
D2.2 Demand and Market Segmentation for Blue Accelerators in the Atlantic Area

Grant Agreement No: EMFF-APC-2020-AspBAN-101033749

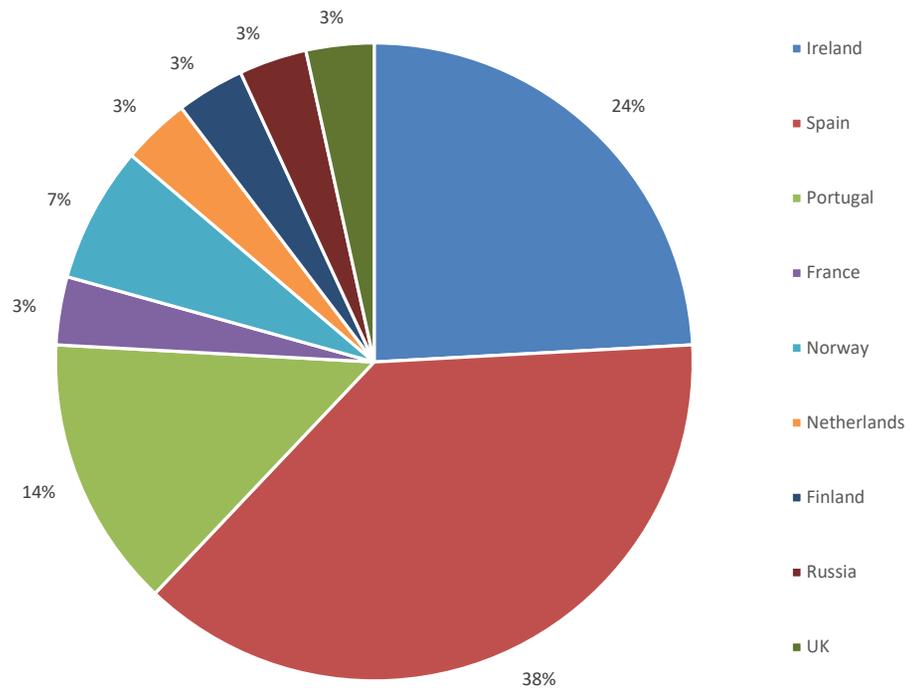


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AspBAN Port Surveys



29 Ports responded to the survey:

- 50% Core Ten-T ports
- 26% Comprehensive Ten-T Ports
- 14% Regional Ports
- 10% Other

