

Online pitching session | Wednesday, 18 March 2026 | 13:00 - 14:00



[SustainableSolutionsMatch](https://www.sustainable-solutions-match.com)



Ecodesign for the maritime future : designing sustainable ships, systems and living at sea

SustainableSolutionsMatch

Welcome!



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Session Agenda

- Welcome & Introduction
- Sustainability in the maritime sector
- Pitch Presentations:
 - Pitch 1: Koren (Bulgaria)
 - Pitch 2: FVTR GbmH (Germany)
 - Pitch 3: OliOil (Finland)
 - Pitch 4 : August Race (UK)
 - Pitch 5 : Solarrig (Switzerland)
 - Pitch 6: Lyte Drive (UK)
 - Pitch 7: Pitch 6: Pitch 7: Windcoop (France)
- Closing Remarks



Welcome & Introduction

Who's moderating?

Viktoria Harizanova
Marine Cluster Bulgaria
Cluster coordinator



Who's organizing?



Welcome & Introduction

Let's play by the rules: smooth sailing for our session!

- **Mute Policy:** Please remain muted unless speaking to avoid background noise.
- **Q&A Time:** After each pitch, there will be 1–2 minutes for questions. Please use the chat to ask questions.
- **Time management:** Pitchers, please keep track of your time. We will inform you if 5 minutes have passed.
- **Technical Issues:** If you encounter issues, use the chat to notify the host.



Sustainability in the sector

- Growing pressure to decarbonize, reduce environmental impact, and enhance crew welfare.
- Ecodesign integrates sustainability at every stage, from shipbuilding to operations.
- This session presents modular and circular ship design, sustainable materials, AI and digital twin applications, retrofits, and solutions for improving crew living conditions. Pitches highlight innovations for new-build vessels, retrofitting, supply chain optimization, and lifecycle sustainability.





Garden on board

KOREN 1 LTD



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Introduce your sustainable solution



Introduce your sustainable solution



Describe your solutions differential value and sustainable impact

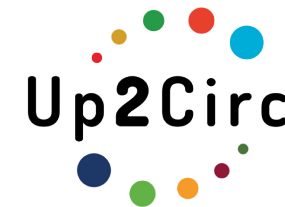


Market/Target audience – Who can apply your solution?





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Sustainable and circular innovation needs good networks along the whole value chain.

