

24-25
SEPT
2023

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Design, innovate
and build an
ecosystem that
invests in green
solutions

*Monaco Smart &
Sustainable
Marina*

3rd Edition





IS PROUD TO PRESENT

Monaco Smart & Sustainable Marina

24-25 **SEPT** 2023



IN COLLABORATION WITH:



sustainablesmartmarina.com

The Initiative





“

The climate emergency, that we are witnessing more and more each day, concerns the whole yachting ecosystem which has a duty to evolve, both the yachts as well as port infrastructure and facilities. We must be agents of change and contribute to this transformation.

HSH THE SOVEREIGN
PRINCE ALBERT II

Introduction

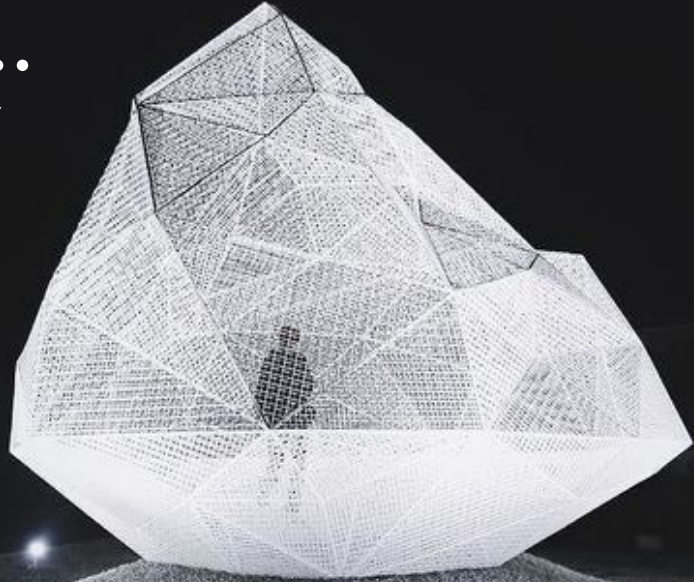
The purpose is to present innovative solutions and encourage their application towards the development of virtuous marinas.

Challenges posed by sustainability and respect for the environment affect all sectors, including the yachting industry which has already seen a significant transformation in this area.

Facilities today, particularly in marinas, have started the transition, rethinking practices to provide a clean environment to accommodate the growing number of superyachts.

Every year around 500 new boats are added to the fleet. Protecting coastal areas is essential, notably for the economy as it generates nearly 50% of global tourism.

Designing
and working
for a better
future...
TODAY



OVER

200

PARTICIPANTS
JOINED EACH EVENT

OVER

100

AWARDS
APPLICATIONS

272

PRESS ARTICLES
WORLDWIDE

Monaco Smart & Sustainable Marina

The Smart Marina event is an important initiative that seeks to drive positive change in the marina industry. By promoting sustainability and innovation, the event is playing a crucial role in shaping the future of the industry.

Through the gathering of key players and the sharing of knowledge and ideas, the event is helping to create a community of professionals who are committed to working towards a more sustainable future.



The organizer



“

Our approach considers economic, environmental, and social impacts to unlock new possibilities and achieve full potential.



Monaco Marina Management

Privileged partner of “*La Belle Classe Destination*”, an initiative of the Yacht Club de Monaco, M3 is a Monaco based consulting company specialized in the creation, development, promotion and management of Marina and Yacht Club aiding the yachting industry to become more sustainable through their events.

M³ actively promotes R&D in a variety of fields, supports promising Startups, helps yacht clubs around the world achieve excellence and forward thinking while transforming marinas into living spaces.