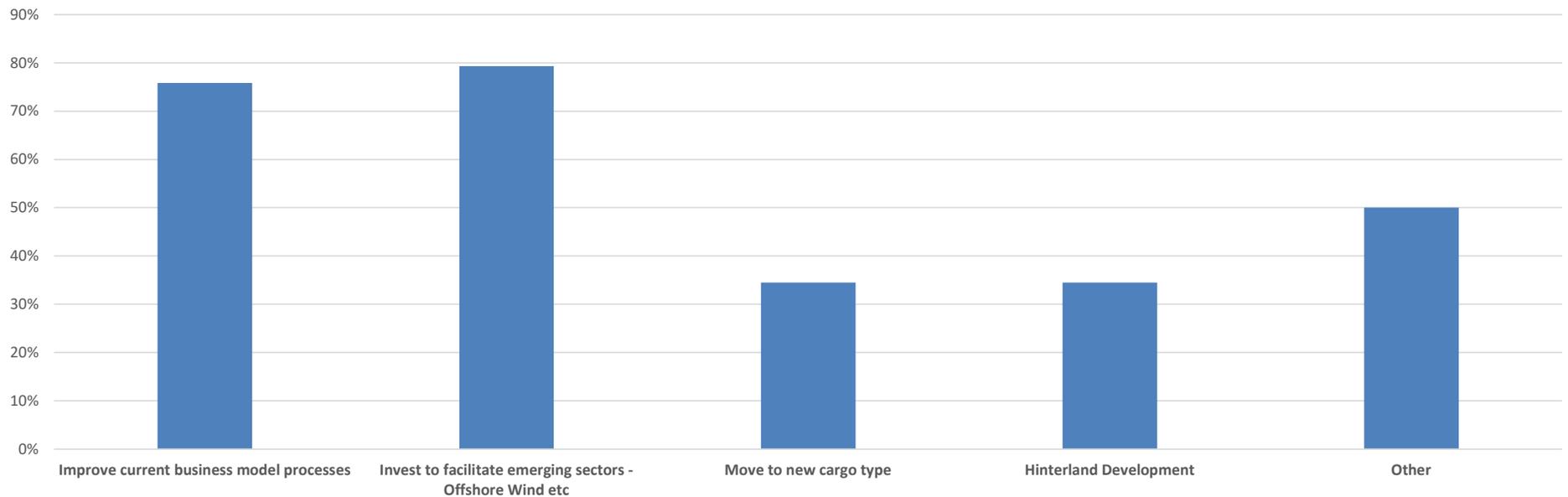
Survey results

Main Port Traffic at present:

Majority of respondents provide some form of cargo handling services (90%). Results as follows:

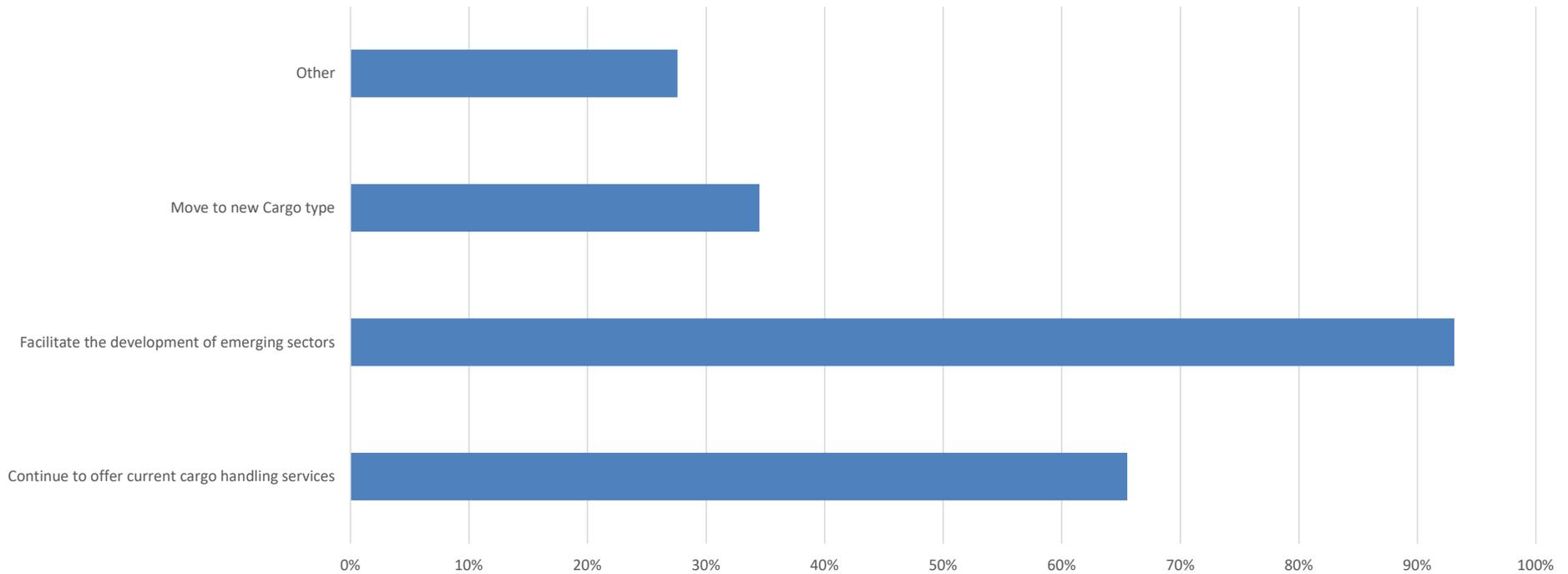
- 50% Roll-on/Roll-Off and Load-on/Load-Off
- 30% Bulk Materials
- 10% Fishing
- 20% Other including Bunkering, Passengers and accommodating Cruise Ships

