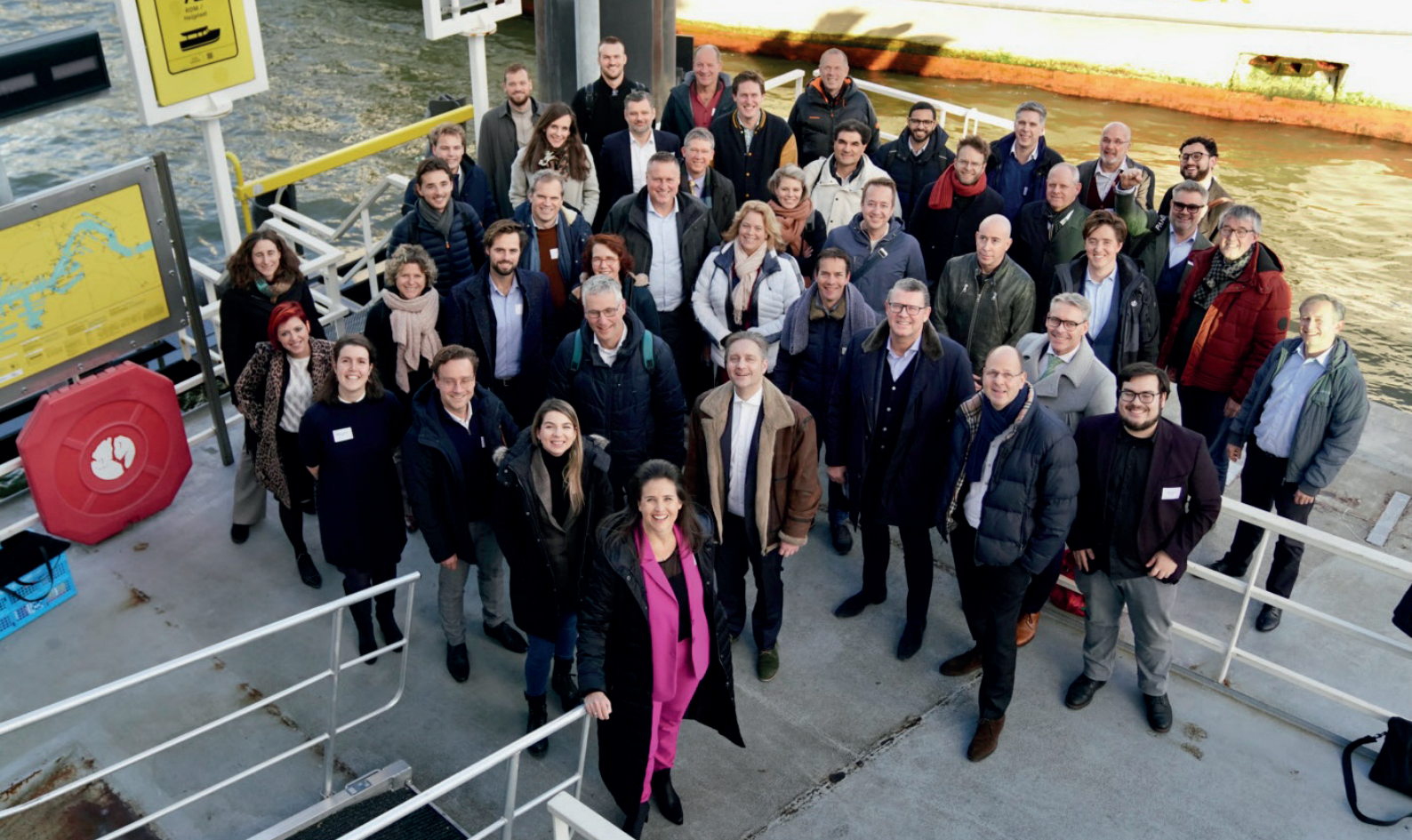


Impact Report 2022

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Executive summary

2022 was a year of constant action for PortXL. The PortXL team was thrilled to finally organise the 3-month acceleration program and welcome companies from all over the world the way we enjoy best: live!