252

COMPANIES
IN YACHTING

1561

EMPLOYEES
IN YACHTING

753

MILLION EUROS
YACHTING REVENUE



MONACO
The number one
yachting industry hub

A *great network of
partners in Monaco:
the capital of
Excellence*



Monaco Marina Management is member of the *Cluster Yachting Monaco*, as well as partner of the *Superyacht Eco Association* and ambassador of *Monaco Capital of Advanced Yachting*, all initiatives and organizations created to support the yachting industry in the Principality and make Monaco the Capital of Excellence

5%

YACHTING SHARE
OF MONACO TOTAL
REVENUE

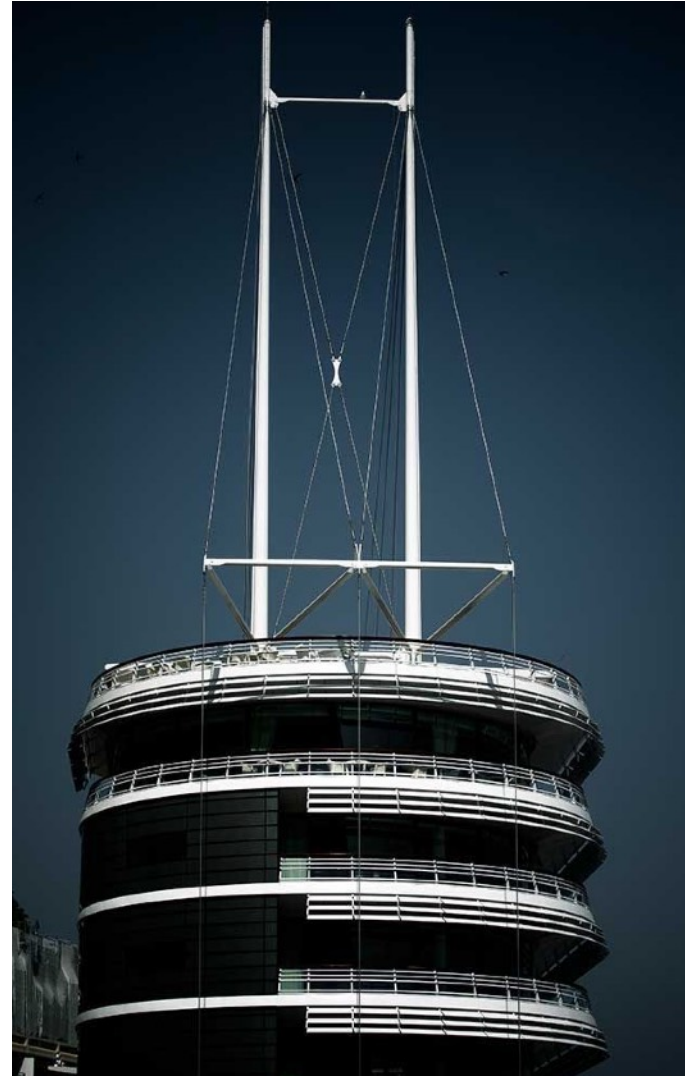
250%

YACHTING INDUSTRY
GROWTH SINCE 2005

70%

OF SUPERYACHTS
COME TO MONACO
EVERY YEAR

Why Monaco?



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Monaco is not only the capital of luxury yachting, but most importantly, the capital of sustainable yachting

HSH THE SOVEREIGN PRINCE ALBERT II

A land of innovations

A commitment to protecting the environment through actions led by the Foundation of Prince Albert II of Monaco, including the Yachting sector. The launch of the SEA Index conceived by the Yacht Club de Monaco and Credit Suisse, created the first emissions benchmark for superyachts to support sustainable transition.



Why Attend?



HIGHLIGHTS FROM THE
LATEST EDITION

200

ATTENDEES

26

COUNTRIES

20

MARINAS &
ARCHITECTS

50

STARTUPS

*Sustainability is no longer
about doing less harm,
it's about doing more good!*



Reasons to attend

1

Gain exposure and promote your company in a rapidly growing market.

2

Compete for prestigious awards and recognition in the Startup, Marina, and Architect categories.

3

Discover new opportunities and expand your network.

4

Attend conferences led by industry experts, scientists, and explorers.

5

Participate in round table discussions on major issues in the industry.

6

Network with other attendees and facilitate collaborations through workshops.

7

Celebrate innovation and excellence at the awards ceremony.

8

Increase visibility with an exhibition space.



Why ARCHITECTS should attend?

1

Stay at the forefront of the industry...

...By learning about the latest innovations and trends in marina design and construction.

