



AGÊNCIA NACIONAL  
DE INOVAÇÃO

# Opportunities for Partnerships in the Blue Economy

**Fórum Oceano, Portugal – TMA, U.S. | Trade Mission**

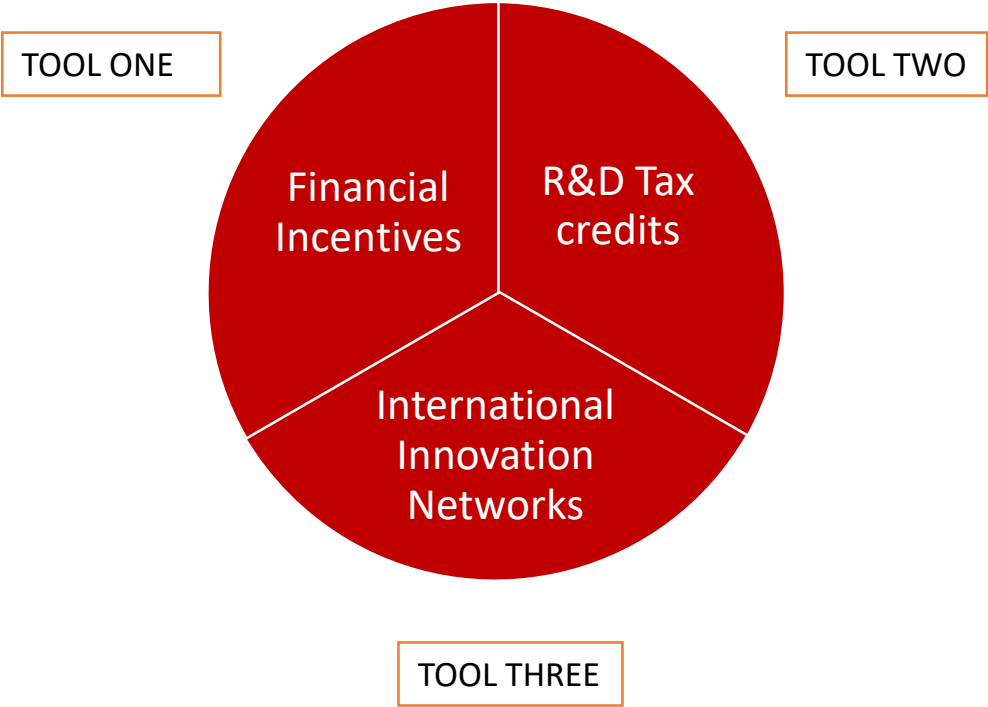
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## WHO we are, WHAT we do, HOW can we help

- ✓ ANI, Agência Nacional de Inovação, S.A., is the Portuguese State Agency in charge of promoting **collaborative R&D and** innovation.
- ✓ We help companies, tech and innovation centres and Universities to **work together**.
- ✓ We promote **the creation of market value from knowledge**.
- ✓ To generate **economic and social impact** from knowledge based innovation
- ✓ We use a tool box of **integrated** instruments, covering the innovation cycle

# Our Main Toolbox



## > incentives systems

### Financial incentives



### R&D Tax incentives



## > internationalization of the R&I system



## > tech transfer and innovation management



EIMC Services

# TOOLS ONE & TWO

## Financial / Fiscal Incentives: Portugal 2020 and SIFIDE

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# TOOL ONE: Financial Incentives

## R&D Projects

R&D projects led by companies, with interface centers or Universities

## Cooperative Large Scale

Large-scale R&D projects involving several partners around specific challenges.