KOREN

#EENCanHelp

Book a meeting with: KOREN



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SimPleShip

Simulation Platform for efficient Ship operation



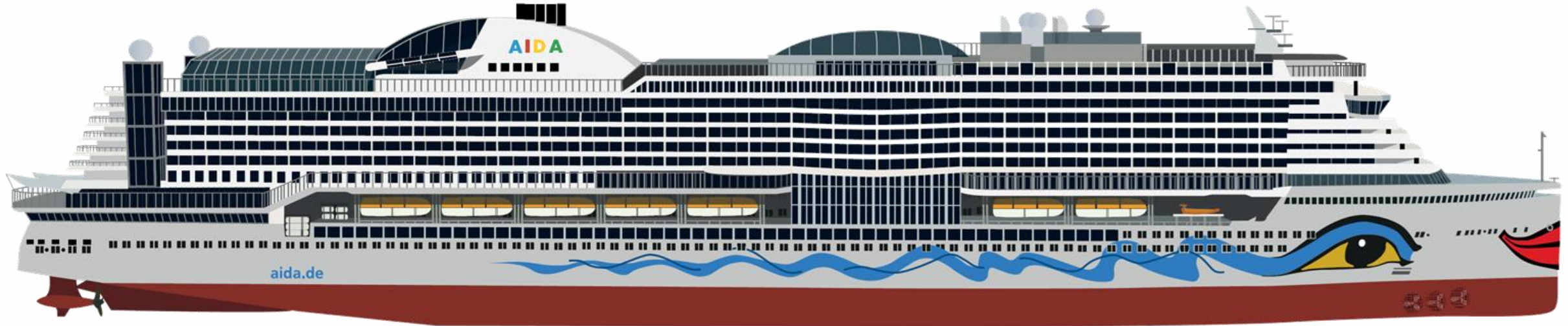
FVTR GmbH

Theile, Martin
CEO

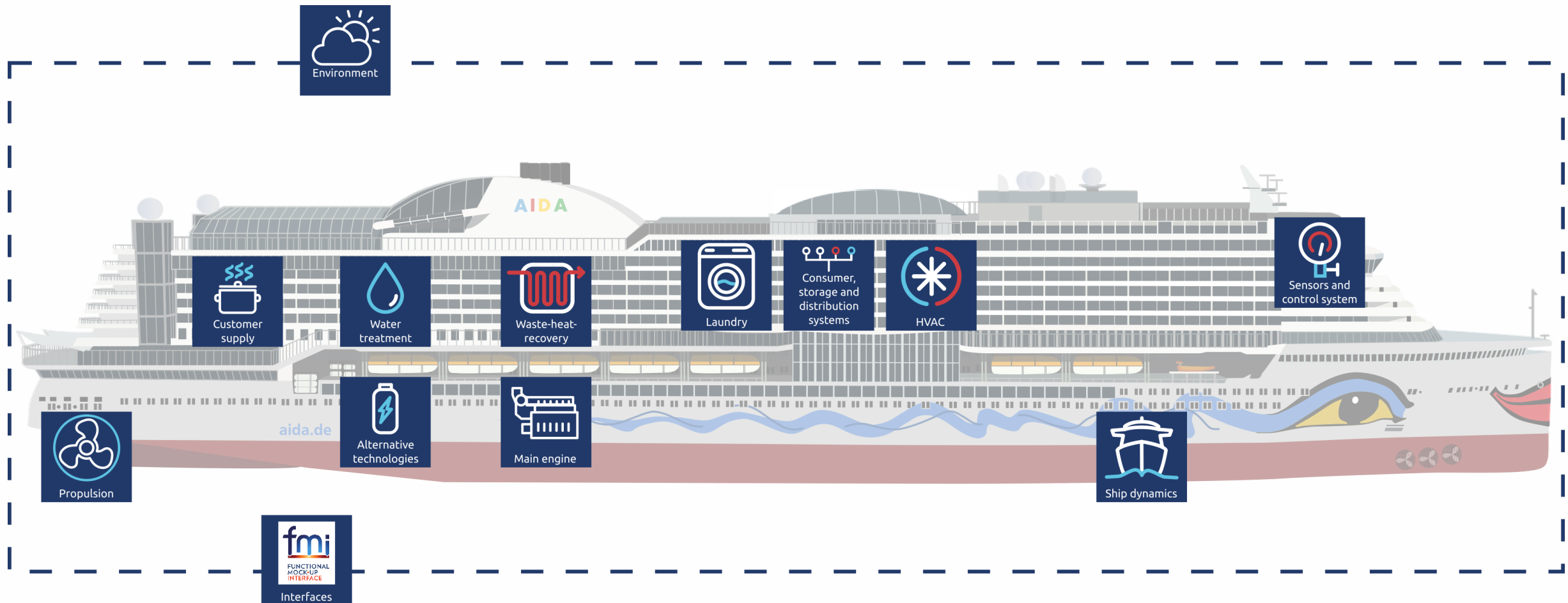


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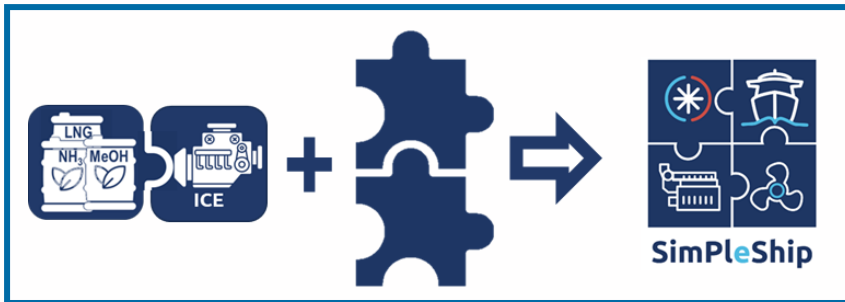
SimPleShip – Platform for developing and analyzing digital “E-twins”



SimPleShip - Platform for developing and analyzing digital “E-twins”

