



ATHENS MARITIME INNOVATION CENTER

October 2019

We discover, attract and accelerate the best in international maritime technology innovation, in the largest shipping cluster globally

We have partnered with MITEF Greece to support the acceleration process



Enterprise Forum
Greece

- MITEF consists of a global network of 19 chapters around the world, inspired by MIT with a mission to accelerate the creation and growth of world-class technology companies
- MITEF Greece runs a highly curated acceleration program that aims to inform, connect, coach and accelerate technology entrepreneurs
- MITEF Greece will support AMIC on several of the core activities of the acceleration, including workshops and access to their world-class line-up of experts, coaches and mentors' network



Strategically located within the Athens maritime cluster





...in Athens, the largest shipping cluster globally

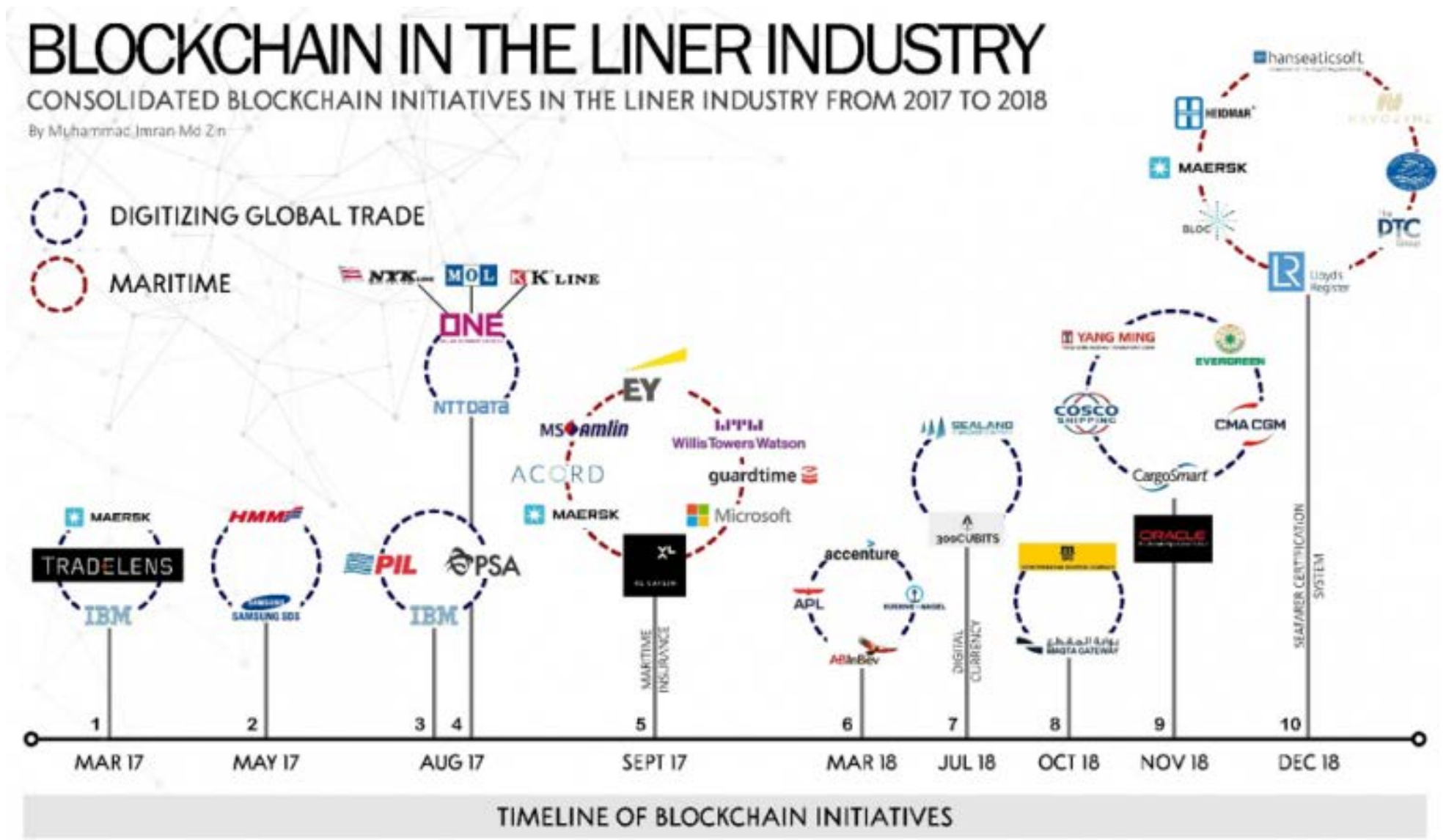
- The recognized **global leader** in shipping – largest fleet globally by gross tonnage
- A cluster that hosts **3,000+ maritime companies, 600 owners/operators**
- The fastest growing port in the World (Die Ziet, 2018)
- A growing ecosystem of startups, R&D centers and investment vehicles
- An opportunity for Greece to get at the forefront of international maritime innovation