2

Increase important connections...

...Connect with industry experts and fellow architects to share ideas and knowledge.

3

Gain visibility and recognition...

...Through participation in the International Smart & Sustainable Marina Awards, which recognizes excellence in marina architecture and design.

4

Discover the latest developments...

...In materials, technologies, and building techniques that are shaping the future of marina design and construction.

5

Learn about sustainable and environmentally friendly approaches...

...To marina design and construction, and contribute to the creation of more sustainable marinas.



Why MARINA should attend?

1

DISCOVER

The latest trends and sustainable practices in the marina industry.

2

CONNECT

With other industry professionals and network with experts.

3

LEARN

About new technologies and practices that can enhance your marina operations.

4

SHOWCASE

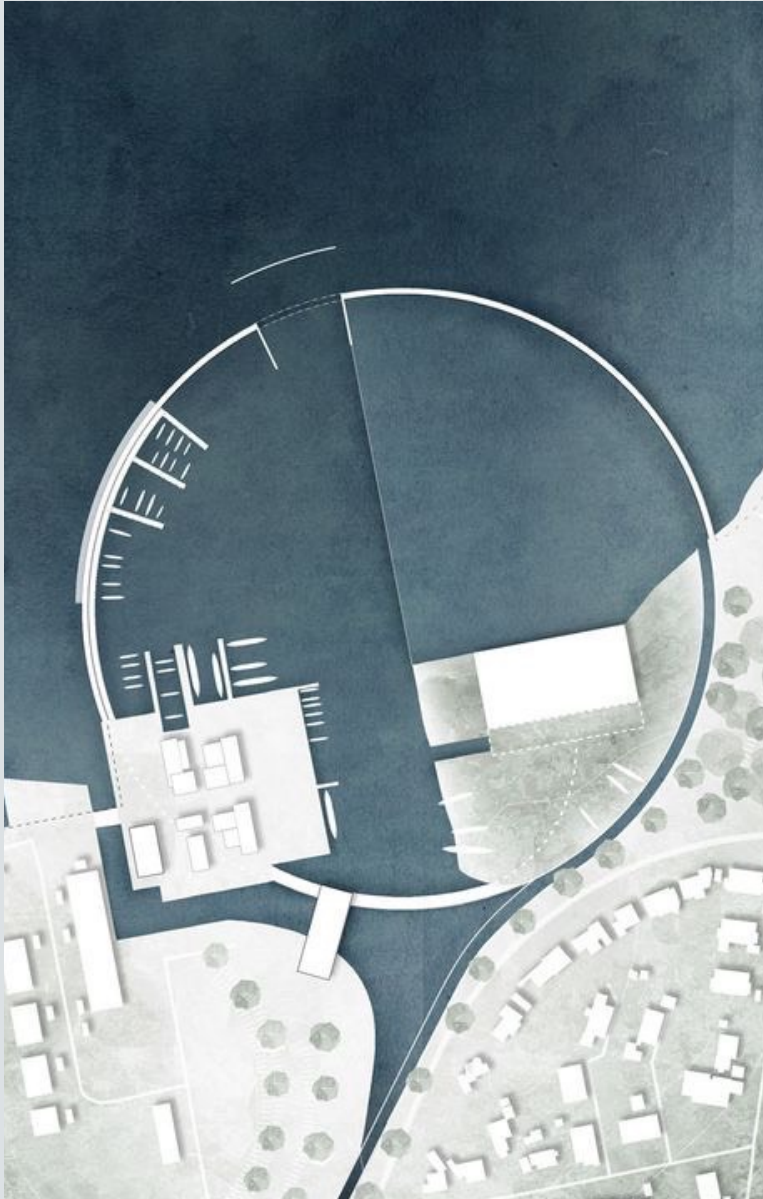
Your marina's excellence and gain valuable recognition through the Smart & Sustainable Marina Awards.

5

BENEFIT

From the visibility and exposure that comes with being recognized for your sustainable and innovative practices.





Why STARTUPS should attend?