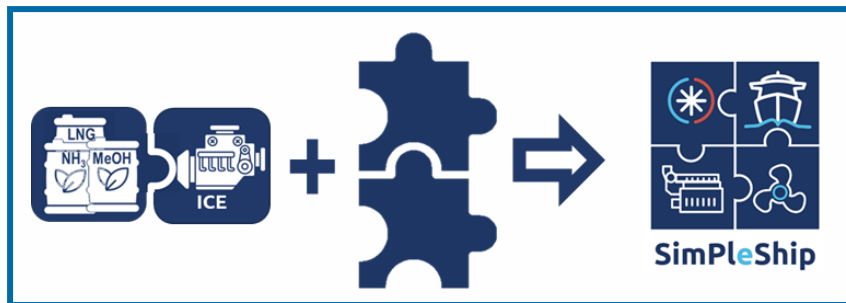


Core technology: Physics-based component-by-component modeling

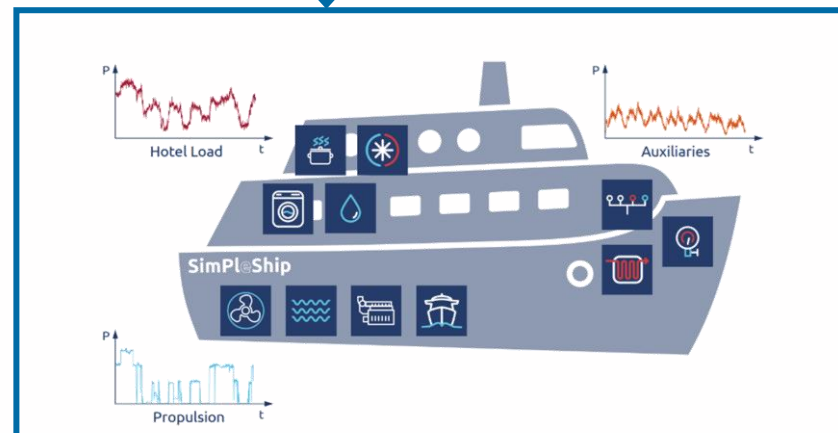


**Modular modeling
approach**

Core technology: Physics-based component-by-component modeling

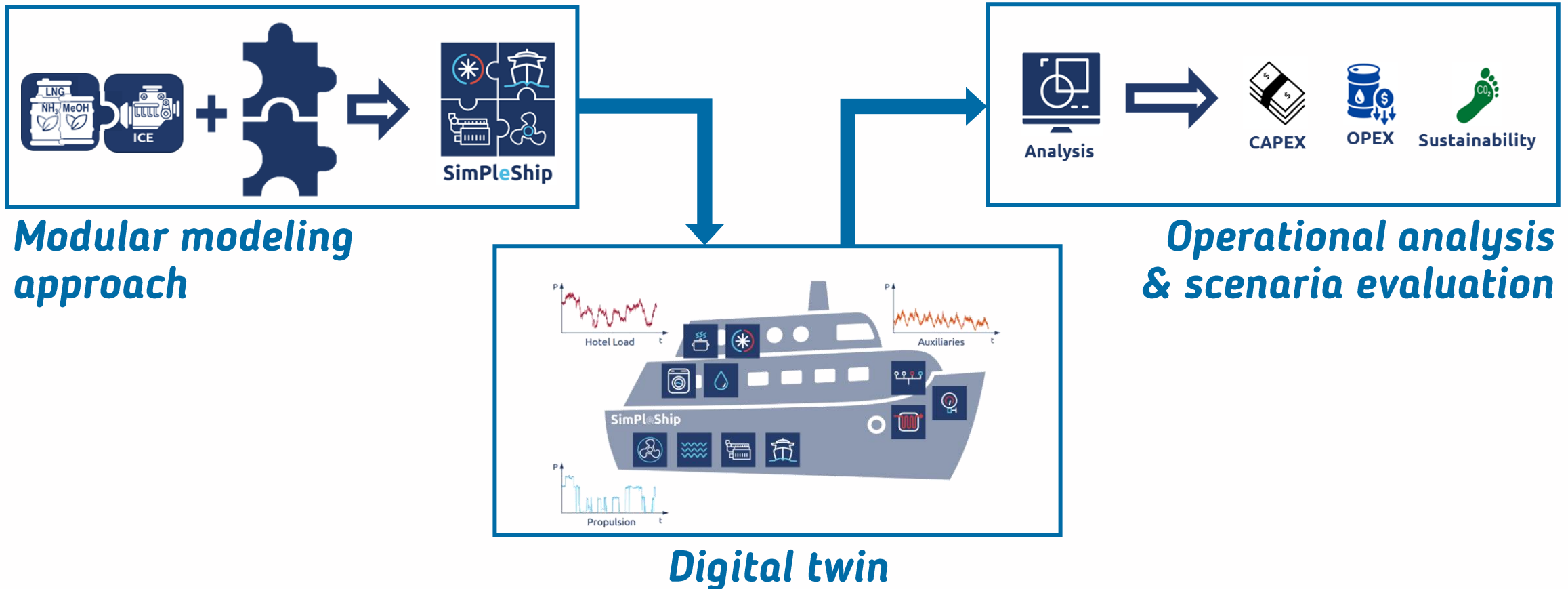


*Modular modeling
approach*



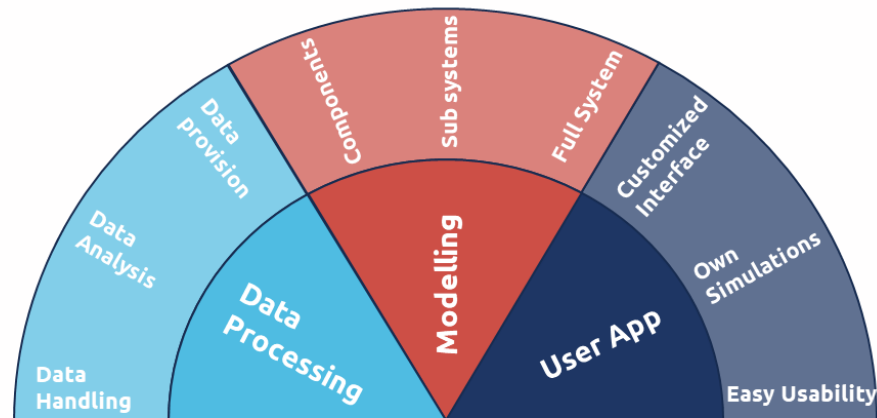
Digital twin

Core technology: Physics-based component-by-component modeling



Differential Value & Sustainable Impact

We **combine deep expertise in modelling** and the **maritime industry** with rigorous **physical modelling!**



SimPleShip Approach

Energy System Simulation

SIMPLESHIP

- Digital Twin of a passenger ship
- Physics-based simulation approach

Innovative simulations for straightforward solutions

Reference cruise ship with subsystems

„FVTR-App“ concept:

FROM HIGH COMPLEXITY

TO EASY USABILITY

Market & Target Audience

Future brings challenges

FuelEU

IMO NZF

OPEX

CAPEX

Regulation

EU ETS

...

