



COASTAL

Collaborative Land-Sea
Integration Platform

Deliverable D22

Draft Exploitation Plan

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COASTAL: Collaborative Land and Sea Integration Platform - Co-creating evidence-based business roadmaps and policy solutions for enhancing coastal-rural collaboration and synergies in Europe focusing on economic growth, spatial planning and environmental protection. Project timeframe: 01/05/2018 - 30/04/2022

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ABBREVIATIONS

SUMMARY

This deliverable provides a first version of the Exploitation Plan for the COASTAL project results. It includes a first assessment of the preliminary key exploitable results, and the ways and modes the consortium plans for the creation of impact and its legacy.

The Exploitation Plan will be regularly reviewed and updated as needed throughout the project to ensure dynamic and successful exploitation of project results, to ensure protection and avoid infringement of Intellectual Property Rights, and to mitigate risks that could endanger the exploitation of the results.

Preparation for exploitation is an iterative process, co-developed with stakeholders in the Multi-Actor Labs, which is progressing as the project results emerge. All of the project partners are involved in dissemination and exploitation to increase awareness of the project and topics associated, enhancing coastal-rural collaboration and synergies, and to share findings for the creation of impacts.

A set of **14** preliminary Key Exploitable Results has been compiled.

COASTAL partners have prepared a preliminary exploitation plan and strategy, outlining both how the project results can be exploited by the different end-users, and their individual exploitation intentions. These set out their approaches on how to transform public good research into impacts for public (e.g. improved policy delivery) and private benefit (e.g. commercial gain).

D6.2 will be followed by an adapted, operational Exploitation Plan, D6.4, in month 47. The iterative process during the remainder of the project will be in dedicated sessions held during partner meetings which will focus on the exploitation of project findings, to inform the content of deliverable D6.4. At that stage, the preliminary Key Exploitable Results will have been reviewed, updated, refined and finalised, accompanied by the overall project and partner level exploitation strategies and plans, and a detailed assessment of potential exploitation impacts.

1. INTRODUCTION

This document outlines the first version of the Exploitation Plan for the COASTAL project. It drafts the strategy and specific actions for the exploitation of results, as well as information about particular results, and the expectations and claims of the partners on the exploitable results of the project.

This report is divided into seven sections. After the introduction and describing the exploitation strategy, the report presents the preliminary key exploitable results as they have been identified and revised through the project to date. Then the assessment of IPR is provided for each result.

The preliminary exploitation plans and strategy for each partner on how to transform public good research into impacts for public (e.g. improved policy delivery) and private value (e.g. commercial gain) are summarized in the draft Individual Exploitation Plans of each partner.

This draft Exploitation Strategy and Plan D6.2 will be followed by an adapted, operational Exploitation Plan (month 47; D6.4). Deliverable 6.4 (led by GEO) will outline the final strategy and plan for exploiting results of COASTAL after the end of the project, with a related milestone (MS9, due to be achieved in month 47 “Operational exploitation plan available and distributed”)

1.1. Aims and Objectives

COASTAL has a dedicated Dissemination and Exploitation Work Package (Work Package 6) which focuses on the effective dissemination, exploitation and user uptake of project results. The Exploitation Plan developed within WP6 has the overall aim of maximising the impacts created by the project by facilitating the use of its outputs and findings.

The specific objectives of the Exploitation Plan are to:

- Outline expected exploitation procedures, plans and strategies;
- Summarise the strategy of beneficiaries and specific actions related to the protection and exploitation of project results;
- Present a clear vision of the intended impacts of the project and a well-planned strategy for the protection and exploitation of results.

The aims of exploitation activities are to create conditions for:

- Sustaining project outcomes after the funding period to influence future strategic planning of value chain businesses and policy;
- Maximising the exploitation potential of project activities, findings and outputs for economic, environmental and social benefits;
- Supporting the use and benefits from the outcomes during and beyond the project lifetime.

1.2. Rationale

The planning of exploitation activities, led by GEO with inputs from all partners, is a progressive, iterative process, co-developed with the stakeholders in the Multi-Actor Labs. All COASTAL partners are involved in dissemination and exploitation in order to foster awareness and the transfer of results for the creation of impacts. Such impacts are expected to be in their own countries, communities and sectors, and in other countries that are otherwise not represented in the consortium.

One representative of each consortium partner was assigned as a Communication-Dissemination Officer (COMDISS Officer) at the beginning of the project. Meetings of the COMDISS Officers are held online in every

project quarter and serve the purpose of continuous planning, supervision and improvement of communication, dissemination and exploitation activities.

2. EXPLOITATION: WHAT IT IS AND WHY IT IS NEEDED?

The term “exploitation” is defined under the Horizon 2020 Rules for Participation as follows: “Each beneficiary must – up to four years after the period set out in [GA] Article 3 - take measures aiming to ensure ‘exploitation’ of its results by: (a) using them in further research activities; (b) developing, creating or marketing a product or process; (c) creating and providing a service, or (d) using them in standardisation activities¹.”

Each beneficiary must take measures aiming to ensure the exploitation of their results, either by themselves (e.g. for further research or for commercial or industrial exploitation in its own activities) or by others (other beneficiaries or third parties, e.g. through licensing or by transferring the ownership of results).

Beneficiaries must be proactive and take specific measures to ensure that their results are used (to the extent possible and justified²). However, exploitation does not necessarily need to be done directly by the participants. They are entitled to choose for that be done by another entity. Such indirect exploitation can be performed by licensing the results or assigning them to third parties as well as providing open access, in accordance with the requirements established in the grant agreement and the consortium agreement.

In COASTAL, all project partners are involved in dissemination and exploitation in order to foster and ensure awareness and transfer results for the highest possible impact.