The Smart Port









In-Port Geolocation Systems



Traffic Control





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Our plan is to expand AMIC to a premier global innovation center

Phase I: now – June 2020

Plan

Commence international maritime accelerator

- In collaboration with MIT Enterprise Forum Greece
- Demo day at Posidonia
- Industry events and more satellite events for the accelerator

Actions

- Engage sponsorships to promote ecosystem
- Mobilize shipping community
- Set up key international partnerships and mentor networks
- Attract first batch of startups

Phase II: Fall 2020 - 2023

Launch of innovation hub

- Physical facilities with fully equipped coworking space and lab
- Host incubator cohorts
- Receive equity from funded & accelerated startups
- Perform in-house workshops, hackathons, events

- Raise private investment and EU/regional grants
- Build cluster with research center(s) and coworking spaces
- Broader engagement of the global maritime community
- Public Private Partnerships

We are building a strong partnership network to support our accelerator



Corporate partnerships/sponsors

- Curated, priority access to innovation and new technologies
- Ability to shape and co-develop technologies with startups
- Insights to global emerging technologies
- Ideation and information exchange with peers during events
- Priority access to AMIC's seminars



Incubator alliances

- Expand startup pipeline, deal flow and access to venture funding
- Share innovation among alliance to better fit capabilities of each location
- Co-organize events
- Expand network of mentors, advisors and experts



Technology partners

- Offer tech services to startups and innovators in AMIC
- Participate and co-organize events
- Benefit from access to potential new clients and direct access to innovation



Academic partners

- Co-develop research and industry reports with professors
- Access to startups for internships and full-time jobs for students
- Sourcing of ideas, innovations for AMIC

Our innovation focus areas for 2020

We are looking for B2B platforms and technologies applicable to the maritime sector, with an emphasis in shipping and global supply chain:

- Hard and soft technologies that enable decarbonization
- Port call and shipping operations optimization tools
- Data sharing/data transparency platforms, including blockchain applications in supply chain and logistics
- AI and big data applications in shipping
- BlueTech - technologies for a sustainable ocean





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Thank you

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Our vision, a global innovation hub...



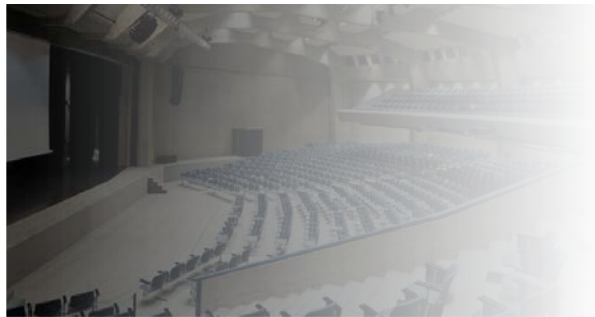
Accelerator

- Startup acceleration program focused in maritime technology
- Target the best ventures globally and offer them access to the largest shipping cluster



Co-working space and lab

- Maritime and tech focused co-working facilities and host of the accelerator
- Lab space for experimentation



Industry events and seminars

- Regularly hosted events on the latest of maritime tech
- Hackathons, industry discussions and BlueTech summits

AMIC is starting in 2019/20 with its accelerator program and events



AMIC accelerator program

Nov 2019-Jun 2020



Events in shipping tech

Jan, Mar, May 2020



AMIC will run a 4-month acceleration program for startups in 2020



4-month acceleration program, powered by MIT Enterprise Forum Greece, tailored to help maritime start-ups to scale



International open call to maritime startups; up to 12 in the final selection



5 intense workshop weekends (in-person)



Startup coaching/mentoring throughout the program from global experts, sponsors and the Greek shipping industry



Product validation from the industry and facilitation of client relationships



1 pitch night to the industry and several satellite events



Demo day event at Posidonia and AMIC booth throughout the event



Cash awards for winning startups

Benefits for companies to join AMIC Accelerator as partners/sponsors

- Access to curated set of top international maritime startups and to emerging maritime technology insights
- Ability to benefit and assist the development of these startups by acting as their coach and mentor
- Promote company/organization throughout the innovation process
- Expand brand in the largest shipping cluster by supporting the launch of a global maritime innovation center
- Learn startup accelerator best practices from the most established accelerator in Greece
- Get priority access to peripheral events organized by Athens Maritime Innovation Center