Market & Target Audience

Future brings challenges for maritime industry ...

FuelEU

IMO NZF

OPEX

CAPEX

Regulation

EU ETS

...



SHIPOWNERS



MARITIME TECHNOLOGY
PROVIDERS



FLEET MANAGERS
EU ETS • FUEL EU



SHIPYARDS

Market & Target Audience

Future brings challenges for maritime industry ...

FuelEU

IMO NZF

OPEX

CAPEX

Regulation

EU ETS

...



SHIPOWNERS



MARITIME TECHNOLOGY
PROVIDERS



FLEET MANAGERS
EU ETS • FUEL EU



SHOPYARDS

We bring the solution!



SimpleShip

#EENCanHelp

Book a meeting with: FVTR GmbH

Martin Theile

CEO

FVTR GmbH (Forschungszentrum für Verbrennungsmotoren und Thermodynamik Rostock GmbH)

martin.theile@fvtr.de



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Revolutionary Propulsion System: Rigid Solar Sails from Bio-Flax

Mark Wüst &
Solar Boat Pioneer
Inventor

Christian Randegger
Project Lead
Skipper



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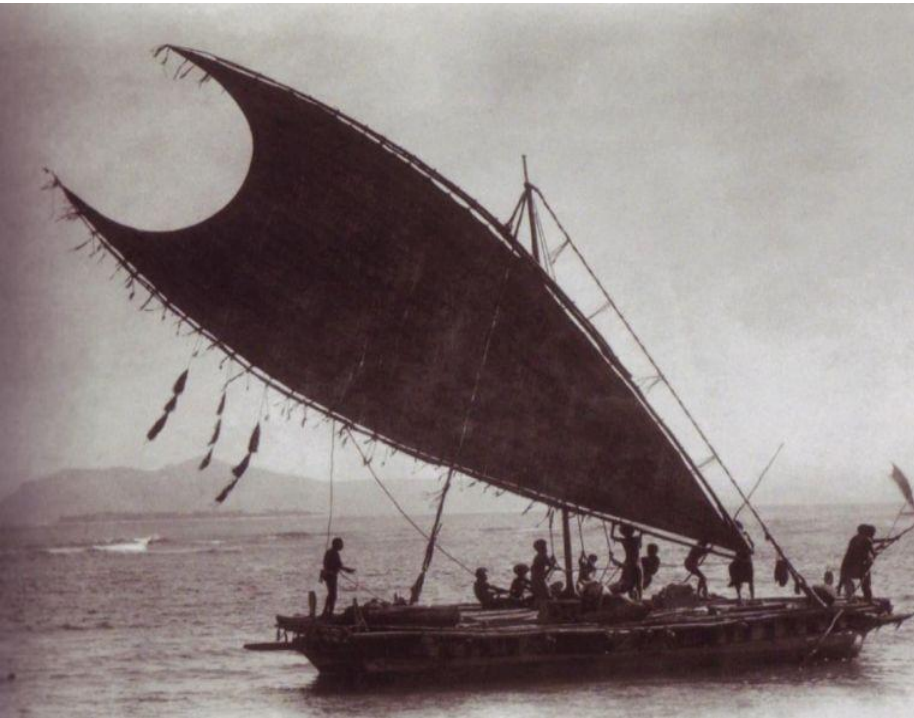
The Problem: Fossil Shipping