Focus of Port Development for next 5 Years



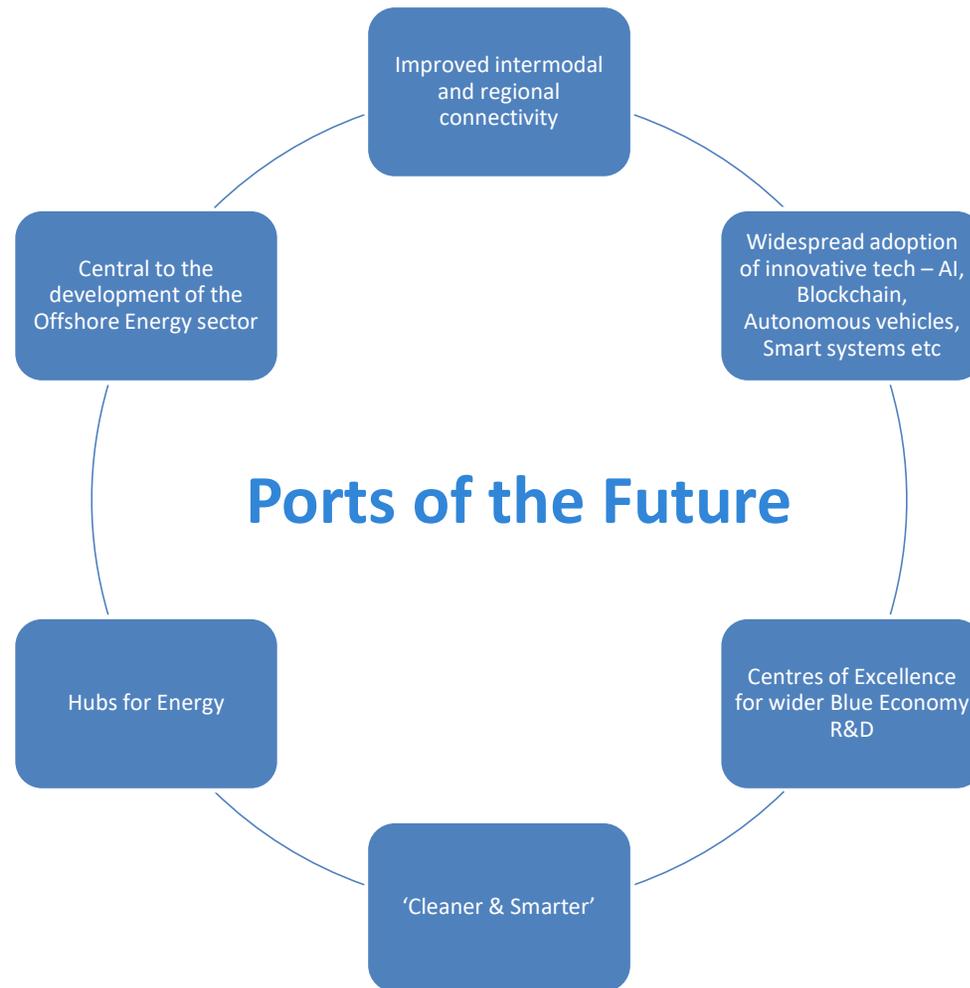
'Other' included a range of responses including: Decarbonisation/Sustainability, Self-Management of the Fishing Sector, Rebuilding old infrastructure and Adapting to the Circular Economy

Focus of Port Development in 5 years and beyond



'Other' responses included Decarbonisation and investing to increase value added Port operations

What will Ports & the Ports sector look like in 5 years?



Why have these advances not been realised today?

Perception that Ports are luddite and not willing to 'move with the times' – Ports have shown their willingness to transition in recent times

