



**BIOMARINE
BUSINESS CONVENTION**

30-31
OCTOBER
2014

CASCAIS, PORTUGAL

Marine
Bio-Resources...
For a New Blue Economy

BIOTECH • FOOD & NUTRITION • HEALTH & PHARMA • COSMETICS • ENV^T & CLEANTECH

1. CASCAIS, PORTUGAL / OCT 30-31



Cascais Bay, Portugal

- Estoril Congress Center - **20 km** from Lisbon, on the coast, located in the heart of the famous Costa do Estoril
www.estorilcc.com
- **2** days conference
- Networking lunches and **2** gala events
- **300** CEOs and top executives from around the world
- Over **30** countries expected to be represented
- Public opening session on D1 with over **500** attendees
- With the participation of **HSH Prince Albert II of Monaco** and the **Government of Portugal** (other official representatives to be confirmed)
- Public and private endorsement: **High Patronage of the President of Portugal** and of the **Portuguese Government**, public agencies involvement and private Portuguese and international businesses sponsorship

1. PRELIMINARY AGENDA

DAY 1

8:00	8:00 - 9:00 REGISTRATION & Welcome coffee				
9:00	9:00 9:45 By catches for Biomarine products			PUBLIC PLENARIES	
10:00	9:45 10:30 Fish processing as a supplier for the Biomarine industry				
11:00	10:30 - 11:00 Coffee break				
	11:00 11:45 OFFICIAL KEY NOTES				
12:00	11:45 12:30 Aquaculture Public acceptance				
13:00	12:30 - 14:00 Public / Networking / Official lunches				12:30 15:30
14:00	14:00 15:00 Innovation Plaza		14:00 15:00 Innovation Plaza		1 to 1
15:00	15:00 - 15:30 Coffee break & Web debate				
16:00	15:30 16:30 Biotech		Food & Nutrition		Environment
17:00	16:40 17:40 Cosmetics		Health & Pharma		Food & Nutrition
18:00	17:45 18:15 1 to 1				
19:00					
20:00					
21:00	19:00 - 22:00 Gala event				
22:00					

DAY 2

8:00 - 9:00 Welcome coffee			
9:00	Biotech	Food & Nutrition	Personal care
10:00			
10:00 - 10:30 Coffee break & Web debate			
10:30	Innovation Plaza	Innovation Plaza	Cleantech
11:30			
12:30	1 to 1		
13:00	12:30 - 14:00 Networking lunch & Web debate		
14:00			12:30
			16:30
15:00	14:00	Biotech	Food & Nutrition
	15:00		
	15:00	Food & Nutrition	Health & Pharma
	16:00		
	16:00 - 16:30 Coffee break & Web debate		
17:00	16:30 BioMarine's Global Perspectives: North & South America / Asia / Africa / Europe		
	17:30		PUBLIC PLENARY
18:00	17:30	From Portugal to North Carolina	
	18:15		
19:00			
20:00			
21:00	19:00 - 22:00 Gala event		
22:00			

2. ABOUT BIOMARINE

What is BioMarine?

- A unique annual business convention of **300** CEOs, top executives and government officials
- A fast growing community with over **255,000** professionals
- A business connector platform dedicated to the Biomarine industry and related sectors
- A strategic partner of key industry leaders and investors
- A deal maker - exceptional track record: **26M€** in 2008, **7M€** in 2009, over **20M€** in 2011, **17M€** in 2012, to date already **6M€** for 2013
- An international organization of clusters: BioMarine International Clusters Association (B.I.C.A)

What is BioMarine recognized for?