Breaking Records in Silence



The Solution: Ancient Meets Modern



Sustainable From Sail to Hull





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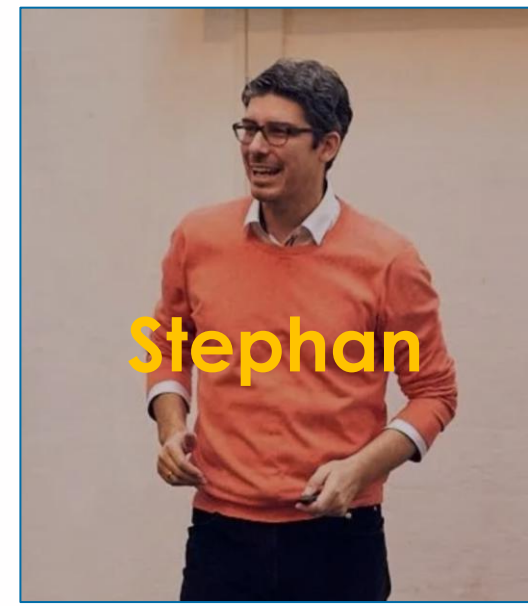
From Then to Now: The Next Chapter



Market Opportunity: 11bn → 22bn



Team

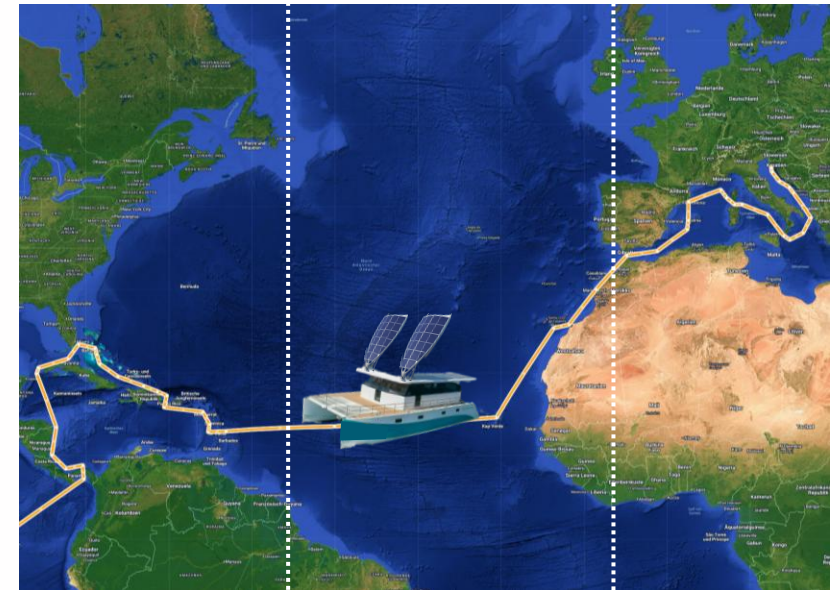


From Concept to Commerce



Investment

& Milestones



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Thank you!

Mark Wüst

Solar Boat Pioneer
Inventor

info@solarrig.ch

<https://www.solarrig.ch>

Christian Randegger

Project Lead
Skipper



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Re-imagine Marine Electric Jet Propulsion



Lyte Drive Ltd

Charles Hall
Co-Founder & CEO



Our solution.

- Lyte Drive has reimagined the marine jet drive for the electric age. Our Patent pending design, placing a high torque electric motor around the water jet, the system removes the traditional shaft, complex cooling systems and many moving parts. This creates a lighter, more efficient propulsion unit that is easier to maintain and designed specifically for electric vessels.
- The architecture is modular and scalable, ranging from small systems for tenders and leisure craft to larger propulsion units for workboats, harbour vessels and defence applications. One day high speed ferries.