## Demonstration and Pilot Lines

Demonstration projects of R&D results in real life context

## R&D Centres

Creation of R&D centers in companies

## IP Protection

Protection of Industrial Property

## R&D Internationalization

Participation in European R&D and innovation programs



Scope	Research and Development Projects
Rates	<ul style="list-style-type: none"> <li>Base rate: 25%</li> <li>Up to € 1Million: non refundable;</li> <li>75% of the incentive's amount that exceeds € 1M: non refundable;</li> <li>The remaining 25% of the incentive's amount that exceeds € 1M: refundable (interest free loan).</li> </ul>
Bonuses (cumulative)	<ul style="list-style-type: none"> <li>Industrial research: + 25 pp;</li> <li>Type of companies: Medium enterprises: + 10 pp; - Small enterprises: + 20 pp;</li> <li>15 pp when verified one of the following situations:                             <ul style="list-style-type: none"> <li>collaboration (coordination) with undertakings;</li> <li>collaboration (coordination) with research organizations;</li> <li>wide dissemination of research results.</li> </ul> </li> </ul>

Scope	Creation of R&D Centres in Companies
Rates	<ul style="list-style-type: none"> <li>Non refundable</li> <li>Maximum rate: 50% for SME; 15% for Non-SME</li> </ul>
Training support	<ul style="list-style-type: none"> <li>Base rate: 50%, with bonuses:                             <ul style="list-style-type: none"> <li>Micro and small enterprises: +20pp</li> <li>Medium enterprises: +10pp</li> <li>Training involving workers with disabilities: +10pp</li> </ul> </li> </ul>

Scope	Protection of industrial property
Rates	<ul style="list-style-type: none"> <li>Non refundable</li> <li>Max. 50k to International or European register of IP</li> <li>Base rate: 50% for SME; 85% for R&amp;D institutions</li> </ul>

Scope	Participation in EU programs: application support
Rates	<ul style="list-style-type: none"> <li>Non refundable</li> <li>Base rate: 50% for enterprises; 85% for R&amp;D institutions</li> </ul>

Scope	Participation in EU programs: project support
Rates	<ul style="list-style-type: none"> <li>Non refundable</li> <li>Base rate: 50% for enterprises; 85% for R&amp;D institutions</li> </ul>



# What is SIFIDE?

<https://sifide.ani.pt>

✓ **Tax credit to support R&D activities of private companies**

➤ Activities framed by the Frascati Manual (e.g., R&D development expenses, IP registration demonstration activities, contributions to R&D investment funds, etc.).

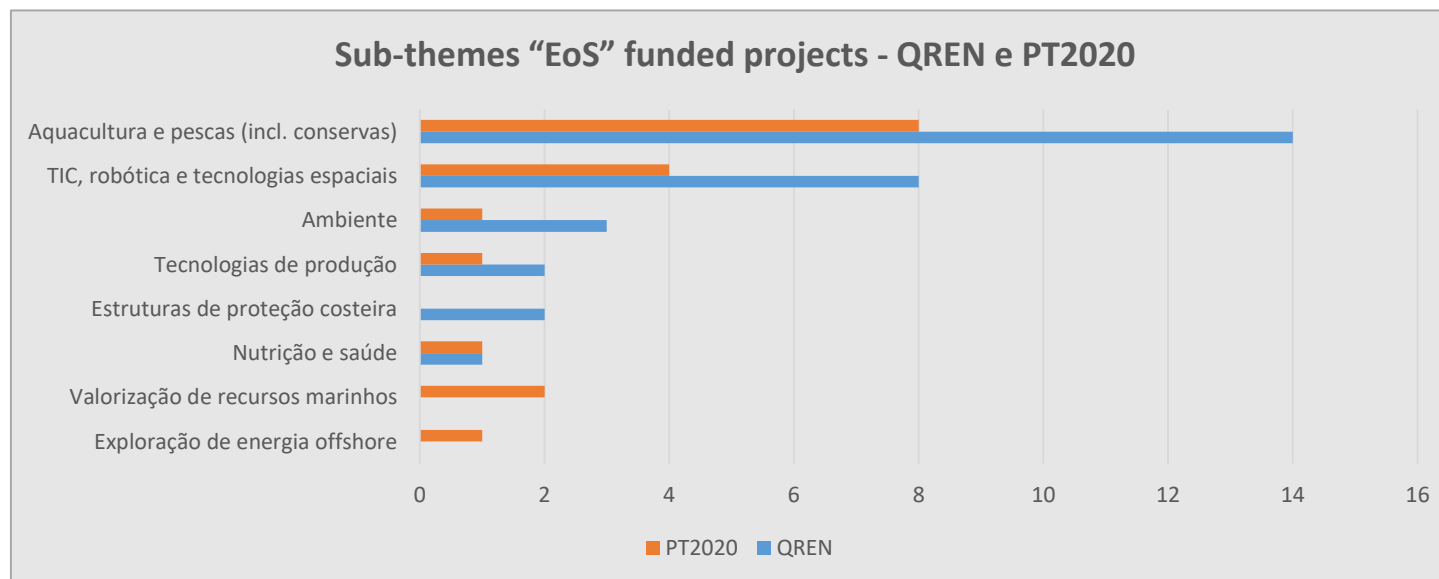
✓ **One of the most competitive R&D tax incentive system for companies in OECD**