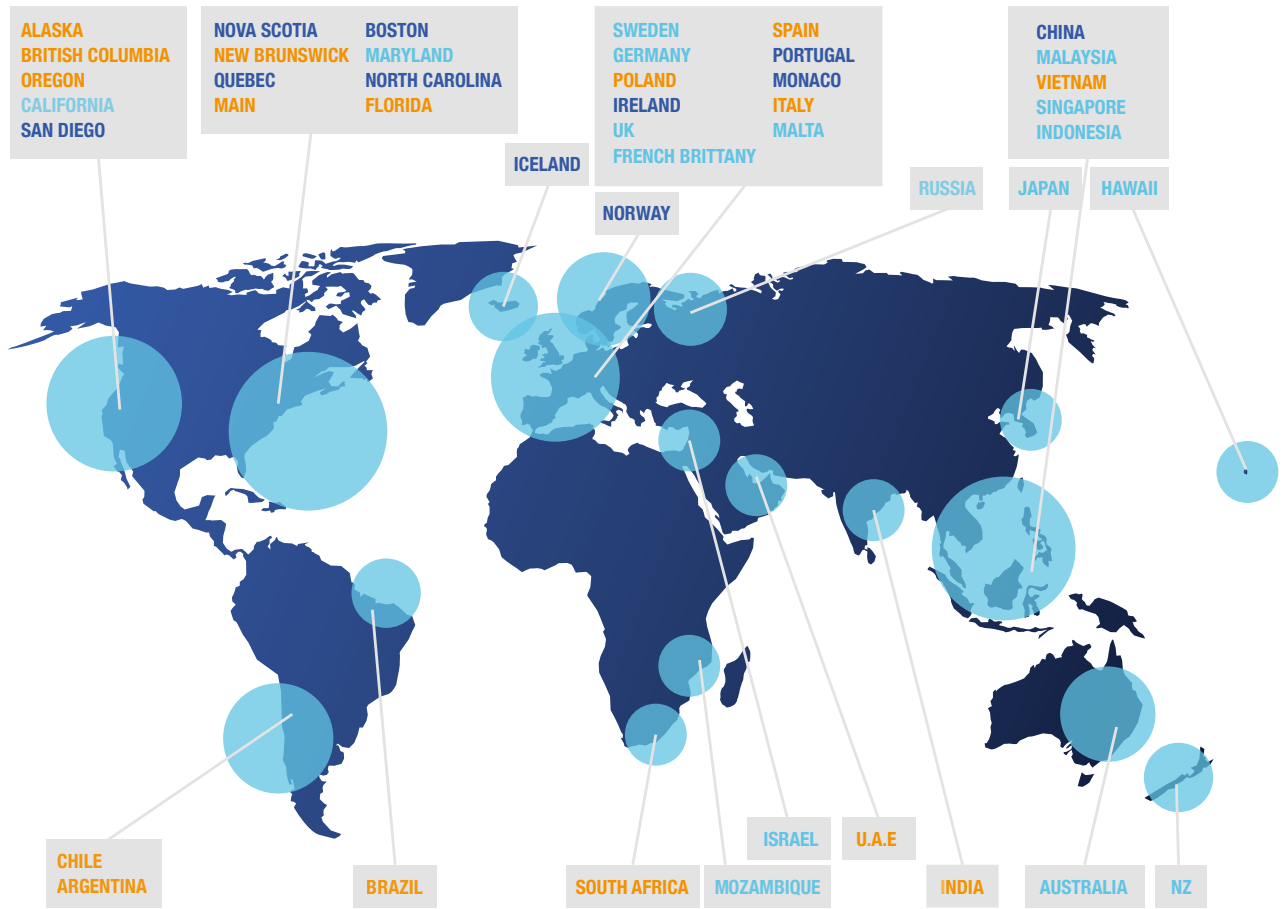
- Broker for Innovation in marine bio resources - innovation forum
- Broker for Investment - unique scouting platform
- Broker for International collaboration: industry - developing countries & applied research
- B2B for marine bio resources industries

2. AUDIENCE

DEVELOPING PARTNERS

ESTABLISHED PARTNERS

STRONG PARTNERS



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2. DEAL-MAKING HISTORY *More than 76 M€ in deals since 2008*