Solutions differential value and sustainable impact

- *Lyte Drive is different because it redesigns the jet drive around electric propulsion rather than adapting legacy mechanical systems. By placing the motor around the jet and removing the shaft line, gearboxes and complex cooling systems, the architecture becomes lighter, simpler and far more efficient, with significantly fewer components to maintain.*
- *In the short term the system can work with hybrid energy sources where needed, but the propulsion itself is designed to be fully compatible with future zero carbon energy systems. On a typical leisure vessel this transition from combustion propulsion could avoid around five tonnes of CO2 emissions per year while also reducing noise, energy use and maintenance. Removing fossil fuel dependancy and create resilience and geopolitical independence.*

Market/Target audience – Who can apply your solution?

- *Boat builders and vessel owners*
- *Commercial fleet operators and harbour authorities*
- *Defence and maritime security organisations*
- *Offshore wind energy sector*
- *Electric powertrain and battery suppliers*
- *Marine distributors and strategic industry partners*



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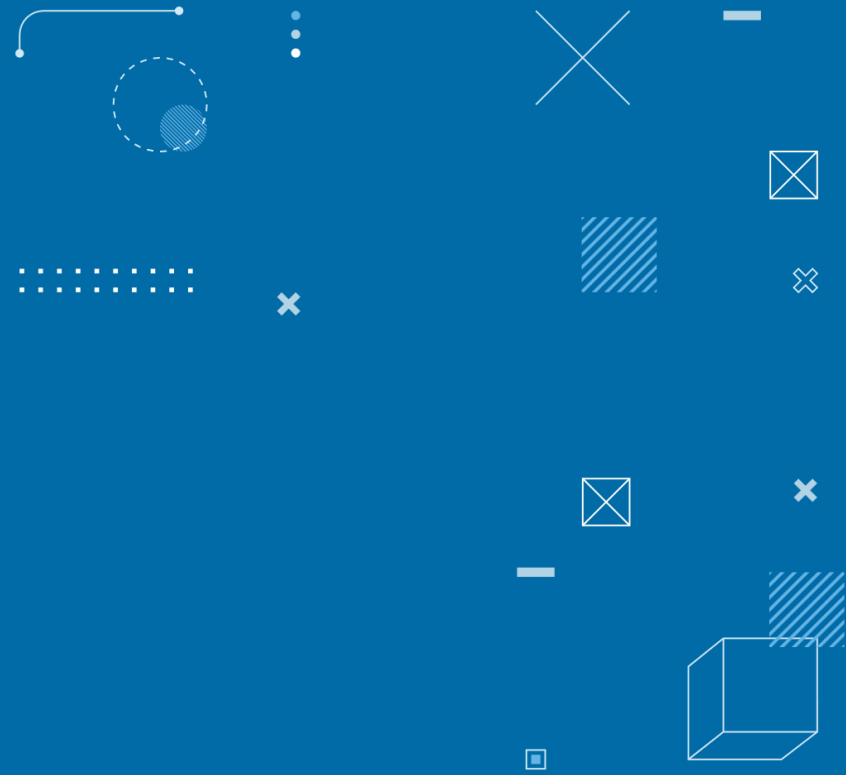
Sustainable and circular innovation needs good networks along the whole value chain.

- *Beyond finding new customers, we are seeking cooperation partners who can help develop and scale the propulsion system. This includes collaboration with EU battery providers, electric motor manufacturers and power electronics specialists to optimise the electric drivetrain and energy systems.*
- *We are also interested in working with boat builders, research institutions and marine engineering partners who can support integration, testing and validation across different vessel types as the technology moves towards wider commercial deployment.*

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Book a meeting with: Charles Hall - Lyte Drive Ltd

CEO
Lyte Drive Ltd
charlie@lyte-drive.com



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Semi-Automatic First Aid Kit (SFAK)

OliOil.io

Laura Lepistö
Director of Services &
Business Development



OliOil



Sustainable Solutions Mat
ch



SustainableSolutionsMa
tch



OliOil: Revolutionizing Marine Protection Through AI-Driven Autonomy

We provide an AI-powered robotic oil containment system protecting ocean health by decreasing oil spills

How it Works:

- **Immediate Response:** always-on-deck containers launch autopilot trawlers in the sea within minutes of a spill - without manual work.
- **Autonomous Containment:** Robotic trawlers (**ORCAs**) automatically deploy inflatable booms to contain the oil spill.
- **Intelligent Monitoring:** Drones and satellites provide real-time visual data directly to the captain's cockpit while AI simulators predict spill behavior.

Economic Impact:

By **faster containment and reduced spread**, shipping companies or oil drill platforms can achieve significant financial savings:

- **Cleanup Cost Savings:** save up to **€15 million per spill**.
- **Total Savings per Incident:** **30-50% cost reduction** compared to traditional cleanup costs.
- **Beyond direct cleanup costs**, OliOil reduces financial risk by lowering legal liabilities, minimizing operational downtime, protecting brand reputation, and potentially decreasing insurance premiums.

