SMART PORT, SMART MARITIME TECHNOLOGIES
WHY NOW?
WHY ISRAEL?
WHY NOW? The World is Changing

• Ports and Maritime sectors had a reputation for being conservative

• Gradual (tech) evolution took place over recent ~10 years

• Signs of (tech) revolution (see right)

• Next 5 years expected to be exciting for the sector
WHY ISRAEL? Innovation DNA

- Israel has a unique hi-tech ecosystem
- Branded as “Startup Nation”
- Expertise in technologies such as Cyber, IoT, big data analytics, AI & Deep Learning
- Significant contributor to innovation in automotive, HLS, drones, robotics, fintech
- Potential contribution to port and maritime sectors

Excellent times for Israeli innovation

|$4.4 B capital raisings | $10B exits (Q1\2017>$19B) |
$1,100 New startups per year* | $75M Average Exit** |

Strong VC activity

Venture capital investments as a percentage of GDP (2015 or latest)

“The kind of innovation going on in Israel is critical to the future of the technology business”
Bill Gates

“If you’re looking for brains, look no further. Israel has shown that it has a disproportionate amount of brains and energy.”
Warren Buffett
Leverage Israel’s Technology Assets to Benefit the Future Smart Port and Smart Maritime Sectors
THE STARTUPs CHALLENGE WE SOLVE

while Israeli startups excel in technology and creativity, these innovators often lack proper market knowledge.
Proving the potential - ROTTERDAM’S WORLD PORT HACKATHON

The winners of the World Port Hackathon 2017

Dock Tech #1 & SmartPort Prize

Strawberry #2

N°2 - LaunchLab and PortXL prize

MaritimeSeries - Discovery Day
CORPORATE VISITORS (OVER LAST 6 MONTHS)
TECHNOLOGY CLUSTERS

- Autonomous Vessels
- Maritime Transport Value Chain
- Port Operational Optimization
  - Artificial Intelligence, IoT, Big Data
- HLS (Including Cyber and Electronic Warfare Protection)
- Environment and Safety
MICROFUND-BASED ACCELERATOR

• Startups get
  • Seed investments
  • Incubation and Market Acceleration
  • Strong GTM focus through Corporate Partners

• Investors (LPs) get share equity

• Corporate Partners get visibility to “Open innovation”
“OPEN INNOVATION” BENEFITS (TO CORPORATE PARTNER)*

• Corporate partners get a “ticket to the show”
• Ongoing and structured exposure to innovation
• Influence over the agenda by presenting business challenges
• Streamlined process resulting in high quality opportunities
• theDOCK takes investment risk, while partners benefit the upside
  • Serve as design partner
  • Serve as beta/pilot site for startup
  • follow-up investment (“first look” rights)
Affordable & Effective Port Innovation

THE DOCK
THE MARITIME INNOVATION PORT OF CALL