We also had a change of guard. We said goodbye to Carolien and welcomed Hedi as our new director to steer our team. Hedi's broad experience on innovation in the maritime industry is a perfect fit with the goals and ambitions of PortXL.



New director to steer the ship

Hedi Visscher started in the director's role in May 2022. Hedi: 'I'm very excited to be part of the PortXL team, where I continue working with passion for innovation in the maritime industry. Looking at the (near) future we see many challenges for the maritime industry, mainly in sustainability and digitalisation. I strongly believe that we can turn these challenges into chances with innovation. I'm looking forward to strengthening the sector by connecting maritime companies, start-ups and scale-ups and supporting them to grow their business together.'

Her most recent position was at InnovationQuarter, where she worked with the sustainable shipping programme. She is also part of the WISTA The Netherlands board. WISTA is an international networking organisation whose mission is to attract and support women in management positions in the maritime, trading and logistics sectors.

Hedi: 'What an exciting ride it has been! I'm really proud of what the cohort and partners have been able to achieve. The development curve of all the companies in the program has been steep and a number of valuable partnerships have been forged.'

Decarbonisation innovators

The goal of the PortXL program is to accelerate innovation by building collaborations between corporates and start- and scale-ups. With the desired outcome of signed pilot contracts between these parties with measurable development goals. The signing ceremony took place during the Shakedown event marking the end of this year's PortXL program. More than 11 collaborations were signed and more were announced in the months following the close of the program.

The theme of the 2022 program was decarbonisation. The solutions put forth by the cohort varied from flywheels for energy storage originally meant for space operations, to offshore wind turbine floaters that double as hydrogen storage.

New home for PortXL

In addition to the change in leadership, PortXL also moved across the river Meuse in 2022, to a different part of Rotterdam. Being closer to where the maritime magic happens, namely to the Innovation Dock at the RDM-campus (RDM). Walking outside the office, you can see magnificent vessels moored along the quay, the city's characteristic yellow water taxi passing by and making waves, and a former



wharf with huge red and blue factory halls. With field labs and test facilities in the dock, and the workers' village right next to it, the new location boasts a subtle but consistent 'Make it Happen' vibe. The place for innovation in the heart of the port. It is an inspiring space that embodies the spirit of Rotterdam; and it's a great place for our start- and scale-ups, from idea to prototype, using test facilities and field labs. Come and stop by our office, the team is happy to show you around our new work base.

RDM-campus



Team PortXL

Hedi Visscher

Director



Favourite place in Rotterdam

Anywhere along the riverbanks.

Goal of this year

To support 10 to 15 valuable collaborations between our partners and promising innovative ventures that contribute to making shipping climate positive again.

Maritime means to me...

I grew up in the heart of the maritime sector in the Netherlands and lived along the riverbanks almost all my life. I love being in, on or under the water. It means for me tough people that are courageous to constantly innovate. It means the strong national network. And for the near future it means: a fantastic chance to contribute to a healthier environment through emission reduction. Who doesn't want to work in maritime?

Prasanna Colluru

a.i. Acceleration Director



Favourite place in Rotterdam

The path along the water between Erasmusbrug and Willemsbrug.

Goal of this year

To be able to push the energy transition in the maritime industry forward with PortXL and build collaborations that add value to all our stakeholders.

Maritime means to me...

Shipping is complex and fascinating! Transformational changes and exciting times lie ahead of us!

Tara Koole

Communication and Events

Manager



Favourite place in Rotterdam

Cruising along in the water taxi to see the skyline of Rotterdam from the water.

Goal of this year

To continue and strengthen in bringing the brand of PortXL everywhere we go.

Maritime means to me...

Maritime is a world where I never knew I would stay in for so long. The people working in the harbour are key in bringing so much and we should always keep an eye out for them.

Christel Pullens

Innovation and Sustainability

Director



Favourite place in Rotterdam

SS Rotterdam.

Goal of this year

Set concrete steps towards a climate positive maritime industry.

Maritime means to me...

Maritime means the world to me.

Mitja Caboni

Acceleration Manager



Favourite place in Rotterdam

Wunderbar.