Planning & Foreshore Licensing

Lack of Public and Private investment

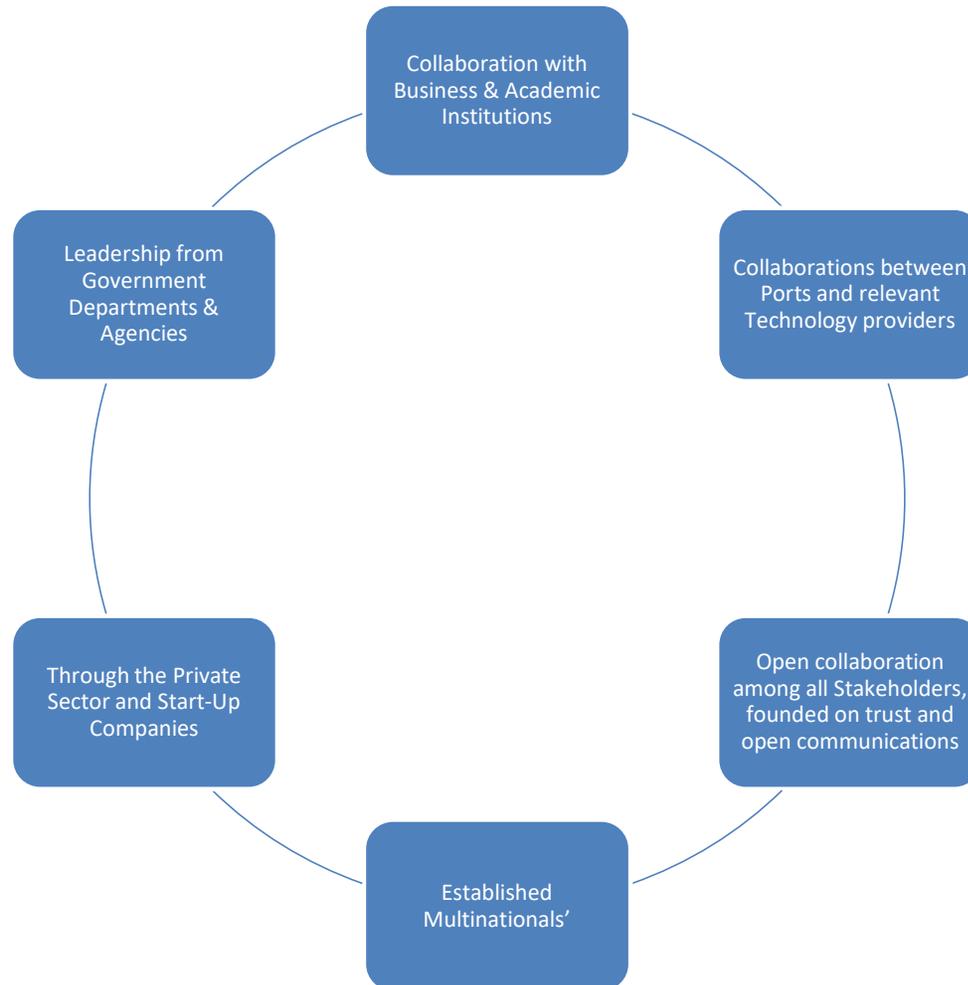
Outdated technology and inefficient processes

Alternative Fuel technologies are still being developed and matured – price of fossil fuels remains more economic

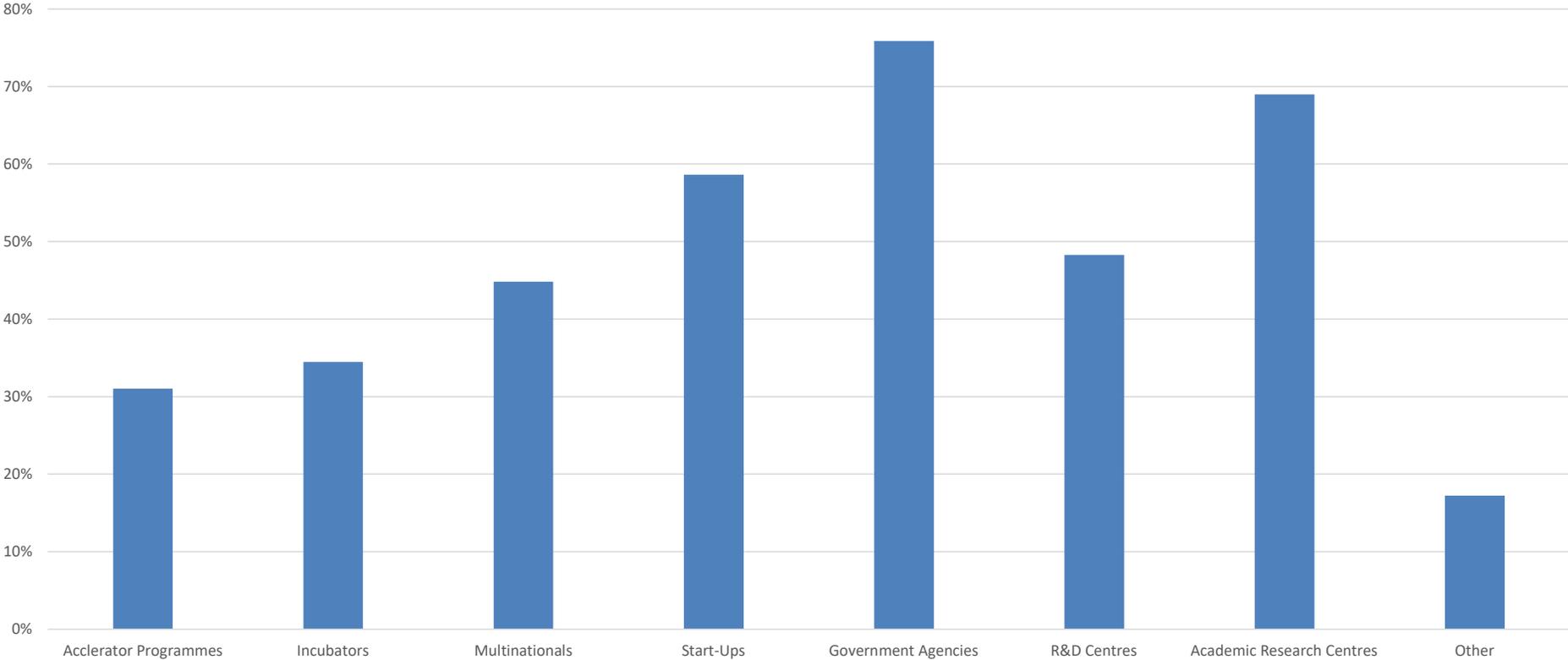
High initial investment costs which Ports cannot commit to alone

