

“SEAFUTURE START-UP AREA”

Expression of interest aimed to innovative Start-ups for participation at SEAFUTURE 2025

Art. 1

INTRODUCTION

SEAFUTURE is the biennial event of international relevance held at the La Spezia Maritime Military Arsenal.

DLTM/Polo DLTM - Distretto Ligure delle Tecnologie Marine Scrl, co-organiser of the event, has launched an expression of interest aimed to innovative Start-ups interested in participating at SEAFUTURE 2025 (La Spezia, 29 September - 2 October 2025). From the applications received, 10 start-ups will be selected, 2 of which will be able to participate at SEAFUTURE 2025 free of charge, while the other 8 will have the opportunity to attend the event at a preferential and fixed price of €1,000.

Innovation, research, development, and sea-related technologies are the guidelines of SEAFUTURE 2025 which, to the present day, represents one of the most relevant events in the maritime naval sector and a model of Italian industriousness and competitiveness.

The SEAFUTURE 2025 formula has proved successful in generating connections and synergies among national and international big players, SMEs, academics and research, innovative Start-ups, marine and maritime technology clusters, and in promoting and consolidating strategic relations and exchanges aimed at strengthening and fostering the economic position and competitiveness of the country system.

SEAFUTURE, the officially recognised international event, confirmed its strategic relevance in the past edition of 2023, with the participation of 76 international delegations from five continents, significantly expanding business opportunities for exhibiting companies.

The exhibition area of 25,000 m² accommodated 310 companies, 20% of which came from all over the world. There were 3,600 pre-arranged B2B and B2G meetings, as well as numerous workshops and conferences, reaching approximately 20,000 trade visitors, an increase of 30% compared to the previous edition.

Within SEAFUTURE 2025, there will be a ‘SEAFUTURE START-UP AREA’ which this notice refers to, an area dedicated to 10 innovative start-ups that will be selected following the submission of an application.

Participation at the initiative aims to develop business relations, industrial and financial partnerships, open innovation projects and co-innovation activities and to foster interregional and international cross-fertilisation processes.

Art. 2

PURPOSE

SEAFUTURE, starting from the needs for development, welfare, resilience and reduction of anthropogenic impact on the marine environment, supports the acceleration of sustainable innovation processes.

The Blue Economy is one of the main drivers of our country's development, capable of mobilising extraordinary technical, entrepreneurial and scientific knowledge and skills and creating innovation and new added value through research and new technologies related to defence, ecological and digital transition.

Using this event as a lever of innovation and knowledge is the challenge we want to realise: an impulse to generate ideas, products, services and new business activities.

This initiative will be supported with insights, conferences, workshops, exhibitions, musical events and whatever else is suitable and useful to fertilise territorial dynamics, giving visibility to proposals and culture of sustainable innovation as well.

All this will be realised during SEAFUTURE 2025. In particular, the 'SEAFUTURE START-UP AREA' will be a space animated by innovation, sustainability experiences and meetings, in which demonstration activities of the innovative solutions proposed by the selected start-ups will be showcased.

In the process described, the specific aim is to identify and support technological solutions or business models responding to strategic and sustainability impact challenges, capable of presenting themselves as effective and highly innovative and provable, i.e. capable, during SEAFUTURE, of supporting and making tangible, as an experience, both from the point of view of business and of visitors and citizens, the concrete effects of the innovative product or process proposed.

Art. 3 SERVICES PROVIDED

The innovative Start-ups selected to participate at SEAFUTURE 2025 will be offered the following services and will be involved in the activities and networking moments listed below, which will take place during the event to stimulate their meeting with potential customers and partners:

- availability for each start-up of its own booth in the dedicated area, in which expanding business relations and contacts made during the various meeting opportunities organised during the event. The space will be set up with a desk and stool, customised graphics for the individual subject (banner).
- participation at a pitching session where to present their activity to an audience of entrepreneurs and business decision-makers depending on the target audience;
- visibility on www.seafuture.it with a dedicated page;
- 1 dedicated post on the event's social media;

- 1 mention in the start-up press release by the event organiser;
- availability of 5 invitations for their own activities towards customers or prospects, who can benefit from free entry to the Fair using an invitation code offered by the individual innovative Start-up;
- availability of 1 invitation for welcome cocktail and networking dinner;
- presentation of their services thanks to the inclusion in the Start-up Safari, guided tours of the Fair for each sector of activity.

Travel and accommodation costs are borne by the beneficiary.