Goal of this year

To deliver a quality and satisfied innovator cohort for 2023.

Maritime means to me...

Rough people braving rough conditions to make sure the world runs as it should. The mission is to support them and make the process cleaner.

Karolina Taluyte

Content Creation



Favourite place in Rotterdam

Kade 4.

Goal of this year

To create a new look of the website for PortXL.

Maritime means to me...

PortXL contributes in making the maritime industry more innovative and sustainable.

Marijke Stamatiou

Finance Director



Favourite place in Rotterdam

Hotel New York.

Goal of this year

Making a sustainable impact in the maritime industry.

Maritime means to me...

Contributing to healthier oceans.





Foundation Board

Can you introduce yourself?

My name is Raymond Hannes. I don't have a single answer when people ask me what it is I do. While I have a strong passion for innovation and entrepreneurship, my main focus is on ensuring a sustainable, inclusive and equitable future for generations to come.

I believe that start-ups and organisations can be a powerful and effective vehicle to ensure that future. As an entrepreneur, boardroom advisor, and as an investor, I work to leverage that power. And as a university lecturer, I love to inspire the next generation of leaders who will shape our world.

Seven years ago, I joined the board of PortXL for that same reason. There is such an amazing potential in our oceans and the maritime industry is the key to unlock that potential. From seaweed that can be turned into plastics to floating solar parks that generate clean renewable energy, our oceans are a source for good.

What are your next steps?

For me, leaving the PortXL board means creating space for new beginnings! I feel passionate about accelerating innovation and change even further, to ensure that we have a pathway to a more desirable future for our society and our planet. I fear that our current trajectory is simply not enough, and we need to do more. My next steps will focus on making sure that we do more, faster.

Any tips for the new board members?

To new board members, I would advise getting involved as much as possible and taking advantage of the opportunities to immerse yourself in the program and connect with the founders. Some of my favourite encounters have been with the passionate and talented entrepreneurs I have had the pleasure of working with.

What are the nicest encounters and which ones have stayed with you?

My encounters with the entrepreneurs will stay with me forever. They are the ones making a difference in this sector. Their passion, drive, and creativity are truly inspiring, and I am grateful for the opportunity to have worked with them.

What is your favourite place in Rotterdam?

My favourite place in Rotterdam is Ferry. For me, Ferry is a haven for self-expression and acceptance, where people can truly be themselves without fear of judgement or discrimination. The atmosphere at Ferry is always welcoming, and the diverse crowd of people create a vibrant energy that is contagious. And it is always a great place to have a drink with the PortXL crew at the end of another successful program!

What do you wish for the maritime industry?

My wish for the maritime industry is that it becomes a leader in sustainability and innovation. There is so much potential in this space and I hope to see it fully realised in the coming years. But to make that happen, you need more leadership and entrepreneurship!

Any wishes for the PortXL future?

I wish for PortXL to continue to be a driving force for good in the maritime industry, supporting start-ups and promoting innovation in this field. I hope to see it grow and expand its reach, making a positive impact on the industry as a whole.

Any final words?

To the entrepreneurs in this space; persevere! This industry can feel slow at times, but the potential is there! A 3-month program might not be the key to unlock success, but if you have the right vision, and you persevere, your success will come!

PortXL thanks Raymond for his contribution. The foundation board with Vivienne de Leeuw and Monique Blokpoel will be extended with three new board members. They will be introduced on our social media.



Key figures

Our impact since 2015



7
years of activity



113
alumni companies



90%
company survival rate



181
known paid
collaborations
facilitated

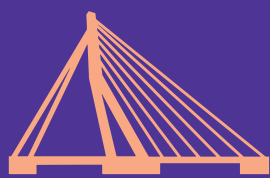


€239,72
million raised by alumni
in known funding rounds

PortXL puts Rotterdam on the Global Maritime Innovation Map



70%
of companies come to
Rotterdam from abroad



20%
of foreign companies open
an office in Rotterdam

Cohort 2022



13
SU's (7 start-ups, 6 scale-ups)



11
Collaborations with
Van Oord, Boskalis,
Port of Rotterdam, Damen,
Ampelmann, JR Shipping,
Royal Haskoning & Vattenfall