3. EXPLOITATION STRATEGY IN COASTAL

The **mid- and long-term exploitation** of the outcomes of COASTAL are expected to contribute significantly to the coastal-rural synergy, improving the quality of EU coastal waters, increasing job potential and fostering regional development of coastal and rural areas due to the expertise developed and exchange. Based on the focus of the case studies, COASTAL will also have **direct impacts in the six study regions** in which the Multi-Actor Labs and case studies are situated. In addition, as WP3 and WP6 focus their resources on the preparation and leverage of the exploitation of the project results, COASTAL is expected to have an EU wide impact in terms of transferring knowledge, expertise, and examples to other EU regions.

The capacity of the project to continue and use its results beyond the end of the funding period will be ensured by **integrating the existing coastal and rural networks** and building upon the relationships between the actor partners. New networks are established around the Multi-Actor Labs and connected across the EU and beyond, as planned in the multi-actor workshops (WP1 and WP3) and other scheduled local and international exchanges during the project. Practically, the project results will be used and exploited in the longer-term via the international network of the Multi-Actor Labs in the COASTAL Knowledge Exchange Platform.

The **post-project maintenance and expansion** of the COASTAL tools and services will be organised by a post-project collaboration agreement between the main research partners, aimed at maintaining, further developing and exploiting the project outcomes and thematic and methodological expertise to the extent possible. This agreement will replace the New Company (NewCo) mentioned in the GA, as it is considered more efficient and effective in terms of organization, administration, partner engagement and operational costs. This collaboration agreement will put in place a consortium of research institutes that will support regional, national and EU level policy makers for future coastal and rural planning, with a special focus on

¹ For further details, please consult GA Article 28.

²https://ec.europa.eu/research/participants/data/ref/h2020/grants_manual/amga/h2020-amga_en.pdf#page=243

environmental impacts of economic activities. This consortium will combine the advantages of established research institutes and an international cooperation. We specifically aim at valorising thematic and methodologic expertise build up during the COASTAL project.

Free access will be provided to the generic COASTAL tools and demonstration cases to raise the interest of new clients and target groups (see Figure 1) and establish new collaboration with the academic community interested in systemic approaches for coastal-rural development and long-term planning involving participatory aspects. The services provided by and with the platform can be divided into: (1) training of target group representatives in the application and interpretation of the COASTAL models and toolbox; (2) focused and updated business and policy analyses using the COASTAL models, and (3) technical support with the adaptation and expansion of existing models. Not all parts of the project outcomes may be sustainable, and it is important to consider the dissemination and exploitation as a progressive, iterative process, extending beyond the duration of the project. The uptake and practical implementation of innovative solutions and strategies will depend on long-term investments, and require adjustments under changing environmental, institutional, and economic conditions.

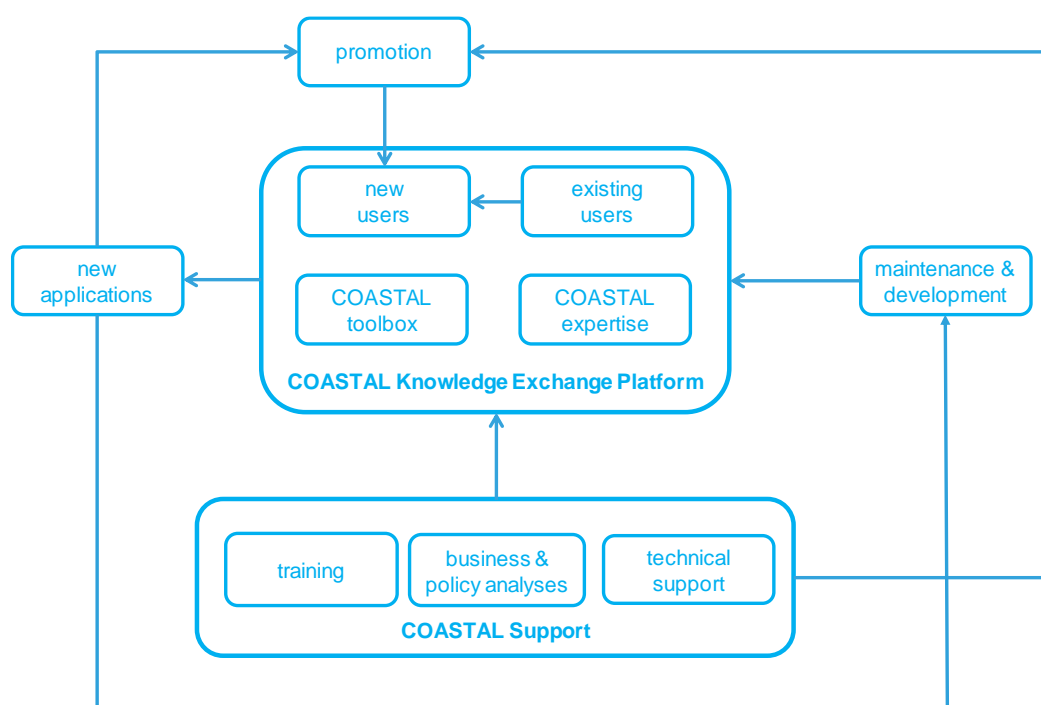


Figure 1 - Business model for post-project exploitation of the outcomes of COASTAL. Local dissemination and exploitation actions

Special attention will be given to local scale dissemination of the project results in the local language. The case study partners have their networks in place and are well aware of the relevant coastal and rural stakeholders. The sector workshops, info sessions, and informal meetings will be used to inform the sector representatives, business developers, regional planning agencies and local authorities of the added value of synergistic planning for both coastal and rural development. Not only the local situation will be discussed but also project outcomes from the five other case studies will be showcased. This helps ensure the local uptake, creates confidence in the scientific underpinning of the methodology, and increases the potential for exploitation of the project results. The resulting multiplier effect creating an overall impact at the local, national and EU scale. Local scale exploitation actions are summarized in the table below.