Art. 4

ELIGIBILITY REQUIREMENTS

The opportunity to take part at SEAFUTURE 2025 is reserved to innovative Start-ups that meet the following requirements:

- be regularly enrolled in the Register of Companies of the C.C.I.A.A. competent for the territory and be in order, at the time of submitting the expression of interest, or in any case by the closing date for submitting it, with the payment of the annual fee and with the declaration of the activity carried out;
- innovative content;
- B2B product or service or, if B2C, with interest in industrial and/or financial partnerships;
- technological development guidelines in accordance with the areas listed in Art. 3.

Art. 5

AREAS OF INTEREST

Innovative Start-ups wishing to apply must be active in the following AREAS OF COMPETENCE:

- Marine and maritime technology / automation;
- Defence;
- Cyber & Security;
- Underwater;
- Logistics;
- Environmental sustainability;
- Data analysis and monitoring;

- Predictive maintenance;
- Communication and connectivity;
- Artificial intelligence.

Art. 6

SUBMITTING APPLICANTS

Established companies in the following categories are eligible to apply:

- a company registered in the special section of the companies' register and meeting the requirements of "Innovative Start-up" pursuant to Article 25 of Decree-Law No. 179/2012;

Applicants may be in one of the following stages of project development:

- "Ready to market": product/service on the market or ready to enter the market and for which its integration significantly improves existing functionalities and/or enables new ones and/or opens up new market segments. TRL 8 - 9
- "Validated prototype": there is a working prototype that has been tested and validated by some "prospect" and for which its integration significantly improves existing functionalities and/or enables new ones and/or opens up new market segments. TRL 6 - 7

Individuals wishing to set up an innovative Start-up may also apply. In this case, the company must be established within 90 days of the admission notice.

Art. 7

HOW TO PARTICIPATE

The application to participate must be submitted, under penalty of exclusion, in the manner described below, by 5 p.m. on 31 March 2025. In order to submit the application, applicants must mandatorily fill in an online form and attach the following documents:

- Copy of a valid identity document of the legal representative;
- Certificate of incorporation;
- Chamber of commerce certificate (Registry excerpt);
- Contribution Regularity Certificate;
- Last approved budget.

Additional (non-compulsory) documentation useful for evaluation may also be attached.

The documents must be submitted exclusively by filling in the online application form made public on the website www.seafuture.it.

To successfully complete the application, the candidate must fill in all mandatory fields in the online form.

The selected applicants, within 2 days of receiving the communication, must inform the SEAFUTURE Secretariat and the DLTM Secretariat of their definitive adhesion, or of their possible withdrawal.

In the event that one or more of the successful candidates withdraws, the SEAFUTURE Secretariat may proceed to select further successful candidates.

Art. 8 EVALUATION

The evaluation will be carried out by a commission formed by the Technical Scientific Committee of the 'Distretto Ligure delle Tecnologie Marine', which will express an unquestionable opinion on the applications received. The Commission also reserves the right to request additions to the documentation submitted and, if necessary, to convene the applicant for an in-depth interview. The integrations must be processed within 24 hours from the request and, in the absence thereof, the Commission shall assess the application on the basis of the documentation received. Any additions to the documents submitted and requested by the Commission, shall form an integral part of the application.

Art. 9 PERSONAL DATA PROCESSING

Personal data, compulsorily provided, will be processed in accordance with the provisions of European data protection and privacy legislation pursuant to Article 13 of EU Regulation 2016/679. The personal data collected will be processed only for the purposes related to this procedure. All the information and contents of the submitted projects may be processed and used for the purpose of enabling the analysis, monitoring and evaluation of the interventions provided for in the notice and will be subject to publication. Please refer to the privacy policy in the application form.

Art. 10 INTELLECTUAL PROPERTY AND PUBLICATION RIGHTS

All material transmitted during the collection of applications remains the property of the participants and may be used by those responsible for the organisation and selection for purposes strictly related to the 'SEAFUTURE START-UP AREA' notice. Participants guarantee that, when submitting applications and carrying out the activities referred to in this notice, no industrial property rights (patents, copyrights or any other intellectual property rights of third parties) are infringed and for this purpose, as of now, they assume on their own behalf all charges and expenses arising from any infringement of such third party rights, indemnifying and holding harmless DLTM Srl/Polo DLTM from any consequent liability and any and all charges and expenses, including legal ones.

Art.11 CONTACTS

For **DLTM - Polo DLTM**, co-organiser of SEAFUTURE:



e-mail: direzione@dltm.it – tel. 0187/1868356

For **IBG SRL**, the organising company of SEAFUTURE:

e-mail: info@ibgsrl.it – tel. 3925787685

This notice and all forms can be consulted and downloaded on the dedicated website at www.seafuture.it.



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