8
Different countries

- ▶ [Ensemble Analytics](#) - UK
- ▶ [GBMS](#) - NL
- ▶ [DecisionHall](#) - NL
- ▶ [Noble Gas Systems](#) - USA
- ▶ [Mathclick](#) - Italy
- ▶ [QuinteQ](#) - NL
- ▶ [Psiori](#) - Germany
- ▶ [Cleansubsea](#) - Australia
- ▶ [Finsulate](#) - NL
- ▶ [Conexbird](#) - Finland
- ▶ [MayMaan](#) - USA
- ▶ [Rombit](#) - BE
- ▶ [12toZero](#) - NL

Alumni highlights



CleanSubSea (PortXL '22) was exceptionally pleased to be selected as part of the cohort, partnering with the Shiprepair Harbour & Voyage Division of Dutch company Damen. Developing the collaboration through the last quarter of 2022 ultimately led to the joint signature of an LOI in December 2022, with the expectation to move through demonstration of CleanSubSea's "Envirocart" in-water hull cleaning technology and subsequent business development with Damen in 2023.



Reefy (PortXL '21) received 'golden tickets' from Boskalis and the City of Rotterdam to participate in our maritime accelerator program. The Rotterdam Reef project, which aims at the chain from production of blocks to monitoring of the reef, has arisen from initiatives from all parties to stimulate innovation. In March 2023 seventeen Reefy ReefBlocks were successfully installed in the river Meuse, thereby completing the construction of the pilot 'sustainable living breakwater' in the Port of Rotterdam.



i4sea (PortXL '21) began to cooperate, as a result of the program, with the Port of Rotterdam Authority by investigating whether their hyper-local weather forecasts can add value to maritime traffic control. Over a year later, the collaboration has grown exponentially, with i4sea setting up a legal entity in the Netherlands. One of the company's founders has completed the application for a start-up visa and is set to embark on a high-growth journey in the Netherlands.



*From left to right:
Jasper Hoogeweegen,
CEO of Samotics, Hisham
Al Gurg, CEO of Seed
Group and the Private
Office of Sheikh Saeed
bin Ahmed Al Maktoum,
Simon Jagers, Founder of
Samotics*

Samotics (PortXL '19) has partnered up with Seed Group to bring condition monitoring and energy optimization services to the Middle East. The partnership is an important milestone in Samotics' global growth strategy, as it marks its first entry into the Middle Eastern market. To date, Samotics has established its SAM4 technology as a robust and scalable solution. It is already well established in sectors such as water and wastewater, steel and chemical, monitoring thousands of assets for over 80 customers across five continents.



2022 Partners



Port of Rotterdam

PortXL attracts and selects innovative start- and scale-ups from all over the world and links them to its partners and their challenges. PortXL's intensive program helps young ventures to hit the ground running when they would like to validate or scale their innovation in the port of Rotterdam ecosystem. The unique setup of PortXL facilitates its network to accelerate sustainability and logistics chains efficiency in the port of Rotterdam.

Koen Vogel – Innovation Lead



Van Oord

To create a better world for future generations Van Oord relies on innovative power and partnerships. Already for a number of years PortXL helps us with finding innovative partners around the globe and establishing fruitful cooperation with them. Which is why everyone comes as a winner. We are proud to be one of the leading partners of PortXL and by continuing our cooperation we will work towards larger goals achieving the net-positive result.

Kirill Kavelin – Manager Electrical & Automation



Boskalis

Boskalis is always looking for ways to innovate our projects, vessels and organisation. We leverage our innovative capacity through open innovation and collaborate with smaller companies to bring their expertise into our company. In the past programs we learned a lot and organised pilots to improve our ecological monitoring, nature enhancement, industrial automation with AI & strategic workforce allocation in our projects.