Table 1 - Local scale exploitation actions

Case study	Potential for exploitation
Belgian Coastal Zone (MAL1)	Local exploitation will focus on using the Multi-Actor Labs and COASTAL network for setting up a board for strategic coastal-rural (spatial) planning, and planning directives aimed at exploiting the blue growth for rural development.
South-West Messina (MAL2)	Enhance the interaction between agriculture activities and tourism for local business opportunities; expand ecotourism activities; develop agreed strategies for sustainable management of the Gialova Lagoon (Natura 2000) and related coastal areas.
Norrström – Baltic (MAL3)	COASTAL creates a new knowledge exchange network for land-sea synergy in support of the local-regional authorities and agencies responsible for coastal water management and economic development. Post project exploitation will be aimed at supporting sectoral and territorial development plans.
Charente River Basin (MAL4)	Fuel further discussions on regional prospective action plans and projects (Charente2050, project Pays Marennes Oléron, ...), contribute to the stability of regional communities and social participative structures managed by the EPTB Charente river, set up boards for strategic coastal-rural spatial planning.
Danube Mouth (MAL5)	Providing input and recommendations to develop synergistic legislation at local, national and regional levels.
Mar Menor Coastal Lagoon (MAL6)	Post-project exploitation of project outcomes will be organised through the Mar Menor blog and through existing contacts with the regional government (including Committee of social participation and Scientific Committee of the Mar Menor') and by providing recommendations to the future legislation to be developed by the Regional government, including the next Rural Development Program (PDR).

4. PRELIMINARY PLAN FOR KEY EXPLOITABLE RESULTS

The first step for developing the appropriate and comprehensive Exploitation Plan was to identify the list of Key Exploitable Results (KERs) being developed in the COASTAL project. An indicative set of generic questions were used to guide the thinking of what constitutes a key exploitable result:

- What exploitable results are the project participants hoping to generate?
- What forms, if relevant, can the exploitation of these results take (industrial use, patenting, technology transfer, publication, etc.)?
- What conditions will need to be fulfilled to enable exploitation of the results (cost of implementation and ease of obtaining)?
- What each participant is hoping to gain from the project? Are the expectations of all participants compatible and coherent?

Some examples of types of key exploitable results include:

- New technology;
- New technical/scientific/societal knowledge and data (in the form of software, new process, scientific result, evidence of successful pilot, new design, educational resource, evidence-based recommendation for action);
- New collaboration platform/mechanism.

An overview of the preliminary KER and their potential uses identified as of 30 March 2021 is given in Table 2.

Table 2 - Overview of the preliminary key exploitable results and their potential uses

KER N°	Key Exploitable Result (KER)	Description	How results can be used	Potential Users	Lead partner	Contributors	WP
1	Knowledge Exchange Platform (KEP)	The Knowledge Exchange Platform (KEP) serves as a durable platform for collaborative knowledge exchange between coastal and rural operators, sectors, experts, and study regions.	Advancement of technical/scientific/societal knowledge	Researchers, citizen science advocates, policy makers, Urban/rural development planners, Local municipalities	GEO	All	WP6
2	Generic Model Library	Generic library of reusable and proven model archetypes	Rapid build-up of new SD models for land-sea systems, model maintenance, SD modelling tutorials.	SD Modelling community; holistic analysts, thematic experts	VITO	VITO + MALs	WP4
3	Land-Sea System Models	Polished VenSim models and clarifying structures	SD models to support road maps by identifying tipping points, systemic limitations, and key success factors (as model parameters).	Coastal and rural target groups as identified by the MALs	VITO	MALs	WP4
4	Modelling strategy	Strategy and lessons learned for SD modelling of complex land-sea systems	Improving efficiency and outcomes of projects and studies applying SD modelling as tool.	SD Modelling community; holistic analysts	VITO	VITO	WP4
5	Data Inventory	Broad inventory of environmental and socio-economic data developed for use in the SD models	Quick run-up of models and support of calibration	SD modelling community with interest in the MAL scopes	HCMR/SU	MALs	WP2
6	Methodological toolbox for stakeholder integration	Qualitative to quantitative methodological toolkit for how to integrate stakeholders into interdisciplinary projects.	In transdisciplinary research projects where the aim is to use an integrated and cross-cutting methodology for how to include stakeholders iteratively into a project so that they are not only co-produce knowledge but also ensure transparency of methodology and legitimacy in results.	Researchers, citizen science advocates.	SO	MALs	WP1

7	Business Roadmaps (D11)	The Business roadmaps are strategic planning of actions to increase land-sea synergies and sustainable development at case study level	It can be used to plan and implement local actions, support decision-making in regional strategic planning and projects' development.	Policy decision makers (local and regional agencies), urban/rural development planners, Local municipalities, businesses	ICRE8	MALs	WP3
8	Policy recommendations	Policy recommendations to increase land-sea synergies and policy coherence between the Blue economy and the rural economy	Contributes to EU policies, regional and local decision-making.	Policy makers, Academia, Urban/rural development planners, Local municipalities	ICRE8	MALs	WP3
9	COASTAL Methodology reports D03, D10	Methodologies for stakeholders engagement in system mapping, visioning exercise, and business solutions development	Can be used for developing a toolkit for participatory planning approach (e.g., MSP, local to National Strategic Plan...) - to be combine with result 6	Policy makers, urban/rural development planners, Academia, participatory practitioners, local municipalities,	ICRE8 / SINTEF	MALs	WP1/WP3
10	Best practices	Portfolio of best practices of coastal-rural collaboration initiatives in 12 European regions outside of COASTAL MALs tackling key challenges faced by coastal-rural region	Can be use as inspirational examples for coastal-rural regions to tackle key challenges	Policy makers, Academia, tourism industry, nature area management bodies, local development authorities	ICRE8	MALs	WP3
11	Qualitative and quantitative scenarios (D19)	Coherent sets of qualitative and quantitative scenarios at model level, thoroughly and systematically exploring the uncertainties linked to the models' input variables.	The quantitative scenarios will be used to assess the robustness of (policy) actions entered into the SD models.	Coastal and rural target groups as identified by the MALs.	VITO	MALs	WP5
12	Robustness analyses	Analyses of the impact of certain (policy) actions under each of the scenarios by the SD models.	These robustness analyses will assess to what degree planned actions will have the impact foreseen by their 'owners'.	Policy makers at local, regional, national and supra-national levels, (sectoral) interest groups, academia, citizens, etc.	VITO	MALs	
13	Environmental assessment of the freshwater and marine	Report providing a complete and comprehensive overview of all field data collected during the sampling visits	Facilitating discussions with stakeholders as part of knowledge exchange during the co-production phase of the models for identifying impacts of actions and	Local Development authorities, nature area management bodies, Research scientists	HCMR		WP2