➤ Recovery of up to 82.5% of the costs incurred with R&D projects (up to €1,5M), during 8 years of tax deduction.

✓ **Support the qualification of companies with R&D staff**

➤ 120% bonus cost of PhD staff

Program	Nr. funded projects	Total eligible investment (M€)	Granted incentive (M€)	% nr. total funded projects	% nr. Total granted incentive
QREN	30	18,9	12,4	4,9%	3,8%
PT2020	18	39,2	26,6	4,6%	12,5%
SIFIDE	71	17,6	8,7	1,0%	0,7%





## Top 10 – companies – PT2020 and SIFIDE incentive granted managed by ANI

### PT2020

Tekever ASDS, Lda

A. SILVA MATOS - METALOMECÂNICA, S.A.

ABYSSAL, SA

SPAROS, Lda

OceanScan - Marine Systems & Technology, Lda

Active Space Technologies, Actividades Aeroespaciais, S.A.

USIMECA METALOMECÂNICA, Lda

TEKEVER SPACE, Lda

OMNIDEA, LDA.

ALGAPLUS - PRODUÇÃO E COMERCIALIZAÇÃO DE ALGAS E  
SEUS DERIVADOS LDA

### SIFIDE

APDL - Administração dos Portos do Douro e Leixões, S.A.

A4F, Alga Fuel, S.A.

EUROPEAN SEAFOOD INVESTMENTS PORTUGAL, LDA

MAR Kayaks, Lda

RAMIREZ & Cª (FILHOS) SA

Necton - Companhia Portuguesa de Culturas Marinhas,  
S.A.

Navalria - Docas, Construções e Reparações Navais, S.A.

Lankhorst Euronete Ropes, S.A.

APS - Administração do Porto de Sines, S.A.

APL - Administração do Porto de Lisboa, S.A.

## Cooperative Large-Scale projects – Economy of the Sea

Project	Sub-theme	Granted Incentive (M€)	Consortium entities
OceanTech	ITC and robotics	5,5	12
ValorMar	Valorization of Marine Resources	5,7	31
Infante	Space technologies	6,1	21
MobFood	Agro-food (Marine Aquiculture)	4,7	47

# TOOL THREE

## INTERNATIONAL INNOVATION NETWORKS

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7th FP & Horizon 2020

EUREKA | EUROSTARS

EEN - Enterprise Europe Network



H2020  
Horizonte 2020



O apoio às empresas junto de si

## Horizon 2020



# We help you to get **funding** and to **find partners**

✓ Submissions using ANI/GPPQ\* support have higher approval rates

✓ Portugal`s applications have higher approval rate than the EU28 average

✓ 1063 approved projects, €480 million granted to Portuguese institutions (€120M to Universities; €178M to R&D institutions; €137M to companies, including €82M for SMEs)

## FP 2014-2017

### Results – PT participation

Applications: 7763

Approved projects: 1039

Coordinated projects: 294\*

PT Participations: 1520

**PT Funding: 473,56M€**

**% PT: 1,65**

*\* 118 represent ERC (40) e MSCA (78) contracts*

## EUROSTARS



- ✓ ANI support companies' applications to **EUROSTARS/EUREKA** program.
- ✓ The EUROSTARS Program aims to support **international R&D projects led by SMEs.**
- ✓ From now on, we fund EUREKA calls with structural funds.