Gijs Kersten – Innovation Coordinator



Damen

We want to boost the transition of the maritime sector. Collaboration within PortXL is an excellent opportunity to create acceleration in the field of sustainability and digitalisation. We are looking for on-edge innovations that can reinforce our core business. We see the Rotterdam region as a breeding ground for innovation, a place where people are encouraged to take steps to realise an idea.

Jasper Schuringa – Head of corporate venturing



City of Rotterdam

With its innovative climate, Rotterdam is the place to be for entrepreneurs. It's a logical result of Rotterdam's DNA and its maritime sector. PortXL has a highly committed network that offers knowledge and mentorship for these entrepreneurs in collaboration with large and established companies. The fit with the municipality of Rotterdam is therefore a good match as we want to be part of strengthening the ecosystem.

Hanneke Bruinsma – Process manager Maritime Innovation



InnovationQuarter

Being part of PortXL's ecosystem is a big plus for the growth of innovative international companies within the Zuid-Holland province. At InnovationQuarter, we have different funds that can support the companies that PortXL identifies and brings to Rotterdam, the latest example being Reefy who received a €350k investment from our UNIIQ fund.

Arife Aker – Sr. Account Manager High Tech & Maritime Innovations



Deltares

As a research institute we have a lot of expertise that we want to disseminate. As Deltares, we have an open source / open data policy, so that really puts us in a good position to share our knowledge with the companies that PortXL finds and brings to the Netherlands.

Hans Groot – Project manager Soil and Groundwater quality





Cohort 2022

The 2022 edition was built on top of valuable experiments conducted during 2021, and proceeded with the hybrid model. Alternating live periods with digital ones gave the participants the flexibility to travel home to recharge and rethink strategies between intense periods packed with workshops and networking.

Mitja Caboni – Acceleration Manager:



“

We could tell that people were over the moon with the possibility of finally being able to attend live events without restrictions. We were also exhilarated and excited to have people from multiple continents in the same room again. Our cohort brought together innovators from different corners of the world - from Australia to the USA, and from across Europe and we're excited to have played a humble but meaningful part in their progress. Check out their company pages to learn more about their solutions! We are looking for a new cohort of innovators. If you're a start-up or scale-up looking to take your business to the next level, PortXL is the perfect facilitator for you. We'll match you with the right corporate partners to help you grow and succeed. Join us now.

”





Outlook for 2023

Hedi Visscher – director PortXL



“
In 2023 we are going to elaborate further on last year’s theme of Decarbonisation, focusing on helping the maritime industry to become climate positive. It is an objective that is here to stay, so we expect to be engaged with this topic for the foreseeable future.

Our next steps in this journey will be to cooperate with our partners in the coming months to assemble a cohort of innovators to help us tackle these climate-related challenges. We will announce the 2023 cohort at our Selection Days event on June 28th.

The cohort and our team will meet again on September 4th to start the 8th edition of the PortXL acceleration program in Rotterdam, which will run until December 7th - so mark your calendars!