1 Join industry leaders and show them your ideas...

...And showcase your innovative solutions to marina developers and architects at the Smart Marina event.

2 Networking with potential investors...

... Partners, and accelerate your growth in the industry.

3 Gain visibility and recognition...

...Participate in the Smart & Sustainable Marina Awards and gain valuable visibility and recognition for your startup.

4 Learn from the top players...

...In the marina industry and gain valuable insights into the latest trends in sustainable and smart marina design.

5 Connect with the industry professionals...

...And share ideas to improve your operations.

The Awards



Winner:
NBAX ARCHITECTURE
Monaco Smart & Sustainable
Architecture Award 2022



“

The event was perfectly organized and really started a new ecosystem of relations between great professionals

BOZHIDAR HINKOV
Arrogant Architects

Architects

1

The architecture award process begins with the open call form, where architects can apply to participate in the competition.

2

Once selected, they will receive a book of specifications outlining the details of a smart marina, including energy optimization and materials.

3

The architects will then design a marina based on these specifications and submit their work to the jury members for assessment.

4

The jury members will evaluate the designs based on their creativity, innovation, and sustainability. The top three designs will be selected as finalists and presented at the Smart Marina event.

5

At the event, attendees will have the opportunity to vote for their favorite design and determine the winner of the architecture award.

Startups

Paving the way for smart infrastructure towards a sustainable future for Yachting & Marina

1

Once startups have filled out the open call form, they will receive a book of specificities outlining details of a smart marina.

2

From there, they will have to present how their innovation can be integrated into a smart marina.

3

The submitted projects will be assessed by jury members, who will select the top three entries.

4

At the event, attendees will vote on which of the top three startups should be declared the winner, and the results will be announced during the event.



Winner:
ECONCRETE
Monaco Smart & Sustainable
Startup Award 2022



Marina

1

The award process for marinas starts with an Open Call form, where interested marinas can submit their application to be considered for the Smart Marina Awards.

2

The pre-selected marinas will then have the opportunity to meet with the jury members to present their marina and showcase their sustainable and innovative practices.

3

The jury members will evaluate and grade each marina based on criteria such as sustainability, innovation, and design. Once all the jury members have evaluated the marinas, they will meet to discuss and decide on the top three finalists.

4

During the Smart Marina event, attendees will have the chance to vote for their favorite marina out of the top three finalists, and the marina with the most votes will be awarded the Smart Marina Award.

United to build marinas of the future



Winner:
FLISVOS MARINA
Monaco Smart & Sustainable
Marina Award 2022



Participation



Process

1

May 1st - June 31st

**Selection to be included
in the
E-Catalogue**

Innovative companies complete the online application form and introduce their company, solution, and ambition.

Reviewed by a committee of experts that includes M3 & Yacht Club de Monaco.

2

August 1st - Sep 8th

**One-to-One
interviews with the
Jury**

Each candidate has one-to-one online meetings with jury members.

Online jury based on evaluation criteria defined by experts from the industry.

3

September 14th

Consensus Meeting

Jury members come together to agree on a shortlist of the most deserving companies entered for the Smart Innovative Marina Awards.

4

September 24th & 25th

During the event

Networking, panel discussions, conferences & workshops, investors meetings.

Smart Innovative Marina Awards.

[CLICK HERE
TO JOIN](#)

Package

To encourage attendance and provide pricing flexibility, the Smart Marina event offers different registration options based on the organization's size and registration timing.

Attendee registration is all-inclusive, providing access to all event activities.

Maximize your company's exposure with prominent placement on our exclusive E-Catalogue and website.

Get noticed by industry experts and potential partners through our E-Flash newsletter, social media channels, and engaging networking sessions.

Showcase your innovative products and ideas in a dedicated exhibition space and connect with potential clients and partners.

Learn from leading experts and broaden your horizons by participating in our informative and educational workshops.

Network with industry experts and potential partners during our lunch and cocktail receptions.

According to the jury evaluation 30 out of the 50 startups will have the chance to be allocated a dedicated exhibition space, providing even more exposure for their company and solution. All 50 startups are welcome to attend the event, join workshops, and have visibility online through the E-Catalogue and website page.