**EEN**



- ✓ **EEN - Enterprise Europe Network** supports innovation and the internationalization of European companies world-wide (focusing on SMEs) .
- ✓ It is a European Network funded by the European Commission **COSME Program (DG-GROWTH)**.
- ✓ It comprises more that **60 countries, 600 business** support organisations, **3000 local experts**
- ✓ Through the EEN - Enterprise Europe Network, ANI helps companies to find international partners for:
  - **R&D and Innovation projects**
  - **Technology Transfer**
  - **New business opportunities**

# A broad range of services for growth-oriented SMEs

## INTERNATIONAL PARTNERSHIPS

Partnership database

Brokerage events

Company missions

## ADVISORY SUPPORT

Advice on EU laws and  
standards

Market intelligence

IPR expertise

## INNOVATION SUPPORT

Access to finance and funding

Innovation Management  
Services

Technology transfer





BOLSA  
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E NEGÓCIOS



O apoio às empresas junto de si



- ✓ We offer **free of charge specialised counselling** and **broker services** for Portuguese SME:
- **Brokerage Events and Company Missions** - average of **15 EVENTS / year**
- International promotion of **R&D results, Technology and Business** “offers and demands” - through the **worlds’ largest PARTNERSHIP DATABASE** of business & technology profiles.
- Advisory on **access to finance** and funding, **EU laws and standards, IPR**
- **Innovation Management Assessments** – helping companies improve their **innovation management systems** – average of **15 SERVICES / year**

# Much more than financial incentives

## > tech transfer

innovation/entrepreneurship support services



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E NEGÓCIOS

**489** technology offers

**112** technology demands/requests

**60** search entries for R&D partners

**1.976** business demand/offer applications

# COOPERATION AREAS AND OPPORTUNITIES

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**BLUE ECONOMY**



- ✓ **FLEXIBLE & FRIENDLY INCENTIVES FRAMEWORK for R&DI in Blue Economy**
  - Support to international R&D consortia and Partnerships between PT and US
  - Highly competitive fiscal incentive for private investment in R&D projects
  
- ✓ **STRONG SUPPORT SYSTEM for Blue Economy STARTUPS**
  - Highly qualified human resources (biotech; ICT; Sea Area; etc.)
  - National Strategy for Entrepreneurship (*Start-up Portugal; Start-up Visa; Web Summit etc.*)
  
- ✓ **R&D Infrastructures and Institutions to Support the Blue Economy**
  - Research and Technological Institutions (*INTERFACE Centres Network*)
  
  - Clusters (*the Portuguese “Sea Cluster”; ICT Cluster; Tourism Cluster; Agrofood Cluster*)

- ✓ **AIR CENTER** – Azores International Research Center.
  - International cooperation platform, dedicated to integrated research in the areas of climate, earth observation, energy, space and oceans,
  - Involving Portugal, Brazil, Canada, USA, South Africa, Angola, Morocco and other European states.
  