	ecosystems in SW Messina Case Study (D2.4)		pressures on the riverine and marine environments. And for validating and testing the models.				
14	Methodological Guidelines for translating qualitative concepts to quantitative parameters of synthetic models	Coherent analysis of the methods used in the MALs to identify data and supporting process models needed for the SD modelling quantification based on stakeholder concepts.	In future research and transdisciplinary projects, and to facilitate knowledge transition in participatory modelling	Researcher community, modelling experts, citizen science actors	HCMR/SU	MALs	WP2

Beyond the project lifetime, each partner will implement measures which will be defined to ensure the exploitation of its results (either directly or indirectly) by one or more of the following methods:

- Using them in further research activities (outside the action);
- Developing, creating or marketing a product or process;
- Creating and providing a service.

Further details can be found within the Draft Individual Exploitation Plans (Section 6). The final exploitation routes and detailed descriptions will be provided in D6.4.

5. MANAGEMENT OF INTELLECTUAL PROPERTY RIGHTS

Each beneficiary³ has an obligation to protect its results and must adequately protect them for an appropriate period and with appropriate territorial coverage. This is if the results can reasonably be expected to be commercially or industrially exploited, and any other possible, reasonable and justified circumstance. When deciding on protection, the beneficiary must consider its own legitimate interests and the legitimate interests (especially commercial) of the other beneficiaries.

Effective exploitation of the exploitable results depends upon, amongst other issues, the proper management of intellectual property, which should be part of the overall management of knowledge in the project.

Throughout the COASTAL project, specific actions have been, and will continue to be, undertaken for addressing the issues related to the intellectual property rights. These include the pre-existing knowledge (Background) of the project partners, an assessment of the results generated during the project, proposals for the optimal protection of IPR, and ownership and proper implementation of IPR protection measures.

The framework of the IPR management is set out within the Consortium Agreement, which stipulates the rules related to the following IP issues:

- Identification of the Background and the specific limitations and conditions for its implementation;
- Ownership of the results;
- Transfer of the results;
- Access rights to the Background and the results;
- Non-disclosure of the information.

5.1. Protection of results

Participants will assess the possibility of protecting their results once these are generated. Beneficiaries are free to choose any available form of protection of intellectual property. Standard forms of protection which will be considered include patent, trademark, industrial design, copyright, trade-secret, confidentiality agreement.

The choice of the most suitable form of IP protection, as well as the duration and geographical coverage, depends upon the results (e.g. if it is an invention, software or a database), and the business plans for their exploitation and legitimate interests of consortium partners.

Although not mandatory for one organisation to inform other partners about actions to protect Intellectual Property, it is considered good practice to consult before deciding whether to protect results, particularly if

³ In the context of Horizon 2020 the term beneficiary (i.e. a "participant") is used to describe a legal entity which has signed the Grant Agreement and therefore is bound by its terms and conditions with regards to the European Union. https://intellectual-property-helpdesk.ec.europa.eu/regional-helpdesks/european-ip-helpdesk/europe-glossary/glossary-b_en

dealing with potentially joint Intellectual Property. Examples of the protection of Intellectual Property are listed in **Table 3**.

Table 3 - Examples of the protection of Intellectual Property according to the type of result

Subject matter	Patent	Utility model	New (Industrial) Design	Copyright	Trade mark	Confidential Information
Invention	x	x				
Software	x			x		
Scientific article				x		
Design of a product			x	x	x	
Name of a product/ service/ project					x	
Know-how						x
Website			x	x	x	

Although the protection of Intellectual Property is vital for a prospective commercial or industrial exploitation, it is not always mandatory. No protection is necessary if: i) it is impossible under EU or national law; ii) not justified in view of the (potential) commercial or industrial exploitation; or iii) not required by the action's objective and other relevant elements, such as potential markets and countries in which competitors are located, whether or not the additional protection of a part of a certain technology would bring significantly broader protection.

What to consider when deciding not to protect results

If a participant does not intend to protect a result, it is best practice to consider offering to transfer it to other consortium partners or third parties which may be positioned better to exploit the results and willing to seek their protection.

If such a transfer is not done, participants in receipt of European Union funding which do not intend to protect their results but are capable of industrial or commercial application for reasons other than legal impossibility, must be careful not to perform any dissemination activities without first informing the European Commission. This notification is mandatory for up to four years after the end of the project.

The European Commission may decide, with the consent of the participants to which the result belongs, to assume ownership and take the necessary measures to protect it. In this case, the Commission must formally notify the concerned participant within 45 days of receiving the notification.

5.2. Proposal of options for the protection of intellectual property rights

Preliminary proposals have been considered for the protection of Intellectual Property Rights related to the Key Exploitable Results. These results are presented in **Table 4**. Proposals for Intellectual Property are subject to potential modifications of the Exploitable Results that may arise during the project. Therefore, the updated proposals for Intellectual Property may be provided in the updated exploitation plans. Final proposals and the overview of the measures taken will be provided in D6.4.