Adaptability Across Contexts and Industries

OliOil's solution is **highly adaptable** to various high-risk maritime environments and stakeholders, commercial shipping, port authorities, and offshore energy sectors, while also offering dual-use capabilities for defense surveillance and algae containment.

The Technology Stack

OliOil's technology stack is built for speed, resilience, and immediate action through the following core components:

- **AI Spill Detection & Assessment:** This layer provides real-time analysis of spill size, spread, and risk factors to guide response strategies.
- **Autonomous Robotic Response Units (ORCAs):** These semi-autonomous, modular marine robots reach spills quickly and manage containment and monitoring.
- **Sophisticated Container System:** The system is housed in a specialized, patented on-deck container featuring a highly sophisticated lifting system that automatically deploys the ORCAs and inflatable oil booms within minutes.
- **Integrated Surveillance Drones:** Onboard drones provide real-time situational awareness and visual monitoring, feeding data directly to the captain's cockpit or a central hub.
- **Global Satellite Connectivity:** A suite of GPS and satellite modules enables remote tracking, high-precision navigation, and coordination even in the most remote maritime locations.
- **Command & Control Software:** A centralized AI system supports human operators by providing predictive insights and automated route planning.

OliOil's differential value and sustainable impact

OliOil differentiates itself through:

- Immediate response capability (minutes, not hours)
- AI-first architecture, purpose-built for spill scenarios
- Reduced human risk in hazardous environments
- Lower total cost of response over time

Current response methods are:

- Slow to mobilize
- Labor-intensive and hazardous
- Dependent on human decision-making under extreme time pressure
- Inefficient during the critical first hours, when damage compounds exponentially

We're committed to environmental protection

We prevent oil from reaching shorelines, safeguarding marine biodiversity.

This results in:

- Reduced ecological damage
- Faster protection of shorelines and wildlife
- Lower cleanup carbon footprint
- Protecting marine ecosystems

OliOil also helps customers meet ESG goals.

Market & Target audience – Who can apply our solution?

OliOil targets a multi-billion-dollar global market driven by strict environmental regulations, massive financial penalties, and the need for ESG accountability.

Core Customer Segments:

- **Oil & Gas and Shipping:** Tanker/vessel owners needing immediate onboard containment to avoid huge cleanup fines (up to €15M) and operational downtime.
- **Port Authorities & Harbor Operators:** High-traffic hubs (e.g., Rotterdam, Singapore, Genoa) requiring rapid response to protect ecosystems and maintain safety.
- **Offshore Energy Infrastructure:** Platforms and supply vessels in remote, high-risk areas where ext response is too slow.
- **Environmental & Regulatory Agencies:** Government bodies (e.g., Coast Guards) focused on national preparedness and meeting international standards (EU VTMIS, IMO).

Expanded Opportunities:

- **Maritime Insurers:** Seeking to reduce risk; may incentivize adoption via premium reductions.
- **Marine Service & Security:** Utilizing the system for emergency response training, consulting, and defense surveillance.
- **Environmental Monitoring & Research:** Agencies using real-time data and drones for marine health and algae containment.

Sustainable and circular innovation needs good networks along the whole value chain.

We would like to connect with the following kind of cooperation partners:

- Port Authorities & Harbor Operators
- Shipping companies (European Community Shipowners' Associations)
- Maritime Insurers
- Governmental Maritime Agencies
- Ministries of the Environment, -Transport, or -Infrastructure of various Governments
- Coastal State Governance bodies
- Oil producers

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Book a meeting with: OliOil.io

Laura Lepistö

Director of Services & Business
Development / Co-Founder
laura.lepisto@olioil.io

Kristian Laiho

CEO and Founder
kristian@olioil.io

Watch our video showing how our
solution works:
<https://www.youtube.com/watch?v=c3WV70C-DNQ>



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**Oceans
Assured™**

AUGUST RACE GROUP



Peter Wallbank ND - AMNI
Co-Founder & Technical Director



[SustainableSolutionsMatch](https://www.sustainable-solutions-match.com)



**Oceans
Assured™**



MARPOL

A global anti-pollution legislation that applies to all vessels

including recreational

MARPOL

States that all chemicals that are discharged into the sea **MUST** be...

non-harmful to the Marine Environment



**Oceans
Assured™**



95%

Of the worlds vessels are classed as recreational

thats around 50 Million



**Oceans
Assured™**



MARINAS

Are where many of these boats are berthed, maintained....

and cleaned with marine cleaners



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Assured™**



70%

Of the boat washes that we looked at - harmful to the marine environment

illegal for discharge under MARPOL



**Oceans
Assured™**



INSURANCE

Insurers have confirmed that policies do NOT cover “illegal acts” meaning..