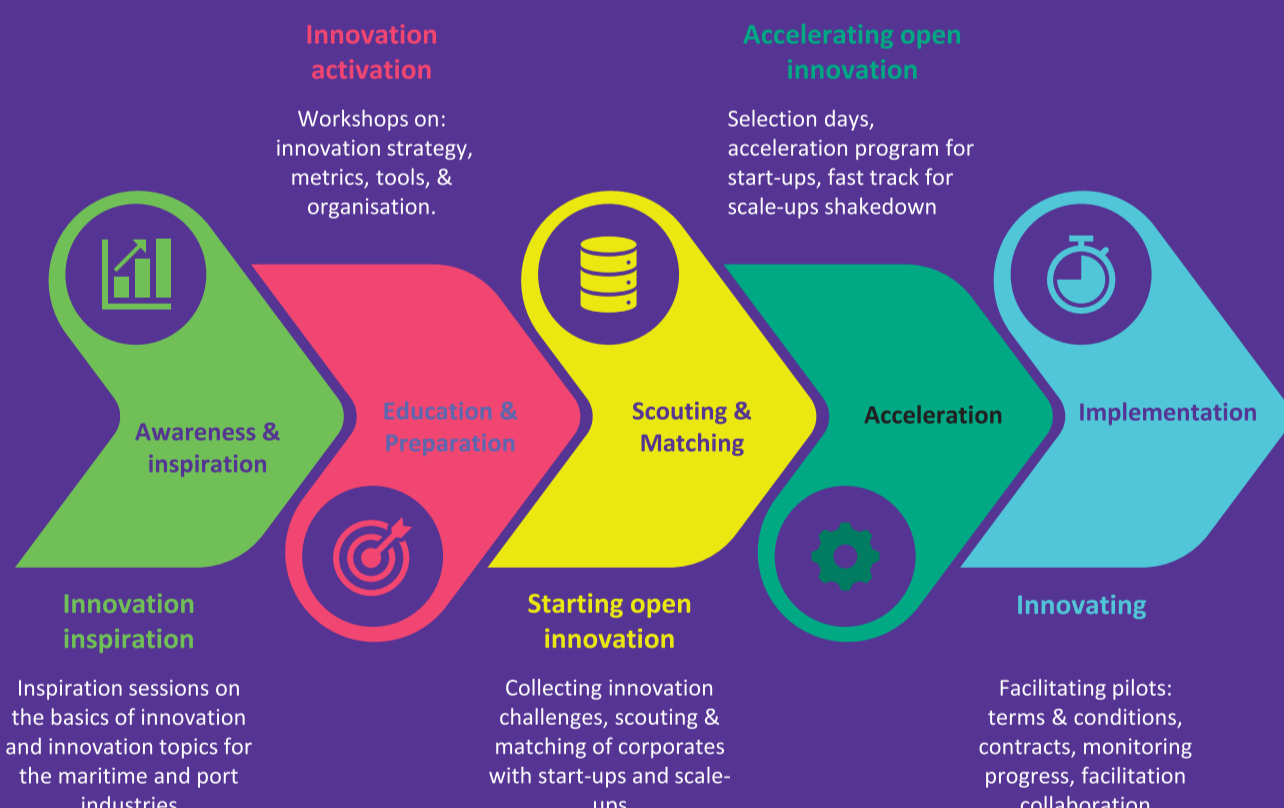
We will continue to strive to contribute to innovation and growth in the port ecosystem, via our acceleration program for early-stage ventures and through our network for late-stage ventures.

On top of that, we’ve expanded our offering as we see that innovation comes in different levels of understanding and preparation. Companies do want to innovate, but there are struggles along the way, especially when starting from scratch or a few laps behind the pole-position leaders. Each company has smart people working for them, but most innovations happen on the outside. There is a wide world out there that is working on similar challenges. Sharing experiences and expertise in the spirit of open innovation has helped multiple companies grow.

To assist companies that are at different inflection points across the innovation spectrum, we now offer five tailored services.’

”

World Port Innovator

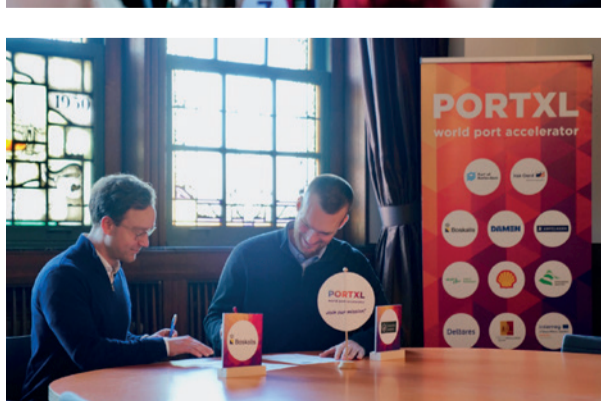


The accelerator carries on, long live the innovator!

To showcase our new path forward, we have opted for a rebrand. We move from being a “world port accelerator” to “world port innovator”, as we feel it better describes us and the value we aim to bring to all our stakeholders. We are more than a program, we are a constantly evolving ecosystem that is always looking to expand.

Join us and make an impact towards making shipping climate positive!

Watch the aftermovie of Shakedown in 2022:



PORTXL

world port innovator

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