Table 4 - Analysis of Intellectual Property for the key exploitable results (summary)

KER N°/WP	Key Exploitable Result	Proposal for Protecting IP
1/WP6	Knowledge Exchange Platform	Not applicable
2/WP4	Polished VenSim models & documentation	Applicable: all models will be delivered as runtime only version and will include a clear reference to the developers, project, relevant deliverable, and delivery date with contact information. The developers can be contacted for access to the full access model.
3/WP4	Generic, reusable model constructs	See above
4/WP4	Input data for VenSim models	IPR applies in case project foreground and will follow IPR conditions of WP2
5/WP2	Data inventories	Not applicable
6/WP2	Spatial-dynamic simulations of land use change for Oudlandpolder	Applicable
7-10/WP3	COASTAL WP3 Deliverables	Not applicable
11/WP5	Quantitative and qualitative scenarios	Conditional applicability (in case project foreground)
12/WP5	Robustness analyses	Conditional applicability (in case project foreground)

6. DRAFT INDIVIDUAL EXPLOITATION PLANS

In this section, the partner level draft Individual Exploitation Plans are presented. These are followed by the process of how the involvement of each partner in the related exploitable results will be evaluated for the final Exploitation Strategy and Plan (deliverable D6.4).

These plans will be updated to ensure that the widest communication and dissemination of the results generated by COASTAL can be achieved, protected and exploited.

Table 5 Results at partner level

Partner 01 - VITO	Main results of interest	Motivation to exploit results	Main exploitation routes
	Generic VenSim model constructs	Application for tutorial purpose, facilitate model (re)design and maintenance, relates to WP4 deliverable D15 and D16	Academic events (conferences and webinars); scientific dissemination
	Polished VenSim models with documentation. Note: focus should be on model results rather than model engines	Demonstrating potential of SD modelling for support policy analyses in an evidence-based manner. Relates to deliverables D14 and D16.	Commercial activities aimed at coastal and rural stakeholders.
	Spatial-dynamic scenarios Oudlandpolder, generated with the VITO RuimteModel (see Consortium Agreement)	Demonstrating potential of spatial-dynamic modelling of land-use and interaction with agriculture, nature and other functions.	Commercial activities aimed at coastal and rural stakeholders. All scenario elements or other work (including maps) making use of wetland data related to Decler, K. et al.

		(2016) Mapping wetland loss and restoration potential in Flanders (Belgium): an ecosystem service perspective. Ecology and Society 21(4): 46, will never be exploited through commercial activities, but will only be part of open access processes and publications.
Qualitative and quantitative scenarios for the Oudlandpolder and the offshore energy production case.	These scenarios give a structured and integrated view on potential future states for the Oudlandpolder, on the one hand, and the offshore energy plants, on the other hand.	These scenarios will be made available (open source) for policy makers and other relevant stakeholders via online communication channels (e.g., websites of responsible authorities and other actors involved). They will be actively used (in workshop settings) to develop (policy) guidelines and action plans for the Oudlandpolder, on the one hand, and the further development of the offshore energy parks and related onshore facilities, on the other hand.
(Policy) guidelines for the Oudlandpolder and offshore energy development projects	These (policy) guidelines will feed into policy and decision-making processes at governmental level linked to each of these cases. They will give an overview of (policy) guidelines and actions co-created by a broad group of stakeholders, and therefore giving their perspective on interesting and feasible future developments.	These (policy) guidelines will be made available (open source) for policy makers and other interested actors via online communication channels (e.g., websites of responsible authorities and other stakeholders involved).

Partner 02 - HCMR	Main results of interest	Motivation to exploit results	Main exploitation routes
Environmental assessment of the freshwater and marine ecosystems in SW Messinia Case Study	Other projects studying the same or similar areas	Academic events (conferences and webinars); scientific dissemination, HCMR-HNODC and SeaDataNet database Academic events (conferences and webinars); scientific dissemination Other projects	

Generic VenSim model constructs	Model building and expand in house expertise	Academic events (conferences and webinars); scientific dissemination Other projects
Qualitative and quantitative scenarios for Messina	Communication of future scenario conditions and support planning decisions	Local authorities and other projects
Coastal Methodology Reports	Expand in house expertise and aid further participatory research	Other projects

Partner 03 - SU	Main results of interest	Motivation to exploit results	Main exploitation routes
	Documented Vensim model structures with an easy-to-use dashboard view	For further and new applications of the SD modelling as a problem-oriented decision support tool	Academic events, scientific dissemination, other projects and <u>further research</u>
	Scenario analysis methodology and results regarding hydroclimate, inland/coastal green sector developments and urbanization, and associated impacts on inland/coastal water availability and quality, and implications for policies and <u>environmental</u> regulations in the MAL3 case	For communication of future scenario conditions and uncertainties of these, support for associated planning and adaptation strategies and measures	In communication and other transdisciplinary projects with relevant authorities and stakeholders responsible for planning and adaptation. Additionally, also in academic events, scientific dissemination, other projects and <u>further research</u> ,

Partner 04 - SINTEF	Main results of interest	Motivation to exploit results	Main exploitation routes
	Knowledge Exchange Platform (KEP)	Expand our in-house expertise.	Other projects.
	Generic Model Library	Expand our in-house expertise.	Other projects
	Land-Sea System Models	Expand our in-house expertise.	Other projects.
	Methodological toolbox for stakeholder integration	Gain further experience using it and refining it further.	Other projects.