Lack of collaborative thinking across the sector – sectoral stakeholders need to see the bigger picture

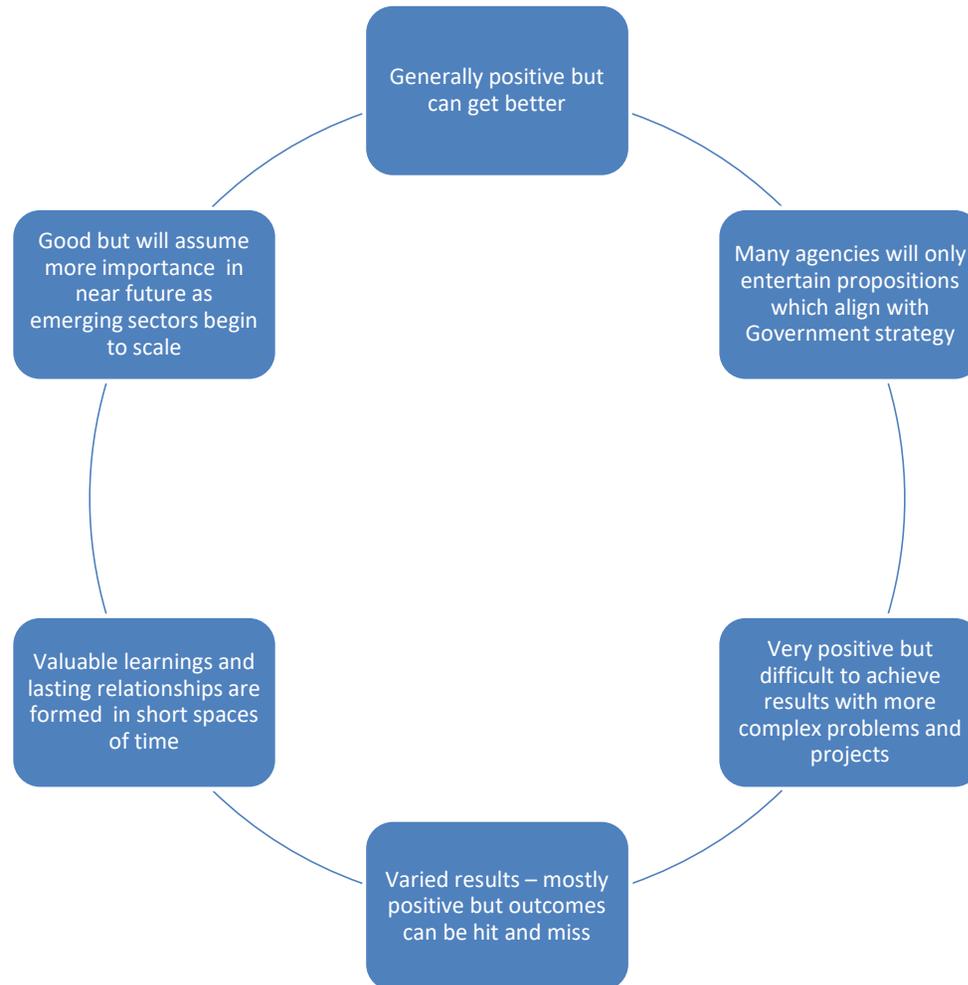
Where do Ports think innovation can come from



Where do Ports seek innovative solutions?