[CLICK HERE TO REGISTER](#)

Pricing

Early registration offers the best pricing, while late registration incurs additional fees. This approach ensures accessibility for a range of industry players.

Fee includes :

- Awards competition
- E-Catalogue page
- Website logo and features
- Attend the conferences
- Round table discussions
- Networking breakfast, lunch, and cocktail dinner
- 1 Company representative access

Additional company's representative badge will be charged at 180€/person*

FOR MARINAS & ARCHITECTS

- | | |
|--|--------------|
| • Early registration fee (before June 30th) | 1.200 Euros* |
| • Standard Registration fee (July 1st - August 30th) | 1.400 Euros* |
| • Late Registration fee (August 16th - September 23rd) | 1.600 Euros* |

FOR STARTUPS

- | | |
|---|------------|
| • Standard registration fee (before July 15th) | 600 Euros* |
| • Late Registration fee (July 16th - August 30th) | 750 Euros* |

[CLICK HERE
TO JOIN](#)

Visitors

Visitors interested in attending the event can also register and purchase tickets through the website.

The event offers a unique opportunity to learn about the latest trends and innovations in the marina industry, network with industry experts and potential partners, and attend informative sessions and workshops.

FOR VISITORS

- Access to the exhibition area
- Attend the conferences
- Round table discussions
- Networking breakfast, lunch, and cocktail dinner

500 Euros*

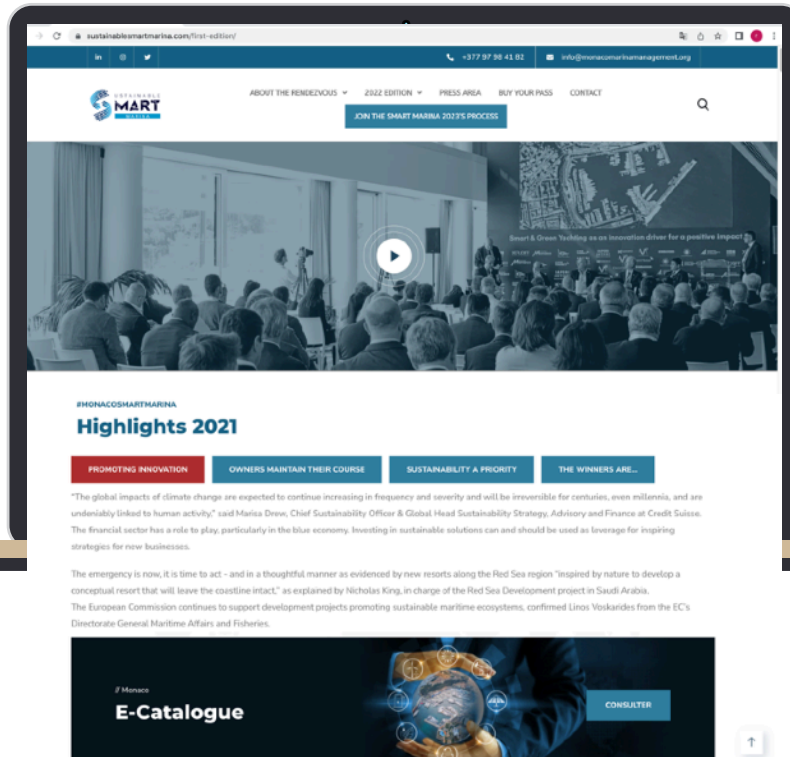
* VAT EXCLUDED





BOOST
your visibility

MAXIMIZE
your exposure



FOR FURTHER INFORMATION

CLICK HERE
AND GET IN CONTACT WITH US

Marketing Package

MARKETING PACKAGE

- Single page advertising in the E-Catalogue **1.000 Euros***
- Double page advertising **2.000 Euros***
- Video footage 30" (no sound) shown during the event **1.500 Euros***
- Web banner - 6 months on the Smart Marina website **1.500 Euros***

* VAT EXCLUDED





24-25 **SEPT** 2023

CREDIT SUISSE 



MB92/
GROUP

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