Partner 05 - INRAE	Main results of interest	Motivation to exploit results	Main exploitation routes
Functioning SD sub-models for shellfish farming, agriculture, ports-infrastructure, water sector with policy-oriented dashboard views	Providing an integrated SD model to support the MAL4 BRM towards a sustainable territory where water resources (quantity quality) and main economic activities (agriculture, shellfish farming) are preserved	Scientific publications, accessibility to stakeholders on the MAL4 website, future workshops	

Common vision of the land sea territory and challenges to reach the BRM objectives (sectoral and multi-actor workshops)	Co-building a BRM involving key stakeholders and local networks	Exchange with local prospective plans (Charente 2050, Neoterra,)
Draft Business solutions and policy recommendations resulting from the last workshop and previous focus groups	Co-building a BRM involving key stakeholders and local networks	Decision makers and managers, region, department, academic area

Partner 06 - INCDM	Main results of interest	Motivation to exploit results	Main exploitation routes
Model architecture VENSIM for freshwater aquaculture		For the SD improvement as a dynamic analysis tool for land sea interactions and synergies of the study case area	Academic area, scientific publications, stakeholder dissemination, conference, other scientific events, future workshops.
Business solutions and policy recommendations propose resulted during the last workshop organised with the main stakeholders		For policy and business solutions improving implementation	Academic area, scientific publications, stakeholder dissemination, conference, other scientific events, decisions makers, future workshops.

Partner 07 - ICEADR	Main results of interest	Motivation to exploit results	Main exploitation routes
Model architecture VENSIM for agriculture (eco farming) and tourism (rural tourism development)		For the SD improvement as a dynamic analysis tool for land sea interactions and synergies of the study case area	Academic area, scientific publications, stakeholder dissemination, conference, other scientific events, future workshops.
Business solutions and policy recommendations propose resulted during the last workshop organised with the main stakeholders		For policy and business solutions improving implementation	Academic area, scientific publications, stakeholder dissemination, conference, other scientific events, decisions makers, future workshops.

Partner 08 - ICRE8	Main results of interest	Motivation to exploit results	Main exploitation routes
Best practices (D09)		Portfolio of potential project	Engage stakeholders within Climate KIC Greece and other projects owners
Knowledge Exchange Platform		Expand our in-house expertise.	In other projects

Policy recommendations (D11)	To support in-house expertise in policy advisory	Using as a talking point to initiate discussion with policy makers; Develop future projects
Business roadmaps (D11)	Portfolio of potential project	Engage stakeholders within Climate KIC Greece and other projects owners
Methodology outputs of D03, D10, D19	to aid participatory planning (e.g., in other research projects)	Development and use of a toolkit
Generic Model Library	Expand our in-house expertise.	In other projects

Partner 09 – CSIC	Main results of interest	Motivation to exploit results	Main exploitation routes
	Individual solutions for sustainable development, prioritized by stakeholders	Input for future policy development	Solutions will be made available online for policy makers and for commercial private initiatives for development of new policies and sustainable business ideas.
	Documented Vensim model structures with an easy-to-use dashboard view	Further and new applications of the SD modelling as a problem-oriented decision support tool	Academic events, scientific dissemination, other projects and further research
	Evaluation of SSPs scenarios for the study area	Explore future scenarios in relation to this and future research projects	SSP scenarios for the Mar Menor area will be made available online for policy makers and for commercial private initiatives for development of new policies and sustainable business ideas. Academic events and further research regarding the use of scenario development.
	Business roadmap (BRM), including key actors and timeline of proposed actions	Input for policy makers and businesses to Support the sustainable development of the case study in the mid and long term	Integrated Solutions as part of the BRM will be made available online and during dissemination events for policy makers and commercial private initiatives for development of new policies and sustainable business ideas.

MAL6 Stakeholder Blog	Exchange platform at case study level for coastal-rural synergy and repository of knowledge.	The blog is available online for all stakeholders including policy makers to support the implementation of the BRM.
Impact of BRM and SSPs on Key Performance Indicators (KPIs)	This is main project outcome illustrating how the BRM effectively leads to sustainable development and how it affects key performance indicators under different future scenarios (SSP)	Results will be made available online (on the Knowledge Exchange Platform) and in scientific articles and during academic events. We will organize a dedicated meeting with policy makers.

Partner 10 - GEO	Main results of interest	Motivation to exploit results	Main exploitation routes
Knowledge Exchange Platform		To maintain GEO's visibility and expand its portfolio of activities in the field	

Partner 11 - GRBR	Main results of interest	Motivation to exploit results	Main exploitation routes
1 Knowledge Exchange Platform		Broaden our network and increase our knowhow dissemination of this result through our network	Advocate this platform in our communication towards local stakeholders and international interested parties (further business development of the company, new project participation, ...)
3 Land-sea system models; 5 Data Inventory; 7 Business road maps; 8 Policy recommendations In specific to the Oudlandpolder		Bluebridge lies very close to the 'Oudlandpolder' for which the model and business road maps can be used for decisions in further business development of Bluebridge, but also to support business development of other existing or starting companies in our community	Use of the model's outcome and business road maps in business plan of Bluebridge. Communication of the models towards and with possible cooperation in other companies' business model
3 Land-sea system models; 5 Data Inventory; 7 Business road maps; 8 Policy recommendations In specific to the "Blue Economy"		Bluebridge is a hub for the Blue Economy for which the model and business road maps can be used for decisions in further business development of Bluebridge, but also to support business development of other existing or starting companies.	Use of the model's outcome and business road maps in business plan of Bluebridge. Communication of the models towards and with possible cooperation in other companies business model
3 Land-sea system models; 4 Modelling strategy		The results and experiences with model-supported policy and business road maps will increase our knowhow that could be	Participation in new projects

5 Data Inventory; 7 Business road maps; 8 Policy recommendations In general	translated in supportive participation for the same application in other regions or cases	
6 Methodological toolbox for stakeholder integration; 9 Coastal methodology reports	Bluebridge wants to increase its role as community hub for the Blue Economy.	Use the toolbox for our interactions with current stakeholders' community and approaching new stakeholders.
8 Policy recommendations. 12 Robustness analyses	As a hub, we also want to facilitate the interactions between our community and the policy makers.	Bluebridge will reach out towards policy makers with these results as a supportive tool for decision making.