Ports perspective of these engagements



Role of Government/Regulators in Port Development

Facilitator

Coordinate resources and prioritise the segregation of these based on best opportunities for successful outcomes

Reduce limitations to approach private sector – Public tender process makes it almost impossible to assign contracts to Start-Ups

Assist through subsidies and grant schemes

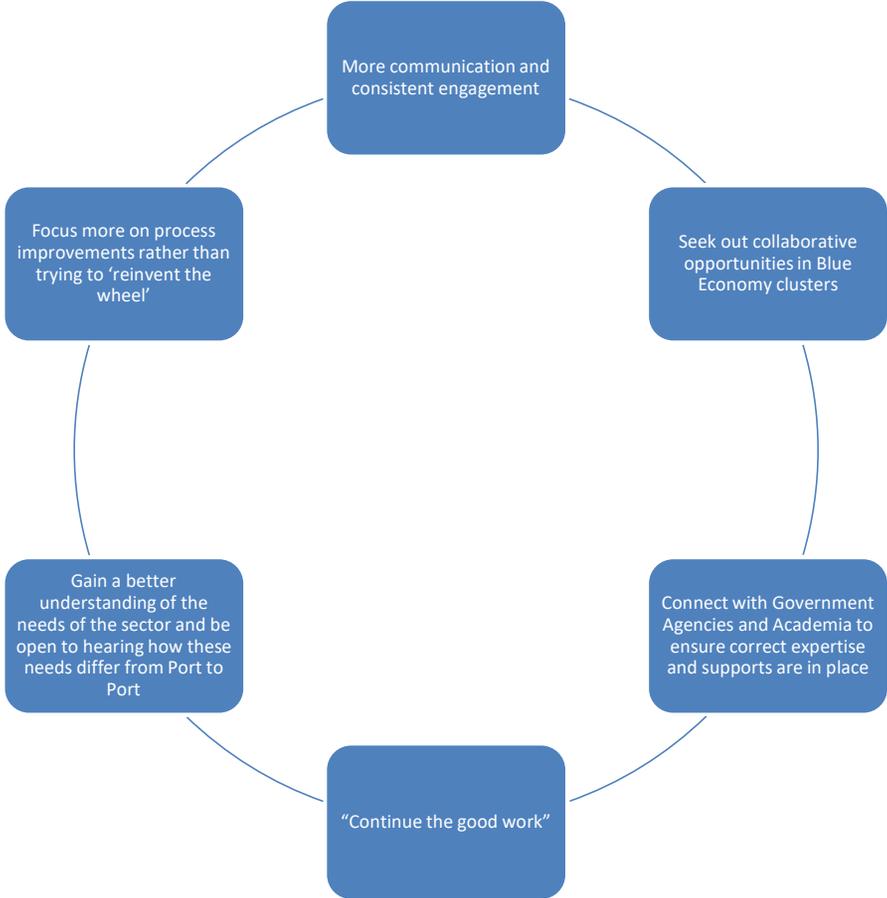
Government and Regulators need to gain a better understanding of the strategic importance of the Maritime industry as a whole

Ensure legal and financing frameworks align with objectives of the European Green Deal

Show Leadership, establish simple, clear and standard set of rules.

Encourage innovation – guaranteed intellectual property rights, funding towards R&D, facilitate joint research efforts between Academia and Industry

What could Industry/Innovators do to assist Ports ?



Summary

Ports are focused on meeting the current economic demands and planning infrastructure developments to provide the capacity required to meet future needs through their long term masterplans.

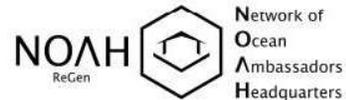
Emerging sectors, such as those in the blue economy, are being considered.

Large ports have the resources to engage in a wide range of innovation activities.

Small ports have limited ability to participate in activities that don't produce immediate returns on investment, which limits ability to fully engage with all stakeholders within the innovation ecosystem

PARTNERS

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