2008

BioMarine Forum

Toulon, Marseille, France



4
DAYS



550
ATTENDEES
(2000 Public Sessions)



58
COUNTRIES



26M€
DEALS

2009

Mer & Outre Mer

Paris, France



1
DAY



275
ATTENDEES



8
COUNTRIES



+7M€
DEALS

2011

BioMarine Business Convention

Nantes, France



2.5
DAYS



1175 ATTENDEES
(including public sessions)



15
COUNTRIES



20M€
DEALS

2012

BioMarine Business Convention

London, UK



2
DAYS



152
CEOs & EXECUTIVES



18
COUNTRIES



+17M€
DEALS

2013

BioMarine Business Convention

Halifax, Canada



2,5
DAYS



230
CEOs & EXECUTIVES



22
COUNTRIES

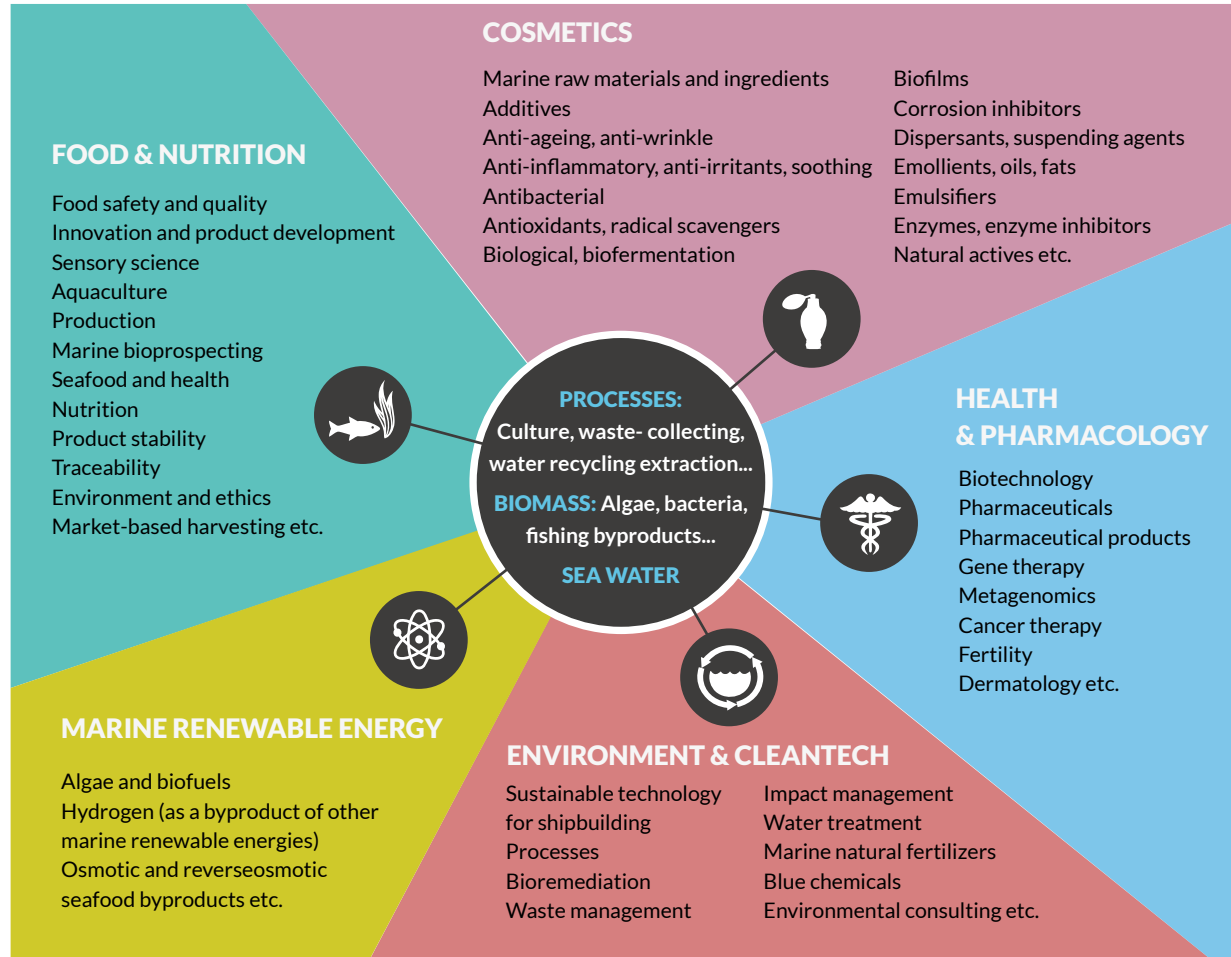


+6M€
DEALS
(4 months)

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3. INDUSTRIES & APPLICATIONS



3. GROWTH POTENTIAL

THE MARKET FOR BIOMARINE ECONOMY
IS WORTH \$176 BILLION

BUT...