- ✓ **CoLAB ATLANTIC** – Collaborative Laboratory for the “Atlantic”
  - Integrated in the INTERFACE Program
  - Led by Wavec Offshore Renewables – Wave Energy Center
  - Aims to reinforce public-private cooperation in Blue Economy.
  - Involves companies, R&D institutions and technological centres

## ✓ **Main Innovation and R&D THEMES**

- **SEA TRANSPORTS AND PORTS INFRASTRUCTURES**
- **BIOTECHNOLOGY**
- **ENERGY**
- **SECURITY AND DEFENCE**

# ✓ Main Innovation and R&D THEMES

## BLUE FUND:

### **Financial support to the development of the Economy of the Sea:**

- Support to technological start-ups of the new economy of the sea;
- Support for economic activities linked to the sea, in particular in the field of training, access for SMEs to funding, R&D and innovation;
- Instruments to strengthen or reinforce finance equity or non-equity and risk-sharing;
- Actions to protect and develop food safety and food in schools;
- Support for the promotion of renewable energies.

### **Financial support for Scientific and Technological Research of Sea projects:**

- New lines for scientific and technological research applied to public policy priorities for the sea economy;
- Technological development for the sea economy and biotechnology;
- Knowledge transfer in the area of public policies and the economy of the sea;
- Applied research, in partnership with industry;
- Update of R&DT areas for the economy of the sea.

### **Financial support for Monitoring and Protection of the Sea Environment:**

- Ensure good environmental status of the maritime public domain;
- Prevention and control of pollution of the marine environment;
- Protection or restoration of ecosystems and marine biodiversity;
- Response to emergency situations to safeguard maritime national interests;
- Social awareness of the importance of the sea.

### **In the field of Maritime Safety:**

- Safeguard human life at sea.

## Bureaucracy-free zone to Start-up a Business

Free Tech Zone Legislation

Simplified Licensing for Startups

Seed Program – tax relief for individual investors who purchase new shares (~\$2250-\$112,000) in startups and keep them for 3 years

25<sup>th</sup> country in the “Ease of Doing Business Rank” (World Bank DB, 2015, out of 189 countries)

Time to set up a business: less than 1 hour (World Bank DB, 2015, out of 189 countries)

11<sup>th</sup> country in the “No. of procedures to start a business” indicator (GCR, 2016-2017, out of 138 nations)

5<sup>th</sup> country in the “Trade tariffs % duty” indicator (GCR, 2016-2017, out of 138 nations)



## Flexible and qualified working force

11<sup>th</sup> in the UE28 in “New doctorate graduates” (per 1000 population 25-34) (EIS, 2017)

13<sup>th</sup> in the UE28 in “Enterprises providing ICT training” (EIS, 2017)

9<sup>th</sup> country in “Availability of qualified Engineers” (*IMD, 2016, 60 countries*)

10<sup>th</sup> country in “Flexibility and Adaptability” (*IMD, 2016, 60 countries*)

12<sup>th</sup> country in “Language Skills that Meet the Needs of Enterprises” (*IMD, 2016, 60 countries*)

13<sup>th</sup> country in English proficiency (*The English Proficiency Index, 2015*)

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## Portugal: An Innovation Accelerator And Demonstration Country

# A country of early adopters

## The right place to test new products and services



**Windfloat** - a pioneering project in the world, exploring the deep-water wind resource.



**Mobi.e**: project launched in Portugal in 2009 to promote electric mobility and the construction of a infrastructure of charging stations.



**Multibanco**: the most functional ATM network in Europe (with 60 functionalities). Installed in 1985.



**Autonomous car tests in 2018** – Lisbon is one of the three chosen to receive tests of the project Autocits, the first project of autonomous cars.



**Video Assistant Referee System:** in 2017 Portugal follows the example of the Netherlands, the first two European leagues to adopt the solution in football.

Portugal: An Innovation Accelerator And Demonstration Country

## A country to Invest - Global Delivery, and Engineering Centres from Hi-Tech Multinationals

**Vestas**

**Google**



**CISCO**

**altran**



**HUAWEI**

**Technip**



**DELPHI**



**BOSCH**

**accenture**



**infineon**

**FUJITSU**

**UBER**

**IBM**



**SOLVAY**

**Microsoft**



**EURONEXT**



**IKAROS  
SOLAR**

ARCHITECTS IN ENERGY

**UNIT4**

**THANK YOU!**

