Ocean
- Carlos Esteban, Partner, Faber Ocean / Climate Tech

15:30 – 16:00 COFFEE BREAK

16:00 – 16:30 SHOWCASE OF BLUE CHAMPIONS

Five Blue Champions will present their innovative technologies.

Moderator: Christelle SAPATA, Senior Manager, PwC Luxembourg

- Stefania MANCA, Sustainability & Resilience Manager, Comune di Genova
- Alexander FAIRTLOUGH, Business Development Director, EnerOcean
- Benjamin TERTRAIS, Bid Manager for French and European Institutions, Unseenlabs
- Claudio LA TORRE, CFO, WSense
- René HANSEN, CEO, Xshore

16:30 – 17:00 BLUEINVEST AWARDS CEREMONY

The BlueInvest Awards shall be conferred by the Commissioner to the 3 top technologies/products of BlueInvest Day, based on the 3 pitch sessions conducted over the course of the day. The audience can also vote for a People's Choice category via an online vote.

17:00 CLOSE OF THE EVENT

Parallel activities

Day 1 + 2	1:1 business meetings
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Day 1 + 2	European Ocean Days Art Exhibition
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Venue: First Floor, Sparks Meeting

Day 2	Exhibition: Showcase of Innovations
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Venue: First Floor, Sparks Meeting

Day 2 14:00 – 15:00	Workshop: Financing Opportunities in Support of Sustainable Seaweed and Bivalve Sectors in the EU
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Venue: Balcony Room, 1st Floor, Sparks Meeting

The EIB has partnered with Global Seaweed Coalition to identify financing opportunities in support of sustainable seaweed and bivalve sectors in the EU. During the workshop, we will hear key findings from the report followed by a panel discussion on investment and partnership needs and opportunities to scale up this high-potential blue economy sector.

- Adrien VINCENT, Senior Advisor/Project Lead, Global Seaweed Coalition
 - Stefanie LINDENBERG, Blue Economy Expert, European Investment Bank
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