Partner 12 - VLM	Main results of interest	Motivation to exploit results	Main exploitation routes
	1. Knowledge Exchange Platform	Base for broadening the partnership of our project	Use the knowledge exchange platform to build up the stakeholders involved in participatory projects
	6. Methodological toolbox for stakeholder integration	Broadening the methodologies used in participatory processes.	Use of the toolbox in participatory processes used to define project-content.
	7. Business Roadmaps	Usable as input for a planning process	Use the road-maps in planning processes in the Oudlandpolder region
	8. Policy recommendations	Usable as input for a planning process	Use the policy recommendations in a planning process when possible: not all policy is on a local level.
	9. Coastal methodology reports	Broadening the methodologies used in participatory processes.	>Use the reports as an inspiration in defining new participatory processes.
	Qualitative and quantitative scenarios, policy roadmaps and policy recommendations for the Oudlandpolder.	These scenarios give a structured and integrated view on potential future states for the Oudlandpolder	These will be used as a part of the land development and the framework agreement for the Oudlandpolder area.

Partner 13 - POM	Main results of interest	Motivation to exploit results	Main exploitation routes
	Qualitative and quantitative scenarios for the decommissioning of offshore wind	These scenarios give a structured and integrated view on potential future state of	The quantification of scenario's concerning offshore wind energy and the corresponding

	offshore wind and the corresponding decommissioning actions	decommissioning activities will allow scaling the planning efforts accordingly.
Business roadmaps for the decommissioning of offshore wind	Sustainable development and strategic planning of action are the two key aspects currently required in preparation of the next phase in offshore (wind) energy.	The roadmaps will support the planning of the preparatory actions for the next phase in offshore wind energy. In addition, the roadmaps will provide a guideline to implement local actions.
Policy recommendations for the decommissioning of offshore wind	Recommendations resulting from intricate modelling based on verifiable input form the basis of well-founded decision-making	These policy tools will be used when further developing our vision on the development of offshore wind and the corresponding decommissioning activities and how it fits into our provincial economic development.

Partner 16 - CRAB	Main results of interest	Motivation to exploit results	Main exploitation routes
	Knowledge Exchange Platform (KEP)	Expand our in-house expertise.	Other projects.
	Methodological toolbox for stakeholder integration	Foster our role as community hub for the rural development	Use the toolbox for our interactions with current stakeholders' community and approaching new stakeholders.
	Generic VenSim model constructs	Application for tutorial purpose, facilitate model design and maintenance	Workshops and seminars; Dissemination events
	Business roadmaps	Portfolio of potential projects	Engage stakeholders for future projects

Partner 17 - LUKE	Main results of interest	Motivation to exploit results	Main exploitation routes
	Knowledge Exchange Platform (KEP)	Keeping track on state-of the art science and policy practices; utilizing the updates and helping update	Project oriented: informing project on the strategic area of the possibilities provided by the platform
	Land-Sea System Models	Policy support requires completing the land-sea system models so that an action on land can be traced down to its effect on the pressure and eventually on state variables	Modellers in Luke but also those working with the closest institutions: Syke, Universities etc. Project orientation.

Policy recommendations	To reflect the results to our policy research and the policy recommendations we provide our policy makers	Policy design platforms and working groups; development of in-house expertise.
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Partner 23 - CARM	Main results of interest	Motivation to exploit results	Main exploitation routes
	Policy recommendations	Input for policy development	Technical meetings for preparation of new policies, internal policy notes, and committee for social participation.
	Business roadmaps including the timeline of proposed actions	Input for policy development and incentives for new business initiatives	Technical meetings for preparation of new policies, internal policy notes, committee for social participation and Canal Mar Menor website.
	Impact of BRM and SSPs on Key Performance Indicators (KPIs)	Input for policy development and incentives for new business initiatives	Technical meetings for preparation of new policies, internal policy notes, committee for social participation and scientific advisory committee.
	Individual solutions for sustainable development, prioritized by stakeholders	Input for policy development	Technical meetings for preparation of new policies, internal policy notes, committee for social participation and scientific advisory committee.
	MAL6 stakeholder blog	Facilitate stakeholder interactions and repository of knowledge	Committee for social participation, scientific advisory committee, link on Canal Mar Menor website
	Knowledge Exchange Platform	Information exchange with other EU regions with similar problems and solutions	Committee for social participation, scientific advisory committee, and link on Canal Mar Menor website.

Partner 24 - FECOAM	Main results of interest	Motivation to exploit results	Main exploitation routes
	Participation in sustainable development projects in the case study area	Contributions to sustainable management under published legislation	Results available for implementation by the parties involved.
	Knowledge Exchange Platform	To disseminate this platform by involving stakeholders in the agri-food sector	Include this platform in our communication with local stakeholders because of its

		importance in adapting to new regulatory requirements.
Good practice codes and policy recommendations	The need to publicize sustainable development measures so that the agricultural sector in the study area complies with regulations and improves its public image.	The results and experiences obtained based on the model, at the agricultural level, will increase our knowledge that can be transferred to stakeholders through meetings.