When prosecuted, boaters and marinas are exposed

A complete range of operational and valeting products





**Oceans
Assured™**



100%

Certified

**MARPOL Annex V Compliant
non-harmful to the marine environment**



**Oceans
Assured™**



ONLY

Digital compliance platform

Full LCA, MSDS, Product / Packaging Spec

Free vessel checker tool

Online reporting system



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PACE

We have raised awareness globally over the last 18 months

Marine Associations

Insurers

Marina Groups

New Approved Guidance



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Assured™**



PRESS

We've already had multiple articles published around the world with more to follow

Fore & Aft Magazine

Marine Industry News

ICOMIA

Marina World Magazine

All At Sea

Marine Business



**Oceans
Assured™**



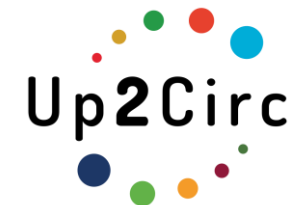
FACT BASED

EVIDENCE LED

SUSTAINABILITY



**Oceans
Assured™**



Certified. Compliant. Connected.

#EENCanHelp

Peter Wallbank
Co-Founder & Technical Director
August Race
peter@august-race.com



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Oceans Assured™





Sailing transport

Windcoop

Nils Joyeux
COO



SustainableSolutionsMatch

Windcoop, world first sailing container ship



Windcoop plans to operate a 92-meter container ship between France and Madagascar, equipped with rigid sails that will reduce CO₂ emissions by 60%.

The Vessel MIARAKA

- Cargo capacity : 210 TEUs
- Reefer plugs : 40
- Self loading crane 35t capacity
- CO₂ savings : - 60 %
- Hybrid propulsion :
 - > 3 x rigid wings 350 m² each
 - > diesel engine MGO



Our clients

51

Intention
letters

12

share-holder
clients

10 M€

Secured
Turnover

1780

Containers
per year

Agro-alimentaire : café / cacao / épices / divers

GMS

Huiles & concentrés

Transitaires

Textile

Autres activités

A maritime cooperative with shared governance

SCIC status

- Limited profit distribution + Variable capital
- ESUS Label

Governance

- One person, one vote
- Representation of categories on the Board of Directors.

Transparency

- Communicate in an open and transparent manner.



#EENCanHelp

Book a meeting with: Windcoop

Nils Joyeux

COO

Windcoop

njoyeux@zephyretboree.com



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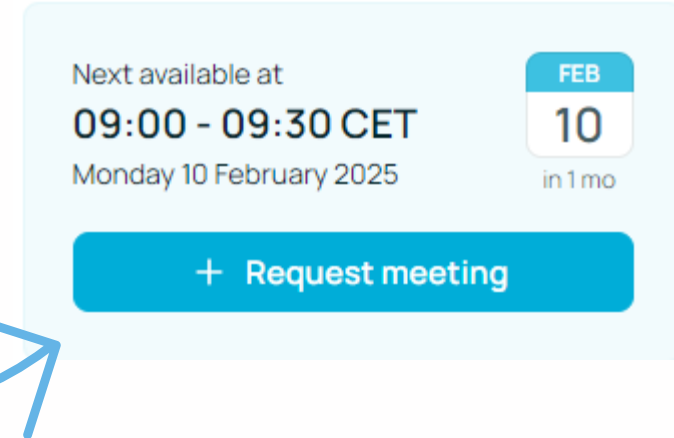
windcoop
compagnie maritime militante



Closing Remarks

A big thank you to all pitchers and attendees!
We appreciate your participation today.

If you'd like to connect with any of the pitching companies, please use the matchmaking tool to **book a meeting!**



Next available at
09:00 - 09:30 CET
Monday 10 February 2025

FEB
10
in 1 mo

+ Request meeting

A blue arrow points from the text 'to book a meeting!' to the '+ Request meeting' button.

Need support? **Enterprise Europe Network is here to help!**

Reach out to your local Network partner:

<https://een.ec.europa.eu/local-contact-points>

#EENCanHelp

Thank you!

Antoine Grall

EU projects and partnership manager
Agence Bretagne Next
a.grall@bretagne-next.bzh

Viktoria Harizanova

Cluster coordinator
Marine Cluster Bulgaria
harizanova@marinecluster.com

Michael Rafn

International Business Consultant
North Denmark EU Office
mra@ndeu.dk



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