



Annex A – Memorandums of Understanding signed at launch of PIER71

NUS Enterprise-INNOSPACE MOU to enhance cooperation through exchange of resources and start-ups in Singapore and China

The MOU between NUS Enterprise and INNOSPACE will allow both parties to jointly scout for start-ups in China and Singapore. Both parties will also share resources and allow start-ups in PIER71 and INNOSPACE to access each other's mentors, networks, programmes and activities. In addition, the collaboration widens the deployment opportunities of PIER71 curated start-ups in China and vice versa.

NUS Enterprise-Rainmaking Innovation MOU on supporting venture building activities in Singapore

With the MOU, NUS Enterprise and Rainmaking Innovation will be collaborating to attract and anchor venture building activities focusing on the maritime and logistics sectors in Singapore. This is part of Rainmaking Innovation's ambition to build a dedicated "Transport Venture Studio" in Singapore. This collaboration will be supported by existing initiatives under NUS Enterprise and Rainmaking Innovation including PIER71 in Singapore and Pier47¹ in Denmark; and will in addition to venture building provide an additional avenue for PIER71 to help curated start-ups with market access opportunities in Denmark and elsewhere. As a first and concrete step, PIER71 and Rainmaking Innovation will be collaborating on a "venture exploration program" in Singapore tailored to leading maritime and logistics companies.

¹ Pier47 is a collaborative space in Copenhagen where Rainmaking Innovation helps start-ups to engage with industries for collaboration on the digital re-thinking of the core product or a fresh approach to meeting the needs of the customers.

NUS Enterprise-Wärtsilä MOU to provide mentorship in maritime communication for start-ups

With the MOU, Wärtsilä will support PIER71 with their maritime expertise in areas like ship-to-ship and ship-to-shore connectivity solutions in Singapore, Germany and Finland. Wärtsilä will also spearhead seminars, lead workshops, and provide mentorships to the curated start-ups as well as the start-up communities in Singapore and strengthen the development maritime communication related applications. Meanwhile, NUS Enterprise will support Wärtsilä in establishing their networks with the start-up communities in Singapore.

NUS Enterprise-Wilhelmsen MOU to develop potential solutions for the shipping and maritime services industry

Through the partnership, PIER71 will provide outreach platforms for Wilhelmsen to share their knowledge of shipping and maritime services with the start-up ecosystem in Singapore. PIER71 will also review proposals submitted by start-ups or students in relation to problem statements posted by Wilhelmsen for the shipping and maritime service industries.