

Studio 30 50 - using entrepreneurship as a catalyst for change in the Maritime industry

Studio 30 50's launch in Copenhagen was with the support of DDMF and a unique program, whose aim was to bring together entrepreneurs and founders and match them with industry leaders and investors. Entrepreneurs and founders are offered participation in sprints, during which time they can access bespoke support in accordance with their needs and level of maturity. The goal of the program was to offer very early-stage founders support in the creation and validation of a proof of concept and for a more mature start-up support in the development of a business model, creating a compelling business pitch or, simply, support in getting the right access to potential customers and partners. A key element of the program was the <u>physical nature</u> of the sprints and the ability to bring together leaders in the industry.

Fast forward to early 2025 and Studio 30 50 had conducted two sprints. One in May 2024 and another one in November 2024 alongside a partner venture studio. The program had a total of 80 corporate leaders; 12 maritime investors and 25 founders participate in the combined both rounds. The program resulted in the formation of three ventures Next Mariner, Manta Flow and Incremental maritime. All three are Danish companies and came up because of the focus and commitments from their respective founders and the support derived from Studio 30 50. We also managed to activate the maritime ecosystem and bring them closer due to these programs with two key events launched in 2024 and 2025, attended by well over 100 leaders from the corporate, start-ups and investor community. We also drew sponsorship from three corporates to support our programs. Our ventures also received a spot on multiple stages such as the SMN Copenhagen event held in 2024 October as well as funding support from DDMF.

We also had our fair share of learnings from the inaugural project – the main one being the inability of the early-stage start-ups to raise funding in early days and struggling because of this and the approach of building too many start-ups a year which limits studio from giving the dedicated support that's needed for these ventures to succeed. This led to Studio 30 50 re-inventing it's strategy and launching an innovation thesis in early 2025. We are now a venture growth team for the maritime industry, where we build ventures from scratch and support existing scale-ups. In 2025, we worked on building two new ventures, <u>Fuel Sure</u> & Beacon as well as assist an existing venture <u>Oceanpass</u> in scaling up. Our efforts have resulted in these ventures thriving in Denmark with a collective number of 6 new staff members added to them. Studio has also grown to 4 full time members in Denmark, and we plan to expand ourselves even more in the coming years.

The next iteration of the venture building programs will take the learnings from the previous batches and will come with a dedicated focus and support from the studio with atleast two ventures built every year. These ventures will also receive seed capital from Studio along with product and launch support. We aim to be the leading venture studio in Blue Denmark and stay with our vision of launching new companies in Denmark support SDG goals UN SDG 5,8 (Next mariner), UN SDG 13 (Oceanpass), UN SDG 7,12 (Fuel sure) and UN SDG 17 (Beacon) in the process.