Partner 25 - CRANA	Main results of interest	Motivation to exploit results	Main exploitation routes
	Scenarios for the evolution of the conventional agriculture	Contribution to the desirable scenario for the MAL4 territory	Exchange of knowledge, professionals, stakeholders' network
	Business and policy recommendations	Datasets, contribution to the BRM, best practices, technical and juridical innovation	Managers and decision makers, professionals, supply chains

Partner 27 - FRAB	Main results of interest	Motivation to exploit results	Main exploitation routes
	Scenarios for the evolution of organic farming in the area	Contribution to the desirable scenario for the MAL4 territory	Exchange of knowledge, professionals, stakeholders' network
	Business and policy recommendations	Datasets, contribution to the BRM, best practices, technical and juridical innovation	Managers and decision makers, professionals, supply chains

Partner 28 - VLIZ	Main results of interest	Motivation to exploit results	Main exploitation routes
	Knowledge exchange platform	VLIZ is committed to strengthen the marine and coastal knowledge building and the excellence of marine research in Flanders. The target groups for knowledge development are the marine research community, the educational field, the general public, the policy makers and the industry (the Blue Economy).	Learnings from the COASTAL project will be shared and applied wherever a suitable opportunity arises. VLIZ is well embedded within the wider marine and coastal landscape, hence efficient knowledge sharing from the local to the international level are within its possibilities and hence could give way to new business opportunities, projects, cooperations, etc.;
	3./4./11./14. Land sea system models/Modelling	VLIZ sees value in further exploring the possibilities of the system modelling approach	Experiences from the COASTAL system modelling

strategy/Qualitative and quantitative scenarios/ Methodological guidelines for translating qualitative concepts to quantitative parameters of synthetic models	to gather new/additional insights in complex challenges in order to be of assistance to business development, innovation opportunities, policy making, management, (eco)systemic research, etc within the coastal area. In general, the land-sea modelling exercise allowed VLIZ to detect challenges and opportunities for the marine research, policy and the innovation landscape	will be shared, ranging from the model build-up, validation and practical application among its target groups; Gathered experience will also enable VLIZ to participate in forthcoming projects, advisory organs, etc.
5.Data inventory	VLIZ has actively participated in the data gathering and data validation steps of the SD model and as such engaged with different partners and stakeholders to look into existing and new ways to strengthen the SD modelling approach	Learnings from this experience will be applied in future projects but can also serve as a starting point to stimulate new research to expand the systemic comprehension of the Belgian marine-coastal area
6./9. Methodological toolbox for stakeholder integration/ Methodological reports	The unique method in which COASTAL applied an integrated and cross-cutting methodology for how to include stakeholders iteratively into a project so that they are not only co-produce knowledge but also ensure transparency of know-how is very interesting to VLIZ	VLIZ will analyze the COASTAL approach concerning stakeholder integration and were appropriate apply or stimulate similar methods
7. Business roadmaps	Although not yet materialized at this stage of the project, VLIZ actively invests in the valorization of marine knowledge to the blue innovation landscape and hence follows the development of the business roadmaps with great interest	VLIZ will use/distribute the developed business roadmaps within its network to assist in decision-making, in regional strategic planning and project development.
8. Policy recommendation	VLIZ assists in the scientific underpinning of our marine and coastal policy in order to guarantee a safe and sustainable management/use, hence each opportunity that stimulates the land-sea synergies and policy coherence between the Blue economy and the rural/coastal economy is of great importance.	VLIZ will actively transfer learnings from the COASTAL project to relevant stakeholders to ensure a science based marine and coastal policy is applied
10. Best practices	A portfolio of successful of coastal-rural collaboration initiatives is a valuable asset in an integrated, sustainable development of Flanders coastal area, and as such is of importance to VLIZ.	VLIZ will use relevant learnings of these best practices to inform and support local stakeholders when addressing new or difficult challenges within the coastal area.
Partner 29 - GLOB	Main results of interest	Motivation to exploit results
		Main exploitation routes

8. Policy recommendations	Global Utmaning (Global Challenge) will use the scientifically underpinned policy recommendations in its ongoing advocacy work towards Swedish decision/policymakers to advocate for a safe, sustainable and integrated coastal-rural development in the Sweden and in the Baltic Sea Region. These recommendations can be used to support ongoing projects and in Global Utmanings portfolio, such as klimatagendan (The Climate Plan).	Policy discussions with decision-makers and other relevant stakeholders. Policy recommendations summarized in policy texts for dissemination to policy makers.
7. Business Roadmaps (D11)	Business Roadmaps can support the multi-sectorial cooperation in the rural-coastal regions where a focus on sustainable development can be pursued in tandem with local businesses and other local and regional stakeholders. Global Utmaning works with supporting local and regional governments in developing action plans for the local implementation of the SDGs, these roadmaps can support this development in coastal-rural regions.	Development of action plans and strategic documents among local and regional governments and support to local businesses in their to cooperate with authorities for the sustainable development in the region.
10. Best practices	Global Utmaning is a platform for cooperation and sharing of good examples in many different areas, for example our Localizing SDGs map can be used to share best practices globally - https://www.globalutmaning.se/interactive-map/	Best practices can be shared through our established networks to different stakeholders who can learn and be used as inspiring examples for coastal-rural regions to tackle key challenges.

7. CONCLUSIONS

The aim of this deliverable is to provide a first version of the Exploitation Plan for the COASTAL project's results.

Deliverable D6.2 is a first assessment of the preliminary key exploitable results and of the ways and modes of how the consortium intends to prepare for creating the post-project legacy. This will be by use of the results, or promoting the results, for use by stakeholders and other actors outside the consortium, and thereby creating impacts.

The preparation for exploitation is an iterative process that comes to the fore when project results are emerging. The Exploitation plan will be updated as the project completes its final stages to ensure dynamic and successful exploitation of project results, avoid infringement of Intellectual Property Rights and mitigate risks that could endanger the exploitation of results.

GEO will continue to secure the involvement of all project partners in exploitation activities, guide them through the process and encourage them to contribute to the exploitation.

D6.2 will be followed by an adapted, operational Exploitation Plan (month 47; D6.4). The iterative process during the remainder of the project will use sessions of partner meetings which are dedicated to exploitation which will lead to D6.4. This will include reviewing, updating and finalising the KERs, the overall project and partner level exploitation strategies and plans, and a detailed assessment of potential exploitation impacts.