Estimate
for 2020

Marine biotechnologies represent only **8%** of the total biotech market

15%

Marine bioplastic is **less than 1%** of the total biomaterial market

10%

Marine bio energies represent **1.5 %** of the energy market

3%

Marine renewable energies are **less than 8%** of the energy market

17%

Aquaculture represents **12%** of the global protein market

35%

Blue chemistry represents only **6%** of the chemicals market

15%

Marine cosmetics account only for **13%** of the cosmetics market

30%

Marine nutraceuticals represent **32 %** of the nutraceuticals market

50%

Marine ingredients represent **38%** of natural compounds market

55%

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4. PORTUGAL AND MARINE BIORESOURCES

Portugal not only has the potential but wants to be one of the key drivers of Marine Bio Resources growth, based upon its main competitive advantages:



Vast dimension of Portugal's
MARITIME AREA



Strong **RESEARCH AND DEVELOPMENT**
installed capacity in more than fifty marine
research and technology centers spread all over
the mainland and the Atlantic archipelagos



Rich **MARINE BIODIVERSITY**, including
estuarine and coastal areas, deep sea
hydrothermal vents, seamounts and cold
water coral reefs



And most important, Portugal's clear **POLITICAL WILL**: Portugal has recently approved the National
Strategy for the Sea 2013/2020, where marine
bio-resources industries, including biotechnology,
have a prominent place and are clearly identified
as one of Portugal's blue economy potential
engines in the near future



The abundance of **RAW MATERIALS** that
result from fisheries and aquaculture
industries (including by-catches, waste
from fish processing industries and others)

4. PORTUGAL AND MARINE BIORESOURCES

Political aspects

- Adoption of public policies focused on Blue Growth
- Government support and incentives
- Local authorities full support for Blue Growth
- New legislation facilitating the access to maritime spaces and the exploration of marine natural resources
- Significant public support to foreign and domestic investment in the Blue Economy, including marine bioresources industries
- EU Structural Funds 2014/2020

R&D

- More than 50 scientific centres of marine knowledge and research
- Considerable experience in marine biotechnology

Dimension

- Biggest maritime area (EEZ) in the EU and one of the 12 largest continental shelves in the World
- Extensive coast line and 2 Atlantic archipelagos

Biodiversity

- Seamounts with rich marine biodiversity, deep sea coral reefs and hydrothermal vents hosting biota for biotech industries

Abundance of raw materials

- World's third largest consumer of seafood per capita
- Developed fish processing industry

COMPETITIVE ADVANTAGES

5. IMPORTANT DATES

2014 CALENDER

JANUARY



Official announcement of 2014 BioMarine Business Convention in **Portugal**

FEBRUARY

MARCH



North Atlantic Sea Food Forum - **Norway**: BioMarine and Marlife will co-organize the Innovation Forum

APRIL

MAY



Fórum Do Mar - **Portugal**: BioMarine and Oceano XXI co-organize a think-tank on the use of fish by products

JUNE



ISAP annual conference - **Sydney, Australia**: BioMarine and ISAP will organize an industry and investors think-tank on the use of seaweeds

JULY

AUGUST

SEPTEMBER

OCTOBER



BioMarine Business Convention 2014, **Cascais, Portugal**

NOVEMBER

DECEMBER

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30-31 OCTOBER 2014, CASCAIS, PORTUGAL

COM O ALTO PATROCÍNIO
DE SUA EXCELÊNCIA



O Presidente da República



GOVERNO DE
PORTUGAL

MINISTÉRIO DA AGRICULTURA
E DO MAR

CASCAIS



aicep Portugal Global

Fórum Empresarial
da Economia do Mar



universidade de aveiro
theoria poiesis praxis